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CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

MONTREAL, 232 McGill St. TORONTO, 10 Front St. East. WINNIPEG, 511 Union Bank Building. LONDON, ENG., 88 Fleet St., E.C.

VOL. XXIII. PUBLICATION OFFICE: TORONTO, JANUARY 1, 1909. NO. 1.



The most appropriate and healthy food for young and old during the next few months is

ROBINSON'S PATENT BARLEY

Selling food products is your business—selling the best is your policy—

FRANK MAGOR & CO., 403 St. Paul Street, MONTREAL

Agents for the Dominion of Canada

"Crown" Brand Table Syrup

has made such a remarkable success that grocers and general merchants throughout Canada now make it their leading syrup.

It pays you to inquire for it from your jobber. Do so and insist upon getting "Crown" Brand.

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, Toronto, Ont. Works, Cardinal, Ont. 164 St. James St., Montreal



A Prosperous New Year

is assured by selling

Imperial Dessert Jelly

There is satisfaction in selling what you know to be pure—in giving your customers value—double satisfaction when this is combined with a good profit.

Our best advertisement is your recommendation. Once your customers try Imperial Dessert Jelly we are sure of the result. Write us and we will tell you how, and how much we pay you for your co-operation.

Ask Your Jobber for Imperial Dessert Jelly.

MacLaren Imperial Cheese Co.

Limited

Head Office: - Toronto

An appreciation:

WE wish to cordially thank all readers of the "Grocer" for their liberal support of all articles advertised on this page, both on behalf of the manufacturers and ourselves.

Everything advertised on this page is the Best of its Kind, we neither advertise nor sell anything that we cannot, personally, vouch for and which we have proved.

It always pays to sell the best. Wishing all the readers every prosperity during the coming year.

Yours truly,

Arthur P. Tippet & Co.

The Compliments of the Season



MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY



Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of The Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

HAMILTON

G. WALLACE WEESE
Manufacturer's Representative
Grocers' and Confectioners' Supplies, Storage and Distribution attended to.
Am open to accept one or two more clients, established connections.
Offices: Myles' Fireproof Storage Warehouse
HAMILTON, CANADA. Correspondence Solicited

HALIFAX, N.S.

J. W. GORHAM & CO.
JERUSALEM WAREHOUSE
HALIFAX, N.S.
Manufacturers' Agents and Grocery Brokers.
WAREHOUSEMEN
can give close attention to few more first-class agencies. Highest references.

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FOR SALE
Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.

J. T. ADAMSON & CO.
Customs Brokers and Warehousemen
27 St. Sacrament Street, Montreal
TEL. MAIN 778 BOND 28

ROBERT ALLAN & CO.
General Commission Merchants
MONTREAL
Fish, Oils, Beans, Peas and Produce.
Agents: "Royal Crown" Skinless Codfish.
Representing Morris & Co., Chicago, Pork and Lard.

J. WALTER SNOWDON
MANUFACTURERS' AGENT AND BROKER
Open for exclusive representation of one or two more reliable houses with good grocery lines. Correspondence solicited.
Address
23 Burton Ave., Westmount, Montreal

D. McL. BROPHY
414 St. Paul St. - Montreal
Broker and Manufacturers' Agent
Open to represent one more up-to-date house desirous of utilizing my excellent connection with the grocery trade.
Correspondence will receive prompt attention.

MOOSE JAW

D. STAMPER
GROCERY AND FRUIT BROKER
AND MANUFACTURERS' AGENT
Goods Stored and Distributed
Warehouse, City Spur Track
P.O. Box 793 MOOSE JAW, SASK.

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T. A. MACNAB & CO.
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's.
Codes: A, B, C, 5th edition, and private.

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G. C. WARREN
Box 1036 - REGINA
Manufacturers' Agent and Commission Merchant. Direct Importer of all grades of pure Ceylon Teas, and Grocery and Drug Specialties. Dealer in Coffees, Spices, Mustard, etc. Established eleven years. More lines desired.

ST. JOHN

W. S. CLAWSON & CO.
Manufacturers' Agents and Grocery Brokers
WAREHOUSEMEN
ST. JOHN, - N.B.
Open for a few more first-class lines

TORONTO.

ON SPOT
RAISINS, CHEESE, BEANS
EVAPORATED APPLES
AT LOWEST PRICES

W. H. MILLMAN & SONS
GROCERY BROKERS
TORONTO

W. G. A. LAMBE & CO.
Toronto
Grocery Brokers and Agents.
Established 1885.

TORONTO.

1909
We Wish All Our Friends
A Happy
and Prosperous New Year
The Best Yet!
Anderson, Powis & Co.
Agents
15 Wellington Street East, Toronto

DOMINION STORAGE & FORWARDING CO., LTD.,
43 Colborne Street, TORONTO
Consignments stored at lowest rates in city. All facilities for handling and shipping goods.
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Manufacturers' Agents
and
Importers
29 Melinda St., Toronto

MacLAREN IMPERIAL CHEESE CO. Limited
AGENCY DEPARTMENT:
Agents for Grocers' Specialties and Wholesale Grocery Brokers
TORONTO, Ont. DETROIT, Mich.

Don Storage & Cartage Co. Limited
81 Front Street East
PHONE M. 2823
Storage facilities unequalled in city — Special cartage delivery — Lowest rate of insurance.

WINNIPEG

STUART WATSON & CO.
Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG, - MAN.
Domestic and Foreign Agencies Solicited.

(Continued on page 4).

We are making a leader of

Remember especially
"ANCHOR" Brand
FANCY FRASER RIVER
RED SOCKEYES

Canned SALMON

½s and 1s

SOCKEYES—COHOES—PINKS

Our quotations make it well worth your while to buy NOW——

EBY-BLAIN, Limited
TORONTO

Wholesale Grocers

1909

Begin the New Year well by taking advantage of our special offer as below.

What About Your Grasping a Chance of This Kind?

25c	BLUE RIBBON TEA		1s	at	20c
			½s	at	21c
30c	"	"	1s and ½s	at	24c
35c	"	"	1s and ½s	at	25c
40c	"	"	1s, ½s, ¼s and ⅛s	at	30c
50c	"	"	1s and ½s	at	35c
60c	"	"	1s and ½s	at	42c
80c	"	"	½s and ¼s	at	55c
$1.00	"	"	½s and ¼s	at	70c

Packed in black, mixed and green. We will ship you ANY grade you wish at the above prices, NET 30 DAYS, delivered your railway station. Compare our prices with other package teas.

The Blue Ribbon Tea Co., Limited

266 ST. PAUL STREET - - - - - - MONTREAL

Manufacturers' Agents—Continued.

W. H. Escott
141 Bannatyne Ave.
Winnipeg - - Canada
Wholesale
Grocery Broker
and
Manufacturers' Agent
For prompt service use the wires

VANCOUVER
F. G. EVANS & CO.
Grocery Brokers and Commission Merchants
139 Water St., - Vancouver, B.C.
Correspondence Solicited.

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Wholesale Grocery Brokers
WINNIPEG, CALGARY and EDMONTON
GOODS STORED AND DISTRIBUTED
141 Bannatyne Ave. WINNIPEG, MAN.

TEA;
Its History and Mystery
BY
JOSEPH M. WALSH
A Great Tea Expert
This is a practical, exhaustive work containing valuable information about Tea. It should be in the hands of every enterprising Grocer and Tea Dealer in the country.
CONTENTS
1. Early History.
2. Geographical Distribution.
3. Botanical Characteristics and Form.
4. Cultivation and Preparation.
5. Classification and Description
6. Adulteration and Detection.
7. Testing, Blending and Preparing.
8. Chemical, Medical and Dietetic Properties.
9. World's Production and Consumption.
10. Tea Culture, a Probable American Industry.
Mailed to any address on receipt of
Price $2.00 Postpaid
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TO START IN BUSINESS FOR HIMSELF.
We will establish YOU in a good-paying business of your own.
Profits right from the start, and Prizes.
No money required to begin.
We will mail to you FREE 5 copies of our publication.
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The work is easy.
You be sure to write at once and we will send you 5 copies for next week and everything necessary.
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Firms Abroad Open for Canadian Business.

DAVID SCOTT & CO.
Established 1878. 10 North John St.
LIVERPOOL, ENGLAND.
Splendid connections and references. Try us with a shipment of CANNED GOODS.
T. A.—Scottish, Liverpool.

SYRACUSE
CANNING MACHINERY CO.,
CHICAGO, ILL., U.S.A.

BASKETS
You can make money as well as oblige your customers if you handle our
Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.
We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.
The Oakville Basket Co.,
OAKVILLE, ONT.

Coffee, Its History, Classification and Description
By Joseph M. Walsh
This is the most exhaustive, interesting and instructive book ever published on Coffee. It is attractively written and richly illustrated, and should be read by all who deal in or use Coffee. The contents include,
Cultivation and Preparation.
Commercial Classification and Description.
Adulteration and Detection.
Art of Blending, Preparing, etc.
This work, written by one of the greatest authorities in the world upon the subjects of Tea and Coffee, will be mailed to you postpaid on receipt of
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IT WILL PAY YOU TO SEND AT ONCE.
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Technical Book Department
10 Front St. East, - TORONTO

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THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

Throughout 1909

as for the last twenty-five years, Canadian Canners' Brands of Canned Goods will be the leaders.

Make it your New Year resolution to confine yourselves to Canadian Canners' Brands, viz.:—"Auto," Aylmer "Canada First," Bowlby "Horseshoe," "Little Chief," "Log Cabin," "Kent," Simcoe "Lynnvalley," "Lion," "Thistle," Delhi "Maple Leaf," Lalor's "Grand River," Lakeport "White Rose."

CANADIAN CANNERS, LIMITED

Such An Appetizing Flavor

That's the kind of comment your customers make on Old Homestead Brand. And you will not deny that any goods from your store which cause your customers to make a favorable comment are well worth extra hard pushing.

Old Homestead Brand
Canned Fruits and Vegetables

are made to please your customers. The stock we use is of the highest quality only; while our plant and processing methods are admitted, even by our keenest competitors, to be strictly up-to-date and thoroughly clean and sanitary. It will certainly pay you to specify Old Homestead Brand when ordering canned goods from your jobber.

The Old Homestead Canning Co.

Picton, - - Ontario

Making the Customers Come Back

That's just what

"Pride of Niagara Falls" Brand Canned Goods

have been doing this Season

They'll keep on doing it. It's all owing to the quality and methods employed in the most modern and sanitary factory in Canada. We have on hand

Select Hand Packed Tomatoes
Refugee Wax Beans

These are not cheap goods but THE BEST. Can be obtained through the following agents:

Eby-Blain, Limited, Toronto. **Frank L. Benedict & Co., Montreal.**

F. H. Wiley, Winnipeg, Western Agent.

Unequalled in Quality

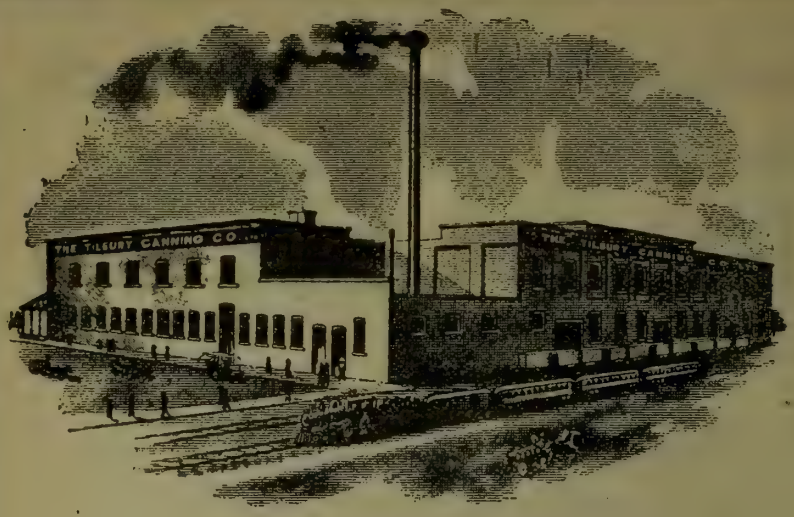
and a Producer of Permanent Profit

QUAKER

Canned Goods

THE BLOOMFIELD PACKING CO.

BLOOMFIELD, - ONT.



"Tilbury Brand" Canned Goods

are in a group of their own—the **A1 GROUP**

Nothing Better Packed

One of the best-equipped factories on the Continent situated in the heart of the best Tomato District in Canada.

RYAN BROS., Winnipeg
WESTERN SALES AGENTS

Sales Agents for Manitoba, Saskatchewan and Alberta.
A large stock carried in Winnipeg warehouse.

The Tilbury Canning Company, Limited, Tilbury, Ont.

The Wise Grocer

is placing his order for 1908 pack and buying

"PEERLESS" Brand Canned Goods

Put up by the Beamsville Preserving Co., Limited.

SOLE DISTRIBUTORS:

WARREN BROS. & CO., - LIMITED

TORONTO and KINGSTON

1892



1909

THE TEST OF TIME

is after all the surest test. If anything has merit, it surely gains. If it lacks merit, it falls by the wayside. For seventeen years "SALADA" has consistently—unswervingly maintained its high standard of quality. We have put out a good article—we have told the people of its goodness—the people have bought it and have continued to buy it. We have always aimed to "serve the public well." Have we not done so?

Then think of what this means to you.

1892.
1894.
1896.
1898.
1900.
1902.
1904.
1906.
1908.

The accompanying geometrical table of "SALADA" increases sets forth simply and clearly the marvellous increase in our sales from year to year. It reflects the confidence of every grocer and consumer in "SALADA"—the appreciation of both for honest, consistent service—the reward of merit.



1908 was a splendid year for

BORDEN'S BRANDS

of Condensed Milk and Evaporated Cream. The trade of Canada found that quality, purity and cleanliness counted with their customers.

1909 will be a still better year for you if you stock and push

"EAGLE BRAND" CONDENSED MILK and **"PEERLESS BRAND" EVAPORATED CREAM**



Unsweetened

WILLIAM H. DUNN, Montreal and Toronto

cott, Bathgate & Co., Winnipeg, Man. Shallcross, Macauley & Co., Vancouver and Victoria, B.C.

Compliments of the Season

To our many customers throughout the Dominion we wish a most prosperous New Year.

We trust that the past year has been a good one for you from a business standpoint, and that 1909 will be even more satisfactory in every respect.

Our many lines have helped you do a good year's business in 1908 because of their unvarying excellence, and we trust we may continue to be of similar assistance to you in future years.

Sugars & Canners

Montreal LIMITED

Imperial Evaporated Cream



UNIFORM QUALITY ASSURED

A steady supply of the finest milk from the surrounding country, which is Canada's most perfect dairying district, coupled with scientific procedure in a modern factory, ensures a uniform quality always.

This is a good selling argument to use

The Canadian Condensing Co.

CHESTERVILLE, ONT.

GENERAL SALES AGENTS:—S. H. Ewing & Sons, MONTREAL



WHY CARRY IN STOCK

Canada First Evaporated Cream?

Because it is Highest in Butter Fat.

SURE TO PLEASE YOUR CUSTOMERS.

EVERY CAN GUARANTEED. NO DEAD STOCK.

Manufactured by

AYLMER CONDENSED MILK CO., Limited

AYLMER, - ONTARIO

The Lever that will lift in 1909

Any merchant can increase his business with the quality-goods lever. Quality-goods make pleased customers, more customers, more trade, hence, more profit.

You cannot apply the lever at a better point, beginning 1909, than your tea trade. Red Rose Tea is known by every merchant as "good tea." It will be my aim during the coming year to keep it, as in the past, better tea than any other tea on the market.

Try a package in your home, you will then **know** that Red Rose Tea is the lever that will increase your tea trade in 1909.

Recommend Red Rose, the Quality tea

3 Wellington St. E., Toronto, Ont.

T. H. ESTABROOKS
ST. JOHN, N B.



The Year 1908 is Finished

I thank all my Customers for their patronage; soliciting a continuance for 1909

Wishing You All a Prosperous New Year

Permit us to thank you for your much appreciated patronage during 1908 and to wish you

A HAPPY AND PROSPEROUS NEW YEAR

May our relations in 1909 be as cordial as in the past.

S. T. NISHIMURA & CO.

MONTREAL and JAPAN

Brooke Bond's Packet Teas.

You know your trade. You know what your customers expect to pay. You know the kind of tea they insist on having. Knowing these things, are you sure you are getting for them better tea for their money than they can get elsewhere in your town?

Stocking our Packet Teas will enable you to do this, for, thanks to our system and business methods, we can offer you better tea than you can get elsewhere for the same money.

For samples apply to

Messrs. Hamblin & Brereton,

Corner of Notre Dame and Victoria Streets,

WINNIPEG, MANITOBA.

Wishing You

A Happy New Year

With best wishes for 1909

Walter Woods & Co.

Hamilton and Winnipeg

A perfect system leaves a good impression which means more business.

THE LOBLAW CREDIT SYSTEM

Cuts your bookkeeping in half.

The less writing you do in bookkeeping, the less chance to make mistakes.

WRITE OR PHONE TO

THE CARTER-CRUME COMPANY, LIMITED

TORONTO and MONTREAL

Business is Booming in the West

Are you getting your share, Mr. Manufacturer, of the active and profitable business in the West? Are you satisfactorily represented? We can handle one or two more lines.

Correspondence invited

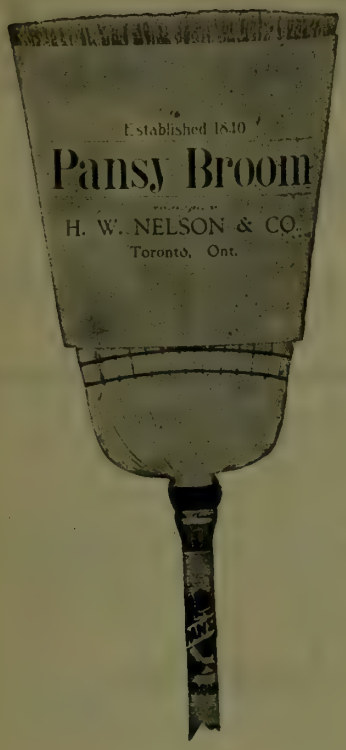
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123 Bannatyne Avenue East ***WINNIPEG, MAN.***

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We make a specialty of distributing cars for Eastern Manufacturers. Consign to us and we will distribute the goods among your customers.

ESTABLISHED A. D. 1840



We can supply you with many different kinds of brooms; but the best value we are offering—the best value on the market—is the

Pansy Broom

With Individual Wrapper

Made only from the finest selected broom corn by the highest skilled workmen in Canada aided by the latest machinery. The Pansy is just the right weight—up-to-date housekeepers prefer it to all others.

H. W. Nelson & Co., Ltd.
T O R O N T O

E. D. S. Brand Jams and Jellies

Guaranteed Absolutely Pure



Unequalled in Flavor

Agents: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; R. B. Colwell, Halifax, N. S.; J. Gibbs, Hamilton.

E. D. Smith's Fruit Farms, Winona, Ont.

By stocking Highest Quality

Sage, Savory, Thyme, Mint, Marjoram, Etc.

you secure the best class of customers, not only for these Herbs but for other groceries as well. You buy absolutely the best when you order Ewing's Herbs.

S. H. EWING & SONS

98 King St., Montreal
Also at Toronto

Sanitary Cans

For Hand Filled Goods

Tomatoes, Stringless Beans, Asparagus, Spinach, Etc., Apples, Peaches, Pears, Plums, Etc.

Sanitary Enamel Lined Cans

For Color Fruits And Goods Of Strong Acidity

Strawberries, Red Raspberries, Black Raspberries, Blackberries, Sour Cherries, Blueberries, Beets, Rhubarb, Etc.

"The Can Without The Cap Hole"
"Bottom Like The Top"

Write for Samples

SANITARY CAN COMPANY, LTD.
NIAGARA FALLS, - ONTARIO

FRUIT CANS
All sizes—All kinds.

SYRUP CANS
For products of Maple, Corn and Cane.

MILK CANS
For Sweetened Milk and Evaporated Cream.

MEAT CANS
Bevelled, Round and Square.

BISCUIT TINS
of any description.

BAKING POWDER AND SPICE CANS

PROMPT SHIPMENT. SUPERIOR GOODS

THE
Norton Manufacturing Co.
HAMILTON

Agents for Ontario:
Messrs. W. B. Bayley & Co., Toronto.
Agents for Quebec:
Messrs. F. L. Benedict & Co., Montreal

SYMINGTON'S
COFFEE ESSENCE

ALWAYS READY!
ALWAYS PURE!
ONE STANDARD QUALITY!

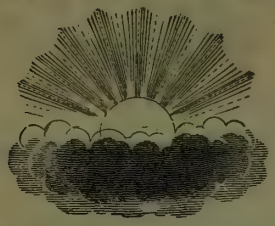
UNQUESTIONABLY THE VERY BEST

TO BE HAD OF ALL WHOLESALERS

THOS. SYMINGTON & CO. EDINBURGH

"Salad, Edible and Cooking Oils"

WINTER PRESSED



"Sun Burst" Reg'd.

"Non-Pareil" Reg'd.

To know these oils is to stock them. The finest substitute for lard on the market. Guaranteed under the Pure Food Act.

We carry a stock and will be pleased to send you samples, with prices.

You will find our oils a good proposition all the way, owing to the number of uses to which they can be put.

WRITE US TO-DAY

J. M. BRAYLEY,

MANAGER KENTUCKY REFINING CO., Incorporated

Cotton Seed Oils

55 ST. PAUL ST., - - MONTREAL

Mr. Grocer

If there is one canned fish a housewife likes for her table above all others, it is salmon—provided it is *the best.* Recognizing this, we decided to pack a line of the choicest fish procurable in the Fraser and Skeena rivers. This is how

Quaker Brand Salmon

originated. We are immensely proud of it and will absolutely guarantee it as the best on the market. This is the brand for you to stock to please your critical customers.

Talls, $2.00 Flats, $2.15

Mathewson's Sons

Wholesale Grocers

202 McGill Street - - Montreal

Walter Baker & Co.'s

Cocoas and Chocolates

In single box lots we will supply at the following prices:

Baker's Cocoa, ¼s - - - -	35½c. per lb.
" " ½s - - - -	35½c. "
Premium No. 1 Chocolate, ¼s -	32½c. "
" " " ½s -	32½c. "
Webb's Cocoa, ¼s - - - - -	29½c. "

W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House—Sault Ste. Marie

WAGSTAFFE'S

Fine old English

Plum Puddings

and

Mince Meat

Are the best.

Your money returned if not satisfied.

Ask your wholesale grocer for them.

WAGSTAFFE, LTD.

Pure Fruit Preservers

HAMILTON

ORIGINAL LANGLEY WARE

Speaks for itself



Finish and workmanship of the finest English Manufacture.

Colors, Plain Green, Plain Green and Gold, Brown and Green, Chocolate, and Fancy Designs.

Tea Pots, with or without Percolators.

Also the

Original Langley Fire-Proof Ware

in **Plain Green and Brown**

The most up-to-date and complete line of earthenware Pottery, consisting of **Art Pottery, Jardinieres, Vases, Flower Tubes, Tobacco Jars, etc.**

Kitchen Ware, **Bake Pans, Egg Poachers, Milk Boilers, Sauce Pans and Butter Jars, etc.**

LOVATT & LOVATT, *Langley-Mills near Nottingham, Eng.*

Write for illustrated catalogue and price list to

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600 Lindsay Building, - MONTREAL

British Columbia Buyers

PLEASE NOTE THAT

TODHUNTER, MITCHELL & CO.

TORONTO

Can supply your wants for their well known lines of **Coffee, Cocoa, Chocolate**

FROM VANCOUVER

Write Our Agents

W. HARRY WILSON & CO.

VANCOUVER

Canadian made Licorice

Y&S BRAND

All Druggists.



Manufactured by NATIONAL LICORICE Co. Montreal.

SOFT MINTS—5c. boxes.

ACME PELLETS—5-lb. tins.

M. & R. WAFERS—5c. bags.

and a complete line of **LOZENCES, ETC.**

Hard and Soft Licorice Specialties

Appropriate for the confectionery, grocery and drug trades.

Price Lists and Illustrated Catalogue on request.

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Winnipeg - -	E. W. Ashley -	123 Bannatyne Ave. E.
St. John -	H. S. Daly - - - - -	
Vancouver -	J. F. Mowat & Co. - - - -	

The Woman's Friend

BLACK KNIGHT STOVE POLISH



Makes stove polishing a clean and easy matter—puts a lustre on the stove that cannot be equalled by any other stove polish. Good profits, too.

Your jobber sells it

THE F. F. DALLEY CO., Limited

HAMILTON, CANADA BUFFALO, N.Y., U.S.A.

Mr. Retailer :

This package retails at 15c., shows you a good profit and saves your customer 5 to 10c. a package. Cases only, two dozen. Buy from your jobber to-day.

Hearts of Wheat Co., Ltd. Toronto



Hearts of Wheat

is made from the hearts of the best Canadian wheat, thoroughly sterilized and packed in sanitary packages.

Hearts of Wheat

is prepared under the direction of the best food expert in the world.

A Selling Line for 1909

Allredie Pudding, three dozen packages to the case.



One package makes sufficient pudding for six persons.

Allredie Pudding IS NOT a distinctly Christmas Pudding.

Allredie Pudding is a dainty, delicious dessert, quickly prepared and very inexpensive, within the reach of everyone.

Allredie Pudding, Mr. Grocerman, is a seller at any season of the year. Do not be afraid to try a sample order from your wholesale house. We guarantee the merits of **Allredie Pudding.**

Allredie Pudding, being put up in powdered form (an entirely new idea) will keep indefinitely, as the fruits are so prepared that they cannot deteriorate in the slightest degree.

Do not wait until your competitor gets the pudding. Order at once from your wholesale house and we will assist you in making sales as much as we possibly can.

ALLREDIE PURE FOOD CO.

of Canada, Limited

Bridgewater - Nova Scotia

A. H. CLEMENTS, Sales Agent - MONTREAL
W. H. ESCOTT - - - WINNIPEG
A. F. RANDOLPH & SONS, FREDERICTON, N.B.
LIND BROKERAGE CO., TORONTO AGENTS
W. A. SIMONDS - - ST. JOHN, N.B.
B. R. HOLEMAN, CHARLOTTETOWN, P.E.I.

YOUR COFFEE TRADE

is an important branch of your business

SATISFACTION

is contained in every package of Chase & Sanborn's High Grade Coffees.

Chase & Sanborn — The Importers
Montreal



White Moss Cocoanut

is made by experts in a scientific manner and therefore cannot but be the finest produced. The steadily growing demand there is for White Moss Cocoanut proves its superiority.

Do you sell it?

The Canadian Cocoanut Co., Montreal

The delicious flavors of

Nation's Custard Powder

with Stewed Fruit is an ever pleasant memory.



Agents:
GREEN & CO.,
25 Front St. E. Toronto
W. H. ESCOTT,
Winnipeg

Made by Edward J. Nation & Co., Bristol, England

JAMES DOME BLACK LEAD

GIVES A GOOD, BRIGHT, LASTING SHINE.

THE BEST STOVE POLISH ON THE MARKET

NO DUST

W. G. A. LAMBE & CO., Canadian Agents



WORKINGMEN

Desire to pay no fancy prices for a common, every day necessity such as a hand cleaner. That's why they all demand

Gilmour's 10c. Hand Cleaner

which possesses all the qualities of the higher priced lines, and which is packed in full sized tins particularly popular with the hard-working man.

Ask Your Wholesaler's Traveller—Or Write Us.

The Gilmour Company, Montreal

604-6-8 Papineau Ave.

"THE GENUINE HAND CLEANER IN THE ORIGINAL YELLOW TIN."



Ridgways TEA

is without a peer in the Canadian market.

No tea is more extensively advertised or better known.

Good tea is a magnet which always draws trade.

Ridgways Tea will be a trade winner for your store.

CANADIAN OFFICE, VANCOUVER, B.C.

Agents—Richards & Brown, 314 Ross Avenue, Winnipeg, Man.



LEITCH ANCHOR BRAND OAK LAKE

Days

The Virtues of

Anchor Brand Flour

Have become so well known that our mills require to run day and night to fill orders. People who live well and want the Best insist on ANCHOR BRAND quality.

Manfd. by Leitch Brothers
Flour Mills, 13
Oak Lake,
Man

Night





ABSORBINE

Cures Strained Puffy Ankles, Lymphangitis, Poll Evil, Fistula, Sores, Wire Cuts, Bruises and Swellings, Lameness, and Allays Pain Quickly without Blistering, removing the hair, or laying the horse up. Pleasant to use. $2.00 per bottle at dealers or delivered. Horse Book 5 D free.

ABSORBINE, JR., (mankind, $1.00 bottle.) For Strains, Gout, Varicose Veins, Varicocele, Hydrocele, Prostatitis, kills pain.

W. F. YOUNG, P.D.F., 204 Monmouth St., Springfield, Mass.
LYMAN, SONS & CO., Montreal, Canad'an Agents.

SAUERKRAUT

German Style. "Silver Thread" Brand. In barrels, pails and 3 lb. tins.

ASK FOR PRICES.

ONTARIO SEED CO., - WATERLOO, ONTARIO

"Wishing our friends the Season's Greeting and a Happy and Prosperous New Year."

BALFOUR, SMYE & CO.

QUICK SHIPPERS

Wholesale Grocers, - HAMILTON, ONT.

"WHITE SWAN GOODS ARE GOOD GOODS"

—ALWAYS—

CEREALS, SPICES, COFFEES, ETC.

WHITE SWAN SPICES AND CEREALS LIMITED

(SUCCESSORS TO THE ROBERT GREIG CO. LIMITED)

TORONTO

A Prosperous New Year to All

From

The Davidson & Hay Limited

WHOLESALE GROCERS, TORONTO

SUGAR

When next purchasing supplies of Granulated Sugar ask for

Redpath

The purest and best—To be had in original packages—

Barrels of about 300 lbs. and Bags of 100, 50, and 20 lbs.

The

Canada Sugar Refining Co.,

Limited

MONTREAL



WHY YOU SHOULD SELL

MATHIEU'S SYRUP

of Tar and Cod Liver Oil

REASON NO. 1

Nine out of every ten people when troubled with a cough or cold call for Mathieu's Syrup.

Hence there is no time wasted in selling it. It almost sells itself. This is the result of its exceptional curative properties in all chest and throat complaints—backed up by good advertising.

This advertising consists of

1. Our newspaper campaign.

2. One person recommending it to another, and probably telling him that he got it at your store.

3. Dealers who know a good article when they see it and gladly recommend it to their customers and friends.

Let us have an order from you to-day

J. L. MATHIEU CO., Props., SHERBROOKE, P.Q.

L. Chaput, Fils & Cie., Wholesale Depot, Montreal

Do You Want Ottawa Business?

Certainly, you do! It's well worth going after. To properly look after customers here you must have a stock right on the spot. We will store it for you, safely and economically. Ask us how.

A 1 Railway Connections. **Advantageous Insurance.**

Every Modern Convenience.

WE ARE THE WAREHOUSE PEOPLE!

The Dominion Warehousing Co., Limited

J. R. Routh, Manager **52 Nicholas St., OTTAWA**



TO SETTLE DOUBT

Drop a postal to our Canadian Agents (mentioned below) for free full-sized tasting bottle of H. P. Sauce.

Try it on your own plate, and then you will see why your customers want it.

Wide-awake Grocers are making H.P. Sauce their leading line.

Our bright Canadian advertising tells the people all about H. P. and what it is made of, how good it is for the appetite, palate and digestion.

Large and quick turnover on H.P.

W. G. Patrick & Co., Toronto and Montreal
R. B. Seeton & Co., Halifax, N.S.
Georgeson Co., Limited, Calgary, Alberta
Kelly, Douglas & Co., Ltd., Vancouver, B.C.
Ellis & Co., Limited, St. John's, N.F.

Midland Vinegar Co., Birmingham and London, England



Buy Made-in-Canada goods and order a stock of

STERLING BRAND CATSUP

Not only will you be selling Canadian-made goods, but you will be selling an article which will please your customers and bring many repeat orders.

THE T. A. LYTLE CO. LTD.

Sterling Road, Toronto, Canada

If you would please exacting customers who demand highest quality marmalade obtainable fill their order with

Balmoral Scotch Marmalade

put up by experts who have made a study of the industry. Only the finest Seville bitter oranges and pure Canadian granulated sugar used.

J. W. WINDSOR

MONTREAL



DELICIOUS, APPETIZING JELLIES

are what you can guarantee to purchasers of

Shirriff's Jelly Powders

Their composition is pure and perfect.

IMPERIAL EXTRACT COMPANY

18-22 CHURCH STREET, - TORONTO, CANADA

WHAT PROFIT?

That's the main question for you, isn't it? Well, we can tell you that the profit on



"SNAP"

the world's best

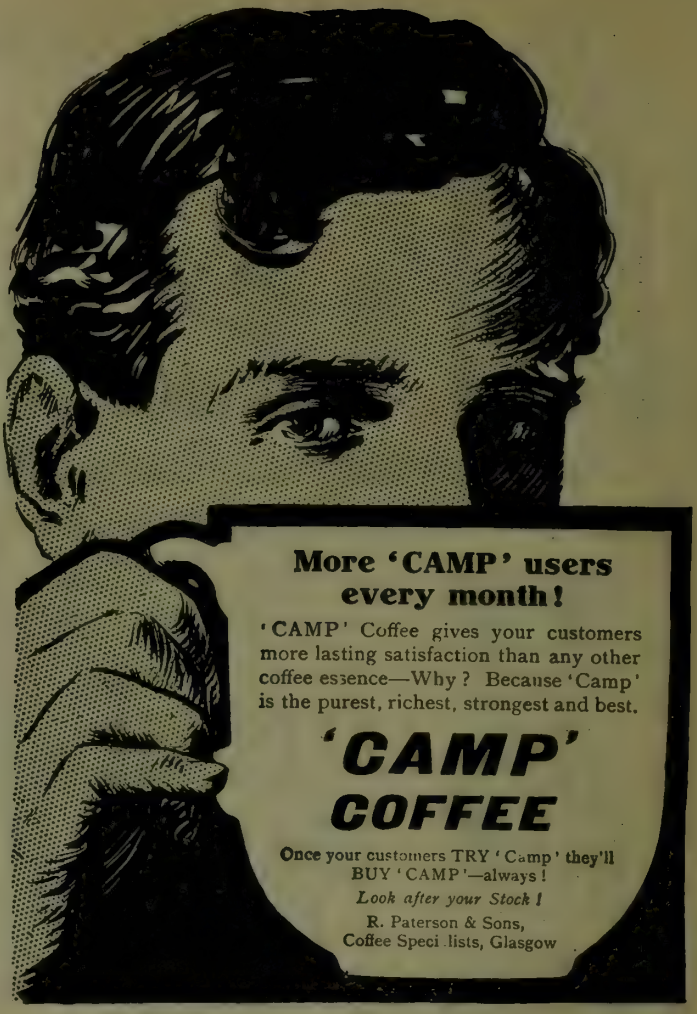
HAND CLEANER

is an excellent one, as you will readily find by getting a quotation from your jobber on a trial case. The difference between Snap and soap is the fact that Snap instantaneously removes any kind of grease, paint or dirt from the skin, leaving the hands soft, white and uninjured. One tin of Snap is equal to four times the quantity of soap.

Made only by

The Snap Company, Limited

Montreal, - Canada



More 'CAMP' users every month!

'CAMP' Coffee gives your customers more lasting satisfaction than any other coffee essence—Why? Because 'Camp' is the purest, richest, strongest and best.

'CAMP' COFFEE

Once your customers TRY 'Camp' they'll BUY 'CAMP'—always!

Look after your Stock!

R. Paterson & Sons,
Coffee Specialists, Glasgow

At $7 A Case

and up
(Cost to you)

Marsala Wine

Makes one of the best sellers imaginable; to your customers a delightful after dinner beverage, takes the place of port and sherry—and so reasonable in price.

Have you tried it yourself? Send for free sample if not.

Museo Commerciale Italiano

43 St. Antoine St., Montreal

Sole Agents American Continent **Phone Main 2731**

MOLASSES AND SYRUPS

GINGERBREAD BRAND MOLASSES
(IN TINS)

2's, 3's 5's, 10's, 20's
1, 2, 3, 5 gal. Pails

GOLDEN SLING SYRUP
(IN TINS)

2's 3's 5's 10's 20's
1, 2, 3, 5 gal. Pails

"THE BEST THERE IS"

Agents

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C. DeCarteret, - - Kingston.	R. G. Bedlington & Co., - Calgary
Jas. N. McIntosh, - - Ottawa	Tees & Pearse, - Edmonton.
Geo. Musson & Co., - Toronto.	Wilson & McIntosh, - Vancouver
J. W. Bickle & Greening, - Hamilton.	C. Leonard Grant, - P. E. Island
G. H. Gillespie, - - London	

Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia



To All Our Friends

We extend our best wishes for a Happy and Prosperous New Year.

James Turner & Co., Limited

Hamilton, Ontario

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Christmas Fair---Country Trade Boomer

Several Ontario Towns Have Adopted the Idea to Hold Trade at Home and Help Holiday Business—Lindsay Tried the Experiment Last Week and Found it a Splendid Success—Some Novel Features.

(By the Canadian Grocer's Travelling Representative.)

A novelty, though perhaps not an innovation, in the way of drawing business to local country centres, is the "Christmas Fair" idea, which, of late years has taken a hold on the merchants in the towns of central Ontario. The credit for propagating this idea is due more particularly to the merchants in the smaller country towns, who, recognizing the fact that some business that by right belonged to them was going to the large cities, decided that some inducement or attraction should be offered the country people in the surrounding neighborhood to do their trading in their local country market town. The "Christmas Fair" was the result.

An Exhibition of Produce.

The central feature of this fair idea is an exhibition of country produce—fresh dressed beef and pork; poultry, eggs, butter and lard, the exhibits and preparation of the exhibits being the property and work of the exhibitor. A set of prizes is offered to stimulate interest, and certainly the contest is keen and occasionally intense, as may readily be supposed.

The claimants for the origination of the idea are many, and it would be a difficult matter to decide to which town the credit is due. However, the principal point is that the fair idea is a success and abundantly justifies its inauguration wherever it has obtained a trial. Newmarket, Goodwood, Sunderland and Little Britain, in York, Ontario and Victoria Counties, have tried the fair a couple of times, and are in the field again for next year. Some elaborate preparations are made in the smaller centres. This year Goodwood had its business street decked out with arches and pillars of evergreen, and the picture was Christmassy and holiday-looking indeed.

"Continual dropping wears the stone," is a proverb used in connection with a drop of water, and the continual and markedly successful yearly repetition of the "Christmas Fair" in the smaller towns is having an effect on some larger centres and county towns.

TAKEN UP IN LINDSAY.

This is the reason why Lindsay, in Victoria County, was taken with the idea. Admittedly a country-buying centre par excellence, and during this passing year of trade depression one of the least affected centres in the country, Lindsay, through its Board of Trade, conceived the notion of following the example of the surrounding small towns and villages, and hold a combined winter fair and Christmas-buying day. To think was to act, and though the time for preparation was short, yet the enthusiasm was such that the fair was destined to be a success from the start. Scarcely two weeks elapsed since the subject was first broached by W. B. Sparling, President of the Board of Trade, who, by the way, is a wholesale grocer and represented the grocers on the committee afterward appointed at a meeting of the Board and the date of the event, December 22, was set. The idea was thought on all sides to be a good one, and right away a committee was appointed to look after the event. That committee was representative of all lines of business, and included J. A. Williamson, B. L. McLean, John Carew, Wm. Galbraith, W. B. Sparling, F. W. Sutcliffe and D. Cinnamon. The farmers' representatives were Jos. Hickson, Mount Horeb, and Wm. Channon, Oakwood. Johnson Ellis, President of the Lindsay Fair Association, was named chairman and H. B. Clemes, of Dundas & Flavelle, Secretary-Treasurer.

Enthusiastic Merchants.

This committee arranged all details. One point which shows how enthusiastically the idea was taken is the fact that the $300 given in prizes was raised in a half-day by the merchants of Lindsay, each man giving on an average $5.

The fair was held in the Market building, which proved too small for the exhibits, many of which overflowed into the square. Prizes were given for dressed and drawn fowl of all kinds; beef, hogs and lambs, and butter and eggs. A number of special prizes were also given by buyers who took possession of the prize winning produce.

A Horse and Baby Show.

Besides this, a horse show was held on Kent Street, the principal business thoroughfare, and on account of its width undoubtedly one of the finest business streets in Canada, and a baby show in the Academy of Music, which latter was conducted by Mayor James Begg.

The Market and Academy are in different ends of the town. One is in the east and the other in the west end, and Kent Street, on which are located the principal business houses, connects the two. As a result, all day long a constant stream of people flowed up and down past the shops and into the stores, and when The Grocer representative, wishing to find out for himself just how the merchants regarded the result of the fair from a business standpoint, entered the shops to speak with the proprietors, he was hustled about in the crowd, and if at all fortunate in seeing the proprietor was met with a "You-bet-ye; haven't time-to-talk; too-busy" reply to his query.

Eighteen Hundred Visitors.

Some 1,200 to 1,800 visitors were in Lindsay for the fair, and they made quite an addition to the 8,000 inhabitants of the town. The stores were crowded all day and many a tired clerk was glad when night came.

To Be An Annual Event.

It is impossible to state in figures the amount of business transacted, but that it well repaid all outlay and expense is more than vouched for by every merchant in Lindsay. Opinion is unanimous on that point. The "Fair" covered but one day, but the event was so appreciated by the farmers and merchants that it promises to be an annual fixture, second only in importance to the Victoria County Fall Fair, which is known as one of the finest autumn fairs in Ontario. As most of the grocers expressed it, "It is the best thing ever held in town."

The stores presented attractive fronts and specially decorated windows, which helped out the general holiday appearance. The grocers were not behindhand in this regard, and some pretty nice window and interior displays were shown.

Graham Bros., the newest grocers in town, had two nicely arranged windows. Fruits and groceries were in one, and an-upset barrel of candy in other. Christmas decorations helped out the show. Adams Bros., grocers and butchers, besides decorating stores and windows, had an attractive display of choice meats and dressed fowl on exhibition at the fair. This exhibit was prettily decorated with holly, evergreen and artificial roses. W. E. Baker, the dean of the grocery trade in Lindsay, devoted his window with a showing of chinaware, which is a prominent side line with a number of grocers in Lindsay. A. Campbell's fine store set one window aside for Christmas fruits and groceries, and the other to a display of chinaware. T. A. Fisher and J. R. O'Neill, away from the main business thoroughfare, had the Christmas decorative spirit prominently shown, as did also John Fleury and A. Primeau, near the market. The latter expressed himself on the value of the fair when he said: "It makes two Saturdays in one week. The only objection being that it did not take place earlier."

The fair will be an annual fixture.

News of the Canadian Grocery Trade

Maritime Provinces and Quebec

Merchants Generally Enjoyed Good Christmas Business in Most Cases Ahead of Last Year—Fire in Montreal Grocery.

ST. JOHN.

December 29.—Grocers, both wholesale and retail, feel very well satisfied with the Christmas business for 1908. Several of the wholesalers report that the month of December has been the best in their existence. The retailers did a very satisfactory business despite the feeling that the depression of the past year would affect the sales adversely. There has been practically no change in the wholesale quotations, the only one being a decline of 10 cents in the price of beans. Turkeys, which were sold at 23 to 26 cents up to Thursday, climbed the ladder on Christmas eve and 30 cents was asked. This price is a record for St. John.

The majority of the wholesale grocers did not open their places of business on Saturday following Christmas. The holiday was extended from Thursday night until Monday morning. T. H. Estabrooks, wholesale tea merchant, also closed his establishment from Thursday to Monday, in fact; the movement was started by Mr. Estabrooks, and it was greatly appreciated by the employes.

Mrs. Louise T. Williams, mother of F. E. Williams and James D. Williams, of F. E. Williams Co., wholesale and retail grocers, died on Thursday, Dec. 24.

HALIFAX.

December 29.—The Christmas grocery trade in Halifax was brisk last week, and a large amount of goods were turned over. The demand for some lines was very heavy, particularly for dried fruits. On the whole, trade was fully up to that of last season. A record price was asked for fresh laid eggs in the local market during the past week. Fifty-five cents per dozen was the price asked for guaranteed stock, and even at these figures they were bought up, as the supply was very limited.

The market was well supplied with poultry the receipts of stock from Prince Edward Island this season being very heavy. On account of the large quantity of stock sent in at Thanksgiving, the receipts from Nova Scotia were not as great as at Christmas seasons in former years Turkeys sold from 16 to 18 cents, geese 13 to 14 cents, and chickens and ducks 15 cents per pound. The Island poultry this year was of very fine quality.

The jobbers state that the demand for poultry is becoming greater every year, and this notwithstanding the prevailing high prices. Butter is firm and in good demand. Some of the jobbers this week received a small consignment of 5-pound tubs of choice dairy butter, and these found a ready sale at 30 cents per pound. Creamery is in good demand. The supply the dealers are now receiving is only sufficient to meet the demand of their customers.

There has been a considerable falling off in the shipment of apples during the past week, and it is not expected that any large quantities will be moved during the present cold spell of weather. Some fairly good apples were marketed for the Christmas trade, but the majority of the stock was of very poor quality. Some fancy Gravensteins were offered for sale by several of the leading grocers. These apples were kept in first-class condition and they retained their natural color and flavor. This class of stock found a ready sale.

The Government fruit inspectors called a meeting of the growers and shippers at Kentville last week, and the inspectors informed them that in future the law would be rigidly enforced as regards size. All No. 1 and No. 2 fruit will have to be a certain size. The growers contend that it is impossible to keep within the law, and they point out that the best Nonpariel apples do not come up to the requirements of the law, and, therefore, they cannot comply with it.

MONTREAL.

Dec. 29.—Christmas Day had nothing extraordinary to mark its passing. Storekeepers are trying to size up the trade as compared with other years. A large variety of opinions have been expressed regarding this matter. Some say the volume of their business was larger than previous years, while others claim it fell much below the level of other Christmas seasons. When all these opinions are weighed, however, it can be safely said that there has been a falling off. Nearly all express the opinion despite this fact that the pendulum is commencing to swing towards renewed prosperity.

Geo. Newcomes, of Boston, who has been visiting friends and relatives in the city gave an interesting interview recently on conditions in the United States. After a general review of the situation, which, in its general features, is about like our own condition he spoke of the stringency of the Pure Food Law, and the rigour with which it was being carried into effect.

He said that while Dr. Wiley, the chief analyst at Washington, was undoubtedly rendering the nation a great service he was also making a lot of enemies as many sources of revenue accruing from adulteration were now cut off. He paid some attention to the collection agencies, which were springing up and his comment upon these was far from favorable.

J. H. Lefebvre, one of Montreal's progressive east-end grocers, had a narrow escape from death Saturday evening, when, through spontaneous combustion occurring in a barrel of liquor he was severely burned. Damage to the extent of several hundred dollars was done to the store and its contents.

Western Canada Notes

Shipping Salmon From Vancouver to England—New Warehouse in Saskatoon —Calgary Grocers Elected to Municipal Offices.

SASKATOON.

December 28.—Currie Bros., of Second Avenue, intend extending their departmental store next year. The addition will be in the rear of the building.

Speers & Paul, the west side grocers, have brick veneered their frame store which adds greatly to its comfort as well as appearance.

Avery Smith, whose place of business is on Avenue A. has taken a sudden spasm for advertising. He not only sent his customers handbills announcing special prices for Christmas, but he took considerable space in the local papers and has come to the conclusion that it pays.

The A. McDonald Co., wholesale grocers, have now settled in their new place of business, which has just received the finishing touches. The electric elevator is not yet in operation, but will be as soon as power can be supplied by the city. The building is three storeys, with full size basement, and is a handsome addition to the wholesale section. The general offices occupy the front part of the building, while behind is the ship-

ping room. On the first floor directly over the offices, is the packing room.

Another new warehouse almost complete is that of the Rogers Fruit Co. Although not yet finished, the staff are occupying the building. A heavy trade has been done these last few weeks in the fruit trade. The building itself is commodious. In the basement there are four heated rooms capable of holding three carloads of bananas. There is also space enough for about twenty cars of other kinds of fruit. The building is well equipped for handling this business. Next year this branch will be known as the Northern Fruit Co.

VANCOUVER.

December 26.—Grocers are interested in the action of the companies which manufacture the Canada First and St. Charles brands of condensed cream. The Canada First, produced at Aylmer, Ont. is a comparatively recent arrival on the market here, and in introducing it one case in ten was given free to the retailer. Recently, however, the local representative, Mr. McIntosh, was notified that if this continued the St. Charles people would enter the lists, so it was stopped. Some time ago the price of the 20-ounce tins of St. Charles was reduced to $5.10 per case, which made it possible for some of the larger dealers to drop the price to the consumer to two tins for 25c. This was not what was intended, as the family size, a little smaller, which sold for 20c a case less, was the two for a quarter seller. The 20-ounce size was intended for 15c straight. The result has been, of course, that the consumer calls for the larger size, as other grocers have had to meet the cut, and the family size remains on the shelf. Now that there is talk of bringing up the price of the larger size so that it would not be profitable to sell it retail for two for 25c, grocers are wondering if it will be possible to bring the price back to 15c straight. Once the price goes down it is pretty hard to get it back, for when it is done, the consumer always thinks it is another means of extracting just a little more on a necessary article.

The Empress Manufacturing Company, of Vancouver, has placed on the market for the first time a home-made mincemeat in 20-ounce glass packages.

An effort is being made to place the unfermented wines put up by T. A. Lytle & Co., Toronto.

Merchants generally have done a good business this holiday season. The weather was fairly good, several fine days bringing out the people in very large numbers. Every bargain sale, no matter what line, had an unusually large number of buyers, showing that advertisements were eagerly scanned. It is very probable when the totals are counted up, that this year's business will exceed that of any previous.

Carload shipments of bananas are being received twice weekly, and they are being sold lower than at this time in previous years. The quality is good.

California radishes, parsley, etc., have begun to come in, and are a little high in price. The demand, though, is fair.

Navels have advanced at the shipping point 10c and 50c per box, but the quality is only fair. Shipments are arriving on the green side, and none of the stock has the nice orange color that this fruit should have. Last year, too, the oranges were pale and sour. Japs are short in quantity, but better than usual in quality.

Excellent progress is being made by the Hygienic Dairy with its building at Matsqui, and it is expected that operations will begin soon. At a general meeting held this week a permanent board of directors was appointed, as follows: Dr. S. Tunstall, Messrs. C. E. Hope, M. P. Thomson, A. Cruickshanks, R. A. Mather and M. Desbrisay. F. M. Logan is general manager.

An experimental shipment of fresh salmon from this city to England was recently made by George L. Clayton, of Vancouver, with a view to ascertaining the possibilities of establishing a trade with the English fishmongers. The salmon were packed in ice and sent by express. Mr. Clayton received word this week that the shipment arrived in London in good condition, and he is convinced that if refrigerator cars are used a good business could be worked up.

E. A. Ramsay, senior partner and business manager of Ramsay & Phillips, of Kamloops, who have the largest store of groceries and general goods in the province, outside the large coast cities, has disposed of his interest in the business in exchange for property in Red Deer, Alta., owned by J. P. Rice. Ill health has made it necessary for Mr. Ramsay to secure some relaxation from business worries. The property purchased is in the business portion of Red Deer, and is valued at $26,350. Mr. Rice will enter the firm at Kamloops, but Mr. Ramsay will also remain financially interested, investing $10,000 in additional shares, which will increase the working capital by that amount.

Safecrackers operated at the general store of B. B. Smith, Cloverdale, last week and got $25. No goods were taken.

Mr. Wilson has left Vancouver to take charge of the sales department of Harvey & Dobson, general merchants, of Enderby.

Mrs. R. P. Bradley, with her younger sons and daughter, have arrived from Enderby, to join Mr. Bradley, who lately purchased a grocery store in Kitsilano, one of the western sub-divisions of Vancouver City.

Encouragement is given to land owners in the Okanagan district to grow tobacco by Louis Holman, who offers to take all the leaf that is produced there. He is a tobacco grower of some experience, and since coming to British Columbia from Wisconsin four years ago, has cultivated this profitable plant. Following his advice, a number of others have started growing, and now there is a total tobacco acreage about Kelowna of about 43 acres, from which it is expected that 38,000 pounds of leaf will be obtained. Climatic and general conditions are very favorable, and the indication is that this industry will expand rapidly.

Broder Bros., of Bellingham, are operating a clam cannery at New Westminster. The raw product is obtained from an island in the Gulf of Georgia by Indians, and conveyed to the factory in sacks. Orientals are employed in the work of preparation, but the more important parts of the process are carried out by eight white men. Nothing is wasted, the shells being shipped to Bellingham, where they are manufactured into chicken feed.

CALGARY.

December 26.—The appearance of the stores last week, not only proves conclusively that Calgary is second to none as a modern city, but that the grocers possess both business ability and the skill and taste of the artist. To form an idea of Calgary's prosperity, and the efficiency of its business houses, one could not do better than take the store of the Calgary Milling Co. as a criterion.

Mr. Turcotte, who for the past two months has been in charge of the Calgary grocery store, in 1st Street West, has lately opened another store in the rapidly growing suburb of Sunnyside.

Among the many passengers going east for the Christmas season was J. G. Savage, of Plunkett & Savage, Rumor has it that he will not return to Calgary alone.

The dairymen of Alberta report very good progress during the season just passed. The fifty creameries and cheese factories in the province have done a much better business than last year. Twenty-one of the creameries established on the co-operative principle and owned by the association of farmers, were operated by the Provincial Department of Agriculture on their behalf, and have proved a great boon to the farmers of the various districts.

There appears to be a scarcity of peel this year. The wholesalers, owing to the big demands, have run short. As this was partly anticipated, many of the retailers held on to their stock and will probably be able to meet all requirements.

R. R. Jamieson, for many years superintendent of C.P.R., Calgary, has been elected mayor by about 500 majority. The experience he has had in handling large railway affairs will stand him in good stead in his new position. The coming year will be an important one in Calgary. Several big undertakings will be pushed forward, the street railway being one of them.

The Calgary grocers are honored by having three of their number, F. J. Green, J. C. Speer and G. N. Erb, elected as aldermen, and if they attend to the work of the council as they have to their private affairs, the citizens will have reason to be proud of them. F. G. Green is of Wood & Green, 8th Avenue W. Their business is one of the largest in the city, and Mr. Green's business ability, as well as popularity, counted for much in his election. J. C. Speer runs a store with his brother in 9th Avenue E., where they have been in business about two years. Mr. Speer will be a good addition to the council. G. N. Erb, of Erb & Anderson, flour and feed merchants, 8th Avenue E., is a quiet, unassuming man, but with a good grasp of affairs.

Recently a meeting of the wholesale section of the Board of Trade was held to discuss the question of legislation with reference to the sales of goods in bulk. Wm. Georgeson, of the Georgeson Co., wholesale grocers, was in the chair and read the Bulk Sales Act, as passed by the British Columbia Legislature, and advocated legislation on similar lines. Under existing circumstances it is possible for a retailer indebted to wholesalers to sell out his entire stock, pocket the money and leave the country, when, as many cases have proved, the creditor receives nothing. It seems that

an act to remedy this state of affairs would be welcome, and be of benefit, not only to wholesale houses, but retailers, too, by doing away with fraudulent merchants. A resolution in favor of this act was unanimously passed at the meeting, and will be submitted to the council of the Board of Trade at their next meeting.

Jas. Logan, who for the past five years has been running a general merchant's store in Olds, has assigned to George Gray, official assignee, of Calgary. When everything is straightened out his assets will in all probability quite cover his liabilities.

L. T. Mewburn, of L. T. Mewburn & Co., wholesale grocers was recently elected president of the Hunt Club just formed in Calgary.

From Ontario Correspondents

Many Grocers Interested in Municipal Elections—Christmas Business Reported Generally Good—Brantford's Christmas Excursion a Success — London Grocers Enthusiastic Bowlers.

LONDON.

Dec. 29.—Local retail grocers agree that this year's Christmas trade has been at least equal to that of last year, while the business of Christmas eve surpassed any previous record.

This is stock-taking week in the wholesale houses and all the travelers are in.

Brokers report trade rather quiet, with little change in prices of staples. Canned goods are moving very slowly.

At the next meeting of the Retail Grocers' Association, to be held on Jan. 12, the matter of holding the annual banquet will be taken up and the date and place named.

Local retail grocers have not yet recovered from the bowling fever. Next week there will be a match for blood between teams representing grocers north of Dundas Street and those south of it. Treasurer Ed. Ryan, will captain the south-siders and ex-President Harry Ranahan will be in command of the north-enders.

Only two grocery men were put in nomination for municipal office on Monday. Samuel Screaton, of Edward Adams & Co., (wholesale), chairman of the Hospital Trust, who is seeking re-election, and T. H. James, whose name is on the list of aldermanic nominees.

It is understood that John Garvey, wholesale grocer, intends erecting during the coming summer a handsome five-storey warehouse on the site on King St. of the Murray Shoe Company's premises, which is the property of Mr. Garvey. Mr. Garvey has long had this project in contemplation, but certain leases have prevented its being carried out.

The local cheese trade has been rather lifeless during the past three weeks, as buyers generally have sufficient stock with which to finish the year. Though there are fairly large quantities in Montreal, the wholesale exporters refuse to let go their holdings at present prices. Their reason for so doing is that cheese stored here is mostly of September and October make, and was purchased at higher prices than the later makes. They are, therefore, willing to hold on and take chances rather than suffer a loss at the present time. One large dealer states that prospects look brighter now, and he looks for an advance in January, although not a large one. The same authority stated that England's supply is nearly exhausted, and they will have to import Canadian cheese in the near future. He does not, however, believe cheese will soar very high.

Thieves entered Gyde's grocery, 508 Grosvenor St., the other night and made off with a quantity of goods.

Roy Moore, driver for Ryan & Russell's grocery wagon, had a close call from serious injury, if not death, at the Richmond St. crossing of the C.P.R. on Saturday. While driving over the tracks he failed to notice an approaching yard engine until it was almost upon him. Then he whipped up the horse, but the engine struck the end of the wagon, throwing it around to one side and pitching Moore and a companion out. Their escape with a few cuts and bruises was little short of miraculous.

CHATHAM.

December 29.—Following the busy Christmas season, keen interest is being taken in the municipal elections. Members of the grocery and allied trades figure quite prominently in the list of candidates placed in nomination to-day.

There is a straight fight for the Mayoralty between Ald. John Edmondson, the St. Clair Street butcher, and Ald. W. H. Westman. Ex-Ald. Wm. Potter, who contested the Mayoralty last year, was in many quarters expected to again enter the race, but a few days ago gave out a statement to the effect that he was not seeking municipal office. He was nominated for the Council, though it is uncertain whether or not he will be a candidate. In addition to ex-Ald. Potter, Ald. Harry Andrew is a grocer candidate out for re-election to the Council, after one year of service. Wm. Anderson, ex-chairman of the Public Library Board, is also in the race, his candidature meeting with widespread approval. Mr. Anderson is president of the City Retail Merchants' Association, and has a general reputation as a hustler. John D. Stark, St. Clair Street, is another grocer nominee, though it is uncertain as yet whether or not he will stand. John McCorvie, for the past year chairman of the Board of Education, is this year in the aldermanic race, and is counted one of the likeliest candidates in the list of 40. John Mahler, of the Chatham Evaporating Works, and Chas. E. Lister, of the Maple City Creamery, are also in the race. All things considered, dealers in foodstuffs have a pretty goodly representation in the list of candidates. Harry W. Jacques is the only grocer in the list of candidates for the Board of Education.

Though it was at one time thought likely that the repeal of the market by-law, prohibiting grocers from purchasing on the market before 10 o'clock, which was put through early in the year, would prove an issue in the municipal elections, so far it has been brought up by only one candidate, Fred. H. Brisco. Mr. Brisco comes out flat-footed in favor of the restoration of the 10 o'clock proviso, with respect to grocers and butchers, as well as its extension to include wholesale buyers.

The Christmas season is over. All things considered, it was a very successful season for the grocery trade. Grocers all round are well satisfied with results. "It was miles ahead of last year," was the enthusiastic statement of one merchant to The Grocer representative, while grocers who condescended to be specific reported in some cases that their business for December, 1908, was approximately $500 to $600 in excess of that for December, 1907. Christmas displays were on the whole far better than those last year, though in many cases simpler.

Assignee W. G. Burrows states that the estate of R. I. Weaver, the St. Clair Street grocer-butcher, whose assignment was reported last week, is in pretty good shape, the assets being far in excess of the liabilities. The assignment was probably hastened by the pressure of some of the larger creditors to secure payment of their claims. The assignee intimates that the estate will not only pay 100 cents on the dollar, but will leave Mr. Weaver a tidy balance. The business is being carried on by the assignee, pending the winding-up proceedings.

E. H. Ruttan, grocer, of Wallaceburg, has added a new National Cash Register to his store equipment.

O'Flynn & Burgess, Wallaceburg, have brightened the interior of their grocery by installing several additional electric lights.

Gilbert Lombeard has opened a new butcher shop in Wallaceburg, in the front part of Jas. Dunlop's premises.

Elmore Selkirk has joined the staff of E. Coulter's grocery at Wheatley.

Harry Gill, of Ouvry, is offering his grocery and other property for sale.

GUELPH.

December 29.—The Christmas trade, the grandest time of all the year in the grocery business, is come and gone, and from outside indications the trade did not pan out as well as usual this year in Guelph. The grocers in some instances

were responsible themselves. The window dressing this year was away behind other years, in fact, I do not remember seeing the windows here as a whole so poorly dressed and so little decoration shown. It does not cost so much that any merchant need be afraid of the cost even if they did not pay for themselves. In a few cases some attempt was made but only in a few. The boot and shoe, also the dry goods windows, were all that could be desired, but the grocers for once were not in it at all. George Williams, with a beautiful display of candies, stockings, etc., had the nicest window in the city, but for a right out-and-out grocery window display we did not have any. Some of the grocers claim they had not time; but that is a too far fetched excuse. There was just as much and, perhaps, more time this year, and if there was not it should have been made, as nothing helps Christmas trade more than a well dressed window, and most grocers are well aware of it. "How was the Christmas trade with you?" was the general question among grocers this week and most claim just as good as last year. But then again on the side each one has his own version, and you can put it down as a fact that it was not up to other years. Business in the china and crockery line was all that could be desired, but then again this year one of our dry goods stores put in a line of china at cut prices and most of the grocers who handle these lines had to meet competition, and while a good many more goods may have been sold, the profits were not nearly so large on account of the cut prices. As it was this year, a lot of merchants had a chance to clean up their stocks at a reduced price, for which the public got the benefit.

The market Saturday was conspicuous by its absence, which is not often the case in Guelph. But the other days of the week had spoilt it. Thursday's market made up for it.

The only scarce article this year again was turkeys, and as high as 20c a lb. was paid here.

We were wondering up in Guelph what Charley Smye had to eat at the banquet to change his face so much. Charley's "Tartan Brand" did not do that surely?

Doesn't it take some grocers a long time after the Christmas season is over to change their advertisements? Guelph is not alone in this; long after the new year is in they will still be shouting out their Christmas specials.

The Co-operative Association had an idea for their window at Christmas which helped to draw the crowd. They had a large cake of shortbread with a Merry Christmas done in icing on the top. It was given free to the nearest guesser to its weight.

1909 will soon be here. One of the new leaves in the grocers' case this year who says, "Just as good as last year," ought to be, "The largest trade we ever did and keep it up all the year." Just as good is not good enough for Guelph.

BARRIE.

Dec. 29.—Christmas business this year has been better on a whole than last, as this year we have had four days leading up to the holiday whereas last year we only had one day practically to do it in. This season was a good one for fruits and confectionery and more fancy groceries than usual were sold. Two leading local firms mailed circulars to the buying public announcing Christmas suggestions which they claimed helped them very much, another had a chair contest in which nine fine chairs were given to the parties in town and the surrounding district who received the highest number of votes—every twenty-five cent purchase calling for a vote. This scheme worked well and helped swell the sales of that merchant, as there actually were a couple of ladies in the contest who went around town asking people to buy from that store and give them their votes.

The merchants around town, more especially the older ones, were very much grieved to hear of the sudden death of Chas. E. Kyle in Toronto on Monday. Mr. Kyle had visited this town as a traveler for grocery houses for the past twenty-five years, and a host of old and young friends of this town join in deepest sympathy for Mrs. Kyle.

Christmas turkey was at a premium on the local market last Tuesday and Thursday, there being only a few offering. The farmer could ask any old price he wished—which he did—on Tuesday. Seventeen cents a pound was paid and people were putting off till Thursday market thinking they would buy cheaper, when up went the price to 19c and 20c, and even at that the fowl were unprocurable. Thursday evening the several merchants who had any were retailing them at 25c a pound and cleaned up all they had at that. Geese also followed the prices of turkeys in proportion and were sold at fifteen cents a pound. There were no ducks offered, this being the first year that this has ever occurred.

Edward Luck, late of Luck, Wisdome & Company, has joined the staff of James Vair & Sons.

J. Boyde, of Telfer Bros. Collingwood, has resigned his position with that firm.

Budd, Lawson & Co., have undergone a recent change, Mr. Lawson withdrawing from the firm which is now called Budd & Co.

The elections are now at fever-heat. James Vair looks the likely candidate for Mayor, while W. D. Bothwell is trying hard for a re-election as alderman for No. 3 ward. Sam Calwell is trying to land No. 5 ward.

PETERBORO.

Dec. 29.—The nominations of candidates for municipal honors took place here yesterday and the slate includes a couple of men interested in the grocery trade. Geo. A. Gillespie, of White & Gillespie, grocers, was named for the council. Mr. Gillespie has already spent a year in the city council of Peterboro and will in all probability remain in the field again. E. F. Mason, grocer, was nominated for the board of education. A few years ago Mr. Mason occupied a seat in the city council here and before he retired was chairman of the finance committee. He is proprietor of three grocery stores.

Among the attractive grocery windows during the Christmas season was that of Peter Connal & Son, George St. The feature of the display was a large wax doll in holiday attire, standing beneath a throne-shaped canopy. The latter was erected on an elevated pedestal, giving the whole display a commanding appearance.

GALT.

December 29.—The merchants in Galt are exceptionally well pleased with the Christmas trade. It was better than for some years past. Of course, the Saturday trade was killed, and the streets in town on that day were more deserted than on an ordinary week day. The big Christmas market in Galt was on Wednesday before the holiday, and it was a record-breaker. The council expended considerable money in advertising, but still the quantity of produce was insufficient to meet the demand. Turkey sold at 22c per pound.

John Sloan, grocer, has been elected president of the Galt Board of Trade.

At the nomination meeting on Monday evening, Ald. Pat. Radigan was elected by acclamation for a second term. He has served the town faithfully during 1908 and his re-election is well deserved.

Thos. G. Robinson, the Waterloo Ave. grocer, will seek election to the aldermanic board from Ward 5. "Tom" is well up in municipal affairs, an energetic worker and a strong labor man, and although he is up against strong opposition, it is quite possible that he will be elected.

The clerks in the various grocery stores were handsomely remembered by their employers at Christmas.

There is practically no destitution in Galt, a statement which any other town could hardly truthfully make.

BRANTFORD.

December 29.—The excursion from outside points under the auspices of the local business men, the week before Xmas, was a great success. The radial companies gave a good service and reported that 1,600 people secured return tickets. The return rates were: From Galt 10c, Paris 5c, Ancaster 5c.

Percy Greensides spent Christmas with friends in Preston.

The wholesale houses reported that stocks of Christmas goods are very low.

Philip Truss, wife and family, spent Christmas with friends in Hamilton.

Christmas is again as far away as ever and your correspondent has received many favorable reports of this year's business. While the majority of merchants report that sales have been

smaller in comparison to the usual amounts, when totaled up they amount to more than last year. The stores all appeared attractive this year, much more time than usual having been spent on the Christmas decorations. The window displays were exceptionally good, as great interest has been taken in the window dressing competition.

Most of the stores kept open the week previous to Christmas until ten o'clock. The last five days were busy ones for everybody. While Brantford is not noted for a large market during the week, it was, nevertheless, thought by all that Thursday's market would be a good one. In this many were disappointed, and especially those who had not purchased their turkeys before. One farmer asked 30c per lb., but most of them were sold at 25c lb. New laid eggs are still scarce and are retailing at 35c per dozen.

Civic nominations on Monday brought out an unprecedented array of candidates for municipal honors. Ald. Suddaby, the West Brant grocer, is in the field for Mayor. He has been chairman of the Board of Works for the past two years, and has done faithful work, especially in connection with the street paving which has been inaugurated this year. Ald. Burns is also a candidate for re-election in Ward 3. Both of these gentlemen's past records should commend them to the favorable consideration of the citizens.

ST. CATHARINES.

December 29.—Many merchants were caught unprepared when the final Christmas rush came last week, simply because they had come to the conclusion weeks ago that the Christmas trade would not amount to much.

Almost every grocer in the city reports the Christmas trade equal to, if not surpassing that of last year. Large quantities of groceries were disposed of and for once stocks were short of many lines. Cranberries were hardly obtainable at any price, table raisins were all sold and there were only one or two varieties of nuts in any quantity. Housekeepers could scarcely believe their ears when, inquiring for these goods, they heard in each instance the same response, "All sold." To guard against a repetition of this a suggestion might be offered which by experience has proven itself quite practical. Take all the invoices of your Christmas stock purchases and list the amounts of each item on a sheet of writing paper, as well as the cost price. After each item fill in as remarks whether your purchase was sufficient to meet the demands of your trade. If not sufficient, estimate the quantity you could have sold and enter it in your remarks. If you find you are overstocked in some lines note these and the quantities sold. This should be done carefully with every line you buy for Christmas trade. Then when you have completed your remarks, place them in an envelope marked, "Pointers for Christmas Buying, 1909," and store it in the safe. With price conditions the same a year from now a grocer will be able to place his Christmas orders intelligently and without the chance of over-buying, which happens if he trusts to memory alone. If prices are changed, either higher or lower, some allowances should be made for these altered conditions. If prices are lower on any line naturally larger sales may be expected, whereas if they are higher sales will be curtailed.

Stock-taking is the next event every grocer has in mind now. Do you take stock? If not, why not begin this year? You can't realize the odds and ends of stock that may have accumulated in unknown corners in twelve months or longer. These represent capital—dead capital—not earning its share of the profits. Stock-taking will reveal these. Then why not know exactly how you stand? You may have worked hard during the past year and if you knew exactly how much your net profit for the year was over and above all expenses you would perhaps be ashamed to tell it.

It follows that after the periodical summing up, the successful grocer will plan ahead for the new year. Don't overlook your advertising. How can you ascertain what amount you should devote to advertising? Take the total of your sales for 1908 and allow one per cent. of that amount to be your advertising appropriation for 1909. If your sales were $10,000 that would mean $100 for advert sing next year. Plan now how you are going to spend your allowance for advertising. Use only the mediums that pay.



One of Toronto's Brightest Groceries, the Store of H. G. Macdonald, 223 Sorauren Ave.

The fixtures of the Simson store, of Thorold, are to be sold by auction on Dec. 31 and on January 2.

W. H. Merriman, one of our local wholesale grocers, purchased the Rawson stock at Humberstone at 55c on the dollar. It is expected that the estate will pay from 35 to 45 cents on the dollar to creditors. Mr. Merriman has not definitely decided as to how the stock wi l be disposed of, as he is considering a very favorable offer which he has received for it en bloc.

T. J. Farmer, of C. A. Farmer & Son, grocers, Perth, was a visitor in Toronto Christmas week.

THE CANADIAN GROCER

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THE APPLE SITUATION.

The apple situation just now, while not exactly exciting, presents some features which are decidedly interesting. The crop of 1907 was a light one and this present year's is but little better. The early varieties were plentiful enough, but the late fall and winter apples are very scarce. As is well known the past summer was an exceedingly dry one, and in consequence the keeping qualities of the fruit are very low. The buds in the early summer gave promise of an abundant yield, but the drought during July and August made growth too rapid, and a few windstorms which came on in the late summer played havoc among the trees and blew off a great quantity of fruit.

Early apples were fairly plentiful, although a number of barrels offering contained what seemed more than a fair proportion of windfalls. The later apples looked better, and were better, but the great defect this year with all kinds of apples is that they were too dry. They do not stand up well. That is why good apples are scarce and command a high price.

Nearly three months ago when apples were more plentiful than now and when the price of early varieties ran from $1.25 to $1.85, the statement was made in these columns that $2.25 a barrel was none too high for the firmer grades, and that later varieties might easily be worth $2.50. Our estimate proved correct, though the figures were a little conservative, good apples ranging from $2.50 to $4.50 per barrel.

A great many commission men who handle general fruit lines, more particularly in the smaller centres of the country, and have in the past dealt in apples, are not touching the fruit this season. They lost money a year ago, and do not wish to repeat their experience. Some of the growers, too, lost money last year, and this season are placing their fruit in a different way and in a different market.

Anyone who reads the reports of apple shipments from Canadian and United States ports to Europe. cannot but be surprised at the small quantities going forward this year. The season opened well enough, and two months ago it looked as though a new apple-shipment record would be established. Such, however, was not to be the case. Evidently the packer for export has not yet learned his lesson, many of the apples reaching Liverpool in an unmarketable condition.

Of course there was some sort of excuse for the earlier arrivals. Forest fires delayed ships in the St. Lawrence and navigation was all but tied up, and this unforeseen catastrophe caused delay in placing the fruit on the European markets. But when a great many later arrivals were seen to be in the same condition buyers grew shy and the price declined. Good stock was put in the same category as early fruit, though of late a good high price is offered in Liverpool for select apples.

The blame for sending unmarketable fruit forward cannot be laid at any one person's door. Some of the fruit from Ontario and Western points was shipped from Montreal, and some Eastern fruit from St. John and Halifax. Nor are Canadians only to be blamed, for not a little of this unfit fruit was shipped from United States ports.

Another feature which strikes one is this. Of late the number of fruit growers who sell apples as they stand on the trees is increasing. It may mean more money for the grower, and it certainly means less work; but is it wise to do this without proper inspection? Let us consider a case. An orchard which looked worth $300 to a packer yielded but $200 worth of good fruit. What would the packer do? Perhaps he would try to make up the other $100 by putting in the culls and windfalls which would ordinarily go to the cider mill. In fact, this seems to have been done. Now a suggested remedy is that inspection be made on all fruit whether for export or home consumption, and that the inspection be made at the place where picked and packed.

That something along this line is coming to be recognized is shown by the way Annapolis Valley apples are now going forward. For the first time, apples from Annapolis are going out as such, and not under the general designation of Nova Scotia apples. The fruit growers of Kent County, Ontario, too, are recognizing the fact that it is well to look after their output in a personal way. Last year they lost money exporting their fruit through agents to Britain. This year they are shipping to the West and making money.

The West this year is the big market for apples, and that market is taking nearly all the fruit that otherwise would have gone to Britain. Southwestern Ontario has a slight advantage in the matter of climate and its fruit is placed on the market ten days before Niagara lines, and can be offered in Winnipeg two weeks earlier than British Columbia fruit. But other sections of the country are sending apples to the West, and are making money, too. One Toronto dealer a few days ago was offering $2.80 a barrel for apples which he was shipping to the West.

CANADIAN TRADE WITH JAPAN.

A Japanese merchant passing through Montreal, en route to England recently, when questioned regarding the trade relationship of Canada with Japan, said that he was gratified to know that the interchange of products between the two countries was increasing each year, and that trade had been established, on a good, healthy basis, which had every appearance of being a lasting institution. Canadian canned goods were in especially good demand. A great variety of other lines were also being introduced into the market.

A Canadian authority referring to these statements, said that the flour trade with Japan had dropped off considerably, in fact, almost altogether, owing to the imposition by the Japanese Government of a duty of fifty cents per barrel. The Japanese Empire produced about 15 million bushels of wheat, and the remainder of their supply was derived from Canada and the U.S. The trade in flour reached fairly good dimen-

sions at the close of the Jap-Russian War, when this business received the discouragement above referred to.

IMPROVING THE DEPARTMENT'S USEFULNESS.

A circular received from the Department of Trade and Commerce at Ottawa during the week shows that its officers are taking well-advised steps to make themselves conversant with the ideas of the business men in whose interests, as well as for the country as a whole, they are working.

The Deputy Minister invites Canadian exporters and manufacturers to give the department the benefit of their views on the following questions: (a) "What would you advise should be done to increase the export trade of Canada?" (b) "What improvement or change do you think desirable in the compilation of the trade statistics published by this department?" (c) "Can you suggest any improvement in the collection and publication of commercial information received from the trade commissioners?" Replies should be marked "Trade Suggestions" on the envelopes.

This is something which manufacturers and exporters in all parts of Canada should take an interest in and give due consideration.

LOOK FORWARD TO BETTER THINGS.

With the departure of the old year and the coming of the new, there naturally arises in the mind of the grocerman the question, "What can I do to better my business during the year 1909?" Resolutions are, therefore, in order, and if they are sincerely made they should be kept. The grocer must reflect on the past, find where he has blundered and lost money, and lay his plans for the future to avoid the recurrence of the mistake. If he finds he has paid too little attention to the art of window display and has noticed that his neighbor has profited thereby, he has a good foundation for a resolution.

Again a grocer may have neglected to keep his name and business before the public as prominently as he should have done and might easily have done. Publicity is a contending factor. The public should know who you are, what you have for sale and what you sell it for. The effect of advertising may be determined with little trouble by comparison. From present prospects the grocery business during the coming year promises to be excellent. Regardless of the financial stringency of the past year, reports from various Ontario towns and cities indicate a splendid Christmas trade—one which, it seems, was scarcely expected by the grocers. With the experiences of the past to go by, the grocers should have a much better year during 1909 than the one which has just closed.

MAY MEAN FAMINE IN LEMONS.

The earthquake and consequent disaster in Sicily on Monday is likely to have a very stiffening effect on the lemon market during the coming season. At the present time a large quantity of the season's supply is stored in warehouses on the docks at Messina, in the centre of the affected district and it is feared that the tidal wave which accompanied the earthquake shock will practically mean the destruction of this stock. Local brokers have been cabling this week trying to secure information regarding the matter, but up to the time of going to press nothing could be learned.

If the possibility spoken of above has occurred it will mean practically a lemon famine in Canada in May and June and prices will be likely to soar very high.

At the present time there are no lemons between Messina and Toronto and local stocks are very light. Shipments for local brokers were due to leave Messina on the 29th, the day after the disaster. Of course these will not be sent and it is possible they have been destroyed.

New crop Messinas will arrive in July, and this should ease the situation a little, but if the disaster has had the effect imagined the prices of lemons will be very high during the coming summer.

COURTESY AND CLEANLINESS.

Courtesy costs nothing, and as a good business investment cannot be surpassed. Everyone whom you know could tell you of numberless instances where courtesy has had a very large pecuniary value. to say nothing of any other aspect of the question. There is, however, a very grave danger of confounding courtesy with servility.

A writer in defining a gentleman, said "He was a man who was lord of his own actions, always expressing that lordship in his behaviour, not subservient nor servile." To draw the line is a very difficult matter, but it can be done. Some grocers complain that their social position is not what it ought to be, perhaps, however, it would be better to qualify this statement by saying their wives do the complaining in this respect, as the average grocer, is so busy he does not have much time to think over his social status.

The writer was amused some time ago by an incident which occurred in a grocery store. Some time previously the proprietor had sold his business to a younger man. Finding life very dull without something to do, he found himself spending much time on the scene of his past endeavors. He greeted those who came in with the same old smile and enquired in an intensely interesting way regarding their health. What, however, was the most amusing part of this comedy was the fact that the inevitable "Thank you, thank you," escaped him as he still politely opened the door. All of this was force of habit, and so long as he lingered about his old haunts his old habits clung to him. With some people who are in trade, and meet the public this courtesy is studied and oppressive, being obviously for a purpose. while with others it comes with a natural grace.

Many and varied are the comments which are passed on the personal appearance and deportment of those who serve customers. Not long ago in a certain store, a lady was heard to remark to her companion "What a nice clean looking lad that is who served us, and he is so courteous." In this young man the employer had an asset, whose full value it would be difficult to estimate. Psychological as well as material impressions play a large part in our daily life, and if these are not pleasant, we are not likely to visit again the places where we receive them. On the other hand, if they are good we are impelled to seek out these places at another time. When a woman moves into a new community, and consequently has to change her grocery patronage she has been heard to say on reaching her home after visiting a nearby grocery: "The man who served me had on a disgustingly dirty collar, and his shirt looked as though he had not changed it for a month." Mentally, she pictures his goods as suffering from the same complaint and immediately transfers her patronage to the grocer whose clerks are immaculate in clean white frocks, and aprons. In regard to politeness and courtesy it may be said that the average grocer is in this respect guilty of the sins of commission rather than omission. In the great majority of cases politeness is overdone, and nothing is more objectionable to people of discernment than this. See to it that you are not too effusive as this offends people quite as readily as the other extreme, especially since they may think that it is only assumed for a material end.

TRAVELERS' MEETING AT LONDON

Decide to Admit Saleswomen as Members—Travelers' Club Elects Officers.

The annual meeting of the Travelers' Club was held on Saturday night. President Townsend, in opening the meeting, said the year had been one of the most successful in the history of the club. The membership had increased greatly, and was now the largest in the history of the club. Financially, they were in a splendid position, and the profits for the year were the greatest yet. The election of officers was then called for and resulted as follows: Honorary President, Hon. C. S. Hyman; Honorary Vice-presidents, Ald. Donald Ferguson, C. W. McGuire, H. E. Buttrey; President, J. S. Townsend (re-elected). 1st Vice-President, S. Frank Glass (re-elected); 2nd Vice-president, A. H. Brener (re-elected); Secretary, Fred Lind (re-elected). Directors, J. W. Ferguson, B. S. Murray, H. W. Lind, Frank Lawson Edwin Paul, Benj. Noble, J. T. Green and F. S. Fisher. Auditors, A. H. Moran and J. K. Spry.

Association Meeting.

The annual general meeting of the Western Ontario Commercial Travelers' Association was held on Saturday last. The officers were elected by acclamation at the meeting a couple of weeks ago and there were only a few vacancies on the directorate to fill. To these the following were elected: Directors for London—E. M. Hannah, A. S. Wallace, H. W. Lind, Frank Lawson, W. Smith-Sen, R. H. Turnbull and P. M. Millman. For Galt—C. Turnbull.

The re-adjustment of the mortuary benefit fund was the cause of considerable discussion.

It was impossible to arrive at any conclusion in the meeting and a committee composed of W. R. Grant, William Gray, William Turnbull, J. M. Dillon, W. L. Underwood, P. M. Millman and Col. J. W. Little was appointed to thoroughly consider the whole question and report at the next meeting.

The right of a member to give the power of attorney to another member to vote was abolished at the suggestion of R. E. Davis, and in the future each member must vote himself. It was also decided that the trustee should receive the ballot paper instead of the secretary, as in times past. It was also decided to increase the duties of the treasurer, and he was voted a salary of $200 per annum.

William Gray moved that all the funds of the association should be invested in the name of the president, the trustee and the treasurer. J. M. Dillon seconded the motion, and it was carried.

There was considerable discussion on the motion not to extend the privileges of membership to the ladies, but it was voted down, by a considerable majority.

E. J. Dawson and J. F. Kern were re-appointed auditors for the coming year.

The annual report was received and unanimously adopted. The officers were congratulated on the splendid showing of the year.

The sum of $300 was voted to the charitable fund.

The new board met directly after the general meeting and elected Col. J. W. Little as trustee, and Alf. Robinson as secretary.

DEATH OF CANADIAN TRADE COMMISSIONER.

Alexander Maclean, an Old Newspaper Man, Passed Away in Shanghai.

The news of the death in Shanghai, China, of Alexander Maclean, trade commissioner of the Canadian Government, which came in a cable dated Shanghai, Dec. 22, has been received with a great deal of regret by his many friends in the Dominion. The deceased



THE LATE ALEXANDER MACLEAN,

Canadian Trade Commissioner in Shanghai.

was widely known throughout Canada, even prior to his appointment, Dec. 1st, 1903, as trade agent at Yokahama, when the Government opened its first agency in China. Mr. Maclean was born in Brant County, Ontario, and after teaching a short time in his early manhood, he became a newspaper writer. He established the Mitchell Reformer, published The Cornwall Freeholder from 1865 to 1872, and represented The Globe in the Parliamentary Press Gallery during the stormy period between 1872 and 1874. His next service in newspaper life was as publisher of the Ottawa Times and his final venture in journalism was as managing director of the Montreal Herald.

During the past few months Mr. Maclean had been too ill to attend to his duties in the east, but the department at Ottawa and his many Canadian friends believed he was on the road to recovery. On Oct. 30th, F. C. T. O'Hara, Deputy Minister of Trade and Commerce, received the last letter from him, and in it Mr. Maclean dealt with business matters, giving the impression that he was regaining his health. Last May he was transferred from Yokahama to Shanghai and since that time he had not been in the best of health. He was 74 years of age and was predeceased by his wife. John Maclean, of the Allis-Chalmers-Bullock Company, is a son, and M. Y. Maclean, M.P. for South Huron, a brother.

DEATH OF GEORGE RANDALL.

Wholesale Grocer, of Berlin, Passed Away Last Week.

George Randall, sr., of Randall & Roos, wholesale grocers, of Berlin, died on Wednesday, Dec. 23, at the ripe old age of 77 years. Mr. Randall was born in Chesterfield, New Hampshire, and at the age of 19 years came to Hamilton, where he entered into partnership with his brother-in-law, Marshall Farr, as contractors. Among the buildings they erected were a large number of railway stations for the Great Western Railway. Other contracts which they filled were the Desjardins Canal, in the course of construction of which Mr. Farr lost his life. The contract was, however, completed by his partner, who afterwards went to Waterloo, joining the late Mr. Hespeler in operating a distillery and general store under the name Hespeler & Randall. This business was later known as Geo. Randall & Co., his partners being Joseph Seagram and William Roos, who had formerly been clerks. Just a quarter of a century ago this partnership was dissolved, and a new one formed, with W. William Roos, known as Randall & Roos. As this time Joseph Seagram withdrew and carried on the distilling business which has grown to its present large proportions. The wholesale grocery business was carried on until Mr. Randall's death, though he did not take a particularly active interest. In addition to his connection with these firms he was also identified with the Hespeler Woollen Mills, now the Forbes Co. He was president of the Waterloo Mutual Fire Insurance Co., of which he made a striking success. His wife was a daughter of Michael Roos, Preston, and he is survived by two daughters and one son. The funeral was held on Saturday to the Berlin Cemetery, and was largely attended by friends and business associates.

GUILD CASE HEARING JAN. 7.

The argument in connection with the Grocers' Guild case, which has been expected now for several weeks, is announced to be resumed on Monday, Jan. 7. The hearing will be in Osgoode Hall, Toronto, at 10.30 a.m., before Chief Justice Falconbridge.

DALLEY EMPLOYES JUBILATE.

About thirty-five of the employes of the F. F. Dalley Company, Hamilton, including representatives of the company from France, England, the United States and Canada assembled at the home of Mr. Dalley, Main St. west, on Wednesday evening, Dec. 23, to enjoy the hospitality of their chief. The chairs were occupied by F. F. Dalley, sr., and F. F. Dalley, jr., and F. Menzie acted as master of ceremonies. The music during the evening was rendered by Anderson's orchestra and an elaborate supper was served in the large double parlor of the Dalley home, beautifully decorated with flowers for the occasion.

After supper an enjoyable programme was presented. It was principally of a humorous character and kept everyone in a state of laughter until the company dispersed long after midnight.

The numbers included were:

Piano solo, "The Death of Paderewski" W. E. James; song, "Shadows on Burlington Beach," F. O. Creed; recitation, "Did the Cat Eat Father's Mush," J. W. Mill; song, "How Dry I am," M. B. Tufford; oration, "The Upper Ten That's Down," Bay Hill; song, "Why Does He Like to Come Home?" J. B. Mundie; recitation, "What I Dreamed About Shakespeare," J. M. Williams; musical selection, "The Piano's Full of Snow," J. S. Wallace; speech, "How Much Travelers Knock Down," E. O. Zimmerman; piano solo, "Must I Leave on Tuesday," J. B. Mundie; quartette, "Ain't It Awful, Maud," "2 in 1" Bunch; song "I've Troubles of My Own," F. Menzie; song, "What They Do to Me in Brantford." Geo. Smye; song, "Johnnie Come Home With the Soap," C. L. Farnworth; oration, "That This Could Last Forever," M. B. Tufford; speech, "Jim-Jams," Bay Hill.

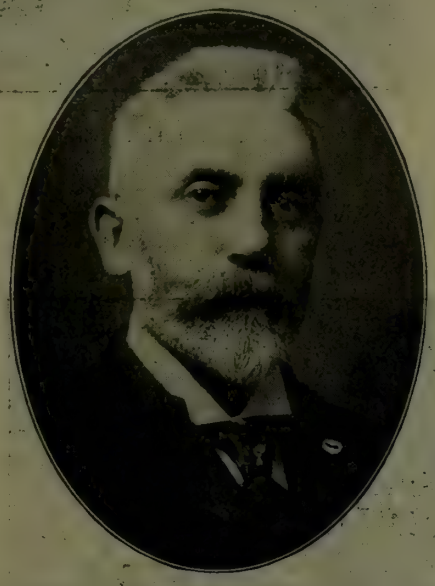
DIFFICULTIES IN EVERY CALLING

Every trade or business has its peculiar trials or drawbacks. The difficulties encountered in one calling are perhaps not met with in another which has tribulations unknown to the first. For instance, the jeweler has some setbacks to contend with, the boot and shoe merchant never thought of or, perhaps, never heard of. The whole gamut of business experience may be run. The baker has thorns which never cross the pathway of the grocer and the grocer has to overcome obstacles of which the stationer never surmised the existence. Thus it is that we see the briars in our own pathway, and only the roses in the flowered embowered route of a rival. Every man in every trade, every competitor in the same line as you, has difficulties and perplexities all his own. The motto should, therefore, be to look upon the cheerful side; not upon the gloomy or forbidding. This can be largely done by attending strictly to our own affairs. Too much watching the other fellow is apt to engender a jealous spirit which is not healthy or conducive to contentment or equanimity. The grass in yon pasture may appear greener than in the field near at home but a careful scrutiny may disclose that distance has warped our view and that there are bleak and barren spots in the field beyond not observable at long range. Contentment is a good element to cultivate. It breeds happiness of mind and disposition and helps one to enjoy the pleasures and joys that are at his very doors.

TORONTO BROKER PASSES AWAY.

Charles E. Kyle, of Kyle & Hooper, Died on Sunday.

On Sunday, Dec. 27, there passed away at St. Michael's Hospital, Toronto, Charles E. Kyle, for four years connected with Kyle & Hooper, grocery brokers, 73 Front Street East. His death followed an illness of ten days, due to an intestinal trouble, the immediate cause being the shock succeeding an operation.



THE LATE CHARLES E. KYLE
Of Kyle & Hooper, Wholesale Grocery Brokers, Toronto.

The deceased was born at Thornhill, Ont., and was in his sixtieth year. For seventeen years he was in business in Toronto with H. P. Eckardt, under the name of Eckardt, Kyle & Co., wholesale grocers. During that period he traveled for this company and was considered one of the best men in this line of business. As an indication of the standing he held with the traveling fraternity it may be stated that for a term of two years he occupied the position of president of the Commercial Travelers' Association. He was a member of the York Pioneers for seven or eight years, a member of the I.O.O.F. and of the Central Methodist Church, Toronto. In politics he was a Liberal. He is survived by a widow and two daughters. The funeral was held on Tuesday afternoon from his late residence, 166 Jarvis Street, to Mount Pleasant Cemetery. The pall-bearers were H. P. Eckardt, W. G. A. Lambe, M. C. Ellis, R. R. Rice, Hugh Blain and John Gibson. Among those who attended the funeral was G. W. Prescott, representing Hudon, Hebert & Co., Montreal.

ADDITIONS TO MELAGAMA STAFF

Several changes will be made at the first of the year in the staff of Minto Brosf, Toronto. Billy Meen, who has been with Fred J. White, head of the firm, in different capacities, for eleven years, latterly selling Melagama in a section of Northeastern Ontario, where he has proved his worth, is being taken into the office as assistant manager and will relieve Mr. White of some of the details of business. John Jamieson, who has covered the same territory for ten years, will take Mr. Meen's position on the road.

Robert Algie, of Alton, the hard-working home secretary of the "Snack" Club for several years, is also being taken on the Melagama staff, doing inside work.

THE NEWEST SKIN GAME.

"I have always acted on my own judgment after sizing a man up," said a Toronto traveler who has a reputation as a good sport. "For 20 years I have believed that I could tell a rascal or an honest man on sight, but something happened the other day to make me doubt myself. I was loafing around the depot, waiting for my train to go, when a man approached me and started a conversation. We were talking away when a second man came sneaking up and told a hard luck story, and asked to be helped out of a hole. After one look at him I was satisfied that he was a skin, and turned my back on him. Not so with the other man, however. He seemed interested and impressed, and finally gave the fellow a $5 bill to go and get changed, promising him a quarter when he returned.

"'That's the last of your money,' I said as the hard luck man disappeared.

"'No; I think he will come back,' was the reply. 'He looked to me like an honest man.'

"'And to me like a deadbeat. Consider yourself $5 out of pocket.'

"'I can hardly do that. Something tells me that I am not mistaken in that man.'

"'Perhaps you'd like to bet another five that he will show up again?'

"To my surprise he said he did, and we found a stakeholder and put up the coin."

"And what happened?" was asked as the drummer paused.

"Why, the hard luck man came back with the change."

"He did!"

"As straight as a string, and was given the promised quarter; I lost my five, of course."

"And—and—"

"And a little later on the depot policeman told me that they were pals working together, and that they skinned half a dozen suckers at the game every day in the year."

"But you—you are a drummer."

"Just so; but it's my business to sell valves and not look for gum games. When you want a soft mark look for a drummer."

A STRIKING STORE ARRANGEMENT

A particularly striking feature of store arrangement is that adopted by the grocers of St. Thomas, as will be seen by the accompanying illustration of the interior of Angus McKenzie's store on Talbot Street, in the prominence given canned goods. Instead of having the side of the store opposite the counter given over to a conglomerated showing of all kinds of goods, a shelf narrow or wide, whatever the taste of the grocer may be, and whatever the width of the store will allow, is devoted to a display of varied lines of canned meats, vegetables, fish and fruits,

Canned Goods' Pyramids.

In Mr. McKenzie's display he has made an alternate showing of concave and convex pyramids, each pyramid being devoted to some one line of canned goods. The arrangement is simple, neat, attractive and effective—what else is desired? At a glance the customer desiring canned goods sees what is wanted, and in some cases where other necessities are asked for, there is a suggestion conveyed which may mean a sale not thought of before the customer entered the store.

The arrangement has much to commend it, as a swift glance at the picture will readily show, but to prove this more conclusively it is only necessary to note that the great majority of the St. Thomas grocers have adopted this plan of showing their canned goods.



Interior A. McKenzie's Grocery, St. T homas.

Who was the first person to inaugurate the plan it would be hard to say, but besides in Angus McKenzie's store there is an especially fine display in J. F. Pelan's grocery.

Mr. Pelan also devotes much atention to his window display, and a year ago was successful in winning a prize for his splendid taste in this regard. His experience has been, according to himself, that "a good window display attracts customers and a neat interior arrangement enlarges orders." Mr. Pelan learned the grocery business in Angus McKenzie's store.



A Party of Montreal Business Men in Northern Quebec.

HUNTING IN NORTHERN QUEBEC.

Business men from all over Canada and many parts of the United States find the call of the hunting grounds of northern Quebec more than they can resist as autumn annually comes around, and the group depicted in the reproduction of an amateur photograph on this page will give a very good idea as to the kind of parties that so spend fall holidays. Included in the group are Armand Chaput, of L. Chaput Fils & Cie, No. 1; C. St. Louis, No. 2; T. H. Merrill, Ogilvie Flour Mills, and other prominent Montreal business men, with several guides. They put up at the Club Chapleau, which is located north of Nomining, and in the heart of one of the best hunting districts in Canada. Any of the members of this expedition will give further particulars to interested parties as to the results of their shooting.

DOUGLAS & RADCLIFF ENTERTAIN STAFF.

On Monday night, Dec. 28, the firm of Douglas & Radcliff, Toronto, entertained its members at a pleasant banquet at the home of Fred. L. Radcliff, Rosedale. Among the evening's pleasures was the presence of a Christmas tree. The enjoyable function was also the occasion for the presentation to both heads of the firm of handsome pictures.

The chairman was A. S. Grocott, who introduced a programme which was given entirely by employes of the firm. Among the guests in attendance was J. M. Patterson, the Hamilton manager, and congratulatory telegrams were received from the Winnipeg and other representatives.

TRADE NOTES.

B. Foucreau, grocer, Montreal, has assigned to Alex. Desmarteau.

Parent Freres, grocers, Point Claire, have dissolved.

J. E. Arsenault, general merchant, St. Celestin, has effected a compromise.

The assets of Victor Beaulac, general merchant, St. David, have been sold.

A. Thibideau, confectioner, St. Jerome, has assigned.

Markets and Market Notes

SEE ALSO PROVISIONS, CEREALS AND FRUIT VEGETABLES AND FISH DEPARTMENTS, ON PAGES FOLLOWING.

QUEBEC MARKETS

POINTERS—

Sugar—Declined.
Provisions—Unchanged with a weak undertone.
Fish—Steady.
Eggs—Advanced.
Cheese—Weaker undertone.

Montreal, Dec. 31.

Trade during the week has been as good as usual for this season of the year, in fact, in some quarters is reported as even better than for the corresponding time of last year. There is more money in circulation this year than last, and this, of course, has led to a steadier trade. A year ago public confidence was very much shaken, but now this condition has disappeared before a process of restoration.

Large wholesale men state that they can make a better estimate of the condition of affairs after the 1st of January, as a large amount of country paper will be maturing then.

The enormous harvest in the West has had its effect here as collections in that quarter have improved vastly, and this Western money is finding its way all over the Dominion. The feature of the week is the drop of sugar prices of ten cents all around. The new prices went into effect Monday morning, Dec. 28. This local condition is a reflection of a like condition, which prevailed in the New York markets last week.

Fish lines are still active owing to the holiday trade. Beans have been rather unsteady during the week, but seemed to have settled down fairly well during the latter part of the week. Butter and cheese are displaying no alarming features, being practically unchanged, with the exception of perhaps a little easier tone indicated in the market. Eggs have been advanced by local dealers owing to small receipts. Nothing of any consequence has happened during the week in any other lines.

SUGAR—Monday morning, Dec. 28, the local refiners made a cut of 10c all round. The New York markets declined last week, and the local people followed their lead shortly afterwards. Locally trade is fairy good.

Granulated, bbls	$4 40
" ½-bbls	4 55
" bags	4 35
" Imperial	4 10
" Beaver	4 10
Paris lump, boxes, 100 lbs	5 25
" " " 50 lbs	5 35
" " 25 lbs	5 55
Extra ground, bbls	4 80
" " 50-lb. boxes	5 00
" " 25-lb. boxes	5 20
Powdered, bbls	4 60
" 50-lb. boxes	4 80
Phoenix	4 15
Bright coffee	4 10
No. 3 yellow	4 00
No. 2 "	3 90
No. 1 " bbls	4 00
No. 1 " bags	3 95

MAPLE PRODUCTS—Business in maple products continues dull, and the market is without any new feature.

Compound maple syrup, per lb	0 04½ 0 05
Pure Townships sugar, per lb	0 06 0 07
Pure syrup, 8½lb. tin	0 60 0 65

SYRUPS AND MOLASSES—Molasses has been more active during the week than for some time, especially for the better grades. Syrups in small tins have also been in good demand. No changes in quotations have been noted.

Barbadoes, in puncheons	0 40
" in barrels	0 42½
" in half-barrels	0 43½
" fancy	0 42
" extra fancy	0 43 0 44
New Orleans	0 22 0 35
Antigua	0 30
Porto Rico	0 40
Corn syrups, bbls	0 03½
" ½-bbls	0 03½
" ¼-bbls	0 03½
" 38½ lb pails	1 75
" 25 lb pails	1 25
Cases, 2 lb tins, 2 doz per case	2 40
" 5-lb. " 1 doz. "	2 75
" 10-lb. " ½ doz. "	2 65
" 20-lb. " ¼ doz. "	2 60

TEA—Japans are moving fairly well. Ceylon blacks continue to be in good demand. Ceylon greens are rather quiet. A sorting trade represents about the condition of affairs generally.

Choicest	0 38 0 45
Choice	0 32 0 37
Japans—Fine	0 27 0 30
Medium	0 22 0 23
Good common	0 21 0 22
Common	0 19 0 21
Ceylon—Broken Orange Pekoe	0 20 0 38
Pekoes	0 19 0 20
Pekoe Souchongs	0 19 0 20
India—Pekoe Souchongs	0 17½ 0 18½
Ceylon greens—Young Hysons	0 19 0 25
Hysons	0 18 0 20
Gunpowders	0 17 0 25
China greens—Pingsuey gunpowder, low grade	0 12½ 0 16
" " pea leaf	0 19 0 27
" " pinhead	0 30 0 45

COFFEE—A good steady demand is reported generally by dealers at unchanged figures.

Mocha	0 18½ 0 25
Rio. No. 7	0 09 0 11
Santos	0 12 0 15

DRIED FRUITS—Sultanas are scarce and figs continue somewhat apathetic. Malagas continue to be in good demand. Cleaned currants are moving well. All other lines are selling as well as can be expected. Prices are unchanged.

Figs—	
Bag figs	0 03½ 0 05
Tapnets	0 03½ 0 05
Elemes	0 08 0 14
Dates—	
Hallowees, per lb	0 05½ 0 06½
Sairs, per lb	0 05
Malaga Raisins—	
London layers	2 25
"Connoisseur Clusters"	2 50
" ½-box	0 75
"Royal Buckingham Clusters," ½-boxes	1 50
" boxes	4 75
"Excelsior Windsor Clusters"	5 75
" ¼'s	1 60
Australian raisins	0 07 0 08
California Raisins—	
Fancy seeded, 1-lb. pkgs	0 10 0 11
Choice seeded, 1-lb. pkgs	0 09 0 10
Loose muscatels 3 crown	0 08 0 09
" " 4 crown	0 09 0 10
California Evaporated Fruits—	
Apricots, per lb	0 12 0 15
Peaches, "	0 11 0 15
Pears, "	0 13 0 14

Prunes—	per lb.
Prunes 25-lb. boxes, 30-40s	0 10 0 12
" " " 40-50s	0 09 0 11
" " " 50-60s	0 08½ 0 11
" " " 60-70s	0 08 0 10
" " " 90-100s	0 07
Currants, fine filiatras	0 06½ 0 07½
" atras	0 08 0 08½
" Vostizzas	0 09 0 09½

SPICES—Peppers continue firm, owing to condition of the primary markets. Cinnamons, both ground and whole, are slightly more active this week. Other lines are unchanged.

	Per lb.
Peppers, black	0 16 0 20
" white	0 18 0 27
Ginger, whole	0 18 0 20
" Cochin	0 17 0 20
Cloves, whole	0 17 0 30
Cloves, ground	0 25
Cream of tartar	0 25 0 32
Allspice	0 12 0 18
Nutmegs	0 30 0 60
Cinnamon, ground	0 15 0 19
" whole	0 14 0 16

RICE AND TAPIOCA—Featureless absolutely, is all that can be said of this market.

Rice, grade B, bags 250 pounds	3 15
" " " 100 "	3 15
" " " 50 "	3 25
" " pockets 25 pounds	3 30
" " ½ pockets, 12½ pounds	3 40
" grade c.c., 250 pounds	3 05
" " 100 "	3 15
" " 50 "	3 15
" " pockets 25 rounds	3 15
" " ½ pockets, 12½ pounds	3 25
Tapioca, medium pearl	0 05

BEANS AND PEAS—The bean market has been performing a few feats during the week, but has settled down to the same level reported last week. There have been some sales at $1.65, although $1.68 represents the level of the low side of the market better. Boiling peas are scarce and remain firm.

Ontario, pickers	1 68 1 70
Peas, boiling	1 35 1 40

EVAPORATED APPLES—This product is scarce and remains firm at last week's quotations.

Evaporated apples, new	0 03 0 08½

CANNED GOODS

MONTREAL.—Fruits and vegetables continue in good demand this week. Fish is not quite as active as it has been, owing to the close of the Advent season. Canned meats are beginning to move better.

TORONTO.—Business in these lines is rather dull this week, as a result of the travelers being off the road. Some mail orders have been received, however, for vegetables, showing that sales are fairly good. The new year promises to open up with considerable activity in both fruit and vegetables.

FRUITS.

	per doz. Group 1.	Per doz. Group 2.
Apples, 3's standard	$1.00	$ .95
" 3's preserved	1.45	1.40
" gals. standard	2.55	2.50
" gals. preserved	4.00	3.95

Blueberries, 2's standard	1.20	1.15
" 2's preserved	1.70	1.65
" gals. standard	5.05	5.00
Cherries, red, pitted, 2's	1.95	1.90
" red, not pitted, 2's	1.55	1.50
" red, not pitted, gals		6.50
" red, pitted, gals		8.00
" black, pitted, 2's	1.95	1.90
" black, not pitted, 2's	1.55	1.50
" white, pitted, 2's	2.05	2.00
" white, not pitted, 2's	1.65	1.60
Grapes, white, Niagara, 2's, psvd.	1.45	1.40
" white, Niagara, gals, std.	3.55	3.50
Lawtonberries, 2's, heavy syrup	1.95	1.90
" 2's, preserved	2.20	2.15
" gals, standard	7.55	7.50
Currants, red, 2's, heavy syrup	195	1.90
" red, 2's, preserved	2.20	2.15
" red, gals, standard		5.00
" red, gals, solid pack		7.00
" black, 2's, heavy syrup	1.95	1.90
" black, 2's, preserved	2.20	2.15
" black, gals, standard		5.25
" black, gals, solid pack		8.00
Plums, Damson, 2's, light syrup	1.00	.95
" Damson, 3's, light syrup	1.40	1.35
" Damson, 2's, heavy syrup	1.15	1.10
" Damson, 2½'s, heavy syrup	1.80	1.75
" Damson, 3's, heavy syrup	1.90	1.85
" Damson, gals, standard	2.90	2.85
" Lombard, 2's, light syrup	1.00	.95
" Lombard, 3's, light syrup	1.45	1.40
" Lombard, 2's, heavy syrup	1.20	1.15
" Lombard, 2½'s, heavy syrup	1.85	1.80
" Lombard, 3's, heavy syrup	1.95	1.90
" Lombard, gals, standard	3.05	3.00
" Green Gage, 2's, light syrup	1.40	1.35
" Green Gage, 2's, heavy syrup	1.55	1.50
" Green Gage, 2½'s, hvy. syrup	1.85	1.80
" Green Gage, 3's, heavy syrup	2.05	2.00
" Green Gage, 3's, light syrup	1.85	1.80
" Green Gage, gals, standard	4.05	4.00
" Egg, 2's, heavy syrup	1.55	1.50
" Egg, 2½'s, heavy syrup	1.85	1.80
" Egg, 3's, heavy syrup	2.05	2.00
Rhubarb, 2's, preserved	1.80	1.75
" 3's, preserved	2.45	2.40
" gals, preserved	3.30	3.25
Strawberries, 2's, heavy syrup	1.95	1.90
" 2's, preserved	2.20	2.15
" gals, standard	7.05	7.00
" gals, solid pack	9.80	9.75
Raspberries, red, 2's, heavy syrup	1.95	1.90
" red, 2's, preserved	2.20	2.15
" red, gals, standard	7.05	7.00
" red, gals, solid pack	9.80	9.75
" black, 2's, heavy syrup	1.95	1.90
" black, 2's, preserved	2.20	2.15
" black, gals, standard	7.05	7.00
" black, gals, solid pack	9.80	9.75
Peaches, yellow, 1½'s, flats	1.70	1.65
" yellow, 2's	1.95	1.90
" yellow, 2½'s	2.65	2.60
" yellow, 3's	3.05	3.00
" yellow, 3's, whole	2.30	2.25
" white, 2's	1.85	1.80
" white, 2½'s	2.55	2.50
" white, 3's	2.80	2.75
" pie, not peeled, 3's	1.45	1.40
" pie, not peeled, gals	4.30	4.25
" pie, peeled, gals	6.05	6.00
" assorted pie fruits, gals	(add 5 p.c.)	
Pears, 2's, Flemish Beauty	1.70	1.65
" 2½'s, Flemish Beauty	2.00	1.95
" 3's, Flemish Beauty	2.15	2.10
" 2's, Bartletts	1.90	1.85
" 2½'s, Bartletts	2.20	2.15
" 3's, Bartletts	2.35	2.30
" pie, not peeled, 3's	1.30	1.25
" pie, peeled, gals	4.05	4.00
" pie, not peeled, gals	3.55	3.50
" 2's, light syrup, "Globe"		1.25
" 3's, light syrup		1.85
Gooseberries, 2's, heavy syrup	2.15	2.10
" 2's, preserved	2.40	2.35
" gals, standard		6.00
" gals, solid pack		8.00
Pineapple, 2's, sliced	1.95	1.90
" 2's, do. grated	1.95	1.90
" 2½'s, do. whole	2.45	2.40

VEGETABLES.

Corn, 2's	.90	.85
Corn on Cob, gals		4.50
Peas, No. 1 extra fine, sifted, 1's	1.12½	1.07½
" No. 4 standards, 2's	.82½	.77½
" No. 3 Early June, 2's	.87½	.82½
" No. 2 Sweet Wrinkle, 2's	.97½	.92½
" No. 1 extra fine, sifted, 2's	1.42½	1.37½
" No. 4, gals	3.77½	3.72½
Tomatoes, 2's	90	.85
" 3's	1.00	.95
" gals	3.30	3.25
Beans, golden wax, midget, 2's Auto	1.25	
" golden wax, midget, 2's	.90	.85
" golden wax midget, 3's	1.40	1.35
" golden wax, midget, gals	4.05	4.00
" Refugee or Valentine (green)	.90	.85
" " " "	1.40	1.35
" Refugee, midget, "Auto", 2's	1.25	
" Crystal wax, 2's	1.00	.95
" Red Kidney, 2's	1.00	.95
" Lima, 2's	1.30	1.25
Pumpkin, 3's	.85	.80
" gals	2.80	2.75
Table Spinach, 2's	1.30	1 25
" 3's	1.85	1.80
" gals	5.05	5 00
Succotash, 2's	1.20	1.15
Squash, 3's	1.15	1.10
" gals	3.55	3.50
Carrots, 2 s	1.00	.95
" 3's	1.10	1.05
Cabbage, 3's	.95	.90
Cauliflower, 2 s	1.50	1.45
" 3's	1.90	1.85
Parsnips, 2's	1.00	.95
" 3's	1.10	1.05
Turnips, 3's	1.00	.95
Beets, sliced, br, "Simcoe," 2's		.95
" sliced, br, "Simcoe," 2's		.95
" whole, br, "Simcoe," 2's		.95
" whole, br, "Rosebud," 2's		1.15
" sliced, br, "Simcoe," 3's		1.25
" whole, br, "Simcoe," 3's		1.25
" whole, br, "Rosebud," 3's		1.40

ONTARIO MARKETS.

POINTERS—

Sugar—Declined 10 cents.
Spices—Firm.
Dried Fruits—Scarce.
Evaporated Apples—Firmer.

Toronto, Dec. 31, 1908.

The wholesale markets are decidedly quiet this week with the travelers off the road and most of the houses are devoting themselves to stocktaking. Some firms report a very encouraging mail order business, but others have done little in any way. The city travelers have been out during the week picking up what they could get, but their orders have not been very large. Business, however, is expected to pick up early in the new year. Retailers' stocks of staples cannot be very heavy, and this should mean good buying in the next few weeks.

There have been a few changes in quotations, despite the ruling quietness. Sugar dropped 10 cents on Monday, and now stands 10 cents above the price on the same date last year.

SUGAR—A decline of 10 cents on Monday came presumably as the result of large sales at low prices in the United States, and the fact that grinding is being carried on quite extensively in Cuba. The local market was fairly steady, but followed other influences. At present prices are 10 cents above the price at the same date last year, but the parity between raw and refined is such that there can scarcely be any further decline. With the beginning of a better demand, which is expected in the early months of the year, it seems probable that the market will firm up somewhat.

Paris lumps, in 50-lb. boxes	5 55
" in 100-lb. "	5 45
" in 2-lb. boxes	5 75
"Crystal Diamonds," barrels	5 5
" " half barrels	5 85
" " box s, 100 lbs	5 85
" " " 50 lbs	5 95
" " " 25 lbs	6 15
" " 5-lb. cartons, boxes 100 lbs	8 10
St. Lawrence granulated, barrels	4 50
St. Lawrence Beaver	4 20
Redpath extra granulated	4 50
Imperial granulated	4 20
Acadia granuated, (bags and barrels)	4 40
Wallaceburg	4 30
Phoenix	4 45
Bright coffee	4 40
No. 3 yellow	4 30
No. 2 "	4 20
No. 1 "	4 10
Granulated and yellow, 100-lb. bags 5c. less than bbls.	

SYRUPS AND MOLASSES—Little interest is manifested in bulk goods and the prices are very steady.

Syrups—		
Medium	0 31	0 35
Bright	0 40	0 45
		Per case.
2 lb. Tins, 2 doz. in case		2 40
5 " " " "		2 75
10 " " ½ "		2 65
20 " " ¼ " "		2 60
Barrels		0 31
Half Barrels		0 03½
Quarter "		0 03
Pails, 38½ lbs. each		1 75
" 25 " "		1 25
Maple syrup—		
Gallons, 6 to case		4 50
½ " 12 "		4 80
Quarts, 24 "		4 80
Pints, 24 "		2 50
Molasses—		
New Orleans, medium	0 30	0 35
" bbls	0 28	0 30
Barbadoes, extra fancy		0 45
Porto Rico	0 45	0 50
West Indian	0 30	0 35

TEA—Business in local markets has been fairly active during the past week, with a better demand for common grades. Highly flavored teas still remain scarce and are likely to continue so. The general situation is summarized in a recent report from Thompson Bros., London, as follows: "The auctions for the year close with a strong and improving market for tea for price which is now higher than it has been since August. Teas of all descriptions are in good demand, and with values by no means excessive, seem to justify a good trade early in the year. The most noticeable feature of the present season has perhaps been the free market with sustained buying throughout November and December, which so often proves a rather unsatisfactory time for sellers. This continued steady business passing in the country coupled with a low bank rate, has no doubt induced buyers to go into larger stocks than is usually the case. It is interesting to note that the total Indian sales to date are 61,000 packages in excess of last year."

COFFEE—Local business continues exceedingly good with no variation in prices. The situation in regard to the growing crop markets in Brazil is not so assuring as it might be, as is evidenced in the following summary by Willett & Gray: "Reports recently received from Brazil begin to admit that

the growing crop in Santos has not only suffered damage but that the prospects are more unfavorable from the now certain fact that a large proportion of the blossoms did not set at all, and furthermore a great amount of immature berries have fallen off. Climatic conditions, however good they may chance to be, cannot retrieve damage and loss like these. The importance of all this will be manifest because a really large crop is altogether out of the question—and it brings closer to mind the point that the coffee world has to reckon with a yield below the quantity of the present crop, or, in other words, less than 9,000,000 bags.

"Evidence is not wanting that the coffee trade begins to appreciate the importance of the 'Agreement' between the San Paulo Government and the bankers regarding sales of valorization holdings. None at all will be sold here in Europe during the next twelve months and the first 500,000 bags will only be offered to the trade in the six months from January to June in the year 1910, say about 375,000 bags in Europe and about 125,000 bags in this country. After that, another year is to expire before more is sold, when 600,000 bags will be offered in about the same proportion from January to June, 1911. It is because this agreement is so positive and binding that it should be correctly read and understood, since it removes beyond all peradventure the pessimistic fear that seized the public mind that the Government stocks were doomed to slaughter promiscuously. The great success of the loan itself goes to confirm the high credit reposed in the Government contracts and agreements."

DRIED FRUITS—While a scarcity is still evident in some lines, the demand is not at all active since Christmas and the fact is not so noticeable. Locally, prices continue steady.

	Per lb.
Prunes—	
40-50's, 25-lb. boxes	0 09½
50-60's, " "	0 08½
60-70's, " "	0 08½
60-70's, 50-lb. boxes	0 08½
80-90 " "	0 07½
90-100, " "	0 07
Apricots—	
Choice, 25-lb boxes	0 12½
Fancy, " "	0 14
Candied and Drained Peels—	
Lemon 0 09 0 11 Citron	0 17 0 20
Orange 0 10½ 0 12	
Figs—	
Elemes, per lb	0 08 0 10
Tapnets, "	0 03½ 0 04
Bag Figs	0 03½ 0 04½
Currants—	
Fine Filiatras 0 06½ 0 07 Vostizzas	0 09 0 09½
Patras 0 08 0 08½	
Uncleaned, ½c less.	
Raisins—	
Sultana	0 07½ 0 13
" Fancy	0 11 0 12½
" Extra fancy	0 14 0 15
Valencias, new crop	0 05½ 0 06
Seeded, 1-lb packets, fancy	0 09½ 0 10
" 16 oz. packets, choice	0 09½
" 12 oz. " "	0 08
Dates—	
Hallowees 0 05½ 0 06 Fards choicest	0 08 0 08½
Sairs 0 05 " choice	0 07½

NUTS—There is little demand for these goods since the Christmas buying is over. Wholesalers' stocks were pretty well cleaned up, especially in some lines, but in most cases a supply has been secured which will carry them through the season. Prices are steady, as follows:

Almonds, Formigetta	0 12½
" Tarragona	0 13
Walnuts, Grenoble	0 14
" Bordeaux	0 11
" Marbots	0 12
Filberts	0 10 0 12
Pecans	0 16 0 18
Brazils	0 15
Peanuts	0 10 0 12

SPICES—There has been practically nothing doing in these goods during the week, and prices are unchanged.

Peppers, black pure	0 14 0 20
" white pure	0 22 0 30
" whole, black	0 18
" whole, white	0 28
Ginger	0 18 0 25
Cinnamon	0 25 0 40
Nutmeg	0 35 0 40
Cloves, whole	0 25 0 35
Cream of tartar	0 22 0 25
Allspice	0 16 0 19
" whole	0 17 0 20
Mace ground	0 80 0 90
Mixed pickling spices, whole	15 0 20
Cassia, whole	0 20 0 25

RICE AND TAPIOCA—These markets are steady with no new features and little interest displayed.

	Per lb.
Rice, stand. B	0 03½ 0 04
Rangoon	0 03½ 0 03½
Patna	0 05½ 0 05½
Japan	0 05½ 0 06½
Java	0 06 0 07
Sago	0 05 0 06
Seed tapioca	0 05
Tapioca, medium pearl	0 05

BEANS—This market is rather a puzzle to dealers this season. Since it is rather difficult to estimate the stock held by growers. At present the feeling is steady with some good-sized shipments being made. Prices are unchanged.

Beans, hand picked, per bush	2 00 2 10
" prime No. 1. "	1 85 2 00
" Lima, per lb	0 07

EVAPORATED APPLES—The market is steady though there is some talk of cold storage stock being offered at cut prices. Five and a half cents is about the price paid for sun dried stock.

Evaporated apples	0 0½

CORRESPONDENCE

HAMILTON.

December 29.—The Christmas trade among the grocers here was very good. None of them have been heard to complain. The day prior to the holiday their stores were well crowded with good buyers, and in most of them there was made a new cash record for one day's business. The buying of fancy groceries and holiday novelties was larger than ever, making it appear that we must have turned the corner and put our backs to the late depression. This week the grocers have plenty of time to clean up and make good resolutions. The majority of them are getting a little nearer to a cash business, and while it may not be entirely feasible to sell groceries always for spot cash, there is no doubt that with a little effort the large credit accounts might be curtailed. These top-heavy accounts tend to produce sleepless nights. It is reported here that the Grocers' Association is going into this matter thoroughly.

The travelers are absent for a couple of weeks, and the grocers are now getting an opportunity to have a little to say themselves. The travelers, however, are not bad fellows, as they always bring a bag of gossip or a good story.

The municipal elections take place on Monday next. The Grocers' Association are out with two candidates, the president and vice-president. John Forth, the president, was nominated in Ward 3 as an independent candidate, endorsed by the Temperance League. Geo. Cann, the vice-president, was nominated in Ward 1, and endorsed by the Conservative Association. The grocers expect both will win. They live in their wards and have a large following in business and social circles. If both are elected the next meeting of the association will be worth attending.

ST. THOMAS.

December 29.—Both markets on Saturday before Christmas were unprecedentedly large. Turkeys were on sale in abundance, selling fast at 15c per lb. Chickens sold at 12½c lb. On nearly every street leading from the markets could be seen men, women and children returning from the busy squares each laden with a basket of produce and a large fine fowl chosen from the variety on sale. Geese were plentiful and sold from 90c to $1.20 each, while ducks went at from 60c to 75c each. Butter sold at 28c per lb., although a large quantity was offered. However, it dropped to 25c before the close of the market. Eggs were offered at 28c dozen.

Many citizens went to the ever-accommodating grocer, selected their turkeys, had them charged, and delivered to their homes at the same price, viz., 15c lb., as the cash buyers paid on the market, and who had to carry their purchases home besides. Wednesday's market was not as large as Saturday's, and the price of turkeys, which opened at 15c lb., before the close of the market sold readily at 17c lb.

P. L. M. Egan, of Egan Bros., who has been confined to the Amasa Wood Hospital for the past three weeks, suffering from typhoid fever, is home again. G. R. Rinn, grocer, St. Catherine Street, who spent six weeks in the hospital from the fever, is able to resume his duties again.

St. Thomas grocers agree that this year's Christmas trade was much better than last year.

A "SNACK" CLUB DINNER.

The executive of the Travelers' Snack Club with a few friends, to the number of about twenty-five, held a goodfellowship dinner at the Queen's, Toronto, on Wednesday of this week and afterward a meeting was held to talk over certain matters concerning the "Snack," its probable place of location next summer and its future. At the time of going to press the details of the meeting cannot be learned, but a full report will be given next week.

W. S. Greening, of Todhunter, Mitchell & Co., Toronto, is in New York State this week on a business trip.

THE SITUATION IN THE WEST

The Western Viewpoint, by our Special Correspondent.

THE SITUATION IN THE WEST.

Winnipeg, Dec. 29.—The Canadian West is taking a breathing spell after the largest, most profitable and satisfactory Christmas trade in its history. It is not that a very high-class trade has been done in some lines, thereby rolling up the actual value in dollars beyond other years, but the trade has been general in every line and the aggregate is very largely made up of what is spoken of in business circles as an "A1" middle-class trade.

For the entire month of December the shops in Winnipeg were crowded in the morning, a sure sign of prosperous times, and commercial travelers returning from late sorting trips, report trade in village, town and country stores good, and farmers buying early and in larger quantities than last year.

Nor is the evidence of prosperity confined to the mere buying of Christmas gifts and Christmas cheer. Payments on loans and mortgages have been met steadily all month, in fact, so much so that some of the mortgage companies almost wish that some of their borrowers were not quite so prompt, as good farm mortgages at the present time look better to them than large sums of money for re-investment. Real estate men report an increasing demand for good inside property in Winnipeg and a steadily growing demand for farm lands, especially improved farms in well settled districts. Another indication of growing activity in real estate is the number of applications for letters patent for companies to handle real estate, more especially suburban sub-divisions. There were no less than three of these new companies gazetted during the past week and all of them with good sized capital. This is no plea for the advantage or desirability of handling real estate by this method but is merely given as an indication of the trend of business at the present time.

The energy with which railway contracts are being pushed and the extensive preparations for next spring are all good and hopeful signs of the times.

In grain circles there is nothing to talk about, the markets are enjoying the usual Christmas lull, at the same time holding very firm, with receipts keeping up well for the time of the year. The superb weather which lasted right up to, and included Christmas Day, which was mild enough for very light spring overcoats, extended the cattle-shipping season and export cattle have been shipped right up to Christmas, which is unusual for the Canadian West.

MANITOBA MARKETS

The turn of the year finds the trade of the West, wholesale and retail, looking forward with confidence to a prosperous new year. Wholesale houses report many inquiries from dealers about to start in business in the newer towns and everything points to a good opening in the new year.

SUGAR—

Montreal and B.C. granulated, in bbls	5 10
" " in sacks	5 05
" yellow, in bbls	4 70
" " in sacks	4 85
Wallaceburg, in bbls	5 00
" in sacks	5 05
B.C. gunnies granulated, 5-18's to bale, per cwt	5 05
" " 5-2's " "	5 05
" hard pressed lump, 25's, per cwt	6 25
" " " half bbls., per cwt	6 60
" icing	5 90
bar sugar	5 70
Icing sugar in bbls	5 70
" " in boxes	5 90
" " in small quantities	6 20
Powdered sugar, in bbls	5 40
" " in boxes	5 70
" " in small quantities	5 75
Lump, hard, in bbls	6 05
" in ½-bbls	6 05
" " in 100-lb cases	6 05

SYRUPS AND MOLASSES—There is a good demand for corn syrups, but other lines are moving slowly. We quote :

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 55
" " 5-lb tins, per 1 "	2 95
" " 10-lb tins, per ½ "	2 80
" " 20-lb tins, per ¼ "	2 65
" " ½ barrel, per lb	0 03½
" " Sugar syrup, per lb	0 03½
Beaver Brand, 2 lb tins, per 2 doz case	3 10
" 5 " " 1 "	3 60
" 10 " " ½ "	3 30
" 20 " " ¼ "	3 20
Barbadoes molasses in ½-bbls, per gal	0 40
New Orleans molasses in ½-bbls, per lb	0 03½
Porto Rico molasses in ½-bbls., per lb	0 04½
Blackstrap, in bbls., per gal	0 31
" ½ " "	0 33
" 5 gal. kgs., each	2 25

MAPLE PRODUCTS — Selling very slowly. Prices continue as below :

Sugar, 25 lb. boxes, ½s. and ¼s	3 00
Syrup, gallons ½ doz. to case, per case	5 65
" ½ " 1 doz. to case, "	6 15
" ¼ " 2 doz. to case "	6 55

ROLLED OATS—Prices continue as before.

Rolled oats, 80 lb sacks, per 80 lbs	2 30
" 40 " " 80	2 35
" 20 " " 80	2 40
" 8 " " 80	2 70

CORNMEAL — The local market is steady at the following slightly reduced prices :

Cornmeal, per sack	2 30
" per ½ sack	1 20
" per bale (10, 10's)	2 65

BEANS—The market is weak. Hand-picked are quoted at $2.10 to $2.15 per bushel and the three-pound picker at $2 per bushel.

POT AND PEARL BARLEY — Pot barley is quoted at $2.55 per sack, pearl barley at $3.75 per sack and $1.95 per half sack.

FOREIGN DRIED FRUITS—With the close of the rush of Christmas sorting orders only a slow staple trade is being done. This has been the quiet week of the year, of course.

Sultana raisins, bulk, per lb	0 09
" cleaned, "	0 10½
" 1 lb pkgs "	0 11½
Table raisins, Connoisseur clusters per case	2 90
" extra dessert, "	3 85
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 70
" Connoisseur clusters, boxes (5½ lbs)	0 85
Trenor's Valencia raisins, f.o.s., per case, 28's	2 05
" " " " 14's	1 00
" " selects " 28's	2 25
" " " " 14's	1 15
" " layers " 28's	2 35
" " " " 14's	1 25
California raisins, choice seeded in ½-lb. packages per package	0 07
" " fancy seeded in ½-lb. packages per package	0 07½
" " choice seeded in 1-lb packages per package	0 09
" " fancy seeded, 1-lb. packages, per package	0 09½
Raisins, 3 crown muscatels, per lb	0 07½
" ¼ " " "	0 08
Prunes 90-100 per lb	0 05½
" 80-90 "	0 06
" 70-80 "	0 06½
" 60-70 "	0 07
" 50-60 "	0 07½
" 40-50 "	0 08½
" 30-40 "	0 09½
Silver prunes	0 09½
Currants, uncleaned, loose pack, per lb	0 06½
" dry cleaned, Filiatras, per lb	0 06½
" wet cleaned, per lb	0 07
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 08
Pears, per lb	0 08½
Peaches, standard, per lb	0 07½
" choice	0 08
Apricots, standard, per lb	0 10½
" choice, per lb	0 11½
Plums, black pitted, per lb	0 11½
Nectarines, per lb	0 09½
Dates, new, per lb	0 07

RICE AND TAPIOCA—There is only the ordinary staple demand at present, and the market is without any features of special interest. Japan rice is quoted at 4¼c per lb.; Patna at 4¼c; Rangoon at 3¾c. Tapioca, 5c per lb.

EVAPORATED APPLES—As noted last week, the local price has been advanced to 8½c per lb., owing to the advance in the eastern market.

HONEY—Supplies are hard to obtain. Prices are quoted as follows :

Honey, 2½ lb. tins, in case 24	8 75
" 5 " " 12	8 50

SPANISH ONIONS—New stock is quoted at $1.15 per crate.

NUTS—

Shelled Walnuts, in boxes, per lb	0 27
" " small lots, per lb	0 29
" Almonds in boxes, per lb	0 27
" " small lots, per lb	0 29

CANNED GOODS—

FRUITS.

	Group No. 1	Groups No. 2 & 3
	Group No. 1	Groups Nos. 2-3
Apples—3's standard, per case	$2.44	$2.34
" Gallons, standard, per case	1.55	1.52½
Cherries—Red, pitted, 2's	4.18	4.08
" black pitted 2's	4.18	4.08
" white pitted 2's	4.38	4.28
Currants—Red 2's	4.18	4.08
" black 2's	4.18	4.08
Gooseberries—2's	4.58	4.48
Lawtonberries—2's	4.18	4.08
Peaches—Yellow 2's	4.18	4.08
" yellow 3's	6.54	6.44
" pie, unpeeled 3's	3.34	3.24
" pie, unpeeled, gallons	2.42½	2.40
" pie, peeled, gallons	3.30	3.27½
Pears—Flemish Beauty 2's	3.68	3.58
" Flemish Beauty 3's	4.74	4.64
" Globe 1.s. 2's		2.78
" Globe 1.s. 3's		4.14
Plums—Damson 1.s. 2's	2.28	2.18
" Lombard 1.s. 2's	2.28	2.18
" Green Gage 1.s.	3.08	2.98
Raspberries—Red 2's	4.18	4.08
" red, gallons	3.80	3.77½
" black 2's	4.18	4.08
" black, gallons	3.80	3.77½
Strawberries—2's	4.18	4.08
" gallons	3.80	3.77½

VEGETABLES.

Asparagus—2's	6.28	6.18
Beans—2's	2.08	1.98
Corn—2's	2.08	1.75
Peas—		
No. 4 standards, 2's	1.88	1.55
Early June, 2's	1.98	1.65
Sweet Wrinkle, 2's	2.18	1.85
Extra fine sifted, 2's	3.08	2.75
Pumpkins—3's	2.14	2.04
Succotash—2's	2.68	2.58
Tomatoes—3's	2.44	2.10
Tomatoes, 2's	2.08	1.74
Tomatoes—gallons	3.70	3.65

MEATS.

Clark's 1 lb., pork and beans, plain, per case	2 50
" 2 " " " " "	1 90
" 3 " " " " "	2 50
" 1 " tomato sauce, per case	2 50
" 2 " " "	1 90
" 3 " " "	2 50
" 1 " Chili "	2 50
" 2 " " "	1 90
" 3 " " "	2 50

Soups, per doz		1 25
Corned beef	2's per doz.	2 70
"	1's "	1 50
Roast beef		
" 1's, per doz		1 50
" 2's. "		2 70
Potted meats, ½'s, per doz		0 55
Veal loaf ½ lb., per doz		1 25
" 1 lb. "		2 50
Ham loaf ½ lb. "		1 25
" 1 lb. "		2 50
Chicken loaf ½ lb. "		1 85
" 1 lb. "		3 50
Lunch tongue 1's, "		3 65
Sliced smoked beef ½-lb. tins, per doz		1 80
" " 1-lb. tins, "		3 10
" " 1-lb. glass, "		3 25
Chipped " ½-lb. tins, "		1 45
" " 1-lb. tins, "		2 50
" " 1-lb. glass, "		0 05
Sliced bacon, 1-lb. tins, "		3 10
" " ½-lb. glass, "		3 25

MANUFACTURERS AND FIXED PRICES.

Vancouver Retail Grocers Secure Legal Opinion on Interesting Points.

The Vancouver Retail Grocers' Association has obtained the opinion of Davis, Marshall & MacNeill, lawyers, of the city, on points which will be of considerable interest to the trade in general. The matter came up in the notice appended to goods shipped by manufacturers, and which is as follows: "The goods contained in this case are sold on the condition which is made a part of the consideration of sale, that the purchaser, if he retails them, will maintain our fixed retail price on these goods, and if he wholesales them, he will sell them subject to the same condition. The acceptance of these goods is sufficient evidence that the purchaser is familiar with these conditions and will abide by our requirements. Our fixed retail price on ———— for the Pacific Coast is ————." The questions submitted for legal definition, and answers, are:

1. Has the manufacturer of an article, of which he holds the proprietary right through having the name registered, a right to fix the retail price of such an article? Ans.—We would say that the manufacturer of such an article has the right to fix the retail prices at which the same shall be sold.

2. Is the foregoing notice attached to the case containing such article sufficient notice in law to all concerned? Ans.—We do not think it is sufficient to enable the manufacturer to bring action against the retailer in cases where the sales pass through a wholesaler for cutting the price, as there is no privity of contract between the manufacturer and the retailer. There should be an agreement between the manufacturer and the retailer that they will not retail under the retail price, and with the wholesaler that the wholesaler will not sell to the retailer except under the condition of obtaining a similar contract from the retailer.

3. What action has the manufacturer against anyone who cuts the price? Ans.—We would say that if the manufacturer sells direct to the retailer who cuts the price, his action would be for damages. If the manufacturer sells to the wholesaler, and the wholesaler sells to a retailer without obtaining a similar agreement, and the retailer cuts the price, the action would be against the wholesaler for damages for not obtaining a similar agreement. We cannot see how a document can be so drawn up, to be put on the case, as to be binding between a manufacturer and retailer where the package passes through the hands of a wholesaler, except as above lined.

TRADE NOTES.

Violet E. Day, grocer, of Hamilton, has sold out.

C. Sandrelli, grocer, North Bay, was burned out last week.

R. H. Johnston, grocer, of Bothwell, has sold to E. H. Compton.

John D. White, grocer, Toronto, is advertising his business for sale.

T. H. Jacques, general merchant, Edwards, is offering to compromise.

R. S. Watson, baker and confectioner, Arnprior, has retired from business.

P. S. Doyle & Co., dealers in wholesale teas, Montreal, have registered.

Mrs. H. A. Beaudet, who conducted a general store at St. Flavien, has assigned.

White Bros., chocolate manufacturers, St. John, N.B., may locate in Hull, Que., should the negotiations for the removal of the factory to Moncton fall through.

ESTABLISHED OVER 200 YEARS

CHAMPION'S

LONDON, ENGLAND

IS THE BEST VINEGAR

MADE FROM FINEST MALT

Commands a Preference Over All Others.



ONTARIO AGENTS: The Lind Brokerage Co., 23 Scott St., Toronto

Agent for the province of Quebec, J. Walter Snowdon, 413 St. Paul St., Montreal

W. H. Escott, 141 Bannatyne Ave. East, Winnipeg

WE ARE OPEN TO DO BUSINESS ON EASY CONSIGNMENT TERMS

WRITE OUR AGENTS FOR PARTICULARS

HOW TO FREE HIGH HALLS OF DUST-WEBS



THE

Ideal Duster

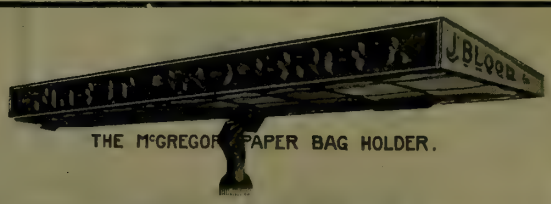
Solves the Polished-Floor Proposition

The dust problem is constant—like dish-washing—the drudgery of it is split in two with the IDEAL. It appeals to more people as a mechanically correct and necessary device than our Mop, the SELF WRINGER, ever did and we venture the statement that you have for nearly 20 years found our products free from complaints, owing to perfect construction. You can therefore sell as you buy—in perfect confidence. We solicit trial orders through the jobbers.

If you have not received advertising matter with your goods drop a card to us.

Tarbox Bros., Mfrs. Toronto, Ont.

BRITISH DEPOT: 2 Hope Chambers, Liverpool



THE McGREGOR PAPER BAG HOLDER.

THE GROCER'S GREATEST CONVENIENCE

McGREGOR PATENT

PAPER BAG HOLDER

HAVE YOU SEEN IT? WRITE

175 Borden St., - Toronto

Your Customer's Confidence

is your strongest business asset. But you can only expect to hold it by handling goods of merit.

HEINZ
57 VARIETIES
Pure Food Products

(The kind that contain no preservatives)

are recognized as the standards of purity and excellence in food quality. They meet the requirements of all pure food laws and are guaranteed to suit. Money back to your customers if they fail to please. That's why the **57 varieties** are such good business builders.

Anything that's HEINZ is safe to sell

H. J. HEINZ COMPANY

New York Pittsburg Chicago London

1909

We thank you for the orders entrusted to our care during 1908 and shall be glad to fill them again in 1909.

Wishing you a very happy and prosperous New Year.

F. W. Fearman Co.
LIMITED

Hamilton, Ont.

We advertise widely the Richness, Purity and Uniform Quality of the Truro Milk

TRURO QUALITY BRAND

This secures customers.
The goods hold them.



Reindeer Milk

Jersey Cream



The brands proved the best by Government Analysis.

The Truro Condensed Milk Co., Ltd., Truro, N.S.

Butter
Eggs
Cheese
Poultry
(Live and Dressed)

We handle large quantities of these lines. Shipments and correspondence invited

The WM. RYAN CO.
LIMITED

70-72 Front Street East
Toronto - Ont.

Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN

Montreal, Dec. 30.

Latest reports from England state that Canadian cheese will figure largely in the requirements of the English public. This looks as though our product was an established fact on the other side of the water. During the week more enquiries have been received from Engand than for some time, and this is encouraging when we take into consideration the fact that cheese of the choicest variety is held here in comparatively few hands. Realizing this fact, it goes to show, that the English importers expect to pay good prices in future for their stock, which they obtain in Canada. At the present time, however, the market is in a waiting attitude until after the holidays. Locally, the market is steady, and prices rule at 12¼c to 12½c for westerns and 11¾c to 12c for easterns. Receipts for the season since May 1 up to Dec. 26, have been 1,898,722 boxes against 2,052,851 boxes for the corresponding period of last year.

The butter market is not active at the present moment, although there is more enquiry this week from outside points for fresh fodder stock at comparatively low figures. September and October creamery is still high, and not much is available even at high prices. There is considerable activity in dairy stock which is in good demand. Advices from England state that the market there is in a more healthy condition this week, and the future looks better. The English importers are anxiously awaiting the arrival of fresh grass stock from New Zealand and Australia, which will undoubtedly meet with a good demand upon its arrival. If the weather does not change soon, the Townships will be in a bad condition so far as the prospects are concerned for next year. The farmers are having to draw water for their stock, as many springs which have hitherto never failed have now given out. The soil is in a deplorable condition, and farmers agree that the hay crop next year will be practically valueless, if a thaw does not soon relieve the situation. The soil in many places is so dry that despite the cold weather, it can be moved without a pick. This is due to a total absence of moisture, and consequently the cold has little if any effect upon it. Such a condition as this is always followed by a light hay crop, as the life of the roots in the ground is completely destroyed.

Locally the market is steady, and prices are quoted at 26c to 26½c for fresh creamery, and September and October at 27c to 27½c. Receipts for the season since May 1 up to Dec. 26, have been 408 121 packages, against 404,930 packages for the same period of last year.

THE PROVISION SITUATION.

The dull condition of the local market has considerably improved, and business is active, with good demand. The run of hogs is light, as is usually the case at this time of the year, and the price is $5.75 live weight f.o.b. in the country. The British market is dull and unsatisfactory, with light shipments from here, merely to supply their regular customers. With a better local demand for their product, which is always more satisfactory than the foreign, packers expect a good healthy trade.

PROVISION MARKETS

MONTREAL.

PROVISIONS—Demand for practically all lines is limited, and is confined to a small jobbing character. The poultry trade is visibly affecting this market, as dealers have turned their attention to these lines for the holiday season.

Compound Lard—	
Tierces, 375 lbs	0 08½
Parchment lined boxes, 50 lbs	0 08¾
Tubs, 50 lbs	0 08¾
Wood pails, 20 lbs. net	0 09¼
Tin pails, in cases	0 09½ 0 09¾
Heavy Canada short cut mess pork, in bbls	22 50 23 00
Selected heavy Canada short cut clear boneless pork	22 50 23 00
Heavy Canada short cut clear pork	22 00 24 50
Very heavy clear pork	25 50 26 00
Plate beef, 100-lb. bbls	7 75
" 200 "	15 00
" 300 "	22 00
Pure Lard—	
Tierces, 375 lbs	0 12½
Boxes, 50 lbs., grained	0 12¾
Tubs, 50 lbs., "	0 12¾
Pails, wood, 20 lbs., parchment lined	0 12¾
Tin pails, 20 lbs., gross	0 12½
Cases, tins, 10 lbs. each	0 12¾
" " 5 "	0 12¾
" " 3 "	0 13

CHEESE—The cheese market continues dull, and it is thought no great change will take place until the turn of the new year.

Westerns	0 12¾ 0 12¾
Easterns	0 12½ 0 12¾
Undergrades	0 11¾ 0 12

BUTTER—The butter market has not changed much during the week, and the prices reported last week represent about the current levels. Some sales have been made for odd lots at smaller quotations, but have not exerted any influence on the market to speak of, with the exception of an indication perhaps, of a slightly weaker undertone this week.

Fresh Creamery, solids, lb	0 26 0 26½
" " prints, lb	0 26½ 0 27
Dairy, tubs, lb	0 20 0 21
Fresh large roll	0 21 0 22½

EGGS—Local dealers have advanced their prices owing to small receipts and approaching exhaustion of stocks.

New laids	0 36 0 38
Selected cold storage	0 27
No. 1 Candled	0 24
No. 2 Eggs	0 17½

HONEY—Demand for honey continues limited, as dealers generally have ample supplies, with the result that the market is quiet at unchanged figures.

White clover comb honey	0 13 0 14
Buckwheat, extracted	0 08 0 09
Clover, strained, bulk, 30 lb. tins	0 10 0 11

POULTRY—The poultry market is firm, as supplies arriving are small. Trade has fallen off considerably in the last few days, as dealers are well supplied.

Spring chickens, per lb	0 13 0 14
Hens per lb	0 10 0 11
Young ducks, per lb	0 11½ 0 12
Turkeys, per lb	0 15 0 16
Geese, dressed	0 09½ 0 10½

TORONTO.

PROVISIONS—On account of the high price of poultry and perhaps through a desire for a change there is a better demand for cured meats, although no perceptible change in prices. Some dealers report business very active, which is more than is ordinarily expected right after the holidays.

Long clear bacon, per lb	0 11 0 11½
Smoked breakfast bacon, per lb	0 14½
Roll bacon, per lb	0 10½ 0 11
Light hams, per lb	0 13½ 0 15
Medium hams, per lb	0 13½
Large hams, per lb	0 12½
Shoulder hams, per lb	0 10 0 12
Backs, plain, per lb	0 16
" pea meal	0 16½
Heavy mess pork, per bbl	20 00
Short cut, per bbl	22 50
Lard, tierces, per lb	0 11½ 0 12
" tubs "	0 12½
" pails "	0 13
" compounds, per lb	0 8½
Dressed hogs	8 25 8 75

CHEESE—The cheese market is dull and unchanged.

Cheese, large, prime	0 13½
" twins	0 13½ 0 14

BUTTER—With the exception of some very choice brands of creamery as well as dairy, the market continues to show weakness, and some of the poorer grades are sold as low as 20c a lb.

	Per lb.
Creamery prints	0 29 0 30
Creamery solids	0 28 0 29
Farmers' separator butter	0 26 0 27
Dairy prints, choice	0 24 0 25
" " ordinary	0 22 0 23
" tubs, choice	0 22 0 23
Large rolls	0 22 0 23
Baking butter	0 18 0 20

EGGS—The egg market is decidedly firm and the held stock is rapidly being reduced, selling at about 2c higher. With the mild weather there are more new laid eggs coming in, yet these will not effect the price of held stock for some time at least.

Strictly new laid, per doz	0 35 0 40
Select cold storage	0 28 0 30
Cold storage	0 25 0 26
Limed	0 23 0 24

HONEY—This article receives very little attention at this time of the year, and therefore there is no variation in prices.

60-lb. tins	0 11 0 11½
Smaller sizes, tins and bottles	0 10½ 0 11
Combs, doz	1 50 2 50

POULTRY — The wholesale houses have very little stock in hand. On account of the light arrivals for Christmas, the retailers picked up everything in sight at almost wild prices, in order to be able to supply the supposed demand. They met with some disappointment, however, when very many rather than pay exorbitant prices, decided to take a roast of beef instead of a turkey. While the wholesale men made well, a good many of the retailers have lost money. The arrivals for new year will necessarily be light, but retailers will not pay as much for them this week and will likely not be able to hold their own on their left over stock. Turkeys at time of writing are selling for 18c to 21c.

Spring chickens, per lb, live	0 11	0 12
Spring chicken, dressed	0 13	0 14
Hens, per lb., live	0 08	0 09
Hens, per lb., dressed	0 10	0 11
Young ducks, per lb., live	0 11	0 12
Ducks per lb., dressed	0 13	0 14
Turkeys, per lb., dressed	0 18	0 21
Geese, per lb., dressed	0 12	0 14

BARRELS

For Flour, Butter or packing any kind of merchandise, manufactured and for sale by

H. CARGILL & SON
CARGILL, ONTARIO.

SALT

Car lots of Fine, Medium or Coarse, in Barrels, Sacks or Bulk.

TORONTO SALT WORKS
128 Adelaide Street E., Toronto

We Want Butter !

Dairy Tubs, Creamery Solids

We will buy f.o.b. your station, in large or small quantities.

Write or phone us with best quotations.

Rutherford, Marshall & Co.
Wholesale Produce Merchants,
TORONTO.

Poultry Wanted!

Persons having Poultry to ship to Montreal market should make a trial shipment to

P. POULIN & CO.
39 Bonsecours Market, - Montreal

Buyers of Poultry, Game, Eggs and Feathers. Prompt remittance. No commission. Reference, any bank.



USE OVAL WOODEN BUTTER DISHES.

THOMAS BROS., St. Thomas, Ont.

WINNIPEG.

BUTTER—Dairy butter has been fairly plentiful all fall and winter and still continues to come in from country points in surprisingly large supply for the season. For No. 1 tubs and bricks the local produce houses are paying 22c per pound f.o.b. Winnipeg; for No. 2, 17c to 18c per pound; for No. 3, 15c to 16c per pound.

EGGS—Supplies are very scant and it was impossible to get a sufficient quantity of new laid to supply the Christmas demand. Scarcely any Manitoba eggs are being received, practically the only eggs on the market being Ontario storage. Produce houses are paying 30c per dozen f.o.b. Winnipeg.

CHEESE—Manitoba cheese is very scarce. Ontario is selling at 14½c to 14¾c per lb.

POULTRY—Buying prices f.o.b. Winnipeg are as follows:

Chicken, per lb	0 11
Fowl, per lb	0 08
Turkeys, per lb	0 16
Ducks	0 11
Geese	0 11

CHANGES IN THE CANADIAN TRADE

Notes From All Districts of Canada Regarding Sales, Assignments, Dissolutions and New Stores Opened.

Ontario.

I. J. Ranks, miller, Norwich, was burned out.

A. S. Morrison & Co., general merchants, South River, have assigned.

A. McCabe, general merchant, Grand Valley, has sold to F. A. Jelles & Co.

F. H. Chapman, general merchant, Holland Landing, has passed away.

The stock of the estate of William Kaeding, grocer, Windsor, is being advertised for sale.

August Elliott, a prominent business man of Brantford, was found dead in his shop on Dec. 23. He was 44 years old and held a large interest in the Beamsville Canners' Association.

Absalom Peters, grocer, Peterboro, met with a painful accident recently by falling down an elevator shaft in a wholesale establishment and sustaining severe cuts about the head and shoulders.

Western Canada.

James Logan, general merchant, Olds, Alta., has assigned to S. H. Smith.

Lockhart & Gillespie, general merchants, Fernie, B.C., have dissolved.

The Dominion Meat Co., Calgary, has been succeeded by Neils, Morris Co.

J. D. Williams, Didsbury, Alta., has sold his confectionery business to L. S. Curtis.

B. Thordarson, general merchant, Leslile, Sask., has sold to Peterson & Venn.

The Vancouver and Prince Rupert Meat Co., which recently started a retail store in Victoria, has just opened another branch.

F. R. E. DeHart, fruit grower, of Kelowna, B.C., captured over $4,000 in prizes in the Spokane apple show, where his apples won thirteen firsts and one second prize.

Maritime Provinces.

G. H. Emmett & Co., grocers, Halifax, have registered.

Annie P. Fancy, who kept a general store at Moser's River, is dead.

T. H. Carmichael, grocer, Londonderry, has been sold out.

The grocery store of Mrs. McCallum, St. John, was slightly damaged by fire recently.

Charles B. Adams has sold his grocery business in St. John, N.B., and has been appointed manager of the Royal Hotel, McAdam Junction, owned by the C.P.R. Mr. Adams has had considerable experience in the hotel line.

Quebec.

Doyle & Jackson, wholesale teas, Montreal, have assigned.

O. Dupuis & Co., grocers, Montreal, have compromised.

Detlefs & Co., confectioners, Montreal, have assigned.

S. A. Collette, grocer, Montreal, has effected a compromise.

G. N. Demers, Ste. Marie, dealer in candies, fish, etc., has assigned.

Guyon & Handfield, general merchants, Contrecoeur, have assigned.

The Bell Confectionery Co., manufacturers of candies, Montreal, has registered.

The assets of Audet & Tremblay, general merchants, Black Lake, have been sold.

R. B. Robertson, general merchant, Little Cascapedia, is offering to compromise.

Joseph Raymond, manufacturer of jams, pickles, etc., Montreal, has assigned.

J. J. Vipond & Co., wholesale fruit, Montreal, have assigned to J. McD. Hains.

A meeting of the creditors of Jos. Lachapelle, general merchant, St. Jovite, has been called.

Roberts & Co., confectioners, Montreal, have assigned. A meeting of creditors was held on the 28th inst.

Leclair, Egerton & Furlong, dealers in candies, etc., Montreal, have dissolved. F. W. Leclair and W. J. Furlong will continue under the style of Leclair & Furlong.



Just Read the Directions!

GROCERS—

get familiar with the many uses of

GILLETT'S LYE

and recommend it to your customers for making soap, cleaning of all kinds, and as a disinfectant. It's a sure trade bringer. REFUSE SUBSTITUTES and the various "Just as good" kinds. They may cost you a few cents less per case, but do they pay you as well as the old reliable—the standard—**GILLETT'S LYE?**

E.W.GILLETT COMPANY LIMITED
CHICAGO, ILL. TORONTO, ONT. LONDON, ENG.

GILLETT'S CHEMICAL WORKS ESTABLISHED 1852.

The Trade's Co-operation

The co-operation of the trade with the advertising campaign of CLARK'S CANNED MEATS has resulted in good profits to them.

This campaign showed dealers there was a bigger net profit in handling well advertised goods of high quality than in selling unadvertised and probably inferior goods.

My present advertising campaign is now on. It includes

Clark's Corned Beef
" Ox Tongue
" Pork and Beans
" Potted Meats

Make your stocks complete and be ready to meet the demand.

WM. CLARK

Manufacturer

MONTREAL

Olives

are soaring skyward. Those Canadian grocers who were fortunate enough to stock

Rowat's Olives

last season have reasons for congratulation, both on account of buying the **best brands** and pack, but also that their present stock is worth fully fifty per cent. more.

ONTARIO and QUEBEC—Snowdon & Ebbitt, Montreal
HALIFAX—Warren & Co. ST. JOHN—F. H. Tippet
VANCOUVER—Jarvis & Co.

Cowan's
Cake Icings

are steadily growing in popularity, as Canadian women find out how easily used, how attractive in appearance and flavor, and how altogether satisfactory they are.



Of course you handle them—but are you getting all you might out of this trade?

The Cowan Co., Ltd.
Toronto, Canada

A Leading British line well-known and largely advertised

DR TIBBLES' Vi-Cocoa

THE WORLD RENOWNED FOOD BEVERAGE

The Public Say:

"THERE IS MERIT IN IT."

The Trade Say:

"THERE IS MONEY IN IT."

Write for Sub-Agency to:—

AGENT FOR MONTREAL:
J. WALTER SNOWDON
413 St. Paul Street
Montreal

ONTARIO AGENTS:
GREEN & CO.
25 Front St. E., Toronto

W. H. ESCOTT, 141 Bannatyne Avenue East, WINNIPEG

SAMPLE CASES NOW READY FOR DELIVERY

PURE SOLUBLE COCOA

WE ARE MAKING A SPECIAL OFFER OF HIGH GRADE PURE COCOA POWDER, EITHER IN BULK OR BARRELS OR IN 1-lb., ½-lb. and ¼-lb. CANISTERS, WITH LABELS BEARING YOUR OWN NAME OR BRAND.

IT WILL PAY YOU TO GET SAMPLES & PRICES

FROM OUR WHOLESALE AGENTS:

A. B. LAMBE & SON, 27, Wellington St. East, Toronto.
H. & A. B. LAMBE, Hamilton.
C. A. PARKER, 10, Albert Street, Ottawa.
CHAS. DUNCAN, P.O. Box 22, Winnipeg.
MITCHELL & WHITEHEAD, 92, St. Peter St., Quebec.
A. E. CURREN, 54, Bedford Row, Halifax.

GEORGE PAYNE & CO., Ltd.,

Wholesale Tea, Cocoa and Coffee Merchants,

LONDON, Eng.

WE ALSO SELL CHOCOLATE COVERING AND COCOA BUTTER.

THE FLOUR AND CEREAL MARKETS

Holiday Season Accounts for Quietness in All Lines—Retailers' Stocks Low—Good Outlook for New Year.

The holiday season continues to have a dulling effect on all lines in these markets and as a result business is prevailingly quiet, a feature which is quite usual and to be expected at this season. The holding off of really cold weather, which was expected to have a stimulating effect on demand, has also had its effect.

Notwithstanding the present quietness, however, the outlook for the new year looks bright. Judging from dealers' reports, both wholesalers' and retailers' stocks of flour must be comparatively light and it is expected that this market, which has been active up till a few weeks ago, will brighten up again shortly. One large miller said this week that he expected heavy buying would be general within a few weeks and that this might very possibly have some effect on prices.

In the cereal markets conditions are somewhat similar. While business all fall has been somewhat quieter than usual, dealers' stocks are thought to be low and this should mean more activity early in the year.

Little attention is being paid to export business, the holiday season interfering both in the British and home markets.

MONTREAL.

FLOUR—Considering the season of the year the volume of trade passing is fairly good. Country trade is fair where stocks are reported low. There has been during the week some inquiry from England for low-grade Canadian flour, prices, however were not mutually advantageous, so no business to speak of has resulted.

Winter wheat patents	5 50
Straight rollers	4 70 4 80
Extra	4 00 4 10
Royal Household	6 00
Glenora	5 50
Manitoba spring wheat patents	6 00
" strong bakers	5 50
Five Roses	6 00
Harvest Queen	5 50

ROLLED OATS—Dealers report a slight improvement in the demand during the week, but sales are not in large blocks, but fairly good in a jobbing way. No changes in quotations have been noted.

Fine oatmeal, bags	2 72½
Standard oatmeal, bags	2 60
Granulated " "	2 60
Golddust cornmeal, 98-lb bags	2 10
White cornmeal	2 00 2 05
Rolled oats bags	2 35
" bbls	5 05

FEED—Demand for bran continues good, with supplies still limited. Inquiry for shorts and middlings continues active. Other lines are unchanged.

Ontario bran	21 50 22 00
Ontario shorts	25 00
Manitoba shorts	24 00
" bran	21 00
Moullie, milled	25 00 27 00
" straight grained	30 00 32 00
Feed flour	1 50 1 60

TORONTO.

As is usual at the holiday season, business is rather dull. The markets, however, continue firm though no changes are in evidence. So far as can be learned, both wholesalers' and retailers' stocks are rather low and it seems probable that the early weeks of the new year will see a material strengthening of markets and possibly an increase in prices. Little attention is being paid to export business just now.

Manitoba Wheat.

1st Patent	5 70 5 80
2nd Patent	5 40
Strong bakers	5 20

Winter Wheat.

Straight roller	4 20 4 30
Patents	4 80
Blended	5 00

CEREALS—The market continues unchanged, with somewhat of an easier feeling. Business is rather dull, the lack of really cold weather having been felt in these circles. The outlook for the new year, however, is very encouraging. Dealers' stocks are thought to be low and some fairly heavy buying should follow shortly. Nothing more has been heard of exports of oats to the United States so this will not be any factor in future conditions as was anticipated a few weeks ago. Prices ruling this week are:

Rolled wheat in barrels, 100 lbs	2 85
" oats in bags, per bag 90 lbs	2 50
Oatmeal, standard and granulated, in bags 98 lbs	2 75

CHRISTMAS PRESENTATIONS TO CEREAL MANUFACTURER.

R. K. McIntosh, the head of P. McIntosh & Son, cereal manufacturers, Toronto, was remembered very pleasantly by the employes of the firm last Thursday afternoon, Dec. 24, when he was presented with three pieces of hall furniture.

The presentation was made by J. F. Howitt, one of the oldest employes, who in a w tty speech spoke of the high esteem in which Mr. McIntosh was held by the employes, who regarded him as a friend, as well as an employer.

Mr. McIntosh made a happy reply, expressing his appreciation of the remembrance and of the regard evidenced by the staff and spoke of the good outlook for the growth of the business and a continuance of the present happy relations.

L. R. Wolfe, grocer, Toronto, has disposed of his business to Louis Turofsky.

J. H. Deeks, general merchant, Williamsburg, has assigned to Osler Wade.

A Problem Solved

When we entered the biscuit field we were up against the problem of how to make a crisp soda biscuit that would stay crisp. Every package of



contains indisputable proof that we have satisfactorily solved the problem. Now, it is up to you to push

Mooney's Perfection Cream Sodas

because their quality will bring you more and better business. They are the crackers you may guarantee to be crisp and keep crisp.

The Mooney Biscuit & Candy Company,
LIMITED
STRATFORD, - CANADA

Goose Wheat
or
Ontario White Wheat

We want either or both. Send sample and prices to

Cummings Mills
Cummings Bridge, Ottawa

CANADA:
No better
Country

MOTT'S
DIAMOND
CHOCOLATE

MOTT'S:
No better
Chocolate

Despite the high price of raw material

Mott's

"Diamond" and "Elite" Brands of

Chocolate

will be the same in quality as during the past 30 years.

—Your trade knows that they are Canada's Best Chocolate lines.

John P. Mott & Co.,
HALIFAX, N.S.

SELLING AGENTS:

J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver
Arthur M. Loucks, Ottawa — R. G. Bedlington, Calgary

By Royal Letters Patent

Nelson's Opaque, Brilliant, Isinglass, Leaf, and Powdered Gelatine

NELSON'S

Granulated Jellies, Tablet Jellies, Creams, Custards, Fruit Puddings, Bottled Jellies, Lemonade Crystals, and Baking Powder.

Nelson's Gelatine and Liquorice Lozenges

NELSON'S SOUPS
(SIX VARIETIES)

Sole Proprietors and Manufacturers of
GORDON'S GRANULATED GRAVY

G. NELSON, DALE & CO., Ltd.
EMSCOTE MILLS, WARWICK

The above can be had from any of the following agents:
The Smith Brokerage Co., Ltd., St. John, N.B.
Watt, Scott & Goodacre, P.O. Box 1204, Montreal.
J. L. Watt & Scott, 27 Wellington St. East, Toronto.
E. W. Ashley Winnipeg.
Geo. A. Stone, 34 Inns of Court Buildings, Vancouver, B.C.

MAPLE SUGAR

I am able to ship the finest grade on short notice. You will need it for fall trade. Order early.

P. J. GIRARD, - Richmond, Que.

French Vermicelli and Macaroni

The only factory in Canada producing these goods.

H. CONSTANT
Manufacturer

Sales Agent: L. FONTANEL,
187 Commissioners St., Montreal

OPEN TO BUY

From 5 to 10 Cars Choice Cooking Peas
Clean and White

Quebec's leading Flour and Grain House.

C. A. PARADIS, Dalhousie St., Quebec

SUCHARD'S COCOA

This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes. Delicious in flavor; prices just right.

FRANK L. BENEDICT & CO., Montreal
Agents.

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48 Highest Awards In Europe and America

WALTER BAKER & CO.'S CHOCOLATE & COCOA



Registered, U. S. Pat. Off.

Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

Walter Baker & Co., Limited
Established 1780, Dorchester, Mass.

Branch House, 86 St. Peter St.
MONTREAL, CANADA



TRADE WINNERS.

Pop Corn Poppers, Peanut Roasters and Combination Machines.
MANY STYLES.
Satisfaction Guaranteed.
Send for Catalog.

KINGERY MFG. CO., 106-108 E. Pearl St., Cincinnati, O.

Freight is no more on full strength
MAPLE SYRUP
containing all "medicinal" properties than 'tis on diluted mild flavors. Small's is by experts pronounced standard, with highest awards world over. All jobbers
Canada Maple Exchange, Limited, Montreal

Small's
TRADE MARK.
Small's



COX'S GELATINE

When asked for GELATINE supply COX'S and you cannot go wrong. It is PURE and will do its work WITHOUT FAIL.

Canadian Agents:
C.E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

J. & G. COX
Ltd
Gorgie Mills
EDINBURGH

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

(ADVERTISEMENT.)

The Cream of Wheat Company

To the Retail Grocers of the United States and Canada.

Mr. C. M. Wessels, of the Grocery World and General Merchant, of Philadelphia, has published what purports to be an interview between him and Mr. E. Mapes, the secretary of the Cream of Wheat Company, which interview he has embodied in an affidavit in which he states that Mr. P. A. Robinson, of this city, was present during that interview. As Mr. Wessels and others have in different ways given wide publicity to his version of that interview, we have decided to publish a refutation of what we consider a scandalous, malicious and entirely unwarranted attack upon this company. We herewith attach the affidavit of Mr. Mapes with reference to that interview, which includes the statement as to the same by Mr. P. A. Robinson, who was the only person present besides Mr. Mapes and Mr. Wessels. We call attention to the fact that Mr. Robinson's statement is in reply to a request for a statement made by the secretary of the Minneapolis Retail Grocers' Association, and that it is made up for the most part of a transcript of statements made by Mr. Robinson to Mr. Wessels himself prior to the time of publication of Mr. Wessels' affidavit. The latter was published on November 30, 1908. We believe that the grocers of the United States and Canada, with whom we have been upon the most friendly terms, and whose interests and welfare are identical with our own, will agree with us that Mr. Wessels' attack is entirely unwarranted.

Dated, December 15, 1908.

CREAM OF WHEAT COMPANY.

Affidavit of E. Mapes.

State of Minnesota, } ss.
County of Hennepin, }

I, E. Mapes, being first duly sworn, on my oath say.

I am the secretary of the Cream of Wheat Company, of Minneapolis, Minnesota. On or about the 20th day of October, 1908, C. M. Wessels, of Philadelphia, and P. A. Robinson, of Minneapolis, came to my office, where Mr. Wessels was introduced to me by Mr. Robinson. Mr. Wessels' call was, as he stated, for the purpose of selling the Cream of Wheat Company advertising space in the grocery publications of the United States, practically all of which he claimed to control so far as their advertising space was concerned. We talked from half to three-quarters of an hour and discussed the advertising proposition quite extensively. He was arguing as to the advantage to the Cream of Wheat Company of advertising in the grocery trade papers. In answer to his arguments I explained the policy of advertising pursued by the Cream of Wheat Company, which was in general to reach the trade through the consumer, and not vice versa, and I declined to make a contract with him. There was nothing, however, said by me in that discussion which would in any way warrant the statements attributed to me by Mr. Wessels.

Taking his statements seriatim (each of which Mr. Wessels says is a correct transcript), I call attention to them as follows:

1. Mr. Wessels states that I said: "We don't care a continental for the grocer. He has to sell our goods whether he wants to or not. We make him. We used to give the retailer a profit, but we found that the best way to keep him good was to keep him poor. Now we give him very little profit."

This statement, and every part of it, is false. I never expressed any contempt or disregard for the retail grocer; neither did I say that we made him sell our goods. The substance of what I said upon this point was that we created a demand by reaching the grocer through the consumer, and that we could best increase sales, both to our profit and to the retailer's profit, by such policy of advertising. Neither did I say that we gave the retailer less profit than before, nor that the best way to keep him good was to keep him poor. On this point I explained to him that the margin of profit allowed had been fixed as a fair margin, but at the same time that it was not so large as to induce a cutting of prices, and that it was a common experience that the allowance of a larger profit would bring about a cutting of prices either by the jobber or the retailer, and to the detriment of both the manufacturer and the retailer. As a matter of fact, we have not changed our prices for the past ten years.

2. Next Mr. Wessels says that I said: "But we have competitors; Vitos (made by the Pillsbury-Washburn Company) is exactly the same as Cream of Wheat. If the retailer has so much influence, why don't he substitute Vitos for our goods?"

This statement is absolutely false. The question of competitors had been mentioned, and Mr. Wessels had stated that there was no product like ours on the market, whereas there were plenty of flake foods. I told him that there were other products on the market which, like our product, were not flake foods, and I mentioned Vitos as an example. That is the entire substance of my statement upon this point.

3. Mr. Wessels next says that I, referring to the friendly feeling of the retail grocers, said:

"We don't want it—don't need it—don't care anything about it. The grocer has not any say about handling our goods. We make him handle them—he must. The grocer has got to handle Cream of Wheat, no matter what he says."

This statement is also entirely false. In no part of the discussion did I for a moment feel or express any ill feeling toward the retailer nor lack of regard for his good feeling. More than that, the question of my feeling toward the retailer was never raised in that discussion. The only question on this point that was raised was with regard to the good or ill feeling of the grocery papers, if we did or did not advertise in them, and in that connection I explained to him the impossibility and inadvisability of advertising in every trade paper, or any of them, that is from our standpoint, and that we had the good-will of

all the jobbing houses, although we did not advertise in any of their publications. This was all in connection with my main argument that in the end it was the best for us and the best for the retailer to reach the retailer through the consumer rather than the reverse.

The above covers every one of the statements made by Mr. Wessels. He was naturally disappointed at my conclusion, and showed his disappointment both in statement and in his manner, his last remark being, as he left the room: "Well, Mr. Mapes, of course, we" (meaning the grocery papers), "are going to stand by our friends, and, as you can naturally imagine, the reverse of this proposition will be true regarding those who are not." The fact that Mr. Wessels immediately started upon a campaign of attack against the Cream of Wheat Company and that at the same time requests were made upon wholesale and retail grocers to boycott Cream of Wheat, shows clearly, I think, without further explanation, the animus of his attack.

The Cream of Wheat Company has always endeavored to treat the retail grocers, with whom we do not come into direct contact, fairly, and to protect their interests as far as possible. With this end in view, we have always refused to sell direct to department stores, mail order houses, or any house which we considered an unfair competitor of the retail merchant. In addition to this, we are one of the few cereal companies that absolutely guarantee their goods and take back all goods damaged by becoming weevilly, etc.

I attach hereto, as part of this affidavit, the letter of Mr. P. A. Robinson, which was recently written to the secretary of the Minneapolis Retail Grocers' Association in reply to a request for a statement as to Mr. Robinson's recollection of the discussion referred to.

E. MAPES.

Subscribed and sworn to before me this 12th day of December, 1908.

[Seal] SIDNEY R. MATHER,

Notary Public, Hennepin County, Minn.

My commission expires June 8, 1912.

(Copy)

Mr. T. O. DAHL, Secretary,
Minneapolis Retail Grocers' Association,
Minneapolis, Minn.

Dear Sir: As my name has been used in Mr. Wessels' affidavit in a way that may be construed as implying agreement on my part with the statements contained therein, I cannot do otherwise than respond to your request, based on this mention of my name, for a statement.

My answer to your direct question as to whether I agree with Mr. Wessels' statement as published, is that I do not. I am on record to that effect in a telegram sent to Mr. Wessels Nov. 25th (on receipt of a letter from him in which he stated he was going to use my name in his affidavit), and as my letter confirming the wire covers the second clause of your question—if I do not agree, wherein do I differ?—I think the simplest statement I can make to you, and the fairest to all concerned, is to repeat to you these communications, which are as follows:

Telegram of Nov. 25th.

"Do not use my name in connection with Mapes interview. My recollection and understanding of same do not agree with yours as published."

Letter of Nov. 27th.

"On receipt of your letter of the 23rd saying you were going to use my name in an affidavit covering your statement of the interview with Mr. Mapes, I telegraphed you not to do so. Your published version of what he said goes beyond what I heard him say and puts words in his mouth which I did not hear him use.

"Even aside from this, I should object very much to being dragged into this controversy, which has been precipitated against my protest and for which I have no responsibility, and having expressed myself at the start against your idea of exploiting the situation, I have, of course, no apology to offer for not taking your view of the matter now, nor taking a hand in it. My attitude is not based on any fear or favor as to the Cream of Wheat Co., but on my own views and the value I place on the confidence I have gained from the advertisers of my acquaintance generally, by never abusing it.

"While I have not received copies of your paper or proofs of your articles, I have seen them, and it seems to me they go considerably too far in attributing to Mr. Mapes expressions of wholesale contempt for the grocers.

"I have not seen Mr. Mapes, but he telephoned me and called my attention to what he had 'drawn' as the result of my introduction, as he put it. When I mentioned the remark he made about keeping them honest by keeping them poor, he claimed that he did not apply it to the retailer, but to the jobber, for he had no dealings with the retailer; he said that he spoke facetiously, not seriously, and had often said the same thing to a jobber customer without giving offense. This was the particular remark that you and I discussed afterward, and understood it as having been applied to the retailer; but I did not take it as seriously as you did, and it is true that his tone was more bantering than serious.

"The rest of what he said, so far as I took it in, struck me as simply an argument for the opposite side to your proposition, and not as expressing contempt for the grocers, though perhaps rather strongly independent. Naturally in combatting your plan (as applying to his business) and upholding his own system, his attitude would not be to your liking; if everyone agreed with you, you would have no soliciting to do; and your plan being based on getting the co-operation of the grocers, the other side of the debate, conducted by a pretty outspoken man, would in the nature of things give opportunity for offense, if not carefully handled. That is one reason why I differ with you as to the ethics of going into print with an advertising interview; the advertiser is bound to make his opposing argument as strong as he can, and has not time to weigh every word or expression he uses. He has the right to feel, however, that the solicitor appreciates this and will not take advantage of it. You and I know, for instance, that the expression, 'keep them honest' meant simply 'prevent their cutting prices'; but in print it conveys far more offense than if otherwise expressed.

"I intended to write you on Wednesday following my wire, but was unable to do so, and then Thanksgiving Day intervened, and absence from town, so pardon delay."

In response to the telegram, I received a letter stating that in accordance therewith my name had been cut out; so I am at a loss to understand why it appeared in the affidavit.

In a letter dated November 30th, Mr. Wessels mentioned that he had used my name as it appears, but gave no explanation. I wrote him December the 5th a letter which ought to bring some explanation, but have not received a reply. Having been obliged to refer to this phase of the matter to make my position clear, I will also advise you if I receive a reply, and the explanation of this complication.

Yours very truly,

P. A. ROBINSON.

Since the above is written I am in receipt of a letter from Mr. Wessels, in which he states that he ordered my name cut out of the affidavit, and telegraphed all publishers to whom he had mentioned it in this connection, cancelling such references; that he then went out of town and on his return found his instructions had not been complied with, as far as the affidavit was concerned.

TO THE TRADE:

Have You Seen the Latest and Most Striking Evidence of the

Increasing American Demand

for

CEYLON TEA

READ THIS

EXPORTED TO AMERICA

Jan. 1st, to Oct. 31st, 1907

Black, 7,053,900 lbs.
Green, 1,918,600 lbs.

Jan. 1st, to Oct. 31st, 1908

Black, 8,296,500 lbs.
Green, 2,912,100 lbs.

An Increase in Direct Shipments of 24.92%

And in a Year of Trade Depression, Too!

Mr. Grocer— Read This— It's For You

Nothing ever sold by Grocers can approach the KAISER WAX PAD AND IRON CLEANER IN MERIT. Every housekeeper with common sense knows a good thing when she sees it—she is very ambitious to excel in her Laundry work—with the KAISER WAX PAD AND IRON CLEANER a long felt want is supplied. It sells easily. By taking up an agency you can work up a steady and increasing business, as WHERE THE KAISER WAX PAD AND IRON CLEANER IS ONCE USED it is ALWAYS USED. Housekeepers are mad after it and will thank you for supplying them with this great labor saving discovery. REDUCES IRONING TIME BY HALF.

Save Your Elbow Grease



PATENT APPLIED FOR

The Kaiser Wax Pad AND IRON CLEANER

The Cleaner that Cleans Well.
The Wax Pad that Waxes Well.





REQUIRES BUT HALF THE TIME TO DO AN IRONING.

Every Housekeeper dreads ironing day, especially so, when she has a lot of Shirt-Waists, Mens Shirts, Collars Cuffs, etc. to Iron; She always wants to obtain a high gloss finish equal to First Class Laundries, and after hard work by the use of Common Wax, a lot of rubbing and Polishing utterly fails.

The Kaiser Iron Cleaner & Wax Pad will clean and smooth the rough and rusty places that have accumulated since the last time they were used By rubbing the hot Iron quickly over the corrugated surface you remove immediately starch or rust. You will be delighted when you try the Iron to see how smoothly it slips over the linen and the result will be no difference from first class laundry work. When the wax is entirely exhausted in the outer 2 Layers on both sides, remove it—and you still will have 2 Layers left.

WHY YOU SHOULD USE IT.

The cost to use it is almost nothing.
The Iron does not adhere to the fabric.
It imparts a splendid perfume to the clothes.
It saves a great deal of hard work in Ironing.
It gives an excellent lustre to the Linen or Muslin.
The Clothes will remain clean and neat much longer.
It gives the Clothes a much better finish than by any other method.
It makes the Iron pass smoothly over the surface and does not leave any black streaks or spots.

Every Housekeeper that cares to do *Good Work* should have one. *We claim* there is nothing on the market is *its equal* to the KAISER IRON CLEANER & WAX PAD, for *quickness, convenience, satisfactory work or economy.*

Advertise Your Business!!!

In each gross you will find 500 descriptive circulars like the above, leaving space for you to stamp your name and address on. These circulars will pull you in the customers for the KAISER WAX PAD AND IRON CLEANER and at the same time ADVERTISE YOUR BUSINESS. We want to convince you of the virtues of KAISER WAX PAD AND IRON CLEANER. Send your order to your Jobber or to our nearest Agents or direct. We will see that you get supplied. We know that you will never regret having secured an agency.

Manufactured by

The Ancker-Thiem Co.

CHICAGO, U.S.A.

WANTED — Agents throughout Canada in unrepresented distributing centers.

Canadian Agents :

Richards & Brown, Winnipeg, Man.
G. C. Warren, Regina.
Whitlock & Marlatt, Moose Jaw.
Howard Bros., Brantford, Ont.
W. S. Clawson & Co., St. John, N.B.

NEW WESTERN WHOLESALE HOUSE

The John King Company, of Fort William, Now Occupying New Warehouse With Good Facilities—A Firm That Has Grown Up With the Town.

The John King Co., which has just opened a wholesale grocery business in Fort William, has, in one form or another, been intimately connected with



JOHN KING,
President and General Manager of the Company.

that city since the first settlement followed the construction of the railway connecting the Great Lakes with the Western Prairie Provinces.



F. W. FRASER,
Secretary-Treasurer the John King Company.

John King himself came to Fort William in 1877, and was in charge of a portion of the construction work of the railway in its earliest inception, and was here when the wheat crop of 1884 was unloaded from cars on the banks of the Kaministikwia River, and placed on board a vessel by means of barrows, before the age of mammoth elevators at the lake terminal had arrived, the first shipment being only 800 bushels. A year later, in 1885, he opened a general store in the town which was some distance from the mouth of the river, and which forms to-day the west ward of the present city, and in which the works of the Grand Trunk Pacific are located. Three years later, when the C.P.R. moved their works down the river and formed the present city, a branch of the firm was established in the east end under the name of King & Pelletier, Mr. King, in 1890, buying out Mr. Pelletier. In 1900 the present firm of John King Co. was incorporated and conducted a departmental store in one of the largest business blocks of the city, carrying on a constantly increasing business with uniform success, until on July 20th of the present year a fire breaking out in a storehouse to the rear of the block spread into the main building and completely destroyed the building and stock.

This fire, which put a sudden end to the retail business of the company, may have decided the firm to take a step which had been previously contemplated, leaving the retail business in favor of the wholesale trade. On Aug. 25, barely a month after the fire, they had commenced work on the construction of the big three-storey warehouse which is now occupied, and by November they were occupying the new premises. Meanwhile, they have almost completed the rebuilding of the block on Victoria Avenue destroyed by fire which will be rented for retail purposes to other firms.



New Warehouse of the John King Com pany, at Fort William.

The new wholesale block, which has a capacity of over 80 carloads, is situated on Hardisty St., which is now practically established as the warehouse street of the city, being alongside the C.P.R. with facilities for running spur tracks from the local spur into the private warehouses and elevators that have been established along several blocks of this street.

(Continued on page 59.)

CALIFORNIA NAVELS

Our stock is all fresh. Having sold out at Christmas, all orders will be filled with fresh arrivals. Have to arrive this week

California and Messina Lemons
California Celery, Head Lettuce, Grape Fruit, &c.

McWILLIAM
Mc. AND E.
EVERIST

25-27 CHURCH ST. - TORONTO

A NEW YEAR'S POINTER

Avoid the "In and Outer" (sometimes good, sometimes bad and sometimes worse) brands of fruit.

Stick to the reliable

"St. Nicholas," "Home Guard," Lemons, "Golden Flower" Navels and "Chase & Co." Florida Products.

J. J. McCabe

Agent

32 Church Street - Toronto

FRUITS, VEGETABLES AND FISH

MONTREAL.

GREEN FRUITS—Oranges continue to have a good sale. Nearly all other lines are in good demand. The holiday trade has been very good according to statements of local dealers. No changes in prices are noted this week. The supplies on hand have been ample to meet all demands.

Christmas Decorations—		
Evergreen wreathing, bale	1 75	2 00
Delaware holly		4 25
" " wreaths, per doz		1 50
Almeira, extra fancy		6 50
" extra choice		5 50
" fancy		6 00
California navels, 96, 126, 150 size		3 40
" " 17 , 200, 216, 250 size		3 25
Floridas, 126, 15', 176 200		3 25
Mexican oranges, 176, 200, 216, 250 size		2 40
Valencia " 420 size		3 50
Valencias 714 size		4 25
Grape fruit		4 25
Lemons, choice, 300 size		3 00
Bananas crated	1 50	1 75
Pears, boxes		3 50
Pineapples, extra fancy, 24 size	3 50	3 75
" " 30 size	3 50	3 75
Cranberries, Nova Scotias, early blacks, bb	8 00	9 00
Apples, Fameuse, XXX, bbl		5 50
" XX, "	3 50	3 75
" winter		4 5'
Spies, XXX		5 50
Baldwins, Greenings, Russetts, XXX		4 25
" " " Spies, XX	3 25	3 75

VEGETABLES—A very firm feeling prevails in the market for potatoes, there being a good demand and an active trade passing. The market is stronger in many respects this week. The prices of lines which have not actually advanced have been fully maintained, and the demand has been very good.

Oyster plant doz		0 50
Artichokes, bbl	2 50	3 00
Leeks, dozen		0 75
Parsnips, bag		0 75
Sweet Potatoes, basket		2 00
Marrows, dozen	1 00	1 50
Cal. Cauliflowers, crates		3 00
Parsley, per doz. bunches		0 75
Sage, per doz		0 60
Savory, per doz		0 50
Celery, crate		6 00
Water cress, large bunches, per doz	0 60	0 75
Spinach, barrels		3 00
Green peppers, crate		1 00
Beets, bag		0 00
Carrots, bag		0 75
Spanish onions, large cased	3 50	4 00
Lettuce, per doz		1 10
Radishes, doz		0 60
Horse radish, per lb		0 15
Cabbage, bb's		1 50
Montreal potatoes, bag	0 75	0 95
Green Mountains		0 80
New Brunswick potatoes		0 95
Onions large bag		1 30
Red onions, barrel		3 00
Turnips, bag		0 70
Pumpkins, doz		1 50
Squash, doz		3 00
Brussels sprouts, quart	0 22	0 25

FISH—There is an exceedingly good demand for green cod, and as supplies are light prices continue firm. Oysters are selling well. The Advent season has been a particularly good one with the fish people, and all lines have moved well.

Fresh and Frozen Fish.

Qualla salmon	0 07½	0 08
B.C salmon, frozen	0 08½	0 09
Haddock, per lb	0 04½	0 05
Fresh halibut	0 08½	0 09
Mackerel, "		0 10
Dore, "	0 07½	0 08
Steak cod	0 05	0 05½
Frozen Grass Pike	0 06	0 06½
Whitefish, lb	0 06½	0 07
Lake trout		0 09
Sea trout, lb		0 10
Flounders, lb		0 10
American live lobsters		0 24
Bullheads (dressed)		0 10
New Smelts		0 10
Sea herring, per 100	1 70	1 80
Tom cods, bbl		2 00
Smoked—		
Haddies (exp) 15 lb. bxs., per lb		0 06½
Bloaters, per box, large, Yarmouth		1 00
Smoked herring, per box		0 [illegible]
Kippered herring, ½ box		1 00
Prepared—		
Skinless cod, new, 100 lb. cases		5 25
Shredded cod, ½ lb. cartons, 2 doz. cartons in box, per box		1 80
Dry cod, in bundles 11½ lb., per pound		0 06
Boneless cod, 1 & 2 lb. bricks, 20 lb. boxes		0 06
Boneless cod, 20-lb. boxes		0 08
Boneless cod, 20-lb. boxes		0 09
Boneless fish, 20 lb. bxs., 2 lb. blocks		0 05
Boneless fish, 25 lb. bxs., loose		0 04½
Pure cod in crates, 1 and 2 lb. bricks		0 05
Salted and Pickled —		
No. 1 Labrador herring, brls		5 50
" " " ½ brls		3 25
Oysters, bulk, per gallon		1 30
Standards, bulk		1 40
" quart tins, sealed		0 40
Paper pails, per 100 qt. size		1 50
Boiled lobsters, lb		0 18
Live " "		0 15
Standards, 4 gals		6 80
Selects "		7 60

TORONTO.

GREEN FRUITS—The Christmas rush is over, trade is at a standstill, and dealers are looking at each other, waiting for some one to move. All report no change in the prices, yet admit that there is a decided weakness, especially in oranges. The stock on hand is heavy with several cars of excellent California navels on the track. The quality is exceptionally good, and prices are about 25c a box cheaper. A small consignment of Florida strawberries were sold at 75c a quart box.

Grapes, Almeria, keg	6 00	7 00
Apples, Spies	5 00	6 00
" Kings	3 00	3 50
" Greenings	3 00	3 50
Oranges, Mexican, boxes, new	2 00	2 25
" Florida, boxes, new	2 25	2 50
" Valencias	3 75	4 75
California navels	3 00	3 50
Lemons, Messina	2 50	2 75
" California, box	4 00	4 25
Bananas, Jamaicas, firsts	1 00	1 25
" Jamaica eights	1 00	1 25
Cranberries, Cape Cod bbl		16 00
" " crate		5 00
" Nova Scotia, bbl	10 00	11 00
" Ontario, cases		2 50
Citrons, doz		0 75
Grape Fruit, Florida, box	3 50	4 00
Pineapples, Florida, crate	3 50	4 00

VEGETABLES—In this line, as in almost everything else, there is nothing but the usual after-holiday dulness to report. There is very little doing, with no regular prices. The main object is to clear out odds and ends at whatever prices that can be obtained.

Beets, Canadian, bag	0 45	0 50
Potatoes, Ontario, per bag	0 70	0 75
" sweet, barrel	4 00	4 50
" " hamper		1 75
Onions, Canadian, dried, bag	0 75	0 80
Carrots, new, per bag	0 35	0 40
Cabbage, per ton	20 00	22 00
" " barrel	1 25	1 50
Squash, basket doz	0 50	0 75
Cauliflower, doz	0 75	1 25
Celery native, doz	0 25	0 40
California celery, per case		6 00
Pumpkins, dozen	0 50	0 65
Turnips	0 30	0 35

FISH—With the high prices of poultry the fish men are expecting a good business, as soon as the people settle down to their regular daily wants, which will be as soon as they get through with their Christmas extras. In the meantime, prices are not changed.

Perch, large, per lb	0 06	0 07
Herring, medium, per lb	0 05½	0 06
Whitefish	0 10	0 11
Cod	0 08	0 09
Halibut	0 09	0 10
Haddock, frozen		0 07
Sea salmon, Silverside	0 10	0 12
Pike	0 05½	0 07
Pickerel, yellow	0 08½	0 09
Soft shell crabs, doz		4 00
Herring, Digby, smoked, bundle 5 boxes		0 85
" Kippered, 15-lb. box		1 30
" Labrador, keg		3 00
Mackerel, each	0 18	0 20
Smelts, per pound, No. 1	0 09	0 10
" " extra	0 11	0 12

Oysters, Long Island	1 60
" " medium selects	1 75
" " extra	1 85
" shell, per 100	1 50
Ciscoes, basket	0 50 1 00
Finnan Haddie, smoked, 15-lb. package	0 08
Boneless cod, quail on toast	0 06
" " imperial	0 05
" " steak	0 06½
Shredded cod, doz	0 90
Acadia cod, crate	2 40
" tablets, box	1 60
Bloaters	1 25
Qualla	0 09
Catfish, dressed	0 10

ALLEGED INFRINGEMENT.

In the Practice Court in Montreal on Dec. 24, application was made by the Walter M. Lowney Co., for a writ restraining Demetrious G. Pergauton, Montreal, doing business as P. G. Demetri & Bros., from using a trade-mark similar to theirs. In 1906 the Lowney Company registered a medallion style trade-mark, which, they allege, has been infringed. The case has been taken en delibere.

WM. CLARK'S XMAS CARD.

Perhaps one of the finest Xmas cards which has made its appearance during the holiday season is that of William Clark, Montreal, manufacturer of canned meats. The cover of the card referred to consists of the coats of arms of the various Provinces arranged in a circle, in the centre of which is a fine Gothic C. The whole is done in gold, embossed in colors on a white background. For taste, quiet elegance and artistic design this Xmas greeting card is difficult to beat.

R. E. Brigham, Ottawa, has entered into partnership with M. J. Allen, proprietor of Allen's grocery, Ottawa.

The Empire Grocery Store has been opened in St. Johns, Nfld. James Chaffey is in charge and his assistants are P. Murphy, C. Renouf and J. Malone.

Highest price paid for

DRIED APPLES

O. E. ROBINSON & CO.

Established 1880

Ingersoll - Ontario

WOULD YOU LIKE OUR WEEKLY CIRCULAR

SEASON 1908-9

Dried Apples

Shipments Solicited
Settlements Prompt

W. A. GIBB COMPANY
HAMILTON

JAMES SOMERVILLE, Manager

Ridgeway's Collecting Agency
11 St. Sacrament Street, Montreal
Established 1880
Has the confidence and patronage of the banks and leading merchants such as Forbes Bros., S. J. Carter & Co., John Robertson & Son. Overdue claims collected everywhere, no collection, no charge. Tel. Main 1677.

A HAPPY NEW YEAR

We start the new year with fresh stocks of

ORANGES, LEMONS, BANANAS

The famous Bronco Brand Navels are now arriving in the pink of condition.

Stock up with these fresh, profit-making goods.

WHITE & CO., Limited
Fruit, Produce and Fish
TORONTO and HAMILTON

A NEW YEAR

Resolution that will increase your trade, add to your bank account, make everybody happy—Resolve to handle

"SIGNAL" Brand Navels, "BICYCLE" Brand Lemons.
W. B. Stringer, Toronto, District Agent

"Squirrel" Brand California Lemons

Packed by Arlington Heights Fruit Company

NONE BETTER

Bright, Handsome, Waxy Fruit, every Lemon same from top to bottom of box. Another car just arrived, price very reasonable, cost very little more than Messinas.

HUGH WALKER & SON
GUELPH, ONT.

LEMONS

We have a bargain in *Messina Lemons—excellent stock*
Price only $2.25 per box cash.

THE DAWSON COMMISSION CO., TORONTO

Our outlet for Poultry, Butter and Eggs is the best.

For Fish and Oysters

Write The F. T. James Co., Ltd.

Toronto

Prompt Shipments
Write us for Quotations

Correspondence answered same day as received.

3 BRUNSWICK BRAND LEADERS!



Brunswick Brand Kippered Herring



Brunswick Brand Sardines in oil



Brunswick Brand Herrings in Tomato Sauce

These three lines we class among the best sellers we have to offer you. They are fish that we specialize upon. We have the pick of the herring and sardine catches, and select the choicest fish for Brunswick Brand. The fish are put up by our own special process, giving them that "something" which tickles the palate of the fastidious customer, and makes for steady sales of the famous Brunswick Brand.

A TRIAL ORDER WILL BE GLADLY SENT YOU.

CONNORS BROS., LIMITED

Leading Canadian Packers of Sea Foods

BLACK'S HARBOR, N.B.

LEONARD BROS., Montreal Agents.—

DREXEL & CO., Vancouver and Victoria, B.C. Agents.

FISH and OYSTERS

Now at your call

LARGE FROZEN SEA HERRING

NEW PACK **BRIGHT LARGE FISH**

Also anything you require in

PIKE	HADDOCK	HADDIES
PICKEREL	WHITEFISH	BLOATERS
SALMON	SMELTS	SKINLESS COD
HALIBUT	COD	BONELESS COD

SEALSHIPT OYSTERS Standards and Selects

in sealed carriers containing 4 Imperial gallons.

SOLID MEATS **NO WATER ADDED** **NO ICE USED**

All kinds Fresh, Frozen, Salted, Pickled, Dried and Prepared Fish.

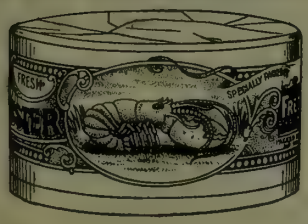
LARGE ASSORTMENT **QUALITY GUARANTEED** **LOW PRICES**

4 LONG DISTANCE TELEPHONES.

LEONARD BROS.,

20, 22, 24 and 26 YOUVILLE SQUARE,
MONTREAL
P.O. Box 639
"THE LARGEST FISH WAREHOUSE IN CANADA"

Branches:
MONTREAL,
ST. JOHN, N.B.,
GRAND RIVER,
GASPE.



Lobsters

"Mephisto"

and

"Purity" Brands

EVERY CAN GUARANTEED.

Sold by Jobbers in Canada from Atlantic to Pacific.

SOLE PACKERS:

FRED MAGEE

Port Elgin, N.B. and Pictou, N.S.

SEALSHIPT OYSTERS

Trade Mark Registered

This trade mark is a guarantee of pure, clean and fresh oysters.

The genuine "Sealshipt" Oysters are always sold from a white porcelain display case bearing the above "Sealshipt" trade mark in blue.

"Sealshipt" Oysters

are the best sellers, the best profit makers and the best in quality.

They come to you sealed in airtight steel cans packed with ice around the cans, but not in contact with the oysters. All the delicacy of flavor and naturalness of size and color are preserved.

"Sealshipt" Oysters will give you increased trade among the class of customers you most desire to have come into your store.

The "Sealshipt" Carrier System is patented. Infringements will be prosecuted to the full extent of the law. Write for an agency.

National Oyster Carrier Company

South Norwalk, Connecticut

AGENTS—

Leonard Bros., Montreal. Samuel Egan, Toronto.
R. M. Cline, Hamilton. Steele Fruit Co., London.
W. J. Guest Fish Co. Ltd., Winnipeg.
Winnipeg Fish Co., Winnipeg.

$3,000,000 FOR VICTORIA COUNTY FARMERS

Local Merchants Say Appointment of Agricultural Inspector will Benefit Country Immensely—Will Improve Merchants' Business Also.

That the spending money of the farmers of Victoria County will be increased by $3,000,000 yearly, through the appointment of an agricultural instructor for that county, is the belief of J. D. Flavelle, one of Lindsay's foremost merchants. This amount looks like a pretty big sum, but so far there are none to gainsay it. Rather the feeling is the other way, for while no other Lindsay merchant would commit himself to stating any certain amount, when seen by The Grocer representative, they all felt that by the Provincial Government helping the farmer along educational lines a great deal of benefit, financially, will accrue to the local merchants

It has taken some time to impress on the Government the necessity of helping the farmer to increase the output of his farm. Very good work has been done by the Agricultural College at Guelph, but it has been recognized that only a small proportion of the farming community is able to avail itself of the advantages offered at Guelph. A step forward was made some years ago when the farmers' excursions to the college were fostered, and a still further step was taken a year ago last spring when the Government allowed the Department of Agriculture to appoint instructors for the counties of Victoria, Essex, Simcoe, Perth, Waterloo and Dundas. This year Prince Edward and Ontario have been added, which speaks well for the success of the scheme. The inauguration of this instruction plan, no doubt, is due to the representations made to the Government by those in a position to know. For instance, Prof. Creelman is credited with saying that the extra profits derived by the farmers of the Province from the growing of Manchurian barley, which yields about five bushels per acre more than any other kind, would more than pay for the building and equipping of the college at Guelph.

The Instructors' Work.

The work of the instructors may be summed up under three headings. Instruction in the Collegiate Institutes and special classes for farmers, experimental work, and actual work among the farmers. This latter, of course, will vary in the different sections of the Province, as Ontario is essentially a country for mixed farming.

It cannot be said that all is smooth sailing as yet. The general run of scholars attending the collegiate institutes living in towns, know very little about farming and want to know very little more, and the farmers' sons attending the institutes who would directly benefit by the special courses want to get away from the farm. Then the teachers, while not frowning down on the innovation, treat the instructor and his course only with toleration

Victoria County was fortunate in securing the services of F. H. Reed, a man who mixed well with all classes of the community; so much so that the farmer and merchant, who were his friends, are brought closer together. The Saskatchewan Department of Agriculture, however, has now secured Mr. Reed's services for its seed branch, and D. A. McKenzie is looking after the work at Lindsay.

Making the $3,000,000.

To get back to the $3,000,000 and how it is to be raised, however. Victoria is a county of first-class farms, but there is also in it lots of low-lying, swampy land. Some of this land is naturally low, and swampy, but not a little of its swampiness is due to the building of the Trent Valley Canal. Streams have been dammed to help the construction of this work, and the water has backed up and covered some lands that should be raising crops. Apart from this, however, the county contains quite a lot of muck land, covered with a vegetable mold from three to eleven feet in depth, rendering necessary the use of commercial fertilizers, for this land otherwise could raise but one crop in four years. Here is where the work of the instructor comes in, and the above information is based on his report.

An experimental plot of about an acre in extent is situated on the outskirts of Lindsay, and in it many of the demonstrations take place. One thing necessary to be done is the under-draining of some of the land, and Mr. McKenzie is paying special attention to this work, as well as the tile-draining of many farms. The raising of stock is another work which will benefit by the appointment of the instructor, for Victoria is somewhat behind Ontario, its neighboring county, in this respect.

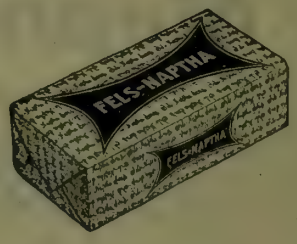
The Year's Work Outlined.

The work for the early part of 1909 includes a free course for farmers in stock and seed judging, to be held in Lindsay from Jan. 26 to 30, by Professors C. A. Zavitz and G. E. Day, and a number of evening lectures to be delivered by Dr. Fletcher, of the Dominion

Fels-Naptha soap is profitable and well advertised.

Policy demands that you keep prominent in your store goods that pay and are advertised, because there is the minimumamount of work in selling them.

Fels-Naptha's great quality and prominence move it quickly.



FROZEN LAKE FISH

For Prompt Shipment. **Get Our Prices**

The Canadian Fish and Trans. Co., Limited

Wholesale Fresh, Salt and Frozen Fish

BLIND RIVER - - - - - ONTARIO

Experimental Farm, Ottawa, and Dr. Falconer, of Toronto University. A three months' course in agriculture will be given in the Lindsay Collegiate Institute, beginning immediately after the opening of the school in January. This course will include practically every branch of agriculture, and will be conducted by Mr. McKenzie. This is the means by which instruction is given, and is the preparatory step by which the farmer of Victoria is going to better his condition and his farm, and eventually make it a better paying proposition.

A Banner Township.

Though some may question the amount stated as accruing to the farmer ($3,000,000) there is no doubt at all in the minds of any persons interested that the sum will be very large, for right at Lindsay's doors is the Township of Maraposa, the banner township of the Province, where grain-growing is carried on to perfection, and where the farms and farm buildings are models to be copied by farmers located in less favored sections. That this is so is proved by the fact that Maraposa is the most highly assessed township in Ontario

It speaks well for the farmers and merchants of Victoria County that they have been able to prevail on the Government to have an instructor appointed, and already a slight impetus has been given to trade through the help of the instructor in bettering the farming industry and making it a more profitable business proposition.

NEW WESTERN WHOLESALE HOUSE.

(Continued from page 53.)

The active personnel of the firm consists of John King, president and general manager of the business and F. W. Fraser, secretary-treasurer. Mr. King has risen from the comparatively small beginnings of a general merchant in what was practically a village, to be one of the leading business men of a large and rapidly growing city, combining unflagging ambition and restless energy with optimistic perseverance. In the face of difficulties that might have discouraged many others, he has built up a business house that anv city may be proud to possess. In the secretary-treasurer, he has an able lieutenant whose qualities fit him admirably to handle the finances of such an institution. Mr. Fraser is of Scotch descent and came to Fort William from Nova Scotia, and for six years has been in charge of the financial end of the affairs of the John King Co., and is to-day reckoned among the brightest of the young business men of the city.

Since the new wholesale house was opened for business the trade has been most gratifying in spite, too, of the fact that many of the local retail grocers had already laid in a considerable quantity of their winter supplies before the company was ready to do business, acting, indeed, upon the advice of Mr. King himself, who was unwilling to allow prospective customers to suffer in the event of any delay on the part of the builders preventing him having his stock complete before the lake and rail transportation closed for the winter. The firm is handling a very large proportion of the wholesale trade along the line of the Grand Trunk Pacific, now completed to the junction with the National Transcontinental Railway.

TRADE NOTES.

Prudhomme & Russ have purchased the flour and feed business of Cline & Merrett, Beamsville.

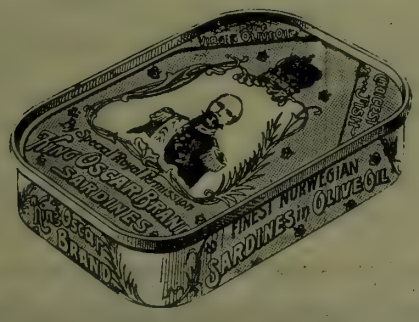
At the annual meeting of the Numismatic and Antiquarian Society last week, S. W. Ewing was elected president.

J. A. Cuttle, managing director of the Montreal Transportation Company, and widely known in the grain trade, died suddenly in California last Sunday.

The Postum Cereal Co., Battle Creek, Mich., will establish a branch factory in Windsor. The building will cost $50,000, and about 25 hands will be employed.

B. A. McEwen, formerly of McEwen Bros., grocers, Goderich, has purchased the grocery stock of Linder & Watson, Clinton. The McEwens now have four stores, two in Goderich, one in St. George and one in Clinton.

The B.C. Packers' Association have installed a new plant in the mill recently leased by the association at Alert Bay. The company expect to turn out 400,000 bushels per year, besides supplying the local trade.



Becoming indispensable to every grocery catering to critical people

"King Oscar" Brand Norwegian Sardines

These splendid fish have taken so well with the Canadian consumer that wise business policy dictates your handling them. They show you a good profit and bring customers back for more.

Ask your jobber or write us. We will tell you where you can buy them.

J. W. Bickle & Greening
(J. A. HENDERSON)
Canadian Agents, HAMILTON, ONT.

HAND POWER ELEVATOR

LOAD, 1,500 lbs.
CAR, 6 x 5 FT.

$100.00

F. O. B. HAMILTON ONTARIO



We supply drawings and instructions enabling anyone to install.

SAVE
TIME
LABOR
EXPENSE
HANDLING
GOODS
FOR UPPER
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Write our nearest office for full particulars.

MONTREAL St. James St. | WINNIPEG McRea Block | VANCOUVER Alexander St. | OTTAWA O'Connor St.

Otis-Fensom Elevator Company, Limited
HEAD OFFICE — TORONTO, ONTARIO

THE GROCER'S ENCYCLOPEDIA

Cloves, the Unexpanded Flower Bud of a Large Tropical Tree—Canada's Supply Comes Largely From Zanzibar.

CLOVES.—This common spice is originally the unexpanded flower bud of a tree belonging to a particular order not necessary to mention here. They are so named from the French word "clou" on account of their resemblance to a nail. The clove tree is a beautiful evergreen which grows to a height of from thirty to forty feet, having large oblong leaves and crimson flowers in numerous groups. The flower buds are at first of a pale color and gradually become green, after which they develop into a bright red, when they are ready for collecting. Cloves are rather more than half an inch in length.

The tree is a native of the small group of islands in the Indian archipelago called the Moluccas or Spice Islands. The product was one of the principal Oriental spices which early excited the cupidity of Western commercial communities, having been the basis of a lucrative trade from an early part of the Christian era.

The Portuguese, by doubling the Cape of Good Hope, obtained possession of the principal portion of the clove trade, which they continued to hold for nearly a century, when, in 1605, they were expelled from the Moluccas by the Dutch. The latter power is said to have exerted great and inhuman efforts to obtain a monopoly of the trade, attempting to extirpate all the clove trees growing in their native island and to concentrate the whole production on the Island of Amboyna. The French, however, succeeded with great difficulty in introducing the clove tree into the Mauritius in 1770. Subsequently the cultivation was introduced into Guiana, in South America, and at the end of the century the trees were planted at Zanzibar in East Africa. The chief commercial sources of supply are now Zanzibar, its neighboring island, Pemba and Amboyna. Cloves are also grown in Java, Sumatra, Guiana and in the West India Islands.

Cloves as they come into the market have a deep brown color, a powerfully fragrant odor and a taste too hot and acrid to be pleasant. When pressed with the nail they exude a volatile oil with which they are charged to the unusual proportion of about 18 per cent. The oil is obtained as a commercial product by submitting the cloves with water to repeated distilation.

Cloves are employed principally as a condiment in culinary operations, in confectionery, and in the preparation of liquors. In medicine they are tonic and carminative, but they are little used except as adjunct to other substances on account of their flavor or with purgative to prevent nausea and griping. The essential oil forms a convenient medium for using cloves for flavoring or medicinal purposes, and it also is frequently used to relieve toothache.

The sources of the Canadian supply of this particular spice are Zanzibar, Amboyna and Penang, the latter place being an island in the Straits Settlements. Zanzibar is, however, the most important of these, principally because the cheapest cloves can be secured from there. These sell at 25 cents per pound, while the retailers have to pay from 35 to 40 cents for the other varieties.

The demand for cloves extends in Canada over the whole year, but more particularly, as above mentioned, over the pickling and preserving season. At times efforts are made to corner the market on cloves, but these are invariably failures. When the price advances few sales are made and it has to come back to normal conditions again.

PERSONAL NOTES.

W. H. Stewart, who up to six years ago was assistant editor of The Canadian Grocer, and since then on the reportorial staff of the Toronto Mail and Empire, has been appointed editor of the Daily Columbian, New Westminster, B.C.

J. J. McCabe, wholesale fruit merchant, Toronto, is distributing this week attractive calendars, in a couple of different forms, one in particular bearing the figure of an attractive young lady, and also the names of the foreign firms which Mr. McCabe represents.

The wholesale fruit firm of J. J. Vipond & Co., McGill Street, has assigned to Mr. McD. Hains. The liabilities are about $7,000 to $8,000. It seems a combination of singularly unfortunate circumstances has led to this result, and Mr. Vipond has the sympathy of the trade.

ALL ABOARD
GET READY TO SUPPLY THE DEMAND FOR
GREAT WEST
CUT PLUG
SMOKING and CHEWING TOBACCO
SALES INCREASING DAILY

CLAY PIPES
Those made by McDOUGALL are peerless. Insist upon having them.
D. McDOUGALL & CO., Glasgow, Scot.

Imported Cigars from Philippine Islands
Germinal { Pikaninny, 1/20, $37.50; Damas, 1/20, 55.00; 2a Cortado, 1/20, 55.00 (Philippine Shape)
25 varieties of Leaf Tobacco in ¼ and ½ lb. hands, packed in bales from 25 to 50 lbs., and from 10 to 35c. Prices sent on request. Terms, Net Cash.
JOS. COTE
IMPORTER AND WHOLESALE TOBACCO DEALER
Office & Store, 186-188 St. Paul St. Phone 1272
Branch - 179 St. Joseph St. Phone 2097
QUEBEC

Tel. Up 2076 Tel. East 5964
YOUNG'S PATENT PIPE
in Seven Shapes
W. J. GRANT
Sole Agent for Canada
506 Lindsay Building, MONTREAL.

BLACK WATCH
The Big Black Plug Chewing Tobacco.
Already a Big Seller
Sold by all the Wholesale Trade




THE A 1 SAUCE

A Fine Tonic and Digestive.
An Excellent Relish For
"FISH, FLESH or FOWL."

Simply A 1.
Pleases everyone.
The Public WILL have it.
Sold all over the world.

For full particulars and prices write our Agents :

GENERAL AGENT—H. HUBBARD, 27 Common St., Montreal
HAMILTON MORTON CO., 1 Wellington St. E., Toronto
W. H. AHRENS, 396 Victoria St., Winnipeg
J. READ, St. John, N.B.
R. T. TINN, 337 Hastings St. W., Vancouver, B.C.

BRAND & CO., Purveyors to H.M. the King, Mayfair Works, Vauxhall, **LONDON - ENG.**
LIMITED

Are You Keeping Your Tobacco Stock Up-to-Date ?

IF NOT—WHY NOT ?

"Tuckett's Special"

the new 10c. plug is the latest

Order from Your Wholesaler

Manufactured from **Imported Leaf Exclusively**

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

THE WALKER BIN SYSTEM OF GROCERY STORE EQUIPMENT

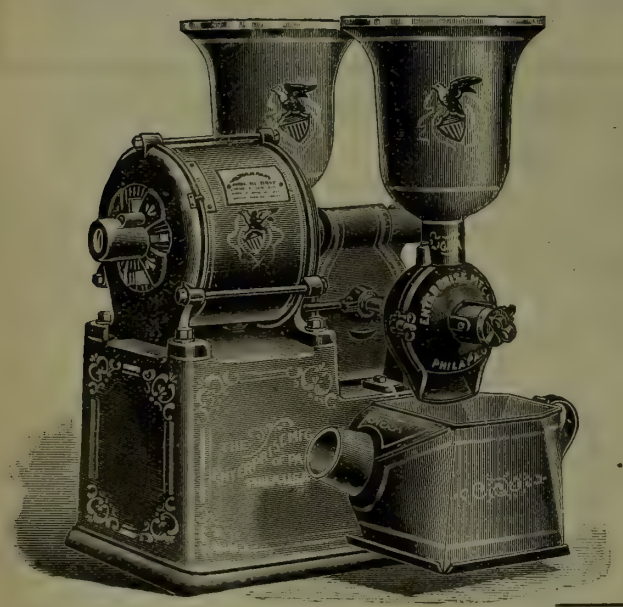
has become a large factor in meeting the demand for pure, clean food products and the public is not slow in showing its appreciation. A Walker Bin installation will mean a great deal to your regular and transient customers and to you it will mean ***LARGER BUSINESS—BETTER SERVICE—REDUCED EXPENSE*** and ***LARGELY INCREASED PROFITS.***

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

Representatives:
Manitoba: Stuart Watson & Co., Winnipeg, Man.
Saskatchewan and Alberta; J. C. Stokes, Regina, Sask.
Montreal; Kenneth H. Munro, Coristine Bldg.

The Walker Bin and Store Fixture Co., Limited
Designers and Manufacturers of Modern Store Fixtures
Berlin, Ontario

"Enterprise" Economy



An Enterprising grocer, who does things *right*, uses an **"Enterprise" Electrically-Driven Coffee Mill.**

The right way is also the cheapest way in the end. It always *pays*. Take the experience of the Philadelphia grocer who grinds 15,000 pounds of coffee, a month with an "Enterprise" Mill electrically-driven at a cost for current of $3.00.

He bought the Mill as a great convenience—a time and labor saver, and an up-to-date attraction for his store. Its economy astonished him.

Look through our catalogue and you will find Mills of any capacity, any power required, for direct or alternating current. Your local power supply company will co-operate with advice and assistance.

The Mill illustrated here is No.08712, fitted with ½ horse power motor for alternating current. Capacity of each iron hopper, 6 pounds of coffee. One Mill is fitted with grinders for granulating, the other for pulverizing. Granulates 2 pounds of coffee per minute, and can be regulated for fine or coarse grinding while mill is running. If you haven't the catalogue showing all our Mills, write for a copy to-day.

The Enterprise Manufacturing Co. of Pa.
Philadelphia, U.S.A.

21 Murray Street, New York — 438 Market Street, San Francisco



The Elgin National Coffee Mills

40 Sizes and Styles

They are the
Fastest Grinders
Easiest Runners

Ask an wholesale grocer, tea and coffee house or jobber for prices



WOODRUFF & EDWARDS CO.
MAKERS
ELGIN, ILLINOIS, U.S.A.

We make a specialty of
COUNTER CHECK BOOKS
for all kinds and makes of
LOOSE LEAF SYSTEMS
Write for prices and samples.
We manufacture
SHIPPING TAGS
The Merchants' Counter Check Book Co., Ltd.
TORONTO - MONTREAL
Canada

Classified Advertising

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

Yearly Contract Rates.

100 words	each	insertion, 1 year.....	$30 00
"	"	6 months...	17 00
"	"	3 months...	10 00
50	"	1 year.....	17 00
"	"	6 months...	10 00
25	"	1 year.....	10 00

PERIODICALS.

ADVERTISING writers and business men interested in good printing should subscribe to Canada's only printing trade paper, THE PRINTER AND PUBLISHER. Subscription price $2 per annum. Address, 10 Front Street East, Toronto.

CANADIAN MACHINERY AND MANUFACTURING NEWS, $1 per year. Every manufacturer using power should receive this publication regularly, and also see that it is placed in the hands of his engineer or superintendent. Every issue is full of practical articles, well calculated to suggest economies in the operation of a plant. Condensed advertisements for "Machinery Wanted" inserted free for subscribers to the GROCER. "Machinery for Sale" advertisements one cent per word each insertion. Sample copy on request. CANADIAN MACHINERY, 10 Front St. East, Toronto.

COMPLETE information on books, stationery, fancy goods, music, photo supplies and kindred lines is given each month in THE BOOKSELLER AND STATIONER, of Canada. Subscription price $1.00 per annum. Address, 10 Front Street East, Toronto.

THE BUSY MAN'S MAGAZINE is the most popular periodical of its kind. Why? Because each issue contains a strong list of original articles of interest to every Canadian. It also reproduces the most timely, instructive and interesting articles appearing in the other magazines and periodicals of the month. The cream of the world's periodical press is too valuable to overlook. BUSY MAN'S is on sale at all news-stands. Better still, send $2 for one year's subscription. Mail it to-day. THE BUSY MAN'S MAGAZINE, Toronto.

THE market reports make HARDWARE AND METAL a necessity to every hardware merchant, paint and oil dealer in Canada. It is mailed every Friday. Subscription price is $2 per year. Address HARDWARE AND METAL, Montreal, Toronto or Winnipeg.

DUPLICATING DEVICES.

IF INTERESTED in a Duplicating Machine for getting out circular letters, reports, price-lists, etc., or for printing various office forms, write for booklet and samples of work. The "POLYGRAPH" is the newest, latest and best and sells for a lower price than the others. Is unexcelled by any similar device on the market. F. W. Tenney, Canadian Sales Agent, Stair Building, 123 Bay Street, Room 116, Toronto, Canada.

FOR SALE.

FOR SALE—General store in a good country town with two railways. Doing a thriving business; established twenty-five years. This business, with store property, will be sold cheap; very reasonable terms as the owner is retiring from business. Address Box 257, CANADIAN GROCER, Toronto. (1)

GROCERY and china business for sale in one of the best towns in western Ontario. Capital required between four and five thousand dollars. A business that has always been successful, stock well assorted, good location, bright store. The present owner wishing to retire, the opportunity is here for one or two good hustlers to make good. Address correspondence to Box 259, CANADIAN GROCER, Toronto.

BUSINESS CHANCES.

GROCERY stock and fixtures in a first class stand in the progressive city of Fort William. Small capital required. Address, J. A. McKenzie, Room 8, Murray Block, Fort William, Ont. (4)

BOOKS FOR THE GROCER.

ART AND SCIENCE OF WINDOW DRESSING, by S. W. Roth. Every retail grocer should learn the methods set forth in this book—which is specially written for Grocers—on how to make grocery windows attractive and thus draw trade. Every means of successfully displaying goods is treated of in its 14 chapters and 30 illustrations. Price $2.00, postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto

COFFEE, its history, classification and description, by J. M. Walsh. This interesting and instructive book deals with the commercial classification and description, adulteration and detection, and the art of blending and preparing of coffee. Price, $2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include special sales, getting holiday business, co-operative advertising, money-making ideas, contests, etc. Price, $2.50 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

TEA BLENDING as a fine art, by J. M. Walsh. This work is especially designed for the use and instruction of those engaged in the tea and grocery business, containing formulae for the scientific and judicious combination of the different varieties and grades of tea. Price, $2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

TEA, its history and mystery, by J. M. Walsh. The contents of this practical and exhaustive work include cultivation and preparation; adulteration and detection; arts of testing, blending and preparing; chemical and medicinal properties, etc. Price, $2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

THE GROCERS' MANUAL—New edition, enlarged and illustrated, 1188 pages. All about Groceries, Provisions, Fruits, Spices, Drysalteries, and Chandlery, their sources, varieties, manufacture, adulteration, &c. Specimen pages free. W. Clowes & Sons, Ltd., 23 Cockspur St., London, S.W.

WANTED.

TRAVELLERS—Counter check books make a good side line. Pocket sample; liberal commission. Box 221, CANADIAN GROCER. [1]

WANTED in every town and village, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine. Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

WANTED—Intelligent and active salesman to call on wholesale grocers, confectioners and druggists with full range of French specialties; Toronto and larger cities. Box 258, CANADIAN GROCER, Toronto. (1)

SAFES.

NEW AND SECOND HAND SAFES of the best makes. Herring-Hall-Marvin Fire and Burglar-Proof Safes for every requirement. Safes for grocers and general stores. We have the exclusive agency for the best line of Safes and Vaults in the world. Safes which give the protection that business men need. Safes which have stood the test of the world's greatest fires and have preserved their contents. Investigate the merits of these Safes before you suffer a loss and you will have no need to do so later. THE CANADIAN FAIRBANKS CO., LTD., Montreal, Toronto, St. John, N.B., Winnipeg, Calgary, Vancouver. (52)

MISCELLANEOUS.

SARDINES AND CHEESE—A Barbados firm of commission agents would like to have correspondence with packers of sardines in oil and makers of cheese in Canada. Box 258, THE CANADIAN GROCER, Toronto.

MISCELLANEOUS.

60,000 Shrewd merchants all over the world have paid $60,000,000 for 650,000 National Cash Registers. They've saved more than that. The National Cash Register Co., F. E. Mutton, Canadian Manager, cor. Yonge Street and Wilton Avenue, Toronto, Ont. (6)

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, 129 Bay Street, Toronto.

A MARKET OF BUYERS, backed up by money to spend, is open to you in the Busy Man's Magazine. Every territory in Canada is represented. If you have something to sell, something you want to buy, a condensed advertisement in the Busy Man's Magazine will put you in touch with the classes you want to reach. Four cents per word will carry your message from Atlantic to Pacific. Send copy of your advertisement along with order to cover cost of insertion. Your announcement will appear under a special heading. Busy Man's Magazine, Montreal, Toronto, Winnipeg.

BUTTER—A Manchester produce firm wishes to correspond with shippers of Canadian butter. Box 260, THE CANADIAN GROCER, Toronto.

BETTER, CHEAPER, SAFER LIGHTING.—The Pitner System of Gasoline Lighting is the best system yet produced for lighting a store, hotel or public building. In cities and towns Pitner Systems are used because of the superior quality and quantity of light obtained for small cost. They are just as successful in any village or country place. A small outlay secures a complete and independent Pitner lighting plant. Free illustrated booklet and full particulars on request. The Pitner Lighting Co., Limited, Toronto, Canada.

CHEESE—A Manchester produce house wishes to correspond with exporters of Canadian butter. Box 259, THE CANADIAN GROCER, Toronto.

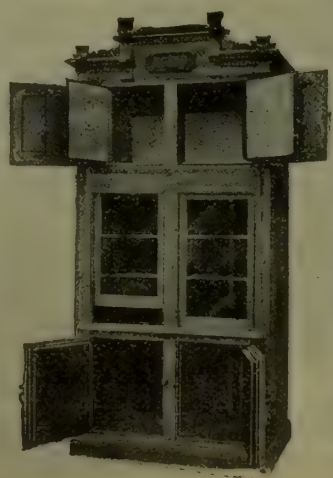
CANNED GOODS—Cape Town commission merchant and general agent, with branches at Port Elizabeth, East London, Durban, Johannesburg, Lorenzo Marques and German South West Africa, desires to be placed in communication with Canadian manufacturers and exporters of canned goods. Box 262, THE CANADIAN GROCER, Toronto.

CONDENSED MILK—A Cape Town commission merchant and general agent, with branches at Port Elizabeth, East London, Durban, Johannesburg, Lorenzo Marques and German South West Africa, desires to be placed in touch with Canadian manufacturers and exporters of condensed milk. Box 261, THE CANADIAN GROCER, Toronto.

HIGH CLASS COLOR WORK—Commercial stationery, posters. The Hough Lithographing Co., Limited. Office, No. 3 Jarvis St., Toronto. Telephone, Main 1576. Art, good workmanship, business methods.

THE RELIABLE LIGHT will light your store 100% better than gas, electricity or acetylene. 600 candle power light costs 1 cent per hour to operate. Thousands in use. A safe, reliable, pure white light of intense brilliancy. Write for booklet M. The Rice, Knight Mfg. Co., Limited, 40 Lombard Street, Toronto.

WHEAT—A Manchester firm wishes to correspond with Canadian exporters of wheat. Box 263, THE CANADIAN GROCER, Toronto.



Arctic Refrigerators

for Grocers and Butchers, The Coldest, Dryest and most up-to-date refrigerator on the market.

Western representatives, Ryan Bros., Winnipeg

Eastern representatives Wolf, Sayer & Heller, Montreal. Write for Catalogue.

John Hillock & Co., Ltd.,
164 George St., Toronto

TRADE MARK
KEYSTONE
BRAND
REGISTERED

Klondike
Jubilee
Sterling

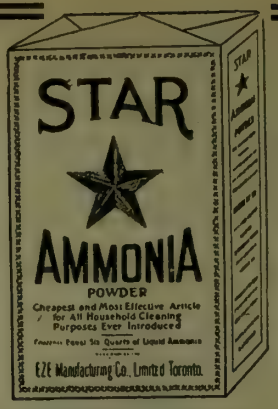
These three names have for years stood for ***high quality*** in ***Brooms.***

They are now put up with polished maple handles and are unequalled for value.

Manufactured by

STEVENS-HEPNER CO.
Limited

Port Elgin, Ontario, Canada



The most profitable household cleaning powder you ever handled.

—BUY—

Star Brand

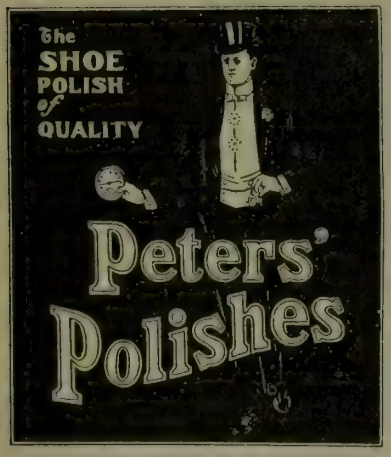
COTTON CLOTHES LINES

—AND—

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For Sale by All Wholesale Dealers.
SEE THAT YOU GET THEM.



PETERS POLISH

A line of shoe polish that has created great enthusiasm among those selling and using it.

Write and get the sale of it for your district. It is a money maker.

M. Peters,
617 Queen St, West
Toronto

TRY
A
CANADIAN GROCER
WANT
AD.

IF you want a new clerk.
IF you want to rent your store.
IF you want a situation.
IF you want to sell your store.
IF you want to buy a store.

THEY
BRING
RESULTS

See page 76.

TALKING POINTS FOR DEALERS
ON
BANNER, CANADA, ONTARIO and HICONE
LAMP BURNERS



The screw part or burner-base is covered, which protects against fire. Many burners are made cheaper by leaving the screw part open so that dust, dead insects, or charred portions of wick may collect thus becoming saturated with oil and liable to catch fire. OURS DON'T.

Manufactured by

ONTARIO LANTERN AND LAMP CO., LIMITED, HAMILTON, ONT.

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

Baking Powder

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	8-oz.	1 75
1-doz.	12-oz.	3 50
½-doz.	12-oz.	3 40
½-doz.	2½-lb.	10 50
¼-doz.	5lb.	19 75



MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 70
4 "	8 "	0 95
4 "	12 "	1 40
3 "	12 "	1 45
4 "	16 "	1 65
3 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 50
4 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$0 95
" ¼ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$0 93
" ¼ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—	
1 lb tins, ½ doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

WHITE SWAN SPICE AND CEREAL MILLS.

White Swan Baking Powder—	
1-lb. tins, 3-doz. in case, per doz.	2 70
½-lb. " " "	1 2
¼-lb. " " "	0 8

Blue.

Keen's Oxford, per lb	$0 17
In 10-box lots or case	0 16
Gillett's Mammoth, ½ gross box	2 00

Brooms

Nelson's—	Per doz.
Pansy	$3 65
Good Luck	35 3 25
"	30 2 85
"	25 2 35
Bamboo A	3 85
" B	3 65
" C	3 40
" D	3 10
" E	2 95

Cereals

H-O. COMPANY, ROCHESTER, N.Y.

Per case.		Per case.	
Force, 36s	$1 50	Gusto, 36s	$2 85
Korn-Kinks, 36s	1.45	H-O, oatmeal, 24, 3 10	
Presto, 36s	3.40	Buckwheat, 36s	3 50
Pancake, 36s	3.50	Corn Starch, 36s	2.50
Tapioca, 36s	2.85	Farina, 24s	1.70
Hominy, 36s	2.50		



WHITE SWAN SPICE AND CEREAL MILLS.

White Swan Breakfast Food, 2-doz. in case, per case, $3 60.
The King's Food, 2-doz. in case, per case, $5.
White Swan Barley Crisps, per doz., $1.
White Swan Self-rising Buckwheat Flour, per doz., $1.20.
White Swan Self-rising Pancake Flour, per doz., $1.20.
White Swan Wheat Kernels, per doz., $1.40.
White Swan Flaked Rice, per doz., $1.
White Swan Flaked Peas, per doz., $1.

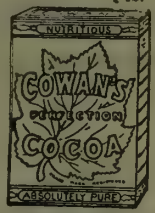
Chocolates and Cocoas

COWAN CO., LIMITED

Perfection 1-lb. tins per doz.	$4 80
Perfection, ½-lb., per doz.	2 40
" ¼-lb., "	1 30
" 10c. size "	0 90
" 5-lb. tins per lb	0 37
Condensed cocoa, cream and sugar, doz	2 25
Soluble, bulk, per lb	0 18
" "	0 15
London Pearl per lb	0 22

Special quotations for Cocoa in bbls., kegs, etc

Unsweetened Chocolate—	Per lb.
Plain Rock, ½-lb. cakes, 12-lb. boxes.	0 40
" ¼-lb. " "	0 40



Sweet Chocolate—	
Queen's Dessert, 1-lb. cake, 12-lb. boxes, per lb	$0 38
Queen's Dessert, 6's, 12-lb. boxes,	$0 40
Vanilla, ½-lb., 12-lb. boxes per lb.	$0 35
Parisian 8s, lb.	$0 30

Royal Navy, ¼'s, ½'s, 12-lb. boxes per lb.	0 33
Diamond, 7's, 12-lb. boxes, per lb	0 24
" ½'s " " "	0 25
" 8's " " "	0 28

Icings for cake—
Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., 2-doz. in case.

Chocolate—	
Maple buds, 5-lb. boxes, lb.	0 33
Vanilla wafers, "	0 35
" " nonpariels, 5-lb. box	0 35
" " 2's, 5-lb. boxes, lb	0 28
" " 2's, nonpareils "	0 28
Ginger, 5-lb. boxes, lb	0 30
Milk sticks, box	1 35
Milk cakes, 5c. size, box	1 35

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

BENSDORF'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

10c. tins, 4 doz. to case	per doz., $ .90
¼ " " 4 " "	" 2.40
½ " " 2 " "	" 4.75
1 " " 1 " "	" 9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.
Arthur M. Loucks, Ottawa.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
R. J. Bedlington & Co., Calgary, Alta.
Standard Brokerage Co., Vancouver, B.C.

Elite, 10c size (for cooking), doz	0 90
Prepared cocoa, ¼'s	0 28
Prepared ½'s	0 [illegible]



Mott's breakfast cocoa, 10c ize	90 per dz.
" breakfast cocoa, ¼'s	0 38
" " ½'s	0 38
" No. 1 chocolate, ½'s	0 32
" Navy " ½'s	0 29
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 24
" Plain choice chocolate liquors	0 32
" Sweet Chocolate Coatings	0 20

WALTER BAKER & CO., LIMITED. Per lb.

Premium No. 1 chocolate, ½ and ½-lb. cakes	$0 38
Breakfast cocoa, 1-5, ½, ½, 1 & 5-lb. tins	0 41
German Sweet chocolate, ½ and ½-lb. cakes, 6 lb. boxes	0 28
Caracas Sweet chocolate, ½ and ½-lb. cakes, 6-lb. boxes	0 35
Auto Sweet chocolate, 1-6 lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins	0 47
Soluble cocoa (hot or cold soda 1-lb. tins	0 38
Cracked cocoa, ½-lb. pkgs., 6-lbs. bags	0 34
Caracas tablets, 100 bundles, tied 5s, per box	3 00

The above quotations are f.o.b. Montreal

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—
5c., 10c., 20 and 40c. packages packed in 15 lb. and 30 lb. cases Per lb.

1 lb. packages	0 26
lb "	0 27
½lb. "	0 28
1 and ½ b. packages assorted	0 26½
¼ and ½ b. " "	0 27½
½ lb. packages assorted in 5 lb. boxes	0 28
¼ lb. " "	0 29
½ lb. " in 5, 10, 15 lb. cases	0 30

Bulk—

In 15 lb. pails and 10, 25 and 50 lb. boxes.	Pails.	Tins.	Bbls.
White Moss, fine strip.	0 19	0 21	0 17
Beat Shredded	0 19	0 17	0 16
Special Shred	0 17	0 17	0 15
Ribbon	0 19	0 17	0 17
Macaroon	0 17	0 17	0 15
Desiccated	0 16	0 16	0

White Moss in 5 and 10 lb. square tins, 21c.

THE ROBERT GREIG CO., LTD.

White Swan Cocoanut—	
Featherstrip, pails	0 16
Shredded	0 15
In packages 2-oz., 4 oz., 8-oz., lb.	0 28

Condensed Milk.

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
"Eagle" brand (4 doz)	$6 00	$1 50
"Gold Seal" brand (4 doz)	5 00	1 25
"Challenge" brand (4 doz)	4 10	1 05
Evaporated Cream—		
"Peerless" brand evap. cream	4 70	1 20
" hotel size	4 90	2 45





TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 85
Reindeer" brand per case (4 doz.)	5 75





Coffees.

EBY, BLAIN CO. LIMITED.
Standard Coffees.
Roasted whole or ground. Packed in damp-proof bags and tins.

Club House	$0 32
Nectar	0 30
Empress	0 28
Duchess	0 6
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" " ground	0 17½
Golden Rio	0 14

Package Coffees

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, ½ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

THOS. J. LIPTON

	retail	wholesale
Lipton's "Special" blend coffee, 1 lb. tins, ground or whole	0 40	0 30

JAMES TURNER & CO. Per lb

Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

PATTERSON'S "CAMP" COFFEE ESSENCE
Agents, Rose & Laflamme, Montreal an Toronto.

5 oz. bottles, 4 doz, per doz	1 75
10 " " 4 " "	3 00
Rep. quarts, 1 " "	6 50
Imp. " 1 " "	9 00

THE ROBERT GREIG CO., LTD.
White Swan Blend.



1-lb. decorated tins, 32c. lb
Mo-Ja, ½-lb. tins 30c. lb.
Mo-Ja, 1-lb. tins 28c. lb.
Mo-Ja, 2-lb. tins 28c. lb.

Cafe des Epicures—1-lb. fancy glass jars, per doz., $3.60.
Cafe l'Aromatique—1-lb. amber glass jars, per doz., $4.
Presentation, with 8 tumblers), $10 per doz



THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy lithographed canisters	0 30

Cheese —Imperial

Large size jars, per doz	$8 25
Medium size jars, "	4 50
Small size jars, "	2 40
Individual size jars, per doz	1 00

Imperial holder—

Large size, doz.	18 00
Med. size "	17 00
Small size "	12 00

Roquefort—

Large size, doz.	2 40
Small size, "	1 40



Peanut Butter.

MACLAREN'S IMPERIAL CHEESE CO. LTD

Imperial Peanut Butter "Bobs," the Perfect Confectionery.

Large size, cases, 25 cartons	$3.50 each
Small " " 50 "	3.60 "
Assorted, cases, 26 small, 12 large	3.55 "

Net 30 days.

Confections

THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box, "	1 35
" " 10c cakes, 36 in box "	2 55
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
" " No. 2, " "	0 25
Maple Buds, 5-lb. boxes, lb	0 36
Nut Milk Chocolate, ½-lb. cakes, 12-lb. box, lb	0 40

These prices are F.o b. Toronto.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Ltd Toronto. C. O. Beauchemis & Fils. Montreal
$2, $3, $5, $10, $15 and $20.
All same price one size or assorted.
UN-NUMBERED

Under 100 books	each 04
100 books and over	each 03½
500 books to 1000 books	03

For numbering cover and each coupon, extra per book ½ cent.

Cleaner.



	Per doz.
4-oz. cans	$ 0 90
8-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent.
The Davidson & Hay, Limited, Toronto

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.

				"Vita" Pasteurized Extract of Beef.	Per case.
Bottles	1-oz.,	case of	2 doz		$3 20
"	2 "	"	1 "		3 00
"	4 "	"	1 "		4 50
"	20 "	"	½ "		4 75
"	20 "	"	1 "		9 00

THOMAS J. LIPTON
Prices on application.

Infants' Food.

Robinson's patent barley	½-lb. tins	$1 25
" "	1-lb. tins	2 25
" " groats	½-lb. tins	1 25
" "	1-lb. tins	2 25

Flavoring Extracts.

SHIRRIFF'S

1 oz. (all flavors),	doz.	1 00
2 "	"	1 75
2½ "	"	2 00
4 "	"	3 00
5 "	"	3 75
8 "	"	5 50
16 "	"	10 00
32 "	"	18 00

Discounts on application.



RISING SUN STOVE POLISH IN CAKES



SUN PASTE STOVE POLISH IN TINS

NINE ACCIDENTS from inflammable stove polishes reported by daily papers during November. Two of them proved fatal after untold agonies suffered by the victims, and one resulted in horrible disfigurement of a housekeeper.

You can't afford to sell dangerous stove polish. Push ***RISING SUN*** Stove Polish in Cakes and ***SUN PASTE*** Stove Polish in Tins. They are absolutely safe in the hands of the user, and afford you a good margin of profit.

MORSE BROS., Props. - Canton, Mass., U.S.A.

BANISH "BLUE MONDAY"

SELL

SUNNY MONDAY

to customers and make them **YOUR** customers.

Your stock is not complete without our new LAUNDRY SOAP

SUNNY MONDAY

SUNNY MONDAY is made almost entirely from vegetable oils with enough ammonia incorporated to make it cleanse quickly and thoroughly, with less rubbing than ordinary laundry soaps.

YOUR CUSTOMERS should try it and avoid the aching backs which cause "Blue Monday."

SUNNY MONDAY
SAVES LABOR, TIME, CLOTHES
FUEL, TEMPER, MONEY

THERE IS PROFIT IN IT FOR YOU

"SUNNY MONDAY BUBBLES WILL WASH AWAY YOUR TROUBLES."

ONE BAG OF

MOLASSINE MEAL

Will work wonders with a sick Horse. Try it and see for yourself.

I will ship a sample bag, freight paid, for $3.00, cash.

SOLE IMPORTER

ANDREW WATSON

91 Youville Square - - MONTREAL



CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat Put up in ¼ gross cases

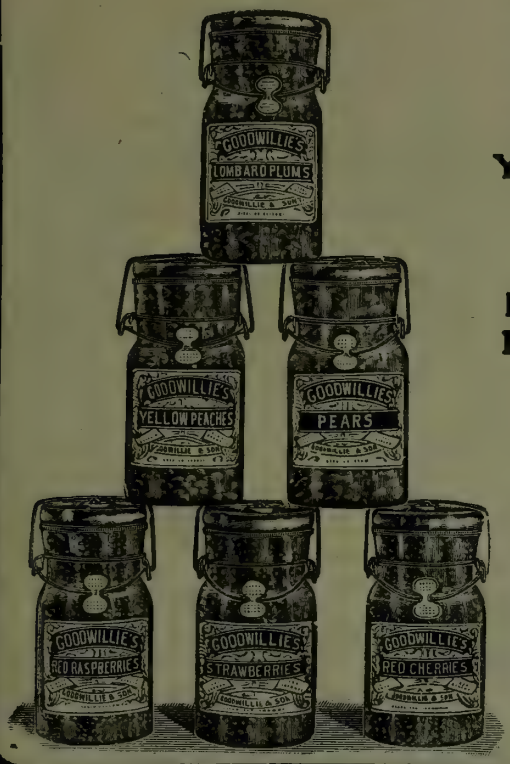
Bulk in 7-lb. Pails, ½ doz. in crate.

25-lb. Pails and 75-lb. Tubs.

Capacity one ton per hour. Sold by all wholesale dealers.

The CAPSTAN MFG. CO., - Toronto, Ont.

Goodwillie's Fruits
IN GLASS



Have You Tasted Them Yourself ?

If Not Do So

Agents:

Rose & Laflamme
Limited

Montreal and Toronto



PATERSON'S
WORCESTERSHIRE
SAUCE

sells quickly because of its great merit
It affords the dealer a good profit—
what more do you want?
Have you enough in stock?

ROSE & LAFLAMME, Ltd.
Agents, Montreal and Toronto

Jams and Jellies.

BATGER'S WHOLE FRUIT STRAWBERRY JAM
Agents, Rose & Laflamme, Montreal and Toronto.
1-lb. glass jar, screw top, 4 doz., per doz 2 20

THOMAS J. LIPTON
Prices on application.

T. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case.....per lb.	07½
5 and 7-lb. tin pails, 8 and 9 pails in crate.....per lb.	07
7 and 14-lb. wood pails.....per lb.	0 07
30-lb. wood pails ..... "	0 06½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb.....	0 07½
7 and 14-lb. wood pails, 8 pails in crate per lb.	0 07
30-lb. wood pails..... "	0 06½
Pure Jams—1-lb. glass jars (16-oz. gem) 2 doz. in case.....per doz.	$1 80

Jelly Powders

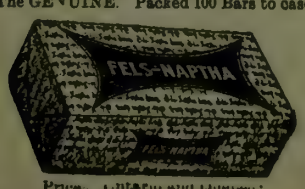
IMPERIAL DESSERT JELLY



Assorted flavors—gross 10.75.
MacLaren Imperial Cheese Co., Limited.

Soap

The GENUINE. Packed 100 Bars to case.



Prices Ontario and Quebec:

Less than 5 cases.....	$ 25
Five cases, or over.....	5 15



THE ROBERT GREIG COMPANY.

White Swan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.

List price

"Shirriff's" (all flavors), per doz. 0 90

Discounts on application.



Lard.

THE N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND

Tierces....$0 09½	
½-bbls. 0 09½	
Tubs, 50 lbs. 0 09½	
20-lb. Pails. 2 00	
20-lb. tins.. 1 90	
Cases 3-lb.. 0 10½	
" 5-lb.. 0 10½	
" 10-lb.. 0 10½	



Liquorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper....per lb.	$0 40
Fancy boxes (36 or 50 sticks)....per box	1 25
"Hinged" 5-lb. boxes.....per lb.	0 40
"Acme" pellets, 5-lb. cans....per can	2 00
" " (fancy boxes 40) per box	1 50
Tar liquorice and Tolu wafers, 5-lb. cans.....per can	2 00
Liquorice lozenges, 5-lb. glass jars....	1 75
" " 20 5-lb. cans.....	1 50
"Purity" liquorice 10 sticks.....	1 45
" 100 sticks.....	0 11
Dutch large cane sticks, 100 in box....	....

Lye (Concentrated)

GILLETT'S PERFUMED. Per case

1 case of 1 dozen.....	$3 60
3 cases of 4 dozen.....	3 50
5 cases or more	3 40

Marmalade.

J. W. WINDSOR, MONTREAL



Scotch Marmalade, 1 and 2 lb. glass jars 1, 4, 5 and 7 lb. tins.
Orange Jelly Marmalade, 1 and 2 lb. glass 5 and 7 lb. tins

Preserved Ginger Marmalade,	1	lb.	glass jars.
Pineapple "	1	"	"
Green Fig "	1	"	"
Green Fig and Ginger "	1	"	"
Lemon "	1	"	"
Grape Fruit "	1	"	"

Prices and special quotations.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case....per doz	$1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails per lb.	0 07
Golden shred marmalade, 2 doz. case per doz.	1 75

SHERIFF BRAND

"Imperial Scotch"—	
1-lb. glass, doz...	1 55
2-lb. " " ..	2 80
4-lb. tins, " ..	4 65
7-lb. " " ..	7 35
"Sbredded"—	
1-lb. glass, doz.....	1 90
3-lb. " "	3 10
7-lb. tins, "	3 25



THOMAS J. LIPTON
Prices on application

Mince Meat

Wethey's condensed, per gross net ..	$12 00
" per case of 3 doz. net	3 00



ST. CHARLES CONDENSING CO.

PRICES:

St. Charles Cream, family size, per case	$4 70
Ditto, hotel.	4.90
Silver Cow Milk	5.00
Purity Milk....	4.10
Good Luck....	4.30

Mustard

COLMAN'S OR KEEN'S

D.S.F..	¼-lb. tins.....	per doz.	$ 1 40
"	½-lb tins.....	"	2 50
"	1-lb. tins.....	"	5 00
Durham	4-lb. jar.....	per jar	0 75
"	1-lb. jar.....	"	0 25
F.D	¼-lb. tins.....	per doz.	0 85
"	½-lb. tins.....	"	1 45

Olive Oil

LAPORTE, MARTIN & CIE., LTD.

Minerva Brand—		
Minerva, qts. 12's		$ 5 75
" pts 24's	.....	6 50
" ½-pts. 24's		4 25

Sauces

PATERSON'S WORCESTER SAUCE
Agents, Rose & Laflamme, Montreal and Toronto

½-pint bottles, 3 & 6 doz., per doz.	....	0 90
pint " 3 doz.....	.....	1 75

THOMAS J. LIPTON
Prices on application

Soda

COW BRAND



Case of 1-lb. containing 60 packages, per box, $3.00
Case of ½-lb. containing 120 pkgs. per box, $3.00
Case of 1-lb. and 1½-lb. containing 30 1-lb and 60 ½-lb. pkgs, per box $3.00
Case of 5c. pkgs. containing 96 pkgs. per box, $3.00

MAGIC BRAND

		Per case
No. 1, cases	60 1-lb. packages.....	$ 2 75
No. 2, "	120 ½-lb. "	2 70
No. 3, "	30 1-lb. "	2 75
	60 ½-lb. "	
No. 5 Magic soda—cases 100—10-oz. pkgs.		
1 case		2 85
5 cases.....		3 75

A HAPPY NEW YEAR

not a thoughtless expression to our friends, the Grocers—but given in the light of the true meaning of the word "Happiness"!

"A sunbeam, which may pass through a thousand bosoms without losing a particle of its original ray."

May that light shine undimmed throughout 1909 in your social and business life; and may

WOOD'S COFFEES

continue a never failing support in your efforts to please an exacting public.

Canadian Factory and Salesrooms:
No. 428 St. Paul Street, - MONTREAL

Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors.....per gross	$10	20
" " black..... "	15	30
Oriole soap..... "	10	20
Gloriola soap..... "	12	00
Straw [illegible]..... "	18	20



3 doz. to box..... $3 45

6 doz. to box $6 90

30 days.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

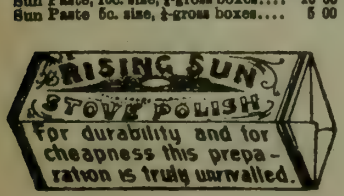
	per lb
Laundry Starches—	
No. 1 White or blue, 4-lb. carton.	
No. 1 " " 8-lb. "	
Canada laundry.....	0 06
Silver gloss, 6-lb. draw-lid boxes.	0 08
Silver gloss, 6-lb. tin canisters....	0 08
Edward's silver gloss, 1-lb. pkg.	0 08
Kegs silver gloss, large crystal....	0 08
Benson's satin, 1-lb. cartons	0 08
No. 1 white, bbls. and kegs.....	0 06½
Canada White Gloss, 1-lb. pkgs...	0 06½
Benson's enamel....per box 1 50 to	3 00
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07½
Canada Pure Corn	0 06½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
" " 1 " or blue,	
4 lb. lumps.....	0 8½

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-1b.	$0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb....	0 6½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb....	6 06½
Barrels, 200 lb.....	0 7½
Kegs 100 lb	0 08
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 08
6-lb. toy trunks, 8 in case.....	0 08
6-lb. enameled tin canisters, 8 in case.....	0 08
Kegs, ex. crystals, 100 lb.....	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.....	$0 08
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	3 60

Stove Polish.

	Per gross.
Rising Sun, 5-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes....	10 00
Sun Paste 5c. size, ½-gross boxes....	5 00



JAMES' DOME BLACK LEAD

	Per gross
6a size.....	$2 40
2a "	2 50

NICKLE PLATE STOVE POLISH.

Pints.....	2 90
Quarts.....	5 40
½ gallons.....	5 10
Gallons.....	4 80
gallons.....	4 50

Syrup.

EDWARDSBURG STARCH CO., LTD.
"Crown" Brand Perfection Syrup.

Barrels, 600 lbs.....	0 03½ per b.
Half-barrels, 350 lbs...	0 03¾ "
Kegs, 150 lbs.....	0 03¾ "
2-gal. pails 25 lbs.....	1 25 each
3 " " 38½ lbs.....	1 75 "

Plain tins, with label— Per case
2 lb. tins, 2 doz. in case..... 2 40
5 " 1 " " 2 75
10 " ½ " " 2 65
20 " ¼ " " 2 60
(5, 10 and 20 lb. tins have wire handles.)

ST. LAWRENCE STARCH CO., LIMITED.
Bee Hive Brand Corn Syrup.

Barrels, 60 lbs....	0 03½ per lb.
Half-barrels, 350 lbs.....	0 03¾ per lb.
Kegs, 150 lbs.....	0 03¾ "
2-gal. pails 25 lb.....	1 25 each
" " 38½ lbs.....	1 75 "
2-lb. tins, 24 in case, per case....	2 40
5-lb. " 12 " "	2 75
10-lb. " 6 " "	2 65
20-lb " 3 " "	2 60

Tea



THE "SALADA" TEA CO.

	Wholesale.	Retail.
Brown Label, 1's, ½'s	$0 25	$0 30
Green Label, 1's and ½'s	0 27	0 35
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s.....	0 38	0 50
Gold Label, ½'s.....	0 44	0 60



Empire Package Tea

Cases 30 and 50 lbs. each, Black, Mixed and Green Ceylon.

25c..... 1s., 20c.; ½s., 21c
30c ..... 1s. and ½s., 23c
40c..... 1s. and ½s., 28c
50c..... 1s. and ½s., 35c
75c..... 1s. and ½s., Vulcan, 50c
10) lb lots freight paid.

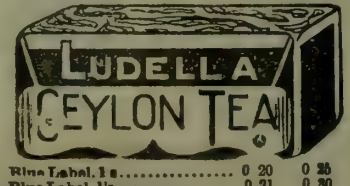
LIPTON'S TEA

Thomas J. Lipton
75 Front St. East,
Toronto.



Packed in air-tight tins only.

	wholesale	retail
Blue label ½'s and 1's	0 24	0 30
Orange " ¼'s, ½'s and 1's	0 30	0 40
Pink " ⅛'s & 1's, tins	0 35	0 50
Red " Dominion blend, ½'s and 1's.....	0 44	0 60
Gold " Afternoon blend, ½'s and 1's	0 50	0 70



Blue Label, 1's.....	0 20	0 25
Blue Label, ½'s.....	0 21	0 30
Orange Label, 1's and ½'s	0 23	0 40
Brown Label, 1's and ½'s	0 28	0
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s.....	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs.....	0 19



BLUE RIBBON TEA CO., TORONTO

	Wholesale	Retail
Yellow Label, 1's.....	0 20	0 25
" " ½'s.....	0 21	0 25
Green Label, 1's and ½'s.....	0 24	0 30
Blue Label. 1's and ½'s.....	0 25	035
Red Label 1's, ½'s, ¼'s and ⅛'s..	0 30	0 40
White Label, 1's, ½'s and ¼'s..	0 35	0 50
Gold Label 1's and ½'s.....	0 42	0 60
Purple Label, ½'s and ¼s.....	0 55	0 80
Embossed, ½'s and ¼'s.....	007	1 00



	Wholesale	Retail
Pink Label 1's and ½'s	30c.	40c.
Gold Label 1's and ½'s	35c.	50c.
Lavender Label 1's and ½'s	42c.	60c.
Green Label 1's and ½'s	50c.	75c.
Canisters		
Gold Tins, 5's	35c. 1.75	50c. 2.50
Gold Tins 3's	35c. 1.05	50c. 1.50
Gold Tins, 1's	36c. each	50c. each
Gold Label, ½'s	18c ea. 36 lb.	25c ea. 50 lb.
Red Tins, ½'s	25c ea 70 lb.	50c ea. 1 00 lb.
Red Tins, ¼'s	18c ea. 72 lb.	25c ea. 1.00 lb



MELAGAMA TEA.

MINTO BROS., 55 Front St. East

	Wholesale	Retail.
Black, green, mixed, ½s.....	0 70	1 00
" " ¼s.....	0 55	0 80
" " ½	0 44	0 60
" " 1 lbs. & ½s.	0 40	0 60
" " ¼s.....0 38		0 50
" " 1 lbs. & ½s.	0 35	0 50
" " 1 lbs., ½s....	0 30	0 40
" " ½s....	0 32	0 40
" " ¼s.....	0 25	0 30
" " 1 lbs.....	0 24	0 30

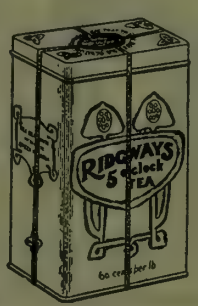
We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.....	$0 20
" " ½-lb., " "	0 21
Blue Label, retail at 30c.....	0 23
Green Label. " 40c.....	0 30
Red Label, " 50c.....	0 35
Orange Label. " 60c.	0 42
Gold Label " 80c.	0 55

RIDGWAYS.
London, Vancouver, Winnipeg and Ceylon.



	Wholesale.	Retail.
Capital Household, 1's and ½'s	0 30	0 40
Old Country, 1's and ½'s.....	0 35	0 50
5 o'clock, 1's and ½'s.....	0 42	0 60
H.M.S., 1's and ½'s.....	0 75	1 00
Ridgway's Standard Bulk Blend in stock at all our branches in Canada.		



THOMAS WOOD & CO.

Montreal and Boston

	wholesale	reta
Wood's Primrose, per lb.. ..	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ½-lb. tins. All grades—either black, green or mixed.

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED

Smoking—Empire, 4s, 6s, and 12s....	$0 46
" Amber, 8s and 3s	0 60
" Ivy, 7s.....	0 50
" Rosebud, 7s....	0 15
Chewing—Currency, 12s. and 6½s....	0 46
" Old Fox, 12s.....	0 48
" Snowshoe, 6½s.....	0 51
" Pay Roll, 7½s.	0 5[illegible]
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s.....	0 45
" 10 oz. bars, 6½s.	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 45
" Universal, 13s.....	0 47
" Dixie, 7s.....	0 56

JOS COTE, QUEBEC.

Cigars	
St. Louis (union), 1-20.....	$33 00
St. Louis, 1-40.....	35 00
St. Louis, 1-100.....	35 00
Champlain, 1-20.....	35 00
Champlain, 1-40.....	36 00
El Sergeant, 1-20.....	55 00
El Sergeant, 1-40..	55 00
El Sergeant, 1-10).....	55 00
Cut tobaccos.	
Petit Havana, ½, 1-12—1-6.....	0 40
Quesnel, 1-4, 1-2	0 [illegible]
" 1-9	0 68
Cote's Choice Mixture, ½-lb tins.....	0 75
" " ½-lb "	0 70
" " ¼-lb "	0 00

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz.....	$18 00
Absorbine Jr., per dozen.....	9 00

Yeast.

Royal yeast, 3 doz. 5 cent. pkgs $1 10	
Gillett's cream yeast, 3 doz. in case .. 1 10	



"GLOBE" with Percolator.

This pot speaks for itself. When tea is drawn take the Percolator out and tea remains free from tannin.

We make seven sizes of this, also The Champion Tea Pot. Send for price list.

R. CAMPBELL'S SONS

HAMILTON POTTERY

HAMILTON, - ONTARIO

DWIGHT'S



BAKING SODA

The coming year, 1909, should be made a very profitable one.

Business is reviving, the outlook is good, and if everyone thinks, talks and acts "good times" they'll be on hand.

Particularly talk

"Cow Brand" Baking Soda

It will make for better times for you and your customers.

CHURCH & DWIGHT

Manufacturers

MONTREAL

UNDER SUNNY SOUTHERN SKIES

Our new booklet under this title is out now and will be sent to anyone interested in a trip to the British West Indies from Halifax. A delightful thirty-eight day trip.

PICKFORD & BLACK

HALIFAX

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, - 644 Craig Street

MONTREAL.

THE PEOPLE OF

JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

Queen City Water White Oil

GIVES PERFECT LIGHT

The most economical high-grade oil ever sold in Canada.

FOR SALE EVERYWHERE

For best values in

CURRANTS

Get quotations on fruit exported by

J. Caramandani & Co.

Patras, . Greece

Cleaners and Exporters, Est. 1878

Apply to General Agents in Canada:

J. L. Watt & Scott - Toronto

Watt, Scott & Goodacre, - Montreal

The Condensed Ads. in The Canadian Grocer bring results. Try one.

1908 1908

TO YOU

Happy Holidays

and

Plenteous Prosperity

for

the New Year.

VERRET, STEWART & CO.
LIMITED
MONTREAL

1909 1909

To Our Grocer Friends:

The average housewife is becoming more fastidious each day in her ideas of what sanitary precautions should be adopted in handling a food product. Undoubtedly, you have already realized this.

Have you ever considered this regarding Mince Meat.

Why not handle a dust-proof-sanitary-wrapped package like **Wethey's Condensed Mince Meat?**

All jobbers. 3 doz. to a case.

J. H. WETHEY, LIMITED
ST. CATHARINES



Empire Brand

Prosperity and Good Wishes for the New Year

4 FREE PHONES

Use Freely. If you can phone Hamilton we are glad to hear from you.

Our Travellers are starting out with a lot of bargains — It will pay you to see them.

GEO. E. BRISTOL & CO.

Hamilton, - - - - Ontario

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

MONTREAL, 232 McGill St. TORONTO, 10 Front St. East. WINNIPEG, 511 Union Bank Building. LONDON, ENG., 88 Fleet St., E.C.

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Make 1909 the greatest year in your history. You can do this by putting to the front in your store as one leader

Keen's Oxford Blue

Every jobber will sell you.

FRANK MAGOR & CO., 403 St. Paul Street, MONTREAL

A Short Syrup Talk

There's nothing like good table syrup for young and old.
There's nothing you can suggest to your trade they will be so grateful for as the recommendation of "CROWN" Brand Table Syrup.
It is Pure.
It is Clean.
It is Rich in flavor and body.
It is Nourishing and Healthful.
And it will pay you to sell it.

BUY FROM YOUR JOBBER.

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, Toronto, Ont. Works, Cardinal, Ont. 164 St. James St., Montreal

The Ideal Breakfast Dish

UPTON'S

Pure Orange Marmalade

Delicious, Appetizing, Healthful and Nourishing.
Good for Young and Old.



UPTON'S Pure Orange Marmalade is put up in many different size and style packages and the quality and price is right.

Raisin Perfection:

Seedless
Not
Seeded

GRIFFIN'S SEEDLESS RAISINS

Seedless
Not
Seeded

A
Distinct
Fancy Variety of

ABSOLUTELY SEEDLESS RAISINS

Cured in the sun without use of lye, sulphur, or any deleterious matter.

Most highly flavored, most wholesome, cleanest

Packed only by

Griffin and Skelly Company

"Canned by Griffin"

Until you break the shell of a nut you are wholly in the dark as to the quality of the meat therein. A fair exterior often covers an unsatisfactory interior. Quality depends largely upon reputation—you've got to be guided by that. Be guided, then (if seeking highest quality in Canned Fruits), by these three words, "Canned by Griffin," and you'll be absolutely safe.

Griffin's Canned Fruits

Arthur P. Tippet & Co.

MONTREAL



MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY



Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of The Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

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G. WALLACE WEESE
Manufacturer's Representative
Grocers' and Confectioners' Supplies, Storage and Distribution attended to.
Am open to accept one or two more clients, established connections.
Offices: Myles' Fireproof Storage Warehouse
HAMILTON, CANADA. Correspondence Solicited

HALIFAX, N.S.

J. W. GORHAM & CO.
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Manufacturers' Agents and Grocery Brokers.
WAREHOUSEMEN
can give close attention to few more first-class agencies. Highest references.

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ROBERT ALLAN & CO.
General Commission Merchants
MONTREAL
Fish, Oils, Beans, Peas and Produce.
Agents: "Royal Crown" Skinless Codfish.
Representing Morris & Co., Chicago, Pork and Lard.

J. WALTER SNOWDON
MANUFACTURERS' AGENT AND BROKER
Open for exclusive representation of one or two more reliable houses with good grocery lines. Correspondence solicited.
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23 Burton Ave., Westmount, Montreal

D. McL. BROPHY
414 St. Paul St. - Montrea
Broker and Manufacturers' Agent
Open to represent one more up-to-date house desirous of utilizing my excellent connection with the grocery trade.
Correspondence will receive prompt attention

MOOSE JAW

D. STAMPER
GROCERY AND FRUIT BROKER
AND MANUFACTURERS' AGENT
Goods Stored and Distributed
Warehouse, City Spur Track
P.O. Box 793 MOOSE JAW, SASK.

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T. A. MACNAB & CO.
MANUFACTURERS' AGENTS
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Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's.
Codes: A, B, C, 5th edition, and private.

REGINA.

G. C. WARREN
Box 1036 - REGINA
Manufacturers' Agent and Commission Merchant. Direct Importer of all grades of pure Ceylon Teas, and Grocery and Drug Specialties. Dealer in Coffees, Spices, Mustard, etc. Established eleven years. More lines desired.

ST. JOHN

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Manufacturers' Agents and Grocery Brokers
WAREHOUSEMEN
ST. JOHN, - N.B.
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ON SPOT
RAISINS, CHEESE, BEANS
EVAPORATED APPLES
AT LOWEST PRICES

W. H. MILLMAN & SONS
GROCERY BROKERS
TORONTO

W. G. A. LAMBE & CO.
Toronto
Grocery Brokers and Agents.
Established 1885.

TORONTO.

BECK'S "OLD GOLD" CORN MEAL
Now on spot
Anderson, Powis & Co.
Agents
15 Wellington Street East, Toronto

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Consignments stored at lowest rates in city. All facilities for handling and shipping goods.
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and
Importers
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MacLAREN IMPERIAL CHEESE CO. Limited
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Storage facilities unequalled in city — Special cartage delivery — Lowest rate of insurance.

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STUART WATSON & CO.
Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG, - MAN.
Domestic and Foreign Agencies Solicited.

(Continued on page 4).

Some Snaps—worth your while

If you are interested in

Canned Apples 3s and gals.

Plums 2s heavy syrup

Tomatoes 3s

It will pay you to get our quotations—
Write us or see our travellers

EBY-BLAIN, LIMITED

Wholesale Grocers TORONTO

A PROFIT MAKER FOR 1909

Compare these prices with other Package Teas. YOU WILL find not only are the Profits greater, but we have the grades to offer you, essential for your business.

25c BLUE RIBBON TEA	1s	at 20c
	½s	at 21c
30c " " "	1s and ½s	at 24c
35c " " "	1s and ½s	at 25c
40c " " "	1s, ½s, ¼s and ⅛s	at 30c
50c " " "	1s and ½s	at 35c
60c " " "	1s and ½s	at 42c
80c " " "	½s and ¼s	at 55c
$1.00 " " "	½s and ¼s	at 70c

Packed in black, mixed and green. We will ship you ANY grade you wish at the above prices, NET 30 DAYS, delivered your railway station. Compare our prices with other package teas.

The Blue Ribbon Tea Co., Limited

266 ST. PAUL STREET - - - - - - MONTREAL

Manufacturers' Agents—Continued.

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141 Bannatyne Ave.
Winnipeg - - Canada
Wholesale Grocery Broker

Representing:

The Hills Brothers Company, New York

The Dominion Molasses Company Halifax, N.S.

Underdown and Crichton. London, England, Valencia and Denia, Spain

The White Swan Spice and Cocoanut Mills Toronto.

ESTABLISHED 1887

Carman Brokerage Co.

Wholesale Grocery Brokers
WINNIPEG, CALGARY and EDMONTON
GOODS STORED AND DISTRIBUTED
141 Bannatyne Ave. WINNIPEG, MAN.

BASKETS

You can make money as well as oblige your customers if you handle our

Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

The Oakville Basket Co.,
OAKVILLE, ONT.

SASKATOON.

CLARE, LITTLE & CO.
WESTERN DISTRIBUTORS
Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business Solicited.
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TEA;
Its History and Mystery
BY
JOSEPH M. WALSH
A Great Tea Expert

This is a practical, exhaustive work containing valuable information about Tea. It should be in the hands of every enterprising Grocer and Tea Dealer in the country.

CONTENTS

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EXPORT TRADE DEPARTMENT.

Firms Abroad Open for Canadian Business.

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Established 1873. 10 North John St.
LIVERPOOL, ENGLAND.
Splendid connections and references. Try us with a shipment of CANNED GOODS.
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CANNING MACHINERY CO.,
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is without a peer in the Canadian market.

No tea is more extensively advertised or better known.

Good tea is a magnet which always draws trade.

Ridgways Tea will be a trade winner for your store.

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Shoe Boils, Capped Hock, Bursitis are hard to cure, yet



ABSORBINE

will remove them and leave no blemish. **Does not blister** or remove the hair. Cures any puff or swelling. Horse can be worked. $2.00 per bottle, delivered. Book 6 D free.
ABSORBINE, JR., (mankind, $1.00 bottle.) For Boils, Bruises, Old Sores, Swellings, Goitre, Varicose Veins, Varicosities. Allays Pain.
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LYMAN, SONS & CO., Montreal, Canadian Agents.

Throughout 1909

as for the last twenty-five years, Canadian Canners' Brands of Canned Goods will be the leaders.

Make it your New Year resolution to confine yourselves to Canadian Canners' Brands, viz.:—"Auto," Aylmer "Canada First," Bowlby "Horseshoe," "Little Chief," "Log Cabin," "Kent," Simcoe "Lynnvalley," "Lion," "Thistle," Delhi "Maple Leaf," Lalor's "Grand River," Lakeport "White Rose."

CANADIAN CANNERS, LIMITED



Start the New Year Right

by determining to handle nothing but the goods of high quality. They are the kind of goods which bring you the greatest profits and firmly establish your reputation.

Old Homestead Brand
Canned Fruits and Vegetables

are the best canned goods for your trade. Every can is packed with pure, wholesome, appetizing stock. Nothing sloppy or impure gets packed in our factory. We buy only the best quality of fruits and vegetables, and our up-to-date plant and processing methods preserve the full, delicious natural flavor of the stock.

Your Jobber Can Supply You.

The Old Homestead Canning Co.

PICTON : : : : ONTARIO

YOU CANNOT BE TOO CAREFUL

about the quality of the Canned Goods that pass over your counter. Every can you sell is either a knock or a boost at your reputation. You can make sure that every can is a BOOST by specializing on

FARMER BRAND
CANNED FRUITS AND VEGETABLES

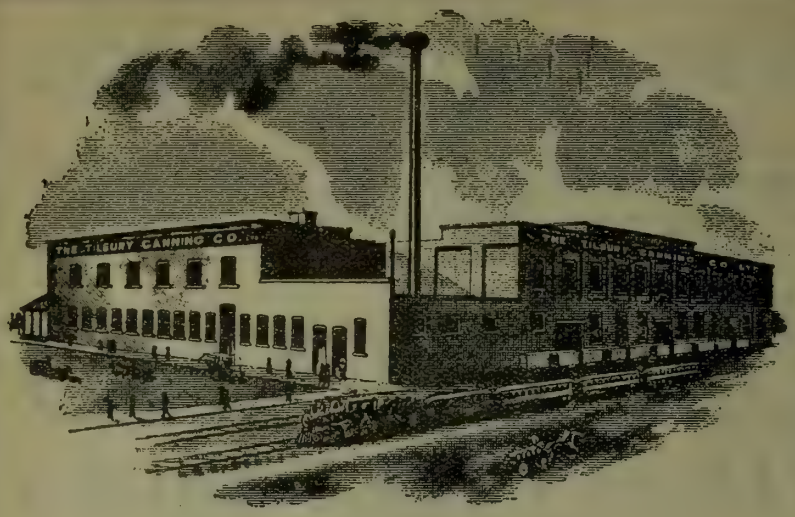
The goods packed under this brand are grown especially for us upon three thousand acres of the finest garden land in Prince Edward County, Ontario. If you specialize on FARMER BRAND you can bank on it that every can you sell means a pleased customer.

Farmers' Canning Co., Limited, BLOOMFIELD Ontario

Unequalled in Quality
and a Producer of Permanent Profit

QUAKER
Canned Goods

THE BLOOMFIELD PACKING CO.
BLOOMFIELD, - ONT.



"Tilbury Brand" Canned Goods

are in a group of their own—the **A1 GROUP**

Nothing Better Packed

One of the best-equipped factories on the Continent situated in the heart of the best Tomato District in Canada.

RYAN BROS., Winnipeg
WESTERN SALES AGENTS

Sales Agents for Manitoba, Saskatchewan and Alberta.
A large stock carried in Winnipeg warehouse.

The Tilbury Canning Company, Limited, Tilbury, Ont.

The Wise Grocer

is placing his order for 1908 pack and buying

"PEERLESS" Brand Canned Goods

Put up by the Beamsville Preserving Co., Limited.

SOLE DISTRIBUTORS:

WARREN BROS. & CO., - LIMITED

TORONTO and KINGSTON

Are Heavy Purchases, Large Discounts or Long Datings Conducive to the Success of Your Tea-Trade?

There are two classes of salesmen that approach the retail grocer. One is the representative of the wholesale house desirous of cultivating him as an outlet, willing to **carry stock for him,** help him with credit and see him grow for their mutual good. That house is his friend.

The other is the salesman working for his own personal gain who would **load the retailer up with as much as he can be persuaded to purchase** by offering him lurid bargains and long datings and sometimes large discounts.

Some retail grocers do not distinguish clearly between these two kinds of sellers, because in their anxiety to obtain good discounts, long datings and low prices they are blinded to the different motives of the sellers.

The grocer's anxiety to buy at **lowest** prices even if he has to over-stock in dangerous degree to get what looks cheap works out to his everlasting injury. Particularly is this true of his tea trade.

By buying **"SALADA"** in small quantities on short datings he would be enabled to turn over four or five purchases at a good profit while **waiting** for the "long-winded" transaction to materialize. The selling of **"SALADA"** would prove beneficial to him in every respect. His tea would be absolutely fresh—of the highest possible quality—of superior excellence in flavor and purity. He would have no dead stock—no freight to pay—no deterioration—and no peddler to combat.

By selling **"SALADA"** you can satisfy **more** people than you can with any other tea and at a lower expense to yourself for you do away with the necessity of carrying a **heavy stock of goods that don't sell.**

Think it over!

The "Salada" Tea Co., - Toronto or Montreal



They were the leaders of all milks during the past year—No other makes even in their class—You sold the best when you sold

BORDEN'S BRANDS

There's **"EAGLE BRAND" CONDENSED MILK and "PEERLESS BRAND" EVAPORATED CREAM.** Remember these brands.

WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man. Shallcross, Macauley & Co., Vancouver and Victoria, B.C.



Unsweetened



ST. CHARLES CREAM

UNSWEETENED—STERILIZED

THE PUREST AND BEST

Prepared with the greatest care from the highest grade milk obtainable in the famous Oxford County district in Ontario.

Our sweetened brands, Silver Cow, Purity and Good Luck Milk, are the best that science can produce. Persons preferring sweetened milk will find any of these brands of the highest quality and every can guaranteed. A trial will convince you that there is no superior.

We are prepared to make prompt shipment of any of the above brands.



St. Charles Condensing Co.

INGERSOLL, - ONTARIO

CANADA



Imperial Evaporated Cream

True to its name in every respect, this cream is imperial indeed.

Its superior has yet to be found.

The public seem to think so, judging from vastly increased sales in the last few months.

HAVE YOU A STOCK?

The Canadian Condensing Co.

CHESTERVILLE, ONT.

GENERAL SALES AGENTS:—S. H. Ewing & Sons, MONTREAL



WHY CARRY IN STOCK

Canada First Evaporated Cream?

Because it is Highest in Butter Fat.

SURE TO PLEASE YOUR CUSTOMERS.

EVERY CAN GUARANTEED. NO DEAD STOCK.

Manufactured by

AYLMER CONDENSED MILK CO., Limited

AYLMER, - ONTARIO

Try It Yourself
It's Good Tea

Try Red Rose Tea in your home. Then you will recommend it to your customers with the conviction that it is the best value on the market. Convinced yourself, you can convince others. Any grocer can sell nine-tenths of his customers by saying "Red Rose is the tea I use myself."

No grocer can afford to be without the reputation of recommending good tea. Red Rose Tea "is good tea," the best value on the market at each of its grades.

Crimson label, 30c grade, is better value than any other tea at 30c, and very much superior to any 25c tea. When they come to drink it, no customer begrudges 5c for the difference between "tea" and "good tea." Good tea cultivates taste and leads to higher grades, more select customers, choicer class of trade where the better profit is.

Try Recommending **RED ROSE TEA**

THE TEA THAT WILL DRAW TRADE AND HOLD IT

Branches

3 WELLINGTON EAST, TORONTO
315 WILLIAM ST., WINNIPEG

T. H. ESTABROOKS, Esq.
St. John, N.B.

Do You Carry
Marsala Wine ?

If you have not stocked it yet you should do so now.

It is the ideal after-dinner beverage, taking the place of Port or Sherry.

As such, it is much appreciated by the public.

Be the first in your town to stock this fine line.

Cost is $7 a Case and up.

Museo Commerciale Italiano
43 St. Antoine St., Montreal
Sole Agents American Continent — Phone Main 2731

MOLASSES AND SYRUPS

GINGERBREAD BRAND MOLASSES
(IN TINS)

2's, 3's 5's, 10's, 20's
1, 2, 3, 5 gal. Pails

GOLDEN SLING SYRUP
(IN TINS)

2's 3's 5's 10's 20's
1, 2, 3, 5 gal. Pails

"THE BEST THERE IS"

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Dominion Molasses Co.,
LIMITED
Halifax, - Nova Scotia

JAPAN TEAS

We have several very attractive lots on the spot. Jobbers please write for samples.

S. T. NISHIMURA & CO.

MONTREAL and JAPAN

Brooke Bond's Packet Teas.

You know your trade. You know what your customers expect to pay. You know the kind of tea they insist on having. Knowing these things, are you sure you are getting for them better tea for their money than they can get elsewhere in your town?

Stocking our Packet Teas will enable you to do this, for, thanks to our system and business methods, we can offer you better tea than you can get elsewhere for the same money.

For samples apply to

Messrs. Hamblin & Brereton,

Corner of Notre Dame and Victoria Streets,

WINNIPEG, MANITOBA.

Fruit Jars

Gem, Crown, Schram

Butter Tubs

20, 30, 50 lb. **White Spruce**

G.V. Parchment Paper

Brooms

Splendid Value

Wrapping Paper and Twines

ASK FOR OUR PRICES

Walter Woods & Co.

Hamilton and Winnipeg

A perfect system leaves a good impression which means more business.

THE LOBLAW CREDIT SYSTEM

Cuts your bookkeeping in half.

The less writing you do in bookkeeping, the less chance to make mistakes.

WRITE OR PHONE TO

THE CARTER-CRUME COMPANY, LIMITED

TORONTO and MONTREAL

Business is Booming in the West

Are you getting your share, Mr. Manufacturer, of the active and profitable business in the West? Are you satisfactorily represented? We can handle one or two more lines.

Correspondence invited

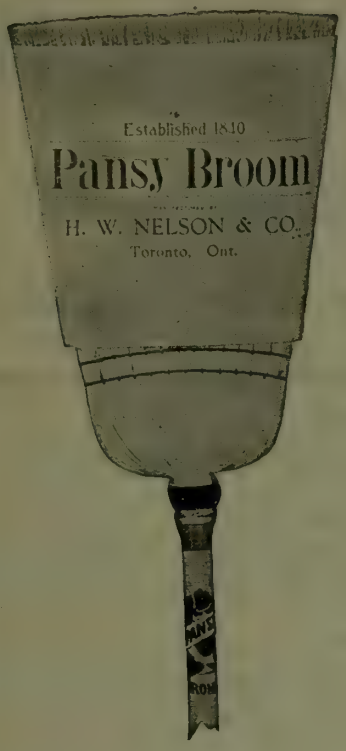
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We make a specialty of distributing cars for Eastern Manufacturers. Consign to us and we will distribute the goods among your customers.

ESTABLISHED A. D. 1840



It Pays to Push The "Pansy"

All men of wide experience agree that the article it pays best to push is the article that has most real merit. And we claim for the "Pansy" merit unequalled by any other line of brooms. We can supply you with brooms of any grade; but our best value is unquestionably the "Pansy." It will pay you handsomely to educate your customers up to the "Pansy" grade. The high grade of material used as well as the specially good workmanship, backs up the distinctive appearance given by the "Pansy's" Individual Label.

Send Us Your Orders *We are the Makers*

H. W. Nelson & Co., Ltd.
T O R O N T O

E. D. S. Brand Jams and Jellies

Guaranteed Absolutely Pure



Unequalled in Flavor

Agents: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; R. B. Colwell, Halifax, N. S.; J. Gibbs, Hamilton.

E. D. Smith's Fruit Farms, Winona, Ont.

By stocking Highest Quality

Sage, Savory, Thyme, Mint, Marjoram, Etc.

you secure the best class of customers, not only for these Herbs but for other groceries as well. You buy absolutely the best when you order Ewing's Herbs.

S. H. EWING & SONS

98 King St., Montreal
Also at Toronto

Sanitary Cans

For Hand Filled Goods

Tomatoes, Stringless Beans, Asparagus, Spinach, Etc., Apples, Peaches, Pears, Plums, Etc.

Sanitary Enamel Lined Cans

For Color Fruits And Goods Of Strong Acidity

Strawberries, Red Raspberries, Black Raspberries, Blackberries, Sour Cherries, Blueberries, Beets, Rhubarb, Etc.

"The Can Without The Cap Hole"
"Bottom Like The Top"

Write for Samples

SANITARY CAN COMPANY, LTD.
NIAGARA FALLS, - ONTARIO

FRUIT CANS
All sizes—All kinds.

SYRUP CANS
For products of Maple, Corn and Cane.

MILK CANS
For Sweetened Milk and Evaporated Cream.

MEAT CANS
Bevelled, Round and Square.

BISCUIT TINS
of any description.

BAKING POWDER AND SPICE CANS

PROMPT SHIPMENT SUPERIOR GOODS

THE
Norton Manufacturing Co.
HAMILTON



An Attractive Kitchen

is the main ambition of thousands of women: and a clean, shining stove is one of the chief requisites. You just tell your customers that

BLACK KNIGHT STOVE POLISH

produces a brilliant, durable polish in very quick time without soiling the hands and they will be interested right away. One sale of Black Knight is but the fore-runner of a long line of pleasant, profitable transactions.

Your Jobber can supply you with Black Knight Stove Polish.

Made by
THE F. F. DALLEY CO., LIMITED, *HAMILTON, CANADA BUFFALO, U.S.A.*

"Salad, Edible and Cooking Oils"

WINTER PRESSED



"Sun Burst" Reg'd.

"Non-Pareil" Reg'd.

To know these oils is to stock them. The finest substitute for lard on the market. Guaranteed under the Pure Food Act.

We carry a stock and will be pleased to send you samples, with prices.

You will find our oils a good proposition all the way, owing to the number of uses to which they can be put.

WRITE US TO-DAY

J. M. BRAYLEY,

MANAGER KENTUCKY REFINING CO., Incorporated

Cotton Seed Oils

55 ST. PAUL ST., - - MONTREAL

QUAKER
BRAND SALMON

Mr. Grocer, if this brand was one that would take second place to any other, in the matter of quality and style of package, we would not be guaranteeing it.

YOU KNOW US:

Our reputation stands behind Quaker Brand Salmon.

Prices:

Talls, $2.00 Flats, $2.15

Mathewson's Sons

Wholesale Grocers

232 McGill Street - - Montreal

Walter Baker & Co.'s
Cocoas and Chocolates

In single box lots we will supply at the following prices:

Baker's Cocoa, ¼s - - - -	**35½c. per lb.**
" " ½s - - - -	35½c. "
Premium No. 1 Chocolate, ¼s -	**32½c. "**
" " " ½s -	32½c. "
Webb's Cocoa, ¼s - - - - -	**29½c. "**

W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House—Sault Ste. Marie

WAGSTAFFE'S

Fine old English

Plum Puddings

and

Mince Meat

Are the best.

Your money returned if not satisfied.

Ask your wholesale grocer for them.

WAGSTAFFE, LTD.

Pure Fruit Preservers

HAMILTON

TO THE TRADE:

Have You Seen the Latest and Most Striking Evidence of the

Increasing American Demand

for

CEYLON TEA

READ THIS

EXPORTED TO AMERICA

Jan. 1st, to Oct. 31st, 1907

Black, 7,053,900 lbs.
Green, 1,918,600 lbs.

Jan. 1st, to Oct. 31st, 1908

Black, 8,296,500 lbs.
Green, 2,912,100 lbs.

An Increase in Direct Shipments of 24.92%

And in a Year of Trade Depression, Too!

Our Annual Tea Sale

DON'T MISS THE BARGAINS

If open, see our travellers or write for samples.

'PHONE **596** free to buyers.

BALFOUR, SMYE & CO.

QUICK SHIPPERS

Wholesale Grocers, - - HAMILTON, ONT.



White Moss Cocoanut

has been sold for so many years that it is just as much a staple with the housekeeper as sugar. That is why it is the most satisfactory brand for the grocer to handle.

Have you learned this?

The Canadian Cocoanut Co., Montreal



SOFT MINTS—5c. boxes.

ACME PELLETS—5-lb. tins.

M. & R. WAFERS—5c. bags.

and a complete line of **LOZENCES, ETC.**

Hard and Soft Licorice Specialties

Appropriate for the confectionery, grocery and drug trades.

Price Lists and Illustrated Catalogue on request.

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St. John -	H. S. Daly	- - -
Vancouver	J. F. Mowat & Co.	-

The delicious flavors of

Nation's Custard Powder

with Stewed Fruit is an ever pleasant memory.



Agents:

GREEN & CO.,
25 Front St. E. Toronto

W. H. ESCOTT,
Winnipeg

Made by Edward J. Nation & Co., Bristol, England

If you have anything for sale which a Grocer or General Merchant will be interested in, advertise it in our "Condensed Ad." column. It will bring you good results.



Gilmour's 10c. Hand Cleaner

is the hand cleaner that is meeting with the approval of the masses. This is because it is sold at a **popular price**, though it contains all the qualities of the higher-priced lines—and then some.

Order Through Your Jobber

The Gilmour Company, Montreal

604-6-8 Papineau Ave.

"THE GENUINE HAND CLEANER IN THE ORIGINAL YELLOW TIN."



WE WISH our numerous customers a Happy and Prosperous New Year, and desire to express thanks for the liberal patronage accorded during the past year, and trust by continued excellence of manufacture and close attention to business to merit a continuance.

THE CANADIAN SALT CO., Limited

WINDSOR, ONT.

Cables—BOYD, TRINIDAD — All Codes Used

BOYD & CO., TRINIDAD, B.W.I.

Late Watson, Boyd & Co.

General Commission, Export and Import Merchants

Export—Cocoa, Coffee, Cocoanuts and other Produce.
Import—Codfish, Flour, Oats, Split Peas, and all classes of Provisions.

Correspondence Invited. — **London and New York, Frame & Co.**

ESTABLISHED OVER 200 YEARS

CHAMPION'S IS THE BEST VINEGAR

MADE FROM FINEST MALT

LONDON, ENGLAND

Commands a Preference Over All Others.



ONTARIO AGENTS : The Lind Brokerage Co., 23 Scott St., Toronto
Agent for the province of Quebec, J. Walter Snowdon, 413 St. Paul St., Montreal
W. H. Escott, 141 Bannatyne Ave. East, Winnipeg

WE ARE OPEN TO DO BUSINESS ON EASY CONSIGNMENT TERMS — WRITE OUR AGENTS FOR PARTICULARS

"WHITE SWAN GOODS ARE GOOD GOODS"

—ALWAYS—

CEREALS, SPICES, COFFEES, ETC.

WHITE SWAN SPICES AND CEREALS LIMITED

(SUCCESSORS TO THE ROBERT GREIG CO. LIMITED)

TORONTO

BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE

TRY IT.



SOLD BY ALL JOBBERS

¼-lb. tins—3 doz. in case.



Talking to the Point

CLASSIFIED WANT ADS get right down to the point at issue If you want something, say so in a few well-chosen words. Readers like that sort of straight-from-the-shoulder-talk, and that is the reason why condensed ads are so productive of the best kind of results.

CLASSIFIED WANT ADS are always noticed. They are read by wide-awake, intelligent grocers, who are on the look-out for favorable opportunities to fill their requirements.

TRY A CONDENSED AD IN THE CANADIAN GROCER.

Grocers Win Civic Honors

The Trade Well Represented in the Municipal Offices of Several Ontario Towns—Hamilton, Kingston and Barrie Have Grocer Mayors—Ingersoll's Reeve a Trade Member—Some of the Successful Candidates.

Results of the municipal elections throughout Ontario show that members of the grocery trade have carried off their share of the honors. Grocerymen in all parts of the Province have in recent years been aspiring to civic offices, but never before have there been so many successful in becoming elected to responsible positions as at the late contest. In some places grocers have been chosen as the chief magistrates of the towns and cities in which they carry on their business, thus obtaining the highest honor that their fellow-citizens can bestow on them.

It has been generally felt during the past that only professional men had the



ALD. JOHN FORTH,
One of Hamilton's Grocers Who Was Successful in Monday's Elections.

ability to direct the affairs of a town or city satisfactorily, but of recent years they have in numerous places been supplanted by the practical business men.

In the City of Hamilton Ald. John I. McLaren was elected Mayor by the big majority of 2,285—the greatest in 21 years of the city's history. Mr. McLaren ran as an independent, and the result showed that he was the popular candidate. He is the senior major of the 91st Highlanders, and that regiment was evidently a great factor to his success. Mr. McLaren for years was a manufacturer of coffee and spices, and was very successful in his career as such. Some time ago he disposed of his business and is now a grocery broker.

D. Cooper, a Kingston grocer, was chosen Mayor of the Limestone City by a majority of over 630. In Barrie, Jas. Vair, grocer, and one of the town's most prominent business men, was elected Mayor.

Among the successful grocers elected to aldermanic seats in Hamilton are John Forth, president of the Retail Grocers' Association, who headed the polls in Ward 3. Mr. Forth is an energetic, active man and should be a good councillor. Geo. W. Cann, who is vice-president of the Retail Grocers' Association, succeeded in Ward 1, as did also T. S. Morris in the same ward.

In Peterboro, Geo. A. Gillespie, of White & Gillespie, grocers, headed the polls in a field of 20 candidates. He has spent already one year in the Council, and his return as the most popular candidate testifies to his work during the past twelve months. E. F. Mason, another Peterboro grocer, was elected member of the Board of Education there.

Wm. A. Anderson, president of the Retail Merchants' Association, at Chatham, was elected alderman there. He came sixth in the contest. John McCorvie, grocer, was second, and Harry A. Andrew, grocer, was re-elected by a handsome vote.

The result of the Lindsay municipal elections show A. C. Babcock, grocer, to be chosen as one of the councillors. This will be his first year in municipal life.

In St. Catharines, J. T. Petrie, proprietor of the American Bazaar, will sit in the Council of 1909, and is slated as the coming Mayor of that place. In his Bazaar is a large grocery department.

Ingersoll, too, has its grocers in municipal life. S. M. Fleet was elected Reeve by a majority of 334, and C. A. O'Neill was elected an alderman by acclamation.

A. G. Vermilyea, a Belleville, grocer, was successful in receiving the good-will of the Belleville people and will be one of the councillors during the coming year.

MONTREAL WHOLESALER'S DEATH.

Joseph A. Robitaille, of A. Robitaille & Co., wholesale grocers, Montreal, died last week in his 65th year. Mr. Robitaille has long been known in grocery circles in the East, and his sudden death will be a shock to his many friends.

DOMINION TRAVELERS' EXECUTIVE MEETS.

On Saturday evening last the first meeting of the new Executive of the Dominion Commercial Travelers' Association was held in the rooms of the society in the Board of Trade Building, Montreal. There was an almost full attendance of directors, and considerable necessary business was transacted. Standing committees for the year were appointed to look after various matters, while honorary directors were elected as follows: J. A. Bouthellier and L. E. D'Astous, Sherbrooke; Alf. Haywood and M. J. Buckley, Toronto; J. A. MacDonald and A. McGregor, Halifax; J. S. Harding and W. M. McKenzie, St. John; J. Wilson and P. Gauthier, Ottawa; Senator D. Derbyshire, Brockville; L. H. Higgins, Moncton; D. McLean, Belleville; Angus Orr, Kingston; M. F. Griffin, J. F. Lemieux, W. Maynard and Geo. L. Van Felson, Quebec; H. M. Belcher, R. R. Gallagher and F. G. Crawford, Winnipeg; P. C. Small and Thos. Foster, Vancouver; A. W. Ramsay, London; W. S. Louson, Charlottetown; Aug. Sequin, St. Hyacinthe; P. L. Lassonde, Three Rivers; Frank Merchant, Sydney; Geo. A. Campbell, Victoria; F. P. Benjamin and Ben Myers, Hamilton; Honorary Directors for Edmonton and Calgary have yet to be named.



ALD. GEO. A. GILLESPIE,
Of White & Gillespie, Grocers, Peterboro', Elected on Monday.

James Sargant, the veteran secretary of the Commercial Travelers' Association of Canada, was in Montreal from Toronto for a day this week and met quite a few of the members of the Dominion body.

Trade News From Atlantic to Pacific

Maritime Provinces and Quebec

Business in Nova Scotia Ahead of Previous Year—New Ideas From Montreal.

HALIFAX.

January 4.—Notwithstanding the financial stringency of the past year, Nova Scotia felt little of its effects, and the year closed with business in a healthy and prosperous condition. There are fewer failures in Nova Scotia than for the past ten years, and this shows the sound principles on which business is conducted. While the customs receipts at most other places show a decrease, Halifax is to the fore with an increase, and it is quite a substantial one, too, amounting to almost $40,000. For the week closing with Thursday, December 31, the bank clearings totalled $1,402,700.75, an increase of $431,189.22 over the previous week. This is considered to be an exceptionally fine showing. While it is a little too early to make any predictions for the future, the outlook is most promising for a continuance of the prosperous conditions of the past. Business changes in Halifax on the opening of the new year are very few. N. M. Smith, will hereafter be known as the N. & M. Smith, Ltd., and the business will be continued under the same management.

Alderman Andrew Hubley, who has conducted a grocery store on Windsor Street, has retired from the business and in future will devote all his attention to real estate.

The total importations of raw sugar at the port of Halifax for the year 1908 from the British West Indies and British Guiana, were 45,561 tons, a decrease of 319 tons from the previous year. There was also a falling off in the importations of molasses. In 1907 the imports were 2,850 tierces, 18,171 puncheons, and 3,037 barrels. Last year the receipts were:

	Tcs.	Pun.	Bbls.	Hgds
Antigua	289	1,824	286	265
St. Kitts	1	1,383	412	...
Barbadoes	491	7,298	1,302	210
Demerara	...	107	...	...
Trinidad	75	851	63	...
Total	856	11,463	2,063	475

It is estimated that the products of Nova Scotia in 1908 yielded more than one hundred and seven million dollars, of which the farm contributed products to the value of $26,500,000.

In a review of the fisheries during the past year Howard H. Smith, of N. & M. Smith, says: "The catch of last year totalled about 275,000 quintals of dry fish, and of that amount fully 200,000 quintals were in the consuming markets by the end of the year. There is still 50,000 quintals still unsold in the fishermen's hands. The stocks carried in Halifax and Lunenburg are not in excess of an average. The drop of fully 35 per cent. in the price has materially induced a much larger demand, and the world's consumption to-day is estimated at 20 per cent. above the average of the last three years. This is the big factor in the minds of the exporters who have faced such losing odds for some years now. Beef, pork, wheat and corn, are all at top notch figures. No wonder agents and brokers now report "fish consumption enormous," and there is little doubt the markets will be bare when the new cure is available in August of this year"



JOSEPH ETHIER,

Of Laporte, Martin & Cie., Montreal, Recently Elected President Montreal Wholesale Grocers' Exchange.

MONTREAL.

January 5.—The grocers of the city are suffering from a serious epidemic of burglaries. Hardly a night passes without one occurring. One of the grocers last week was J. H. Dupre, 373 Wellington St. An entrance was made by cutting the wire netting in front of the window. About $30 represents the amount of this theft. The same night thieves entered the store of Z. Laurin, 276 Sherbrooke Street West. Here they forced the front door, and made themselves at home. When the proprietor arrived in the morning he found they had taken a varied line of groceries, including provisions, butter and cheese, and liquors, as well as the contents of the till.

Managers of the various larger grocery stores of the city are divided in their opinions regarding the extent of Christmas and New Year's trade. When all are taken into consideration, they show that trade has not been up to last year's mark, although the difference has not been great. This condition is more of a reflection of the past year than an indication of the future.

J. H. E. Davis, Montreal, representative of J. McIntosh & Co., Toronto, has returned from a short trip to the Townships. He states that the shortage of water is becoming extremely serious in many parts. E. P. Dame, 182 Bleury St. has a little invention in his store which is of practical value to every grocer. It consists of a small cord arranged from the door along the ceiling to the back of the counter, so that the necessity of coming forward to open the door for a customer is obviated. By pulling a handle at the end of the rope, which hangs about halfway down the store, behind the counter, the door can be opened. The mechanism is extremely simple, consisting of two grooved wheels in the ceiling, in which the cord runs, and sufficient length of rope to reach to the door.

John Robertson & Son, St. Catherine Street West, had a very pretty Christmas window of seasonable goods, consisting of dried fruits, imported confectionery, green fruits, and liquors.

S. Robinson, Esplanade Avenue, who recently sold his business to J. Hurteau, is taking a rest before entering actively into business again. Mr. Robinson, who has been in harness since he was a boy, as grocery clerk, and subsequently as a proprietor, forty years, at least, states that he will not be ready to consider any proposition until next summer as he will take things easy this winter.

Lorne Stewart, Montreal, agent in Quebec Province for John Taylor & Co., Toronto, is attending the annual conference of the staff, at the head office, this week. A. H. Brittain, Montreal, who just returned from Boston, is in Western Ontario this week.

G. M. Gilmour, of the Gilmour Hand Cleaner people has left Montreal for a few days in New York.

Before Stock Taking

We must reduce considerably certain lines of our stock before the first of February, date on which we begin stock-taking.

We, therefore, offer real bargains to the trade, bargains based on reduced prices, which can be verified by any one conversant with the market prices of these products.

Examine the following list of goods carefully, make your choice, ask us for quotations, and you will be in a position to judge the values which we offer you.

Imported Canned Goods: Soups, Fruits and Vegetables "Soleil" Brand. These are products of quality, whose great popularity in Canada is due only to unquestionable value of the products themselves. They are goods which you can recommend in all confidence, and the quality of which you can guarantee without reserve.

"SOLEIL" BRAND SOUPS ***Chervil Soups, Julienne Soups, Printaniere Soups*** are so delicious that they constitute a precious help to the busy housekeeper in winter—and at all times. Consult the following list, it will, no doubt, interest you, as well as the ***reduced prices*** which we will quote you on same.

French Peas,
Giant Asparagus,
Whole Asparagus Extra,
Asparagus Tips,
Beans,
Artichoke Bottoms,
Medleys of Vegetables,
Cut Carrots,
Celery Ribs,
Whole Celery,
Spinage,

"SOLEIL" BRAND

Fruits in Syrup,
Glass Jars,
Apricots,
Pine Apples,
Strawberries,
Peaches,
Raspberries,
Preserves and Jellies of all kinds in glass jars.

DOMESTIC CANNED GOODS. We have a complete stock of all lines in all popular brands of Canadian canned ***Vegetables, Fruits, Meats*** and ***Fish.***

FRUITS: Strawberries, Raspbe ries, Plums, Peaches, etc.

VEGETABLES: Tomatoes, Corn, Peas, Beans, etc.

MEATS: Corned Beef, Tongues, Potted Chicken, etc.

FISH: Salmon, Sardines, Lobsters, etc.

SPECIAL BARGAIN: We beg to call your attention to a special line of fine salmon which can be sold at popular prices, and on which we can quote you prices defying all competition.

TEAS: We are in a position to fill all orders on ***Teas of all grades and qualities*** suitable for all the demands of the trade. We offer special prices on teas during the month of January, prices which will enable you to realize increased profits on same. We pay freight on all orders of Teas, assorted or not, of 200 lbs. and over.

For further particulars, quotations, etc., write, telephone or wire at our expense.

Laporte, Martin & Cie., Ltd., Montreal

Wholesale Grocers and Wine Merchants.



To All Our Friends

We extend our best wishes for a Happy and Prosperous New Year.

James Turner & Co., Limited

Hamilton, Ontario

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BROOMS

Manufacturers have advanced prices over ten per cent. and predict higher prices in the near future. We are carrying a few brooms which we offer at attractive prices. See our travellers.

The Davidson & Hay Limited

WHOLESALE GROCERS, TORONTO

SUGAR

When next purchasing supplies of Granulated Sugar ask for

Redpath

The purest and best—To be had in original packages—

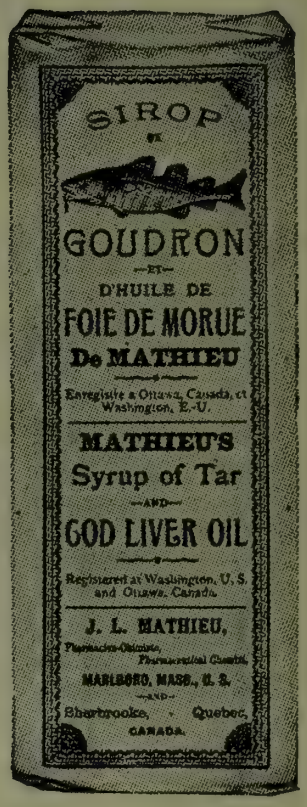
Barrels of about 300 lbs. and Bags of 100, 50, and 20 lbs.

The

Canada Sugar Refining Co.,

Limited

MONTREAL



WHY YOU SHOULD SELL

MATHIEU'S SYRUP

of Tar and Cod Liver Oil

REASON NO. 2

It gives you a decent margin of profit. This profit is all profit. There is nothing to be subtracted from it at the end of the season. No bad or unsaleable stock. No time and trouble spent in persuading people to have it.

Mathieu's Syrup sells all the year round. It is always on the move from off your shelves into your customer's hands.

Mathieu's Nervine Powder is another good seller. Both are necessities in your business.

Mail that order to-day.

J. L. MATHIEU CO., Props., SHERBROOKE, P.Q.

L. Chaput, Fils & Cie., Wholesale Depot, Montreal

HOW TO FREE HIGH HALLS OF DUST-WEBS



THE

Ideal Duster

Solves the Polished-Floor Proposition

The dust problem is constant—like dish-washing—the drudgery of it is split in two with the IDEAL. It appeals to more people as a mechanically correct and necessary device than our Mop, the SELF WRINGER, ever did and we venture the statement that you have for nearly 20 years found our products free from complaints, owing to perfect construction. You can therefore sell as you buy—in perfect confidence. We solicit trial orders through the jobbers.

If you have not received advertising matter with your goods drop a card to us.

Tarbox Bros., Mfrs. Toronto, Ont.

BRITISH DEPOT: 2 Hope Chambers, Liverpool



A Great Convenience
McGregor's Patent
PAPER BAG HOLDER

Holds every size bag. It is out of the way yet permits instantaneous selection, and prevents all waste. Write me for full particulars and prices.

O. P. McGREGOR

175 Borden Street, Toronto



ENGLAND'S MOST POPULAR SAUCE

H.P.'s Popularity as an ideal kitchen Sauce has reached Canada.

The live "H.P." Canadian Advertising is creating a demand for YOU to supply.

The name "H.P." signifies "House of Parliament" and this famous condiment is in use on the dining tables of "the House" and enjoyed daily by the members of Parliament.

Write for samples and prices.

W. G. Patrick & Co., Toronto and Montreal. R. B. Seeton & Co., Halifax, N.S.
Georgeson Co., Ltd., Calgary, Alberta. Ellis & Co., Ltd., St. John's, N.F.
Kelly, Douglas & Co., Ltd., Vancouver, B.C.

MIDLAND VINEGAR CO., BIRMINGHAM AND LONDON, ENG.



Start the New Year right by having on your shelves a full line of

STERLING BRAND PICKLES

These Canadian made Pickles are "Best Sellers" and will help you to make 1909 a prosperous year in your business.

ORDER FROM YOUR JOBBER, OR DIRECT.

THE T. A. LYTLE CO. LTD.

Sterling Road, Toronto, Canada

Re Balmoral Scotch Marmalade It Is a Significant Fact

that all during the hard times period the quality of this superior marmalade did not deteriorate in the slightest degree.

Did You Remark This?

J. W. WINDSOR

MONTREAL

Shirriff's Flavoring Extracts

lead all others in strength and purity. They are the best sellers because they are PRE-EMINENTLY THE BEST.



IMPERIAL EXTRACT COMPANY

18-22 CHURCH STREET, - TORONTO, CANADA

J. H. Lefebvre, the Montreal grocer, who was severely burned during the course of a fire in his store on December 26, died as a result of his injuries last week. He was forty-four years of age, and had been engaged practically all his life in the retail grocery business. He was in partnership with his father at the corner of Dorchester Street East and Panet Street, for several years, but latterly had conducted the business himself.

Western Canada Notes

Reduced Freight Rates at Nelson—Lower Meat Prices Expected in British Columbia.

VANCOUVER, B. C.

January 2.—The holiday trade has been extremely satisfactory in all lines, and few dealers have a small business to report. Not only in the city did the trade come up to expectation, but retailers in the interior declare that this was as good a season as they ever experienced. The end of the year saw rapid recovery in many lines, with collections fairly good. The prospects for a heavy spring trade are of the best.

A feature of the market at Christmas, which did not materialize, was the expected cutting of prices of turkeys and fowl by the opposing interests of Swift & Co. and the Pat Burns Co. These two concerns are now battling for the coast district, and the first-named company, which has recently entered the field, is making a strong effort. A large abattoir and packing house has been established at Edmonton by the Swift people, and as this is in the centre of the cattle-raising district of Western Alberta, the slaughtering is done there and shipments of dressed beef made to the various cities of British Columbia, in which branches have been started. In Vancouver, the name is Cromwell Ormsby Company; in Prince Rupert, J. A. Glassman is manager; W. J. Ovans was in Revelstoke making arrangements for opening up there. With stores like these, the Swift Company is ready to make an onslaught, and on Christmas Eve it was announced that the prices of turkeys would be cut by either or both, and people were on the lookout. Many held back buying, but the reduction did not materialize. Still, it is expected that meats, etc., will not be so high if these two concerns battle for the trade. The demand for dressed beef, which is brought here in refrigerator cars is large.

The fact that merchandise is now brought from Europe via Mexico and up the coast to Vancouver by the recently established line of steamers between Vancouver and Victoria and Mexican ports, will mean a readjustment of trade relations with the Canadian East. In the past nearly everything has come via Montreal, the large importing houses in the East acting as distributors. This was changed somewhat when the Blue Funnel liners came here from Liverpool, bringing direct consignments, and now further change will follow with the new route opened by way of Mexico. The Lonsdale, which is now in port, brought the first shipment from Liverpool, which arrived here 47 days after shipment. With these goods coming from the north of Europe, and the Chargeur-Reunis liners bringing goods from the south of Europe, trade relations will be much altered.

Local grocerymen are watching with interest the war between the wholesale grocery firms of Schwabacher Bros. & Co. and the National Grocery Company, which operate in the territory just south of the line, and not far from Vancouver. The former firm has declared its intention of following the latter to every city on the Pacific coast in which the latter may locate, and the latest scene of conflict is Bellingham, which, with Seattle, holds considerable intercourse with Vancouver and Victoria, having direct boat connection.

The marriage took place this week of J. W. McIntyre, who conducts a grocery at Cedar Cottage, on the city limits, to Miss Gertrude Billedeau, of New Westminster.

Howard Thompson has taken over the grocery business in Mount Pleasant conducted by R. Y. Blackhall. Mr. Blackhall will not leave Mount Pleasant.

Cosgriff & Bonnor have opened a grocery in Kaslo.

J. M. Doyle has been appointed district manager of P. Burns & Co.'s numerous branches in the interior, and will move from Revelstoke to his new headquarters at Nelson.

Fleming & Son, grocers, of Nelson, B.C., have moved into their new store. They are located in the suburb of Fairview, where they started the first grocery store eight years ago, and have now erected the first two-storey brick structure in that part of the city. The building cost between $6,000 and $7,000, and, with a $3,000 stock and the best of fixtures, they have one of the finest stores in Nelson.

Merchants of Nelson have been successful in securing reduced rates on several commodities which will go a long way toward increasing business in that city, which is becoming more and more a centre of trade for the Kootenay and Boundary districts. In a recent conference with the C.P.R. officials, it was arranged that on certain commodities, such as canned goods, poultry, butter, eggs, and similar products, substantial reductions would be made, while reductions will also be made on other lines. The questions of class and commodity rates were thoroughly discussed, and the railway company promised to give reductions to average not less than a certain figure and will go into the question further and endeavor to make even a greater reduction. These reductions will apply to both summer and winter rates.

From Ontario Correspondents

Fire Destroys General Stores at Bracebridge — Barrie and Kingston Have Grocer Mayors——Trade Represented in Councils of Several Towns.

LONDON.

January 5.—Stocktaking among the wholesale grocers is nearly completed, but not until the figuring up has been done will the results be definitely known. Enough is already known, however, to show that the year just closed was a good one. Some dealers declare it was better than 1907—and all view the outlook optimistically. Profits on sugars have been fair, fluctuations being fewer than in 1907. Local wholesalers were not seriously affected by last week's drop of 10 cents in price, as they have been living from hand to mouth so far as this commodity is concerned and were not caught with large stocks. In other staples there is very little change. Christmas fruits are pretty well cleaned out. Canned goods, which have been slow of sale, should begin to move shortly. Stocks in local warehouses are not very large.

Travelers started out on the road again Monday, after the Christmas holidays, although many remained in town long enough to cast their ballots in the municipal elections.

The retail trade is now experiencing the customary post-holiday quiet. As a rule, business during the past two weeks has been very good.

The only municipal office filled by acclamation was that of hospital trustee, Samuel Screaton, of Edward Adams & Co., wholesale grocers, being re-elected to that office for the third time.

BRACEBRIDGE.

January 7.—The Wm. Ross Co. have purchased the grocery stock of the late W. J. Leader & Co.

Christmas trade in our town was above the average, each firm doing a good, lively trade. Fortune favored the merchants with good sleighing and brisk weather. One feature noticed by everybody was the beautiful and carefully dressed windows. The grocers vied with one another in a friendly spirit, making

all the displays very attractive. One traveler remarked that Bracebridge can hold its own in window displays.

Hutchison Bros. speak highly of trade since they introduced the cash system, on account of its bringing many new customers, and formally creating a better friendship between buyer and seller.

George Hale, late of London, England, has taken a position as accountant with Hutchison Bros.

The fire of last week proved a very disastrous one. Six merchants were completely burned out, with a loss of fully $100,000. Those interested in the grocery trade being Axler Bros. and John Carruthers, both general merchants At one time, owing to the increasing gale, the north side of Manitoba Street seemed in danger. The stores occupied by Fenn, Anderson & Co., J. P. Humphries and Hutchison Bros., were so close to danger that a hasty removal of valuables was resorted to. But the wind changed, and the town was saved. Already since the fire the owners of the blocks destroyed are arranging for new material, and by June a row of new, handsome stores will replace the old land-marks destroyed by fire.

Christmas window display worthy of mention was one in a large grocery store in town. A wolf, shot in Muskoka on November 6, and set up in Bracebridge, was the feature. It was surrounded by Christmas fruits and candies, with a large sign overhead reading, "Keep the Wolf from the Door by Buying Your Xmas Goods Here." It brought the people, too.

OTTAWA.

January 7.—Fowl dealers who carried heavy stocks for the New Year's market were certainly in luck this year, and smiling faces are in strong contrast to the somewhat attenuated cast of features exhibited by the sellers of the finny product of ocean, river and lake, on the Ottawa market the day before New Year's. No dispensation having been received as to the eating of meat on New Year's day by Roman Catholics until the noon previous, the fishermen had already begun to display that happy smile characteristic of dealers who know their stock is going to sell like hot cakes. Some had even begun to whisper of a rise in prices similar to that in turkeys before Christmas day. It was not to be, however, and a cruel fate again drove home the meaning of the proverbial "fisherman's luck." But if the fishermen could not put up the prices the turkey men did, and the day before New Year's was as good as the day before Christmas. Apparently thinking that as some of the people hadn't expected to be able to eat turkeys they should be charged extra for the surprise, prices were boosted away up. The average figure at which turkeys were selling was about 25c per lb. and in some cases it worked out to 30c. Chickens were also high at 90c to $1.25 for specimens that evidently had not died of fatty degeneration; while ducks sold from $1 to $1.25 per pair, and geese for $1.50 to $1.75, which figured out about 22c per pound. Beef was from 4½c to 6c and there were large quantities offered for sale, while pork on the contrary was scarce and was rated as high as $10, in fact it could not be purchased for less. Butter was a little easier than for some time past and prices for pail did not go above 37c. Eggs, however, were dear and as high as 60c was asked for the strictly fresh variety.

John D. McGregor, wholesale fruit merchant, Ottawa, has assigned to Wm. A. Cole.

The holiday season is over and the Ottawa merchants speak in gratifying terms of the result. Good roads, mild weather and the Christmas spirit brought out the buying public in large numbers, which is satisfaction indeed to the grocer who spends so much time in "fixing up" for the holiday trade.

The course of instruction in smiling which is proposed in the public schools of one of our large cities ought to be popular. Will it be given by the teachers of gymnastics or psychology? Will it be compulsory for the girls and elective for the boys? Will it be possible to escape it by passing a satisfactory examination? Clerks, one would think, should be the first patrons of such instruction. What is there about the task of selling groceries which casts a gloom over the countenance of the seller? It is stated to be a curious fact that "drummers" are a smiling race, and clerks a sad one. Yet one would suppose that begging folks to buy would be a less cheerful occupation than being entreated to sell.

PETERBORO.

January 5.—After one of the closest races for aldermanic honors in the municipal history of Peterboro, Geo. A. Gillespie carried off first honors with a majority of ten over his next contestant. Last year he was a close second and by his work during the past year he has gained the confidence of the public in his ability to deal wisely with public matters, influenced only by the best interests of the people.

Ald. Gillespie is one of Peterboro's leading grocers, being in partnership in the firm of White and Gillespie. He was formerly a cheese-maker at Central Smith factory, to the north of the city, and after a number of years' experience came to Peterboro' and has been particularly interested in dairying, their store carrying a special line of supplies for the manufacture of butter and cheese. He has been the largest cheese buyer on the local market during the past year and has been recently chosen as the representative from Peterboro' district on the Board of the Eastern Ontario Dairymen's Association, having been re-elected to that honor. Ald. Gillespie is also vice-president of the Board of Trade of this city and altogether occupies a prominent place in the business and public life of Peterboro. He left on Tuesday to attend the convention of the Eastern Dairymen, which meets in Prescott on Wednesday, January 6. Ald. Gillespie will hold office for two years, being among the six securing the highest votes.

E. F. Mason, proprietor of three retail grocery stores in Peterboro, was elected a member of the Board of Education. He was given the distinction of being the only new member elected out of the three aspiring for the honor. Three of the old members out of four in the field were also returned. Mr. Mason has been in civic life before, having served in the city council for some years, part of which time he was chairman of the finance committee. By the system of electing school trustees in vogue in this city he will hold office for two years without having to come before the people during that time.

BARRIE.

January 5.—James Vair, one of Barrie's best business men, is our new Mayor. He defeated John Bennett, the Mayor for the last two years, by 255 votes. Sam Calwell, another old grocer, was elected by a large majority to the office of Second Deputy Reeve.

W. D. Bothwell, the last year's candidate for Ward Three, was defeated by a small margin of thirty votes. John Little, one of the Sixth Ward business men, was elected First Deputy Reeve. Chas. Powcher is the Sixth Ward's new alderman.

New laid eggs are coming in more freely this week, and are selling at from 28c to 35c a dozen. Butter can be bought for 25c a pound. Turkeys sold at 15c to 17c, chickens 14c, geese 12½c, and old fowl at 9c and 10c a pound.

CHATHAM.

January 5.—A warmly contested municipal campaign has resulted in placing three grocers in the city council. For the mayoralty, John Edmondson, the St. Clair Street butcher, went down before W. H. Westman, of Westman Bros., hardware firm. The three grocers who comprise one-third of the membership of the 1909 council are Wm. Anderson, John McCorvie and Harry A. Andrew. Mr. McCorvie, who was chairman of the Board of Education last year, polled the magnificent vote of 1,251, coming within six votes of heading the list—a striking tribute to his general popularity amongst all classes of citizens. Mr. Anderson has been for several years a member, and is an ex-chairman of the Library Board, and president of the Retail Merchants' Association, and, for a newcomer into the hurly-burly of municipal politics, made a good run, taking sixth place with a total vote of 855. Ald. Andrew secured ninth place, with a vote of 700. He has served one year already in the council and is one of the two members of the 1908 council who will occupy seats in that body for 1909.

It was thought by many that the famous market by-law would be a substantial issue in the municipal elections and from all accounts quite a few voters were influenced by it. Several candidates followed the lead of Fred H. Brisco in declaring themselves in favor of closing the market against butchers, grocers and wholesale buyers until 10 o'clock Saturday mornings, instead of leaving it open as at present. Though the market by-law undoubtedly influenced some votes, its influence was not as far reaching as had been imagined, Mr. Brisco, who brought up the issue in the first place, himself going down to defeat.

The Niagara power plebiscite on which Chatham in common with many other western towns voted to-day, carried by

an overwhelming majority, the vote standing 859 for, to 377 against.

On the occasion of the concluding meeting of the Board of Education for 1908, held last Tuesday evening, the retiring chairman, John McCorvie, entertained his colleagues to an oyster supper at Crump's restaurant.

Poultry was scarce on the market last Saturday, and prices continue high. Eggs sold for 30c a dozen, and it is claimed that the vendors are endeavoring to boost butter to 30c a pound.

There has been a certain stiffening in the pork market of late, the price this week for live hogs being $6, and for dressed, $7.50. Dr. Bruce, Government Inspector for this district, while in the city, stated that Kent County hogs are in an exceptionally healthy condition, the percentage of hogs even slightly affected with tuberculosis and other diseases being very low.

Robert E. Pillsworth died on Tuesday last at his home, Thames Street. Interment took place at Brantford on Friday. Mr. Pillsworth was formerly in the grocery business here and was 46 years of age.

W. G. Burrows, assignee of R. I. Weaver, advertises the auction sale of the grocery and meat shop stocks, fixtures and good will for January 7, at 2 p.m.

On New Year's eve a very pleasant celebration took place at the Sunday school room of the First Presbyterian Church, the occasion being a congregational gathering in honor of the 90th birthday of Kenneth Urquhart, the "grand old man" of the church. Mr. Urquhart, who is still hale and hearty, was one of the pioneer grocers of Chatham, coming here 64 years ago.

John Simpson, of New Ontario, is visiting in Merlin, where he formerly conducted a grocery and general store.

ST. CATHARINES.

January 5.—B. W. Robertson, wholesale grocer, of Kingston, has purchased the greater portion of George B. Darker's fruit farm on Ontario Street, just outside the city limits. G. A. Robertson, son of B. W. Robertson, has a large fruit farm directly across the road from the land purchased by his father, and it is understood that the new purchase will be under the control and supervision of G. A. Robertson. Fruit farming in this district pays well.

Mr. Searles, proprietor of the Niagara Falls Grocery Company, Niagara Falls South, purchased the bankrupt stock of Rawson, Humberstone, and is disposing of the same at retail.

J. T. Petrie, proprietor of the American Bazaar, was the only candidate elected for municipal honors that is interested in the grocery business. Mr. Petrie was elected for another term as alderman, following which, it is stated by those who know, that he will be entitled to be elected for Mayor of the city. Mr. Petrie has a grocery department in connection with his establishment.

The local wholesalers report the usual after-holiday quietness in the trade, and the usual tightness of money. Otherwise conditions are very favorable for a heavier volume of retail business this January than that of last year.

LINDSAY.

January 5.—The Christmas trade for the year 1908 was on the whole good, and good cheer and prosperity at present is felt on all sides. Those in the business who know whereof they speak state that they have never experienced a better season. The money market has loosened up considerably, as far as Lindsay is concerned, and prospects look bright in the grocery line. Even during the week following Christmas, trade has been brisk.

The Christmas Fair, which was so well covered by your staff representative, proved to be a boon to the merchants. People flocked to town and spent their money freely. In fact, many a store had more customers than their augmented staffs could cater to. Adams Bros., proprietors of one of the oldest established grocery stores in town, state that they had an overwhelming number of customers.

The grocers are now looking forward to another busy week on the days of the annual exhibition of the Lindsay Pet Stock and Poultry Association. The dates have been fixed for January 26, 27 and 28. It is expected that the show this year will exceed all past records and large crowds will visit the town on the above dates. The farmers in the surrounding country are evidencing an interest in the show, and will exhibit fowl, etc.

Some time ago the grocery firm of Laidley & Newton severed connections and sold out. Bert Laidley leaves this week for Huntsville, where he has accepted the managership of the grocery department of one of the largest general stores. Mr. Laidley has had considerable experience in the grocery trade, coming to Lindsay from Omemee. W. E. Kelcher, of Gough's clothing store, is also leaving to accept a position as manager of the above department of the same store at Huntsville. Both young men held offices in the local Court C.O.F., and last week were presented with emblematic stick pins and rings by their fellow members of the lodge.

Graham Brothers have secured the grocery business formerly conducted by Laidley & Newton.

Louis Primeau, who has conducted a grocery business in Lindsay for several years, and who has enjoyed a splendid patronage, is advertising his business for sale.

INGERSOLL.

January 5.—Two of Ingersoll's widely known and enterprising grocers will occupy seats at the council board of 1909. They are S. M. Fleet and C. A. O'Neill. Mr. Fleet was elected reeve in Monday's contest by the large majority of 334 over F. Richardson. Mr. O'Neill was elected alderman by acclamation. Mr. Fleet for several years has taken a prominent part in municipal affairs. He is a convincing speaker, shrewd at figures, and both in the town and county council has rendered valuable service. That this is the case was emphasized by the overwhelming majority which he received. Mr. O'Neill is not a new member of the council. He has rendered good service in the past and is always wide-awake to the best interests of the town.

More than usual interest was attached to the municipal election on Monday by reason of the voting on the local option by-law. For weeks a vigorous campaign had been conducted in the interests of local option and the outcome of the vote was awaited with keen interest by citizens generally. The situation was one of peculiar interest to the merchants in view of the conflicting testimony that was frequently adduced as to the working of local option in other municipalities. As far as the activities were concerned in regard to getting out the vote, both sides appeared to be on about the same footing. They were thoroughly organized and the result was that the largest vote in the history of the town was polled. From the moment the polls opened until their close there was a keen race for the voters and there were very few who did not avail themselves of the opportunity to mark the ballots. There was a total of 1,233 votes polled. The by-law was given a majority of seventy-nine, but was defeated, as it received eighty-four less than the required three-fifths of the total vote.

TORONTO.

December 5.—The Toronto Wholesale Fruit Dealers held their third annual ten-pin tournament on Wednesday night, Dec. 30, at the Toronto Bowling Club alleys. The contest was by far the most successful yet held as about a hundred bowlers participated. The scores were:—

Class A—J. E. Thompson, highest single frame, 191; W. B. Stringer, first highest aggregate, 532; F. A. Matthews, 513; Geo. Alcott, third, 504.

Ladies—1, Mrs. C. Langskill, 94; 2, Mrs. W. B. Stringer, 78; 3, Miss Ryan, 68; 4, Mrs. McBride, 67; 5, Mrs. Geo. Everist, 67; 6, Miss Knott, 60; 7, Miss C. Hands, 59.

Class B—Highest single frame, Ed. Millen, 179; first highest aggregate, O. E. Stringer, 445; 2, C. Dawson, 432. E. Millen also highest aggregate, 497.

Class C—Highest single frame, A. G. Duncan, 200; first highest aggregate, W. McEwan, 410; 2, H. J. Ash, jr., 395; 3, H. J. Ash, sr., 385. Duncan also highest aggregate, 491.

A NEW GROCERY CATALOGUE.

A new catalogue of grocery supplies has just been issued by Eby-Blain, Limited, wholesale grocers, Toronto. The catalogue is comprehensive, covering practically everything handled in the grocery trade, is well illustrated with cuts of the various articles and goods described, and contains a great deal of valuable information for grocers, such as tables of measures, the standards of various lines of goods, and pointers about business. The Eby-Blain Co. will send a copy of the new catalogue to any grocer on request, if The Canadian Grocer is mentioned.

The travelers of St. Hyacinthe will hold a banquet on Saturday evening, January 9. A good programme has been prepared.

UNIQUE METHODS WIN SUCCESS

Michael Fury a Woodstock Grocer, With Ideas of His Own—The Cash System and No Delivery Features of His Store.

"Honest" Michael Fury, of Fury & Thompson, Woodstock, is a grocer who has made money in his business, and he has been successful in a way that is contradictory to present-day methods. In length of service he is the oldest grocer in that city and after Mr. White, the dry goods man, the oldest merchant in business in Woodstock. He is well known to the grocery travelers of Ontario, every one of whom speak of him in the highest terms. It is his method of conducting business, however, which makes this sketch interesting.

Mr. Fury was not born to the grocery trade, nor in his younger days did he give much thought to it as a means of livelihood. Born in Ireland, as a boy he came to Canada and settled at Hamilton, where he learned his trade as a cabinetmaker. This was about the time of the Civil War in the United States, and tempted by a flattering offer Michael went off to St. Louis. He returned, however, and went to Dundas, where he worked for a while. A chance for a good position as foreman at his trade took him to Woodstock, and so well was he satisfied with that city that he decided to make it his abiding place.

Started in a Small Way.

Work fell off and one by one his men lost their places, and Mr. Fury bethought himself that before his turn came round he had better prepare himself for eventualities. He bought a lot near the market on Dundas Street and opened up a little grocery store with some candies and a few general lines. That was about 40 years ago; and his business is at the same stand to-day. The Buffalo and Goderich Railway line had been but completed at that time and as Mr. Fury knew his grocery business would not stand too great a strain: he saw a chance to make money by bringing in fish from the lake ports and he seized the opportunity. At first on foot and afterwards (when he could afford it) with team he went to Tavistock, the nearest railway point to Woodstock, for the fish sent on to him from Goderich. He disposed of some on his way back to the city and the rest he sold in Woodstock. The profits went towards building up his grocery business.

Afterwards he was able to bring groceries to the settlers along the road between Woodstock and Tavistock and on his return sell them his fish. He was doing very well, but the building of the Great Western road through Woodstock brought that city in closer touch with the outside world and to some extent curtailed his business. Mr. Fury now devoted his energies to building up his grocery business and the rules he laid down then continue to govern the business to-day. The rules were simple, and but three in number—honest in every business transaction; sell only for cash; and deliver to no person. To-day Fury & Thompson are the only grocers in Woodstock who have no delivery wagon.

Makes No Deliveries.

Now at first sight there seems to be a lack of business foresight in this, for a person would naturally expect to have goods which are bought and paid for delivered to one's home, but Mr. Fury avers it works another way. The expense of delivery saved him he chops off the price of the goods and so he has customers attracted from all parts of the city to his store.

The Cash System.

Another peculiar thing about Mr. Fury's business is that until lately he did not use a book in the whole store, not even a counter check-book, and it was only on his retirement from business a few months ago that at the earnest solicitation of his clerk that he agreed to try them. The clerk found that persons who bought say four articles one day would come in the following day and ask for a fifth article, saying it was bought and paid for the day previous, though this might not be the case. Mr. Fury would without question accept the word of the customer and hand the goods over the counter. How much he lost in this way will never be known. Another point; Mr. Fury was never known to press a sale; nor did he ever praise the merits of any of his wares. His only comment on filling an order was "Is that all?"—and he let it go at that.

Though himself out of the business worries (his son-in-law, Mr. Thompson, continuing the business) Michael Fury is behind the counter every day, and though he is over seventy, is as spry and as active as the youngest clerk. In memory of the old days a large water-tight tank filled with fish stands outside the store and many an old-timer still goes to Michael Fury for his fish supply.

If one were asked as to the cause of his success in spite of apparent contradictions of business methods the answer would likely be because of his absolute honesty and his selling for cash, and this in spite of the fact that he did not oblige his customers by delivering his goods.



INTERIOR WHITE & GILLESPIE'S GROCERY, PETERBORO'.

PERSONAL NOTES.

Wm. Anderson, of the Davidson-Hay traveling staff, was happily married on December 30 to Miss McLenghan, of Perth. The ceremony took place at the bride's home and the happy couple left afterwards on a short honeymoon trip.

The cocoa crop, as is estimated in a report from Guayaquil, Ecuador, South America, is the largest ever produced in that country, amounting to more than 2,000,000 pounds. The price there, it is said, averages about 50 per cent. less than last year.

H. H. Livingstone, who has represented the Pure Gold Manufacturing Co., of Toronto, in Ottawa and the Province of Quebec for sixteen years, has taken a position with Mayell & Co., Toronto, and will cover the same territory in their interest. Mr. Livingstone was in Toronto this week completing the arrangements for his new work, and made a pleasant call at The Grocer Office.

SELLING DANGEROUS COAL OIL.

The first information for the sale of dangerous coal oil has been laid by Inspector Earl, of the Inland Revenue Department, against D. A. McIlquhan, hardware merchant, Alexander, Man., who, it is alleged, sold kerosene which caused the death of Miss Raymond about three weeks ago. Inspector Gosnell obtained a sample from the barrel, which flashed at 65 points, twenty points below the required standard.

AN ATTRACTIVE BISCUIT WINDOW

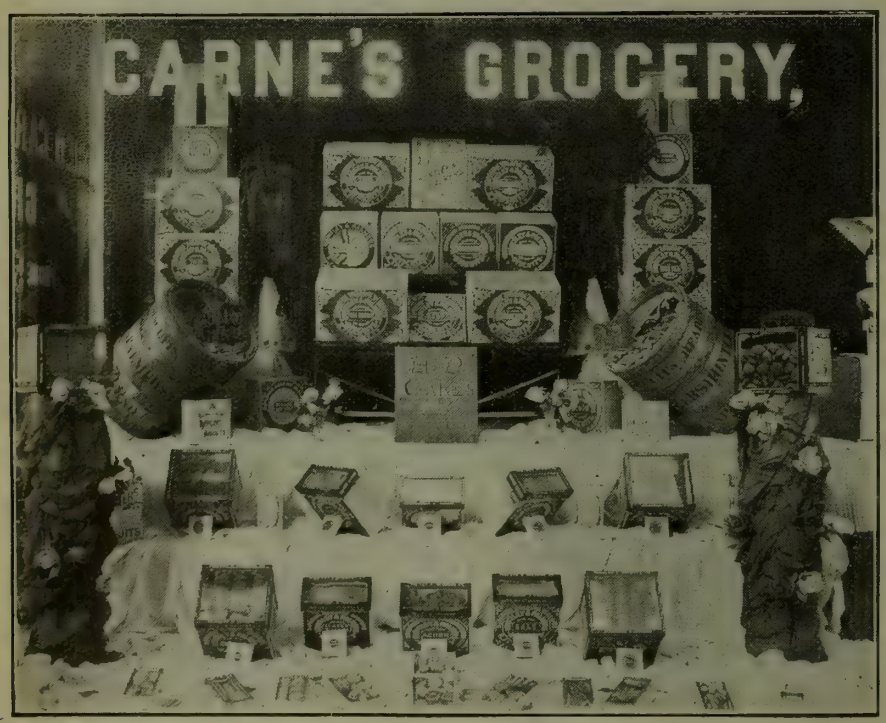
Timely Suggestion From a Pacific Coast Grocer—The Several Varieties of One Line of Goods Make Striking Display—Some Points of Excellence.

The early months of the year are a particularly good time to push biscuits. In consequence of this, some attention should be given these goods in window display. As a helpful suggestion along this line the photo on this page is presented.

The window here reproduced appeared in the window of Fred. Cairns' grocery, Victoria, B.C., a few months ago and was dressed by Harry Young, several of whose good windows have been presented to Grocer readers during the past year or two.

Mr. Young has certainly made a success in this case. The window is a daisy, both from the standpoint of attractive and selling qualities, and must have proved very effective.

The arrangement, in the first place, is to be commended. Mr. Young has followed the plan of using only one line of goods, and of showing these in the several forms in which they come. This provides for a good display without the tendency to overcrowding which is so evident in most grocery windows.



A Well-arranged Grocery Window Fro m Victoria.

The display of the biscuits in the small boxes in the front of the window shows particularly the appetizing quality of the goods. The larger boxes, behind, while showing other varieties also give a good impression as to the packing and the display in the holder above carries this idea further.

While the addition of floral decorative material is not always advisable in a window of this kind, in this case this feature has been most judiciously used and the two draped pillars trimmed with roses help both to give an air of daintiness to the goods and to fill up corners which otherwise would appear rather empty and awkward. The smaller bouquets in the glass holders on the top step of the window might just as well have been omitted.

There is only one feature of the window which impresses us as deserving of criticism and that is one of omission rather than commission. While price tickets appear on a couple of articles they might with advantage have been used in connection with nearly all the other lines. People like to know the price of things and if they take a fancy to a particular line of biscuits they would be pleased to know the cost even without inquiring.

WINDOW DRESSING HINTS.

Make your window displays such that people will know all about one article or group of articles or one line of goods at a time, and will not have merely a faint idea of what it is and what you have.

Don't make your windows like a catalogue of your stock. In each display there should be one particular article or bargain better and more attractive than all the rest, and it should be made to stand forth as prominently among the other articles as shines the moon among the stars on a clear night. This one article should attract and hold the attention until the mind decides on a look further along.

It is better to show one article to good advantage than a window full of various goods where nothing possesses individuality.

You should not place every line of goods you carry in your windows at one time. Your windows need not have an empty appearance. The secret of good window dressing is as much in good judgment of correct quantities as in artistic grouping or in knowledge of kinds of goods to be displayed.

In window displays new articles, like new methods, are better than old, as they connect the idea of freshness and up-to-dateness of the store's stock.

Variety, change, constant newness, are features which will be a great help in pleasing the masses of the people.

Everyone dislikes monotony. You might be very fond indeed of some particular dish, but if it appeared on your table day after day you would soon tire of it. The same in equal force applies to show window sameness.

Give window dressing a practical test to satisfy yourself that it is necessary to your business. People generally are not anxious to buy. You must tempt them and thus make them buy.

DELIVERING MAIL IN NORTHERN CANADA.

Carrier's Long Tramp Through Outskirts of Civilization.

Fred. B. Halvard, a trusted employe of the Hudson Bay Company, left Edmonton a few days ago with the winter's mail for Fort McPherson, two thousand miles away. The journey will occupy six months. Leaving Edmonton, Halvard drove out as far as Lac La Biche, where the mail was transferred to a dog train, which will be used as far as Fort Resolution, where a relay will be obtained for the rest of the journey.

The mail for these fur trading posts far beyond the outskirts of civilization had been collecting at the Edmonton post office for some time. Persons from all parts of the world who have friends in the bleak lands of the North, and who have no means of knowing exactly when the mail will leave, had been forwarding letters, newspapers and magazines in large quantities, the bulk of the latter being reduced by the tearing out of the advertising pages.

When the mail was weighed just prior to leaving, it was found there were 30 pounds of registered mail, 37 pounds of ordinary letters, and 886 pounds of newspapers and magazines, making a total of 953 pounds. This is the largest mail ever sent North at any one time.

The Hudson Bay Company contracts to carry 300 pounds of mail to Fort Resolution, and 300 pounds to Fort McPherson and intermediate points. All mail for the furthest point north was taken, but part of that destined to Fort Resolution and intermediate points was left behind and will be forwarded with the next batch on January 27. Mail from Fort Resolution will be brought back to Edmonton in about two months, but it will take six months to get a reply to letters now on their way to Fort McPherson.

R. J. Sharp, representing W. P. Downey, the White Dove man, Montreal, leaves on Monday for a trip through Western Ontario.

WHAT TO DO IN JANUARY

Stocktaking Should Be Given First Attention—Get the Holiday Decorations Down and New Ones Up—A Chance to Push Biscuits and Canned Goods.

Like all wise merchants the progressive grocer will at the beginning of the year take a little time to himself to look over the business field, more minutely examining the situation as it affects his own business. He will study the conditions of trade during the past year and compare them with previous years, and more particularly will he look into the state of his own business; see wherein he has gained or lost; what were the profitable and unprofitable lines he carried; how he won trade and how he failed; and, indeed, examine thoroughly all the ways, means and methods of conducting his business. This delving into the past will prove helpful in drawing out his plans for building up the coming year's business, for experience is a wise teacher and will prove a useful friend in passing round the tight corners.

Being at the commencement of the year, January is or should be the month for stocktaking. Some grocers prefer to do this work before the end of the year, and some other and more advanced grocers have in vogue systems for showing at any time the state of their business. All grocers, however, are not in this class, and for the great majority of grocers, Christmas and holiday trading is so heavy during December that January is here before they get a chance to look at their books and examine the year's business. Another point in January's favor is that it is not a buying month and stocktaking may be more readily done during that month than perhaps at any other season of the year. At any rate, once a year the machinery of trade should be examined in order that the condition of affairs may be obtained. Some of the smaller grocers may think stocktaking unnecessary, but they cannot doubt that the process is beneficial. The larger grocers cannot afford to let a year go by without taking stock. It may not be necessary to count, weigh and measure every article, though that is a safe plan, and may be the best means, if a stock book is not kept. The goods on hand should be valued at cost price, as that is the only safe way, and many grocers deceive themselves by invoicing their stock too high. Stocktaking, besides showing the grocer his present worth will also bring to his notice shelf-worn goods and grocery articles put away in out-of-the-way corners that might otherwise not see the light. It will be helpful, too, in showing what is dead stock, and the wise grocer will know how to order and what quantities to order for his business in future. One of the greatest preventives of failures in the grocery, and, in fact, any business, is the annual stocktaking, and the stocktaking should include accounts as well as goods.

This planning for the future should also be an uppermost thought in the grocer's mind at the beginning of the year, for while mistakes may have been made in the past, yet "it is useless crying over spilt milk," and the only thing that counts is the rectifying of errors of the past, and the making plain sailing where shipwreck had occurred. Results are what count every time.

Get Down the Decorations.

Getting back to the store and his business probably the first thing the grocer will do is to discard the Christmas and holiday decorations which did duty during the recent weeks. While they look pretty and give an attractive appearance to the store, yet they are apt to get dusty and in need of repair and renewing if left too long. Some grocers who in the past went into Christmas decorations on an extensive scale, this season tried out grocery lines only as the means of giving their stores a holiday appearance. Of course, all admit that brightening up at Christmas time, whether by means of holly, bunting, flags, flowers or other decorative materials or simply by bringing forward holiday lines is very important, and, if important at Christmastime, why not at other seasons? This forces the thought of interior display, which of late has come very much to the front, and which goes hand in hand with window display. One means of interior decoration used by a merchant in one of the smaller centres of Ontario is the use of empty cartons. This grocer saved up all the cartons of breakfast foods and other grocery lines, and when he had sufficient he made an arch or some attractive design, and placed it in a fairly prominent position. These cartons also prove useful in filling up the space above the shelves where it is difficult to reach grocery lines if placed for sale. These cartons are cheap since they cost nothing, and but little work is necessary to work up an attractive showing. Changes can be made frequently; indeed, should be made, for change gives life to the store, and the progressive grocer should show that he is up-to-date and very much alive.

Bring Out the Canned Goods.

And now we are on the rim of the inner circle of the canned goods season, and these lines should be pushed by giving them prominent positions, both in window and interior displays. There are so many lines of canned goods these days that a grocery store could easily be filled with them. Perhaps by dividing them into sections or by devoting one continuous line of sheves to each group, the grocer may keep his stock in order and know just what he has and where he may immediately place his hand on any article of food required. For instance, take four general divisions of canned goods—meats, fish, vegetables and fruits. They could either be placed in four divisions in the store, or, perhaps, a better arrangement might be to devote a shelf to each division. This latter arrangement would show the customer at a glance that canned goods of all kinds were carried, though it might not show all the varieties in each division. During the colder months there is a good demand for canned goods, and as the season progresses the families' preserving larders get lower making a still further demand for fruit and sauce lines.

Breakfast foods could well be used to accompany the canned goods display, for this is a splendid time to devote some attention to cereals. Quite an attractive interior picture can be made with canned and cereal goods, and bottled catsups and sauces might be used to help out.

Time to Push Biscuits.

Biscuits are also a good seller during this month, for they will prove a big change after the home baking of the Christmas season. This is not a rap at home baking, but the housewife is surely tired after the strenuous holiday season and she will welcome with relief the change to normal conditions.

With interior arrangement should also go window display, and the four lines mentioned might be used with advantage in making a showing of seasonable grocery lines. These window displays should be changed frequently, just to show that the grocer is alive and doing things. One week canned goods might be shown; the second week cereals; the third week bottled lines, and the fourth week biscuits. The whole scheme of window and interior arrangement is based on the theory that window display attracts trade and interior display holds it.

What About the Odds and Ends?

Perhaps there are some odds and ends of holiday groceries left after the Christmas season, and the grocer, of course, wishes to dispose of them instead of having them wasted or holding them over a year. One method, and a very good one, is to make neat counter displays of them. For instance, there are some broken boxes of figs, raisins, currants, etc. These, if put up in pound bags or ten-cent lots, and given space on one end of the counter, with a neat little card attached, will go out with readier sale than otherwise.

These few hints added to the regular methods of conducting a grocery store should be helpful in making January's business returns better than those of January, 1908.

MAPLE FIRM LIQUIDATES.

The Canada Maple Exchange Co., Montreal, has gone into liquidation on the demand of William Stevenson. James S. Speer has been appointed provisional liquidator.

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CENTRAL BOARD FOR TRAVELERS

Probably as a result of the usual annual meeting of the different travelers' associations having taken place, there has been considerable talk lately about the old suggestion that the different bodies appoint a central executive board to look after the affairs of the travelers for their greater good. It is too bad that nothing definite along these lines has been accomplished, for the idea is admitted to be a splendid one. Probably it is because no one has given the matter really serious thought as yet that no action has been taken. Why cannot one of the five large associations of travelers we have in Canada bring this matter up at a meeting of the executive? The question might be discussed, and steps taken to find out how the other bodies feel—through their executive, of course. This would start the ball rolling, and surely it is not expecting too rapid progress to hope that the whole matter would be ripe for discussion at the next annual meeting of the associations. Roughly speaking, there are 21,400 travelers in Canada belonging to the different associations, divided as follows: Commercial Travelers' Association of Canada, 8,600; Dominion Commercial Travelers' Association, 6,200; Northwest Commercial Travelers' Association, 3,200; Western Ontario Commercial Travelers' Association, 2,600, and Maritime Commercial Travelers' Association, 800. These figures are approximate. Supposing a central executive board of ten, composed of two members from each association were formed, would it not be a fine institution? After all, the interests of the traveler in Halifax are those of the knight of the grip in Winnipeg, except for local considerations, and most assuredly a representative executive board would wield a powerful influence for the betterment of conditions among the travelers generally.

The voice of an executive representing 21,000 live business men would be heard with deeper respect than the voice of a similar executive representing but 8,000 members, or only 800. Railways, hotel proprietors, liverymen, business institutions, and people generally would be more impressed with the larger number represented, while criticisms and suggestions would carry greater weight than ever before.

Let somebody get busy right away and start the ball rolling. The man who makes the first move will start a mighty good thing.

DON'T NEGLECT STOCKTAKING.

Generally speaking, the keynote of success in any business is good, systematic management. The grocer usually knows this but it is not always that he puts his knowledge or his time to the best advantage in following along the lines dictated by his judgment. One of the most important duties at the opening of a new year is stock-taking. Every grocer should have an intimate acquaintance with the quantity and value of goods on his shelves in order to estimate whether he has advanced or deteriorated in his business during the year gone by. This is something of vast importance to any grocer who is concerned in making progress.

Another advantage to the retailer in taking stock is the discovery of how certain articles have sold during the year. Very often stocks of particular goods have lain on the shelves and in the corners of the grocery store a whole season, with little or no demand for them. They must be gotten rid of and if possible be replaced with saleable goods. The holding of such stock is productive of no value; it takes up room for nothing and fails to meet the requirements of the store customers who are obliged to purchase the article they desire elsewhere. An inventory of the stock at the beginning of the year gives a fairly accurate idea of how the grocer stands and whether he has held his own during the past twelve months. The small mistakes he has made have eaten into the profits probably more than larger things.

Since the holiday rush is over and people are back to their normal state of living again, the present should be a profitable time for collections by the grocer. As a rule he carries on a business with a comparatively limited capital and the non-payment of accounts is sometimes a serious drawback. We would, therefore, urge the grocers to be as careful as possible in accepting unknown credit. Find out where the new customers have come from and what their reputation has been for paying their grocery bills before placing them on the credit list.

THE RAILWAYS GROWING VEGETABLES.

Some years ago The Grocer suggested as a development of the grocery trade in the cities and larger towns the growing of their own fruits and vegetables. It was pointed out that they could give better quality, get a higher price, make a greater profit and finally get a great deal of pleasure out of running their little farm. A United States paper just to hand tells of a similar scheme being adopted by the Northern Pacific Railway. The superintendent of the dining car service of that road has advised his company to purchase a forty-acre tract of land in the vicinity of Billings upon which to raise potatoes and other vegetables used by that department, and if his recommendation is followed out a suitable site will be sought immediately, and the eastern Montana town will become one of the principal supply points for the dining car service of the Northern Pacific Railroad.

The Northern Pacific is not the only company which has come into the northwest for dining car supplies. The Burlington route now has a farm in northern Wyoming, close to the Montana line, where the potatoes used in the dining cars of the entire system are raised. No potato weighing less than four ounces is used on the Burlington, those smaller being rejected.

The Burlington experimented in many different localities before deciding upon its Wyoming farm and found that the quality and size of the potatoes grown there were far superior to those grown in any of the Eastern States through which the Burlington runs. The Yellowstone valley as a potato and vegetable section has caught the eye of the Northern Pacific, and the dining car farm will doubtless be an established fact within a short time.

TRADE SHOULD BE WELL REPRESENTED.

By an article in one of the news columns of this issue the grocers will observe that municipal life is attracting a large number of members of the grocery trade. Many of them were successful in the recent elections. This is as it should be. There is no business in any town or city which has more representatives in trade. There are more grocers than hardware or dry goods men and therefore their interests should be looked after as well as possible in the government of a municipality. Questions relative to the business section of a village, town or city frequently arise in council and they must be met by business men. If grocers predominate, they should have their representatives in council to state precisely their interests and their stand. It therefore must be gratifying to them to know that so many of their fellow tradesmen won municipal honors at the polls last Monday, and this should lend an impetus to others to follow in their footsteps.

LEMONS AND OLIVES AFFECTED.

Following the report that immense quantities of lemons were destroyed by the earthquake in Sicily there now comes the story that the olive crop in Italy has been a failure. If such is the case the Italians who are dependent to a large extent on the olive production will be sorely hit.

More recent news from the East indicates that the lemon market is not so badly off as at first reported. In Toronto, the wholesale fruit dealers affirm that although the price has gone up somewhat, this has been due principally to the report that so many had been destroyed. It now appears that the loss has not been so great, and that probably the advanced price will not last long. There is also a probability that owing to the destruction of Messina, the seaport shipping point will from henceforth be Palermo.

SUGAR PRICES IN 1908.

Grocers will be interested in looking over the past year to know the prices of sugar and the fluctuations during 1908. The prices given below at the various times mentioned are from the basis of the Montreal price. Extra standard granulated opened on Jan. 1st, 1908, at $4.30 with No. 1 yellow at $3.90. By the third of the same month granulated had advanced to $4.40 and the other in proportion. On Feb. 8th there was another advance of 10 cents and on March 6th the price went up to $4.60. On the 19th of March the figure of $4.70 was reached and peculiarly enough the following day there was another advance of ten cents. On April 10th the highest figure of the year was reached, being $4.90. A decline came on May 22nd of ten cents, but on the 27th of the same month the high price was again attained. Beginning with July there was a gradual decline again, with one exception, until the end of the year. On the 29th of that month it went down to $4.80 and on August 26th to $4.70. Oct. 8th saw it down ten cents further, but on the 23rd it was run up to $4.70 as a temporary stimulant to buying. Four days later the price was dropped to $4.60; on Nov. 6th, it was $4.50, and on Dec. 28th, the price was again reduced to $4.40. At present the market is steady with no immediate prospect of another change.

GERMANY AND THE BRITISH PREFERENCE.

From the Standard of London, England.

Great importance attaches to the formation in Berlin of a German-Canadian commercial association for the purpose of promoting trade between Germany and Canada. The association is the outcome of a conference of German merchants, manufacturers, and politicians which met here privately, and determined to take all possible measures to promote the growth of trade between the two countries. An influential executive committee, representing weighty financial and commercial interests, was elected.

The ultimate aim of this association may be defined as the development of such extensive trade relations between Germany and Canada that it shall become extremely disadvantageous to the latter country to maintain the existing preference in favor of Great Britain. Influential German merchants and manufacturers, who are interested in the increase of trade with Canada, recognize that nothing can satisfy them except the creation of conditions of equality under which Great Britain and Germany shall compete for trade with Canada. The efforts that the German-Canadian Association intend to make with this purpose have a political significance. Germany fears that any extension of preference between England and her colonies will inevitably entail a severe blow to their own interests.

Far-seeing Germans believe in the possibility of inserting the thin end of the wedge to prevent the extension of preference within the British Empire by such trade development as is proposed. German firms supplied half the steel rails for the Canadian Pacific Railway and large quantities of German steel material have been supplied for the construction of Canadian bridges. Messrs. Krupp, of Essen, supplied the axles of practically all the heavy railway carriages on the Canadian railway, so that enterprising Germans see great opportunities in a profitable extension of their trade with Canada.

LIKELY ADVANCE IN BROOMS.

There is a possibility that an advance will shortly be made in the price of brooms, The broom-corn crop in Illinois and in other States has fallen short of the average during the past season and in addition to this, it is stated that this crop has been cornered by Chicago firms. Chicago broom makers have advanced the price of their products 50 cents a dozen and a similar advance is expected in Canada in the near future. If the supply is as short as the market indicates and if the corn crop has been cornered as is rumored, the advance in brooms in Canada will probably be 75 cents per dozen.

CHANGING TRAVELING STAFF.

Commencing with the first of the year James Turner & Co., Hamilton, have made some changes in their traveling staff, and will be in future on the north shore in Cobalt district, represented by H. J. Geiger, who until recently was a resident of the Soo. In Hamilton Geo. G. Austin, formerly with Balfour, Smye & Co., has been added to their traveling staff.

The western staff remains the same, Messrs. Toms, Griffin and Jarvis representing the firm there. B. C. Thompson remains in the Niagara Peninsula. Mr. Wingfield, Georgian Bay points, to Hamilton, and Mr. Ballentine in the city of Hamilton.

Tht company's new branch in Arnprior under the management of Mr. Kennedy, is doing a gratifying business.

ONTARIO SUGAR CO. AFFAIRS.

A meeting of the shareholders of the Ontario Sugar Company was held in Berlin last week, but nothing was done towards resuming the operation of the factory. It appears that bonds are held by the Lake Erie Coal Co. to the amount of $130,000, and by private parties for $70,000. The other liabilities are said to be about $20,000, and the shareholders are not very hopeful of getting anything out of the business.

A WELL APPOINTED STRATFORD STORE

Empty Cartons Used to Make a Striking Form of Interior Decoration—Offices Raised Above Floor With a Passage Beneath.

The McCully & Haugh grocery is one of Stratford's largest and brightest stores. The main entrance is situated on N. Downie St., the busiest thoroughfare in the city, and the rear opens on Erie St. Upon entering the store, the very air you breathe is of a friendly nature, giving the impression of wholesomeness and freshness everywhere. You are sure of courteous attention, prompt service and a thank you with each purchase.

The decorations of the store are somewhat unique, being made up principally of cartons formed in crosses, circles, crowns, half-circles, squares and numerous other modes which make up a clean and attractive store. The counter tops are kept well polished, and fancy figs, dates and fruits are always on display.

The offices are elevated high enough in the centre of the store to allow the people to pass underneath. This makes a great saving in store room.

It is a great convenience to have two street entrances to a store. The wants of the farming trade are looked after at the rear, freight is received here, and all groceries are sent out this exit. The front show windows are not as in most stores, even with the street, but are built in about four feet to allow a fruit and vegetable display outside without infringing on the street space.

The country trade is a great feature of this store, tons of butter and thousands of dozens of eggs pass in and out its doors in a year. It is a great sight on a Saturday to watch the numerous farmers, baskets in hand, crushing their way through the customers to the butter and egg counter.

The proprietors of the store are both men with the glad hand and the cheerful smile. They know their customers and when it comes to salesmanship can make a sale where others fail. They are comparatively young men, but have had great success in a few years of business.



McCully & Haugh's Grocery. Stratford, Showing Method of Decoration by Cartons.

Davis Simoneau, grocer, Sherbrooke, Que., was considerably bruised last week in an accident while standing at a street corner waiting for a train to pass. The driver of a cab approaching from another direction suddenly saw the train and swerved his horse sideways, striking Mr. Simoneau.

The marriage was celebrated in Cannington, Ont., a few days ago at "Mulberry Cottage," the residence of A. J. Pipher, of his daughter, Mabel Minerva, to Wm. Nicholas, manager of the G. H. Woodward Biscuit Co., of Cannington. The company presented the groom with a handsome Morris chair and the employes gave him a silver service. Their honeymoon was spent in New York.

WHOLESALERS HOCKEY SCHEDULE.

Toronto Grocers Looking Forward to Interesting Season.

The schedule for the season's games in the Toronto Wholesale Grocers' Hockey League was drawn up during the week and is handed out by Secretary May, as follows:

Jan. 11—H. P. Eckardt & Co. vs. Brokers I.

Jan. 13—James Lumbers Co. vs. Eby, Blain, Ltd.

Jan. 15—Brokers II. vs. T. Kinnear & Co.

Jan. 18—Brokers I. vs. Eby, Blain, Ltd.

Jan. 20—H. P. Eckardt & Co. vs. Brokers II.

Jan. 22—James Lumbers Co. vs. T. Kinnear & Co.

Jan. 25—H. P. Eckardt & Co. vs. Eby, Blain, Ltd.

Jan. 27—Brokers II. vs. James Lumbers Co.

Jan. 29—T. Kinnear & Co. vs. Brokers I.

Feb. 1—H. P. Eckardt & Co. vs. T. Kinnear & Co.

Feb. 3—Brokers II. vs. Eby, Blain, Ltd.

Feb. 5—Brokers I. vs. James Lumbers Co.

Feb. 8—Eby, Blain, Ltd. vs. T. Kinnear & Co.

Feb. 10—Brokers I. vs. Brokers II.

Feb. 12—H. P. Eckardt & Co. vs. James Lumbers Co.

The games will be played at the T.A.A.C. Rink on north side of College, near Clinton Street, at 10 p.m., and the supporters of the different teams will be glad to see their friends drop in for any of the games. Even more enthusiasm than usual is evident in the league this year, and some interesting developments are expected before the close of the season.

WAS EARLY PROMOTER OF THE VIADUCT.

Hugh Blain, Toronto, a Member of Original Committee Bringing Up the Scheme.

The announcement of the decision of the Railway Commission last Thursday that a viaduct was to be built to accommodate the growing traffic on the Esplanade in Toronto, was heartily welcomed by several members of the grocery trade as well as the citizens generally.

One of these, Hugh Blain, of Eby-Blain, Ltd., deserves a great deal of credit as being one of the original instigators of the plan.

"Yes," said Mr. Blain, when seen by the Grocer this week, "I felt like throwing up my hat when the decision was announced. It was the very gratifying culmination of a long fight for better facilities."

Continuing, Mr. Blain gave some account of the early efforts towards securing the viaduct.

"The matter was first brought up in '89 or '90," he said, "when the Board of Trade and the city, with E. F. Clarke as Mayor, employed A. M. Wellington, one of the best engineers of New York, to prepare plans for a steel structure. Two other prominent engineers pronounced on the matter at the time and practically the same scheme was recommended as is to be acted on by order of the Railway Commission. The matter, however, did not materialize. As a result of the recommendation of the committee, however, the present site of the C.P.R. freight sheds was chosen. The work at that time, too, was effectual in forcing the railways to keep the water-front clear."

Mr. Blain is enthusiastic as to the advantages of the viaduct and prophesies an enormous saving in cartage over the proposed bridge system.

INDEPENDENT CANNERS MEET.

The Independent Canners' Association held a meeting in Toronto yesterday to discuss several features of the year's business, and last evening were entertained at dinner at the National Club, and afterwards at the Harry Lauder concert by Rolph & Clark. The meeting will probably be continued to-day.



LIEUT.-COL. JOHN STONEMAN,
Endorsed by Canadian Commercial Travelers as Hotel Commissioner.

TORONTO GROCER DIES FROM BLOOD-POISONING.

After an illness of less than two weeks Thomas F. Spence, grocer, at the corner of Northcote and Afton Avenues, Toronto, died on Tuesday, January 5th, from blood-poisoning. Three days before Christmas, while working around the store, Mr. Spence had the misfortune to run a splinter into his hand. Shortly afterwards he awoke one night from sleep with the pain of the injured member. Blood-poisoning had set in and in spite of medical attention death followed. Mr. Spence was 35 years old and unmarried. He succeeded his father in business, who conducted a grocery store in the centre of the city for 30 years.

The funeral to Mount Pleasant cemetery on Thursday was private, being conducted by Rev. J. D. Fitzpatrick, of Wesley Methodist church, the pastor of the deceased.

JUSTIFICATION.

Judge—Why did you strike this man?

Prisoner—What would you do, Judge, if you kept a grocery store, and a man came in and asked if he could take a moving picture of your cheese?

Geo. Piper, Rebecca, near London, was presented with a gold watch by some of his friends on Tuesday evening, December 29, prior to his departure for Nilestown, where he is opening a general store. He purchased the business from C. W. Reynolds.

TORONTO INSURANCE RATES REDUCED

In the Wholesale and Business Section as Result of Instalation of New High-Pressure System—How the Trade Regards the Change.

The announcement of the reduction of fire insurance rates in the wholesale district in Toronto as a result of the instalation and tests of the new high-pressure system has been awaited with a good deal of interest by warehouse owners in the district affected. Shortly after the big fire five years ago the rates were raised with a jump and it has been a question as to just what effect the instalation of the new system would have on the underwriters' schedule and rates.

A reduction of from $1 to 75c on the key rate on the down-town district, extending from a short distance east of the east side of Simcoe Street to a short distance west of the west side of George Street, and from the Esplanade north to a short distance south of the south sides of Agnes Street and Wilton Avenue.

A reduction is also granted from 60c to 50c per $100 of insurance for the district from Bathurst to Sackville Streets and running north to College Street.

A great many of the warehouses will not participate in the general reduction, because it does not apply to fireproof buildings or those equipped with a sprinkler system. In such cases the buildings have a special rate of their own.

What Wholesale Grocers Say.

With a view to learning how the reduction was received among the wholesale grocery trade, the buildings of which lie within the district affected, The Grocer saw several of the wholesale grocers. As yet very few of them had looked into the matter, and it was difficult to get any idea as to whether the reduction was generally satisfactory. Inspectors were going through some of the buildings on Front Street on Wednesday and until their work was completed no definite announcement will be made by the companies. The impression seems to prevail, however, that the reduction is scarcely so large as was expected.

"I haven't looked into the matter yet," said Col. John I. Davidson, of Davidson-Hay, "and consequently cannot say as to how the reduction will affect us."

"The inspectors are going through our building now," said Fred Hudson, of the Canada Brokerage Co., "and until they report something I cannot say what the result of the reduction will be."

Some Disappointment Expressed.

"We are a little disappointed," said Hugh Blain, of Eby-Blain & Co., "While no definite announcement was made, I think it was generally believed that the key rate would be reduced one-half after the instalation of the new system. The new rate is somewhat of a concession, but scarcely what we had hoped for. Even with the reduction the rates are considerably above what they were before the fire, so far as I can estimate at present."

"I haven't looked into the matter at all carefully," said H. P. Eckardt, "but the reduction is about what we expected. Somebody has to make money in these things and you can't get any too much out of the companies."

"It will mean considerable difference to us," said W. H. Millman, "and the new rate is about what I expected. I think there will probably be another drop in the rates later on."

"Our insurance is handled through agents," said James Ince, of Perkins, Ince & Co., "and I am not very conversant with the details. The reduction is acceptable and should mean about 20 per cent. difference to us."

"We were not in the same building before the fire and consequently cannot compare the new rate with that existing then," said Major John Sloan. "We will save, however, about 20 per cent. by the reduction. I think it was scarcely what was expected,"

"We will profit somewhat by the new rate, of course," said T. Kinnear, "As yet I cannot say to just how great an extent. It should mean about 20 per cent. difference to us. I have no idea how the new rate will compare with that in existence before the fire."

What Insurance Men Think.

John A. Robertson and the officers of the Canadian Fire Underwriters' Association thought the new rates would meet with popular approval. Some of the dailies, however, in reporting the matter, had made a mistake in stating that the reduction would amount to 25 per cent. The new rate would mean a reduction of 25 cents where the $1 key rate was used as a basis. This, of course, would be a reduction of 25 per cent. if all conditions prescribed by the association were met, but the very great majority of risks did not come up to the standard required, and so something must be added to the key rate to cover the extra hazards. For instance, a fire policy is taken on a building in the congested area where the key rate is $1. The building does not come up to the standard set, because the walls are not of the required thickness, the ceilings are wooden, and the stairways are not enclosed. These hazards make the risk of fire greater, and so certain sums are added to the key rate because of these deficiencies. In some cases where manufacturing is carried on or chemicals carried, the rate would come to $2.50. It is on this $2.50 that the reduction of 25 cents is made to find the new or reduced rate. In other words, the $1 key rate is reduced to 75 cents, and the 60 cent key to 50 cents. The reduction covers all policies made or renewed since January 1 last, but no rebate or reduction is allowed on standing policies.

The reduction is made although the civic fire and waterworks departments have not come quite up to the requirements asked for by the association. The association asked that four four-million gallon pumps or three six-million gallon pumps be installed. This would give 12,000,000 gallons of water a day in case one of the pumps gave out. The city has put in only two five-thousand gallon pumps. However, we believe it is the intention to augment these, though possibly two years will go by before the additional service will be ready.

No calculation could be made which would show the saving to be affected to merchants and manufacturers by reason of the reduction; nor could Mr. Robertson state how the rate would compare with those in force before the big fire. In the first place, lighter stocks are being carried. One instance alone shows that a prominent wholesale dry goods firm has $200,000 less stock than this time last year, and in the second place Mr. Robertson was not in his present position at the time of the fire. Insurance rates have very much advanced all over the world during the past five years, particularly so in the cities and larger towns, though Mr. Robertson did not think they were any too high.

Reduction Not Wholly Earned.

Chas. McNaught, of Reed, Shaw & McNaught, insurance agents, said the association was but keeping faith with the promise made nearly five years ago, when they agreed that on condition the Toronto civic authorities carried out certain improvements with regard to the fire department and waterworks a reduction of 50 cents would be made from the $1 key rate in force in the congested district in Toronto. A number of conditions were stipulated, such as the high pressure system, more hydrants, more fire engines, a duplicate reservoir, a duplex set of pumps capable of raising 24,000,000 gallons of water per day, or, in case of a breakdown in one set, the other could raise 12,000,000. There were a number of other stipulations. Each of these conditions had a certain value, the total being placed at 50 cents. At the meeting at which the reduction was discussed those present considered that but 23 cents reduction had been earned. All, however, agreed to the 25 cents reduction. This will mean that the $1 key rate on stocks and the 75 cent rate on buildings will be reduced to a 75 cent and 50 cent key rate.

Compared with the general rate in force before the big fire of five years ago, the reduced rate to-day is slightly higher, but there are buildings now erected on the burned-over area which have a rating slightly above 30 cents, which is a much better figure than could be obtained before the fire. These buildings are fireproof in construction, with walled-in stairways, have fire escapes, water curtains, etc., and because of the little hazard are given even a better rating than the new key rate. Considering the risks taken by fire insurance companies the old $1 rate was not too high, though there may have been some few

individual cases where injustice appeared to have been done.

Asked as to the working of the high pressure system, Mr. McNaught said that while the instalation of the new high pressure system in Toronto has brought about a reduction of insurance rates the loss to a merchant in case of fire may be just as heavy where the high pressure is used unless the system is handled with care. By the high pressure system a fire can be prevented from crossing from one side of a street to the other, but some little while ago in one of the big New York buildings there was a fire which did $400 damage, but the damage by water amounted to about $50,000.

WAS BROOM-MAKER FOR MANY YEARS.

Henry F. Perry, for many years head broom-maker at the Central Prison, died on Tuesday, Jan. 5th, at his residence, 21 Callahie Street, Toronto, He was 84 years of age and for 22 of these he was in charge of the manufacture of brooms at the Central Prison. His connection with the trade dates back to the early days when every broom turned out was made by hand. He knew the business thoroughly and attended to the work at the prison from the buying of the corn to the shipping of the manufactured goods. Many of the improvements in the machines for manufacture in Canada are results of the inventions made by Mr. Perry. He was always serious in his business and for this reason he was most successful in his work.

CORRESPONDENCE

GEORGETOWN, P.E.I.

January 2.—It is safe to say that never before in the history of Georgetown was there more extensive preparations made for the Christmas trade. The traveling, too, was very good, and the farmers seemed to have money to burn. Yet we have heard many merchants remark that considering the conditions they never saw so few farmers in town during the Christmas week. Notwithstanding this drawback to trade it was much better than last year.

Eggs are 25c here, and butter 27c. The former is much more plentiful than it has been for a long time and it is expected to drop a cent or two very soon.

We understand that Arthur Jenkins, who has been associated with his father in W. W. Jenkins, Son & Co., is to move up to the store on King Street. It is rumored that W. W. Jenkins will sell out the stock in the Water Street store and retire from the business. He is one of the most successful men in Georgetown, and made his business pay.

A. P. Hobbs and John Condon have entered into partnership and will conduct a general meat business on Water Street. Mr. Hobbs has had a long experience in the meat business.

A. Maclean Co. had a very attractive Christmas window. In the centre was an old-fashioned fireplace constructed of packages of cereals and other goods that lent themselves to construction. Spruce logs were placed ready for the match in the morning and Santa Claus with a whole load of presents and toys was to be seen in a corner. The mantle was neatly arranged. On each side was a well-filled stocking—one a boy's, the other a girl's. Around the mantle were displayed gifts of all kinds for each member of the family. On each side was a well-filled Christmas tree, and the floor of the window was decorated with nuts, candies, etc.

Howard MacDonald who has been in the West for the past two years returned home some time ago and has taken a position in the store of A. A. MacDonald & Bros. Howard is a first-class man and the trade is pleased to see him back again.

William Hobbs, meat merchant, reports an exceptionally large demand for poultry.

A. Maclean & Co. offered their customers something of a novelty, in those parts, in the line of meats—moose steak straight from the forests of New Brunswick. Judging by the sale they had their experiment was appreciated.

J. C. Manuel, proprietor of the Corner Grocery, is traveling through the Province in connection with some Baptist Church work. He knows how to handle a proposition of this kind and will no doubt be successful.

John McGougan who is managing the business formerly conducted by the late Hon. Daniel Gordon, has made great improvements and one would scarcely recognize the old store.

We wish the publishers and readers of The Canadian Grocer the compliments of the season and a full measure of success during 1909.

A BARRIE GROCER AND HIS STORE

Jas. Vair, One of the Town's Leading Mercantile Men, Has Built Up an Excellent Business—Likely to Be the Town's Mayor Next Year.

In Barrie the name of James Vair stands for one of the town's most successful business men. Born near Dunfermline, Scotland, he came to Toronto forty years ago, and from there he moved to Barrie, where two years later he started in a small way in partnership with a Mr. Coulter. The business continued to grow till about twenty years ago when Mr. Vair launched into business for himself. Some years later Mr. Vair started branch stores in Allandale and Elmvale, also in Bracebridge, Parry Sound, Gravenhurst and Sault Ste. Marie, and in Toronto. All of these he has since disposed of, the later branch in Toronto, namely the Vair Produce Company, to John Craig, who for a number of years was behind his counter in the Barrie store. Besides the grocery business Mr. Vair also has one of the largest dry goods establishments in the town, under the name of James Vair and Sons.

Mr. Vair has paid considerable attention to politics and was elected Mayor of the town at the elections on Monday. Last June Mr. Vair suffered a severe loss in the death of his eldest son, Wm. L., who was at the time of his death running a large store at Santa Deigo, California. A picture of the interior of the grocery store shows the neatness and cleanness of Mr. Vair's store's appearance. He at present employs forty-five hands and does a large jobbing trade as well as retail.



Interior Jas. Vair's Grocery Store, Barrie, Ont.

In winter use warm colorings for backings, such as reds, purples and browns. In summer use cool tones like greens, blues, buff, etc. The proper colors have a comforting effect on the eye, but if they clash with the season they cause a feeling of repulsion.

Card Records for Catalogues, Costs, Etc.

Howard R. Wellington Gives Some Practical Suggestions on Labor-saving Office Methods—How to Treat Expenses in Books at Close of the Year.

A correspondent has written asking for information on the best card system for keeping track of catalogues and also for stock instead of using a stock book.

As to filing catalogues, the only tangible method, owing to the variety of sizes and shapes, is to have a filing box, extra large size preferred, together with large division cards, forming pockets, arranged alphabetically, into which the catalogue can be dropped, according to the firm's name from whom the goods have been purchased, and not according to the class of goods covered, as is sometimes done. If the proprietor possesses a low desk, one of the large drawers on the right-hand side can be used to advantage for this purpose. Frequently a buyer will run across a certain line of goods required for stock and has, for the moment, perhaps forgotten from what concern he has purchased previously. To overcome this difficulty, we would suggest using a card index somewhat similar to Fig. 1, arranged alphabetically according to the line of goods bought or sold, and giving in addition the purchases, sales, stock on hand at any period, concerns from whom particular lines are purchased, cost and selling prices of each line.

Both sides of such a card could be ruled, and with the three sections on each side of the card, it could be used for a considerable time before it is necessary to make a transfer. The purchases could be posted each day from the purchase invoices or periodically—say every week—and the sales posted from the sales invoices and also from the cash sales slips, the balance being the stock on hand, is extended when posting is finished. A great many merchants may argue that it does not pay to adopt such a system, but the results obtained will more than compensate for the small amount of detail involved. By using some such method the stock may be watched more carefully from the office and these records used as a guide when ordering goods. Some special check mark should be used on the sales and purchase books to indicate that the quantities had been posted to the stock card.

We find that a number of merchants are adopting the plan of marking the cost of each article in cipher. when checking same off with the purchase invoice, in addition to the selling price in plain figures. This is an excellent plan for two reasons—first, it enables the head salesman to make a slight reduction, if necessary to a sale, and, second, it will save a great deal of time at stock-taking, when the quantity and cost price may be called in at one time.

ARTICLE Canvas A.I. BUY FROM White Mfg. Co. Ltd Denton Limited COST PRICE 12½ 15 11½ S/P 14

DATE		BOUGHT	SOLD	STOCK	DATE		BOUGHT	SOLD	STOCK	DATE		BOUGHT	SOLD	STOCK
May	2	50 yds			June	1		25	120					
	10	65		115										
	16		15	100										
	18		12	88										
	25		40	48										
	29	100		148										

Expense Items When Closing Books.

When we approach the end of our financial year, there are a number of expense items, such as telephone, rent, taxes, insurance, stationery stock, outstanding, either prepared or due. If these items can be paid within the year, so that each year's business will assume its share of such expenses, no provision need be made for outstandings, but, as a rule, there are some items which of necessity are not to be treated in this way, and which must be carried forward either as an asset or a liability. In bringing these items forward, if the amount is due or a certain proportion of it is due, that amount is brought down as a liability; on the other hand, if the amount is prepayed or unearned it is brought down as an asset. These items appear on the statement under the heading "Expenses Prepayed or Unearned," or "Expenses Due."

DISASTROUS FIRE IN THE WEST.

Codville Company's Warehouse at Brandon Burned—Stores Destroyed at Rossburn.

Two disastrous fires occurred on Monday night, Jan. 4th, in the West, resulting in considerable losses to an important Brandon wholesale warehouse and to several merchants in Rossburn, Man. In the former, Codville & Company's warehouse was burned to the ground, the total damage being estimated at $135,000. Of this amount the stock itself was valued at $60,000 and the building $75,000. The warehouse was situated near the C.P.R. tracks and has been erected for some six or seven years. It was considered the best in Brandon. The fire was caused from a defective chimney and although the firemen worked diligently the efforts were of no avail and the entire extensive stock was consumed.

At Rossburn, Man., on the same night, with the temperature at 40 below zero, fire started in the block of stores owned by B. W. Johnstone and occupied by him as a general store. The block was completely destroyed, including a store occupied by E. A. Jones, baker and confectioner, as well as others. Many of the inmates barely escaped with their lives. The loss was about $30,000, with some insurance.

E. O. Manchee, formerly advertising manager of the Salada Tea Co., Toronto, and now connected with the J. F. Cairns Co., Saskatoon, is taking a month's holidays and spending the time among his old friends in Toronto.

Markets and Market Notes

SEE ALSO PROVISIONS, CEREALS AND FRUIT VEGETABLES AND FISH DEPARTMENTS, ON PAGES FOLLOWING.

QUEBEC MARKETS

POINTERS—

Butter—Steady.
Provisions—Firm.
Eggs—Advanced.
Black Pepper—Weaker.
Beans—Advanced 10c.
Lemons—Advanced.

Montreal, January 6, 1909.

The usual dullness which succeeds the holiday season has been felt in practically all lines. There are, however, a few cases where this is not the case, but it is quite the exception and not the rule. In discussing the past year with various houses there is a universal opinion expressed that the year, taken altogether, has not been a satisfactory one, but all seem agreed on the opinion that there has been a distinct tendency toward better things during the last three months.

This indication may be regarded as something entirely separate from the usual Christmas impetus which trade receives. During the last week some changes have taken place in the market which are worthy of note. The provision market, which has not been in a very healthy state for some time, has shown signs of rejuvenation and there is an active competition for hogs among buyers. This condition is due to the small supplies arriving at present. Poultry prices have firmed up somewhat owing to small supplies. California raisins are easier, also Hallowee dates. Sugar is hardly steady, although no change has taken place during the week. Beans and peas are scarce here, consequently the tone of the market for both is decidedly strong. Eggs are being firmly held at advanced prices in all quarters. The demand continues good, with stocks small. Butter and cheese remain fairly interesting.

SUGAR—The sugar situation is rather uncertain at this time of the year owing to the customary January dullness. Local refiners report a fair trade passing at figures as last reported. The New Year's cut of 10c did not alter the volume of trade perceptibly.

Granulated, bbls	$4 40
" ½-bbls	4 55
" bags	4 35
" Imperial	4 10
" Beaver	4 10
Paris lump, boxes, 100 lbs	5 25
" " 50 lbs	5 35
" 25 lbs	5 55
Extra ground, bbls	4 80
" " 50-lb. boxes	5 00
" " 25-lb. boxes	5 20
Powdered, bbls	4 60
" 50-lb. boxes	4 80
Phoenix	4 15
Bright coffee	4 10
No. 3 yellow	4 00
No. 2 "	3 90
No. 1 " bbls	4 00
No. 1 " bags	3 95

SYRUPS AND MOLASSES—Grocers are taking small lots of molasses for immediate requirements only. Syrups are uninteresting though a little more attention is being shown to small tin lines.

Barbadoes, in puncheons	0 40
" in barrels	0 42½
" in half-barrels	0 43½
" fancy	0 42
" extra fancy	0 43 0 44
New Orleans	0 22 0 35
Antigua	0 30
Porto Rico	0 40
Corn syrups, bbls	0 03½
" ½-bbls	0 03½
" ¼-bbls	0 03½
" 38½ lb pails	1 75
" 25 lb pails	1 25
Cases, 2 lb tins, 2 doz per case	2 40
" 5-lb. " 1 doz. "	2 75
" 10-lb. " ½ doz. "	2 65
" 20-lb. " ¼ doz. "	2 60

MAPLE PRODUCTS—These goods are dull and featureless.

Compound maple syrup, per lb	0 04½ 0 05
Pure Townships sugar, per lb	0 06 0 07
Pure syrup, 8½lb. tin	0 60 0 65

TEA—In Japans the market is moving well after the turn of the year, several sales being reported. The losing of the markets in the East has created a steadier tone, and the new year's business is opening fairly good, for the cheaper lines of blacks especially. Pingsueys are receiving the most attention. Prices have not yet shown any changes.

Choicest	0 35 0 40
Choice	0 32 0 37
Japans—Fine	0 27 0 30
Medium	0 22 0 23
Good common	0 21 0 22
Common	0 19 0 21
Ceylon—Broken Orange Pekoe	0 20 0 38
Pekoes	0 19 0 20
Pekoe Souchongs	0 19 0 20
India—Pekoe Souchongs	0 17½ 0 18½
Ceylon greens—Young Hysons	0 19 0 25
Hysons	0 18 0 20
Gunpowders	0 17 0 25
China greens—Pingsuey gunpowder, low grade	0 12½ 0 16
" " pea leaf	0 19 0 27
" " pinhead	0 30 0 45

COFFEE — Some dullness, which is generally experienced in the market at this time of the year, is being felt. One dealer stated that their business had diminished slightly in value, although not in volume, owing to orders being for cheaper grades.

Mocha	0 18½ 0 25
Rio, No. 7	0 [illegible] 0 11
Santos	0 12 0 15

DRIED FRUITS—Cleaned currants continue to sell well. A local house has lately secured some Valencias in the New York market. Dates continue in good demand. An advance in currants is hinted at in some quarters, as the market in England has firmed up. Malaga raisins have been good sellers lately. Choice seeded California raisins are a shade easier according to quotations of some houses this week.

Figs—	
Bag figs	0 03½ 0 05
Tapnets	0 03½ 0 05
Elemes	0 08 0 14
Dates—	
Hallowees, per lb	0 05 0 06
Sairs, per lb	0 05
Malaga Raisins—	
London layers	2 25
"Connoisseur Clusters"	2 [illegible]
" " ½-box	0 75
"Royal Buckingham Clusters," ½-boxes	1 30
" " boxes	4 75
"Excelsior Windsor Clusters "	5 75
" ¼s	1 60
Australian raisins	0 07 0 08
California Raisins—	
Fancy seeded, 1-lb. pkgs	0 09 0 10
Choice seeded, 1-lb. pkgs	0 08½ 0 [illegible]
Loose muscatels 3 crown	0 08 0 09
" " 4 crown	0 09 0 10
California Evaporated Fruits—	
Apricots, per lb	0 12 0 15
Peaches, "	0 11 0 15
Pears, "	0 13 0 14
Prunes—	per lb.
Prunes 25-lb. boxes, 30-40s	0 10 0 12
" " " 40-50s	0 09 0 10
" " " 50-60s	0 08½ 0 10
" " " 60-70s	0 0[illegible] 0 10
" " " 90-100s	0 07
Currants, fine filiatras	0 06½ 0 07½
" Patras	0 08 0 08½
" Vostizzas	0 09 0 09½

SPICES—Black peppers, which have been decidedly strong lately, are easier this week, as the minimum price is 2c lower than last week. The Christmas strain having been passed the pepper markets have relaxed slightly, although the primary markets continue strong. White peppers are a shade stronger in the lower grades. Ground cloves are a shade easier owing to a smaller demand. Cream of tartar is being quoted at a lower figure this week also. Other lines have not altered.

	Per lb.
Peppers, black	0 14 0 20
" white	0 20 0 27
Ginger, whole	0 18 0 20
" Cochin	0 17 0 20
Cloves, whole	0 17 0 30
Cloves, ground	0 20 0 25
Cream of tartar	0 23 0 32
Allspice	0 12 0 18
Nutmegs	0 30 0 60
Cinnamon, ground	0 15 0 19
" whole	0 14 0 16

BEANS AND PEAS—"None to be had" is what one dealer stated regarding the situation for both beans and peas. The supply is very limited for both. In the case of beans the market has advanced 10c, while peas are firmly held at last quotations, with a strong undertone to the market.

Ontario, pickers	1 70 1 80
Peas, boiling	1 35 1 40

EVAPORATED APPLES—Evaporated apples are being held strongly at 8c to 8½c. A limited supply is responsible for the strength of this market.

Evaporated apples, new	0 03 0 08½

CANNED GOODS

MONTREAL — Canned fruits, which have been in good demand for a long time, have fallen off remarkably during the week, and are now decidedly dull. Canned vegetables are in fair demand only. Enquiry for Canadian canned meats is improving, while canned fish is somewhat unseasonable just now, and the usual dullness is being experienced.

TORONTO—Lines of vegetables, including peas, corn, tomatoes and beans are passing off very well this week and the demand is excellent. From now on business in these goods is expected to be brisk. Other lines, however, are rather neglected just at present.

FRUITS.

	per doz. Group 1.	Per doz. Group 2.
Apples, 3's standard	$1.00	$ .95
" 3's preserved	1.45	1.40
" gals, standard	2.55	2.50
" gals. preserved	4.00	3.95

Blueberries, 2's standard	1.20	1.15
" 2's preserved	1.70	1.65
" gals. standard	5.05	5.00
Cherries, red, pitted, 2's	1.95	1.90
" red, not pitted, 2's	1.55	1.50
" red, not pitted, gals		6.50
" red, pitted, gals		8.00
" black, pitted, 2's	1.95	1.90
" black, not pitted, 2's	1.55	1.50
" white, pitted, 2's	2.05	2.00
" white, not pitted, 2's	1.65	1.60
Grapes, white, Niagara, 2's, psvd.	1.45	1.40
" white, Niagara, gals, std.	3.55	3.50
Lawtonberries, 2's, heavy syrup	1.95	1.90
" 2's, preserved	2.20	2.15
" gals, standard	7.55	7.50
Currants, red, 2's, heavy syrup	195	1.90
" red, 2's, preserved	2.20	2.15
" red, gals, standard		5.00
" red, gals, solid pack		7.00
" black, 2's, heavy syrup	1.95	1.90
" black, 2's, preserved	2.20	2.15
" black, gals, standard		5.25
" black, gals, solid pack		8.00
Plums, Damson, 2's, light syrup	1.00	.95
" Damson, 3's, light syrup	1.40	1.35
" Damson, 2's, heavy syrup	1.15	1.10
" Damson, 2½'s, heavy syrup	1.80	1.75
" Damson, 3's, heavy syrup	1.90	1.85
" Damson, gals, standard	2.90	2.85
" Lombard, 2's, light syrup	1.00	.95
" Lombard, 3's, light syrup	1.45	1.40
" Lombard, 2's, heavy syrup	1.20	1.15
" Lombard, 2½'s, heavy syrup	1.85	1.80
" Lombard, 3's, heavy syrup	1.95	1.90
" Lombard, gals, standard	3.05	3.00
" Green Gage, 2's, light syrup	1.40	1.35
" Green Gage, 2's, heavy syrup	1.55	1.50
" Green Gage, 2½'s, hvy. syrup	1.85	1.80
" Green Gage, 3's, heavy syrup	2.05	2.00
" Green Gage, 3's, light syrup	1.85	1.80
" Green Gage, gals, standard	4.05	4.00
" Egg, 2's, heavy syrup	1.55	1.50
" Egg, 2½'s, heavy syrup	1.85	1.80
" Egg, 3's, heavy syrup	2.05	2.00
Rhubarb, 2's, preserved	1.80	1.75
" 3's, preserved	2.45	2.40
" gals, preserved	3.30	3.25
Strawberries, 2's, heavy syrup	1.95	1.90
" 2's, preserved	2.20	2.15
" gals, standard	7.05	7.00
" gals, solid pack	9.80	9.75
Raspberries, red, 2's, heavy syrup	1.95	1.90
" red, 2's, preserved	2.20	2.15
" red, gals, standard	7.05	7.00
" red, gals, solid pack	9.80	9.75
" black, 2's, heavy syrup	1.95	1.90
" black, 2's, preserved	2.20	2.15
" black, gals, standard	7.05	7.00
" black, gals, solid pack	9.80	9.75
Peaches, yellow, 1½'s, flats	1.70	1.65
" yellow, 2's	1.95	1.90
" yellow, 2½'s	2.65	2.60
" yellow, 3's	3.05	3.00
" yellow, 3's, whole	2.30	2.25
" white, 2's	1.85	1.80
" white, 2½'s	2.55	2.50
" white, 3's	2.80	2.75
" pie, not peeled, 3's	1.45	1.40
" pie, not peeled, gals	4.30	4.25
" pie, peeled, gals	6.05	6.00
" assorted pie fruits, gals	(add 5	p.c.)
Pears, 2's, Flemish Beauty	1.70	1.65
" 2½'s, Flemish Beauty	2.00	1.95
" 3's, Flemish Beauty	2.15	2.10
" 2's, Bartletts	1.90	1.85
" 2½'s, Bartletts	2.20	2.15
" 3's, Bartletts	2.35	2.30
" pie, not peeled, 3's	1.30	1.25
" pie, peeled, gals	4.05	4.00
" pie, not peeled, gals	3.55	3.50
" 2's, light syrup, "Globe"		1.25
" 3's, light syrup		1.85
Gooseberries, 2's, heavy syrup	2.15	2.10
" 2's, preserved	2.40	2.35
" gals, standard		6.00
" gals, solid pack		8.00
Pineapple, 2's, sliced	1.95	1.90
" 2's, do. grated	1.95	1.90
" 2½'s, do, whole	2.45	2.40

VEGETABLES.

Corn, 2's	.90	.85
Corn on Cob, gals		4.50
Peas, No. 1 extra fine, sifted, 1's	1.12½	1.07½
" No. 4 standards, 2's	.82½	.77½
" No. 3 Early June, 2's	.87½	.82½
" No. 2 Sweet Wrinkle, 2's	.97½	.92½
" No. 1 extra fine, sifted, 2's	1.42½	1.37½
" No. 4, gals	3.77½	3.72½
Tomatoes, 2's	90	.85
" 3's	1.00	.95
" gals	3.30	3.25
Beans, golden wax, midget, 2's Auto	1.25	
" golden wax, midget, 2's	.90	.85
" golden wax midget, 3's	1.40	1.35
" golden wax, midget, gals	4.05	4.00
" Refugee or Valentine (green)	.90	.85
" " " "	1.40	1.35
" Refugee, midget, "Auto", 2's	1.25	
" Crystal wax, 2's	1.00	.95
" Red Kidney, 2's	1.00	.95
" Lima, 2's	1.30	1.25
Pumpkin, 3's	.85	.80
" gals	2.80	2.75
Table Spinach, 2's	1.30	1 25
" 3's	1.85	1.80
" gals	5.05	5 00
Succotash, 2's	1.20	1.15
Squash, 3's	1.15	1.10
" gals	3.55	3.50
Carrots, 2's	1.00	.95
" 3's	1.10	1.05
Cabbage, 3's	.95	.90
Cauliflower, 2's	1.50	1.45
" 3's	1.90	1.85
Parsnips, 2's	1.00	.95
" 3's	1.10	1.05
Turnips, 3's	1.00	.95
Beets, sliced, br, "Simcoe," 2's		.95
" sliced, br, "Simcoe," 2's		.95
" whole, br, "Simcoe," 2's		.95
" whole, br, "Rosebud," 2's		1.15
" sliced, br, "Simcoe," 3's		1.25
" whole, br, "Simcoe," 3's		1.25
" whole, br, "Rosebud," 3's		1.40

ONTARIO MARKETS.

POINTERS—

Sugar—Steady.

Teas—Good demand for common Ceylons.

Canned Goods—Vegetables selling well.

Collections—Fair.

Toronto, Jan. 7.

While it is almost too soon to make any estimate of the year's business the reports from the wholesale houses this week are very encouraging. Up to the time of writing the travelers have only been out four days but orders are coming in rather freely and all signs seem to point to a resumption of active business after the holiday quietness in the wholesale houses. Retailers are complaining of dullness and undoubtedly business seems a little quiet with them after the holiday rush. Reports from all sections of the country indicate a splendid Christmas business and with practically all the manufacturing concerns in operation money should be fairly easy and business good.

The staple grocery markets have shown little change during the week. Provisions are a little more active, the lines of green fruits and vegetables in season are passing off well, and the cold snap which has just arrived should brighten up the flour and cereal markets which have been rather dull through the holiday season and, indeed, for a few weeks previous.

Collections are reported as very fair, showing that money is at least somewhat free among the retailers.

SUGAR—The refined market is quiet with no great demand as yet and no prospect of immediate change.

Willett & Gray, in their review of the situation, say: "Europe closes with beet sugar at 10s. 3d., say 2¼d. advance for December, but unchanged for January at 10s. 1½d. Cubas for January-February shipments are offered at 2 5-16c c. & f., 96 degrees test, without interesting buyers. The work of harvesting is progressing, there now being 48 Centrals grinding, against 33 last week; but receipts are still small. The American beet crop was so badly damaged by the drought in some sections early in the season, that we have been obliged to reduce our estimate of the total out-turn from 440,000 tons to 390,000 tons, as we stated on October 22nd, might be expected."

The visible supply, as estimated on Dec. 30, was: Total stock of Europe and America, 3,301,434 tons, against 3,149,706 tons last year at the same uneven dates. The increase of stock is 151,728 tons, against an increase of 189,366 tons last week. Total stocks and afloats together show a visible supply of 3,317,434 tons, against 3,176,706 tons last year, or an increase of 140,728 tons.

Paris lumps, in 50-lb. boxes	5 55
" in 100-lb. "	5 45
" in 25-lb. boxes	5 75
"Crystal Diamonds," barrels	5 5
" " half barrels	5 85
" " boxes, 100 lbs	5 85
" " " 50 lbs	5 95
" " " 25 lbs	6 15
" " 5-lb. cartons, boxes 100 lbs	8 10
St. Lawrence granulated, barrels	4 50
St. Lawrence Beaver	4 20
Redpath extra granulated	4 50
Imperial granulated	4 20
Acadia granulated, (bags and barrels)	4 40
Wallaceburg	4 30
Phoenix	4 45
Bright coffee	4 40
No. 3 yellow	4 30
No. 2 "	4 20
No. 1 "	4 10

Granulated and yellow, 100-lb. bags 5c. less than bbls.

SYRUPS AND MOLASSES—There is quite a demand for proprietary lines of these goods as is usual at this time of the year. Consumption of bulk syrups seems to be falling off, however, and there is little doing. Prices are steady, as quoted:

Syrups—		
Medium	0 30	0 35
Bright	0 40	0 45
	Per case.	
2 lb. Tins, 2 doz. in case		2 40
5 " " " "		2 75
10 " " ½ "		2 65
20 " " ¼ " "		2 60
Barrels		0 03½
Half Barrels		0 03¾
Quarter "		0 04
Pails, 38½ lbs. each		1 75
" 25 " "		1 25
Maple syrup—		
Gallons, 6 to case		4 50
½ " 12 "		4 80
Quarts, 24 "		4 50
Pints, 24 "		2 50
Molasses—		
New Orleans, medium	0 30	0 35
" bbls	0 28	0 30
Barbadoes, extra fancy		0 [illegible]
Porto Rico	0 45	0 60
West Indian	0 30	0 35

TEAS—The local market has been quite active the past week; with good

demand for common grades of Ceylons. Not much interest is displayed, however, in other lines. The firm feeling in the market still continues.

Kearley & Tongue, Colombo, in their review of the markets for December, throw some light on the situation as follows: "Shipments for November were behind the estimates to the extent of one million and a half pounds, principally owing to unusual dry weather which has prevented the heavy flushing expected about this time of the year. It is now fairly certain the total crop from Ceylon will barely equal last year's. The crop from India is expected to be less than estimated a month or two back. These two facts have been the cause of the sudden firmness of all the tea markets. In Colombo common teas have firmed and there has been a sharp rise for grades above common, while fine has remained about steady, except where improvement in quality secured higher prices. Early in November common teas were neglected, and distinctly easier until the last sale of the month, when the demand improved and prices firmed. There has not been a very large quantity of low teas made, the quality generally being above the average. Broken medium teas were not in strong demand early in the month and were relatively the cheapest teas to be bought, showing far better value than leaf teas. There has, however, been a sharp rise, as much as 3 to 4 cents increase being paid. Leaf teas are also dearer than they were at the beginning of the month, the Russian demand being now more pronounced. For a few weeks many high-grown teas showed deterioration, and consequently buyers were not so eager for them. There are, however, signs of improvement, and in the last two sales there have been some very choice flavoury teas offered and several high prices paid."

COFFEE—Local demand continues exceedingly good, and coffee consumption in Canada seems to be growing. Locally, prices are steady. Willett & Gray, in reviewing the general situation, say: "Additional confirmation has come from Brazil that the growing crop in Santos has sustained permanent damage, showing the effect of the long drought previous to the blossoming period weakening the trees. This feature was so generally ignored right along that an awakening to the true conditions will bring new interest to the article. Estimates usually appear in the early part of January when conclusions can be more accurately drawn, but even then the growing crop will be subject to varying climatic changes before coming to maturity. Nothing new is reported about the growing Rio crop. The movement of the current crop shows Santos receipts about 7,500,000 and Rio receipts 1,850,000 bags for the first six months—and, according to the generally accepted estimates of 9 millions for Santos and 2½ millions for Rio, the quantity indicated remaining in the interior is quite small, so that the prospects for receipts in the ensuing six months are only about 1,500,000 bags at Santos and 650,000 bags at Rio. Much importance attaches to this with the new crop six months away and none of the Government coffees will be offered to the public for twelve months or more. The general tone of the market begins to reflect these intrinsic features of the situation. Apart from the speculative tendency there is evidence of more activity in the trade proper, with the idea of securing desirable assortments which always becomes more difficult from this time forward. It is well known that there are no surplus stocks available of good selections in Europe or the States while both countries will certainly be strong competitors for that which may be obtained in Santos. It is the case to-day. The world's visible will show a constant steady decrease from month to month so that on its own merits coffee justifies greater confidence and improved values. The healthy undertone now in evidence, it is believed, will become more manifest after the turn of the year."

DRIED FRUITS—While stocks of some lines, such as peels, dates and figs are light, there is probably enough of these goods on hand to supply the demand through the season, now that the Christmas demand is over. Prunes are somewhat called for. Other lines are quiet.

	Per lb.
Prunes—	
40-50's, 25-lb. boxes	0 09½
50-60's, " "	0 8½
60-70's, " "	0 08½
60-70's, 50-lb. boxes	0 08½
80-90 " "	0 07½
90-100, " "	0 07
Apricots—	
Choice, 25-lb boxes	0 12½
Fancy, " "	0 14
Candied and Drained Peels—	
Lemon	0 09 0 11
Orange	0 10½ 0 12
Citron	0 17 0 20
Figs—	
Elemes, per lb	0 08 0 10
Tapnets, "	0 03½ 0 04
Bag Figs	0 03½ 0 04½
Currants—	
Fine Filiatras	0 06½ 0 07
Patras	0 08 0 08½
Vostizzas	0 09 0 09½
Uncleaned, ½c less.	
Raisins—	
Sultana	0 07½ 0 13
" Fancy	0 11 0 12½
" Extra fancy	0 14 0 15
Valencias, new crop	0 05½ 0 06
Seeded, 1-lb packets, fancy	0 09½ 0 10
" 16 oz. packets, choice	0 . 9½
" 12 oz. " "	0 08
Dates—	
Hallowees	0 05½ 0 06
Sairs	0 05
Fards choicest	0 08 0 08½
" choice	0 07½

NUTS—Stocks are low and there is little demand since the holiday season. Prices are steady, as follows:

Almonds, Formigetta	0 12½
" Tarragona	0 13
Walnuts, Grenoble	0 14
" Bordeaux	0 11
" Marbots	0 12
Filberts	0 10 0 12
Pecans	0 16 0 18
Brazils	0 15
Peanuts	0 10 0 12

RICE AND TAPIOCA—The market is quiet, with little business passing and prices steady.

	Per lb.
Rice, stand. B	0 03½ 0 03
Rangoon	0 03½ 0 03½
Patna	0 05½ 0 05½
Japan	0 05½ 0 06½
Java	0 06 0 07
Sago	0 05 0 06
Seed tapioca	0 06
Tapioca, medium pearl	0 05

SPICES—There is little demand for these goods just now, and while primary markets are firm in several lines, there is no probability of any immediate change locally.

Peppers, black pure	0 14 0 20
" white pure	0 22 0 30
" whole, black	0 18
" whole, white	0 28
Ginger	0 18 0 25
Cinnamon	0 25 0 40
Nutmeg	0 35 0 90
Cloves, whole	0 25 0 35
Cream of tartar	0 22 0 25
Allspice	0 16 0 19
" whole	0 17 0 20
Mace ground	0 80 0 90
Mixed pickling spices, whole	15 0 20
Cassia, whole	0 20 0 25

BEANS—A little more interest is evident and this will probably develop from now on. Some of the primes measure up exceedingly well in quality, but there are practically no hand-picked beans on the market.

Beans, prime No. 1, "	1 85 2 00
" Lima, per lb	0 07

EVAPORATED APPLES—There is little demand for these goods at present, and the market is quiet. Prices are steady.

Evaporated apples	0 07½

HINTS TO BUYERS.

The goods which Laporte, Martin & Co., Montreal, are offering the trade this week are such as to interest wise buyers. They are offering canned goods, teas and other lines at bargain prices. Their famous Soleil branch canned goods is quoted in their advertisement as unparalleled for quality. It will pay merchants to read their interesting announcement in another part of this issue.

THE GUILD CASE HEARING.

As we go to press the argument in the long-delayed Wholesale Grocers' Guild case, the evidence of which was taken several weeks ago, is being heard before Chief Justice Falconbridge at Osgoode Hall, Toronto. The hearing began yesterday, Thursday. A full account of the argument will be given in next week's issue.

TRAVELER WINS TRIP TO OLD COUNTRY.

There's a pleasant little trip coming along in the spring to S. H. Moore, who sells Comfort Soap all over Toronto and Hamilton for Pugsley, Dingman & Co. This prize is the result of a contest inaugurated some eighteen months ago by the company among its travelers, when such a trip was promised to the man whose sales during that period showed the largest percentage of increase. Since then there has been a merry little war among the traveling staff, with a good deal of friendly rivalry. The result was announced on Monday of this week. The prize is well deserved, for Mr. Moore is known among the trade as one of the hardest working travelers who call on them. He will leave in April, taking Mrs. Moore with him, and will spend four or five weeks in Great Britain.

MANITOBA MARKETS

Considering the usual after-holiday falling off in trade, conditions may be said to be very good at the present time.

SUGAR—The sugar market continues to be very quiet. After the recent decline prices are as follows:

Montreal and B.C. granulated, in bbls	5 00
" " in sacks	4 95
" yellow, in bbls	4 60
" " in sacks	4 55
Wallaceburg, in bbls	4 90
" in sacks	4 95
B.C. gunnies granulated, 5-18's to bale, per cwt	4 95
" " " 5-20's " "	4 95
" hard pressed lump, 25's, per cwt	6 15
" " " half bbls., per cwt	6 50
" icing	5 80
" bar sugar	6 60
Icing sugar in bbls	5 60
" " in boxes	5 80
" " in small quantities	6 10
Powdered sugar, in bbls	5 30
" " in boxes	5 60
" " in small quantities	5 65
Lump, hard, in bbls	5 95
" " in ½-bbls	5 95
" " in 100-lb cases	5 95

SYRUPS AND MOLASSES—There is still a fair demand for corn syrups, but prices in some lines show a decline. We quote:

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 40
" " 5-lb tins, per 1 "	2 80
" " 10-lb tins, per ½ "	2 65
" " 20-lb tins, per ¼ "	2 70
" " ½ barrel, per lb.	0 03½
" " Sugar syrup, per lb.	0 03½
Beaver Brand, 2 lb tins, per 2 doz case	3 10
" 5 " " 1 "	3 60
" 10 " " ½ "	3 30
" 20 " " ¼ "	3 20
Barbadoes molasses in ½-bbls, per gal	0 40
New Orleans molasses in ½-bbls, per lb	0 03½
Porto Rico molasses in ½-bbls., per lb	0 04½
Blackstrap, in bbls., per gal	0 31
" ½ " "	0 33
" 5 gal. bsts., each	2 25

MAPLE PRODUCTS — Selling very slowly. Prices continue as below:

Sugar, 25 lb. boxes, ½s. and ¼s	3 00
Syrup, gallons ½ doz. to case, per case	5 65
" 1 doz. to case, "	6 15
" ½ " 2 doz. to case "	6 55

FOREIGN DRIED FRUITS—Prices on the California list show a slight decline. We quote:

Sultana raisins, bulk, per lb	0 09
" cleaned, "	0 10½
" 1 lb pkgs "	0 11½
Table raisins, Connoisseur clusters per case	2 90
" extra dessert, "	3 85
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 70
" Connoisseur clusters, boxes (5½ lbs)	0 85
Trenor's Valencia raisins, f.o.s, per case, 28's	2 05
" " " 14's	1 00
" selects " 28's	2 15
" " " 14's	1 15
" layers " 28's	2 35
" " " 14's	1 25
California raisins, choice seeded in ½-lb. packages per package	0 07
" " fancy seeded in ½-lb. packages per package	0 07½
" " choice seeded in 1-lb packages per package	0 08½
" " fancy seeded, 1-lb. packages, per package	0 09
Raisins, 3 crown muscatels, per lb	0 0
" ¼ " "	0 07½
Prunes 90-100 per lb	0 05½
" 80-90 "	0 06½
" 70-80 "	0 06½
" 60-70 "	0 07½
" 50-60 "	0 07½
" 40-50 "	0 08½
" 30-40 "	0 08½
Silver prunes	0 09½
Currants, uncleaned, loose pack, per lb	0 06½
" dry cleaned, Filiatras, per lb	0 06½
" wet cleaned, per lb	0 07
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 08
Pears, per lb	0 08½
Peaches, standard, per lb	0 08
" choice	0 08
Apricots, standard, per lb	0 0
" choice, per lb	0 11½
Plums black pitted, per lb	0 11½
Nectarines, per lb	0 09½
Dates, new, per lb	0 07

RICE AND TAPIOCA—There is only the ordinary staple demand at present, and the market is without any features of special interest. Japan rice is quoted at 4¼c per lb, Patna at 4¼c, Rangoon at 3¾c. Tapioca 5c per lb.

EVAPORATED APPLES—As noted last week, the local price has been advanced to 8½c per lb., owing to the advance in the Eastern market.

HONEY—Supplies are hard to obtain. Prices are quoted as follows:

Honey, 2½ lb. tins, in case 24	8 75
" 5 " " 12	8 50

SPANISH ONIONS—New stock is quoted at $1.15 per crate.

NUTS—Advanced prices on new stock. We quote:

Shelled Walnuts, in boxes, per lb	0 28
" " small lots, per lb	0 30
" Almonds, in boxes, per lb	0 28
" " small lots, per lb	0 30

ROLLED OATS—The local market is steady, prices showing a slight decline.

Rolled oats, 80 lb sacks, per 80 lbs	2 10
" 40 " " 80	2 15
" 20 " " 80	2 20
" 8 " " 80	2 50

CORNMEAL—We quote the following reduced prices:

Cornmeal, per sack	1 90
" per ½ sack	0 95
" per bale (10, 10's)	2 15

BEANS—The market is weak. Hand-picked are quoted at $2.10 to $2.15 per bushel and the three-pound picker at $2 per bushel.

POT AND PEARL BARLEY—Pot barley is quoted at $2.55 per sack, pearl barley at $3.75 per sack and $1.95 per half sack.

CANNED GOODS—

FRUITS.

	Group No. 1.	Groups No. 2.&3
	Group No. 1	Groups Nos. 2-3
Apples—3's standard, per case	$2.44	$2.34
" Gallons, standard, per case	1.55	1.52½
Cherries—Red, pitted, 2's	4.18	4.08
" black pitted 2's	4.18	4.08
" white pitted 2's	4.38	4.28
Currants—Red 2's	4.18	4.08
" black 2's	4.18	4.08
Gooseberries—2's	4.58	4.48
Lawtonberries—2's	4.18	4.08
Peaches—Yellow 2's	4.18	4.08
" yellow 3's	6.54	6.44
" pie, unpeeled 3's	3.34	3.24
" pie, unpeeled, gallons	2.42½	2.40
" pie, peeled, gallons	3.30	3.27½
Pears—Flemish Beauty 2's	3.68	3.58
" Flemish Beauty 3's	4.74	4.64
" Globe 1.s. 2's		2.78
" Globe 1.s. 3's		4.14
Plums—Damson 1.s. 2's	2.28	2.18
" Lombard 1.s. 2's	2.28	2.18
" Green Gage 1.s.	3.08	2.98
Raspberries—Red 2's	4.18	4.08
" red, gallons	3.80	3.77½
" black 2's	4.18	4.08
" black, gallons	3.80	3.77½
Strawberries—2's	4.18	4.08
" gallons	3.80	3.77½

VEGETABLES.

Asparagus—2's	6.28	6.18
Beans—2's	2.08	1.98
Corn—2's	2.08	1.75
Peas—		
No. 4 standards, 2's	1.88	1.55
Early June, 2's	1.98	1.65
Sweet Wrinkle, 2's	2.18	1.85
Extra fine sifted, 2's	3.08	2.75
Pumpkins—3's	2.14	2.04
Succotash—2's	2.68	2.58
Tomatoes—3's	2.44	2.10
Tomatoes, 2's	2.08	1.74
Tomatoes—gallons	3.70	3.65

MEATS.

Clark's 1 lb., pork and beans, plain, per case	2 50
" 2 " " " " "	1 90
" 3 " " " "	2 50
" 1 " tomato sauce, per case	2 50
" 2 " " "	1 90
" 3 " " "	2 50
" 1 " Chili "	2 50
" 2 " " "	1 90
" 3 " " "	2 50
Soups, per doz	1 55
Corned beef " 1's per doz	2 90
" " 1's "	1 75
Roast beef	
" 1's, per doz	1 07
" 2's, "	2 95
Potted meats, ½'s, per doz	0 65
Veal loaf ½ lb., per doz	1 25
" 1 lb. "	2 50
Ham loaf ½ lb. "	1 25
" 1 lb. "	2 50
Chicken loaf ½ lb. "	1 25
" 1 lb. "	2 50
Lunch tongue 1's, "	2 65
Sliced smoked beef ½-lb. tins, per doz	1 80
" " 1-lb. tins, "	3 10
" " 1-lb. glass, "	3 35
Chipped " ½-lb. tins, "	1 45
" " 1-lb. tins, "	2 50
" " 1-lb. glass, "	0 05
Sliced bacon, 1-lb. tins, "	3 10
" 1-lb. glass, "	3 25

A REVOLT AGAINST THE TYPEWRITER.

The following letter from a recent issue of the New York Sun is rather interesting, as showing the viewpoint of some back country merchants. This was written by an old trader in the mountains of Kentucky to one of the woolen mills in New Jersey:

"Jentelmen—i want you to understand that I aint no dam fool when i bort that Bill from that Read-Headed eagent of yours.

"He told me that you sent him all the way from cyncynata to get that order. I thot that he wuz lying and I bort all my goods from the Jersey and he told me he sold the Jersey and would sell me just like he sold the Jersey.

"Now you writes me a printed letter and sez if i send u the munny u will send me the goods.

"i recon you will most enny durn fool ud do that. I would not mind a Bit sendin u the munny and risk gettin the goods, but when i recolekt how you and your eagent done me, i refuse to do it.

"If you would have treated me right and not of sent me that newspaper printed letter like i was a dam fool and could not read riten, I would have tuck the goods and pade the cash. Now i dont want no more of yor printed letters.

"I wont stand sich from no house. i am fifty-six years ole the last of next comin january and the furst man has got to put my back on the ground yit.

"i may not have as much larnin in gramma as you got, but i can wip you or enny uther dam yanky that wants to try writen me a printed letter.

Yours truly."

FRENCH TREATY WILL PASS.

With some modifications it is expected that the Franco-Canadian treaty will be ratified by the French Senate. This information has been received in a despatch from Paris this week and the prospects for the sanctioning of the proposed treaty seem to be very bright. Hon. W. S. Fielding is still in Paris conferring with members of the French Government respecting the treaty. The matter has been before the French Senate for months and has aroused considerable interest in Canada among business men.

Gerald Larkin, of the Salada Tea Co., Toronto, returned this week from a ten days' business trip to New York.

WESTERN SUGAR KING DEAD

The Late Claus Spreckels, Worth 50 Millions, Began as a Grocer—Wanted to Be Something and Somebody.

Death on December 26 claimed one of the most prominent figures in the sugar trade in the Western United States in the person of Claus Spreckels, a Pacific Coast millionaire, and sugar king, at the ripe old age of 81 years.

Running away from his home in Lamstadt, Germany, at the age of 18 years to avoid being drafted into the German army, he came to America and began lift at Charleston, S.C., in 1848, with but $3 in his pocket. His career, therefore, from clerk in a grocery store to a sugar millionaire is one to be looked upon with pride by any grocer and deserves the attention of all.

Claus Spreckels wanted "to be something and somebody." He had moped along in wooden shoes behind his father's plough almost since he had been able to walk, and like the seed he sowed he had begun to feel like spreading out. This was why he left the family fireside to seek his fortunes in a world new to him. For a couple of weeks he was unable to find work in Charleston, and by the time he did a large portion of his $3 was gone. His first job netted him merely his board, but without much further delay he began "to do something." He proved his worth to his employer and during the second month he received a salary of $4 per week. The third month he was picked up by another grocer at $8 per week.

His time was given solely to the assistance of his employer. He wrestled with boxes and used the scoop and managed the scales so carefully that when his employer, 18 months later, was giving up the business, Spreckels bought him out on credit, and 12 months later had paid the debt.

His store in South Carolina was, of course, made a success, and shortly after he bought a store in New York. He had held the latter property for a comparatively brief time, when he had laid aside enough money to take himself and wife on a visit to the old folks in the Fatherland.

Later, when business conditions looked rosy in California, seven years after the discovery of gold, he took the $4,000 which he had saved, crossed the continent and invested it in a brewery. Money was made in this venture also, so selling his store in New York he settled permanently in the West.

The Secrets of His Success.

To make such progress as has been recorded, a man must have ways and means peculiar to a few. A business associate of Claus Spreckels for many years says one of the secrets of his success was that he seldom had all his eggs in one basket; that he always tried to keep some cash on hand, and that he never went into anything until he was thoroughly ready for it—knew his ground and built his forts.

After making money out of the brewery business he looked around for something new and hit upon the making of sugar. California was on the line of imports from the Hawaiian Islands, and Spreckels saw that it had a position of advantage for the handling of cane. But, nevertheless, he retained his interest in the money-making brewery until he made certain of the success of the manufacture of sugar. The experiment proved profitable and he let go the beer and rye and went at the cane with the indomitable courage of the Teuton.

Knowing that mastery of the details of an undertaking is the first requisite to success, Mr. Spreckels went to New York and secured employment in a sugar refinery there. When he had learned all about the business he wished to know he retraced his steps to California and organized the Bay Sugar Refinery Company—the actual beginning of the vast fortune he eventually accrued. The company prospered, but his associates were not big enough for its chief promoter, and after a quarrel over the management he left.

Leaving California with his family he returned to Europe to make an exhaustive study of sugar and became an ordinary employe at Magdeburg. By 1867 he was again in the refinery business in California, operating in connection with his brother, the California sugar refinery. Commencing with a wooden structure, adopted to the extent of current operations, in three years the building was enlarged four times. At the end of four years he had an establishment with a capacity of 800 tons of sugar per day.

Foresight and Judgment.

By applying all his energies and his superior judgment to every phase of the sugar business and by operating in the latest scientific manufacturing principles, he was able to reach out into the general field of competition and bring that within his control. During his career as a sugar manufacturer he went to the Hawaiian Islands, and by a master stroke became the virtual owner of the sugar cane growing of the Pacific Ocean.

Mr Spreckels recently returned from New York to his Western home. On his arrival he was suffering from the effects of a cold contracted while in the East, and which ultimately developed into pneumonia. His estate is estimated at from $40.000,000 to $50,000,000, the income alone from the estate having been stated to exceed $250,000 a year.

Arthur H. Clements, sales agent Allredie Pure Food Co., spent the latter part of the week in Ottawa.

HONORS FOR C. A. CHOUILLOU.

Montreal Business Man Created Chevalier of Legion of Honor.

Word has been received by the French Consul in Montreal that the French Government has created C. A. Chouillou a Chevalier of the Legion of Honor.

It is not often that The Grocer has an opportunity of congratulating any of its friends on receiving such an eminent distinction as this. At the same time it might be mentioned that the French Government should be congratulated upon the good judgment which it has shown in the selection of a gentleman who is so worthy of this distinguished honor.

During his twenty-two years' residence in Canada, Mr. Chouillou has been conspicuous for the services which he has rendered his adopted country and France.

Mr. Chouillou came to America in 1887, on a special mission from his Government and subsequently settled in this country. He was one of the founders of



C. A. CHOUILLOU.

Of Montreal, Recently Created Chevalier of the Legion of Honor by the French Government.

the Chambre de Commerce Francaise, of which he was one of the first presidents, and which office he holds to-day. In 1907 he was the chief organizer and president of the Congress of French Chambers of Commerce in various parts of the world, which met in Bordeaux, France. In addition to these positions of honor and trust he is vice-president of the Alliance Francaise, a member of the Board of Trade and a commander of the Order of Nichan Tftikhan.

Mr. Chouillou has long been noted for his efforts to promote commercial relations between France and Canada. During his residence in Canada he has conducted a large exporting and importing business, and is ranked among the prominent business men of Montreal. The new Chevalier may be truly regarded as one of the factors which have made possible that splendid condition known as the Franco-British "entente-cordiale."

To the Grocery Trade of Canada

Gentlemen,—

"GET A MOVE ON"

Add

Mason's Number One Sauce

to your stock. Its use "makes eating a pleasure and life worth living."

A 3-dozen case of ½ pints Mason's Number One Sauce will cost you $4.95 and sells at $7.20. That'll do, won't it ?

ALL JOBBERS

THE MASON, MILLER COMPANY
Toronto, Canada

Agents Wanted Throughout the Dominion

BARRELS

For Flour, Butter or packing any kind of merchandise, manufactured and for sale by

H. CARGILL & SON
CARGILL, ONTARIO.

SALT

Car lots of Fine, Medium or Coarse, in Barrels, Sacks or Bulk.

TORONTO SALT WORKS
128 Adelaide Street E., Toronto

We Want Butter !

Dairy Tubs, Creamery Solids

We will buy f.o.b. your station, in large or small quantities.

Write or phone us with best quotations.

Rutherford, Marshall & Co.
Wholesale Produce Merchants.
TORONTO.

Poultry Wanted!

Persons having Poultry to ship to Montreal market should make a trial shipment to

P. POULIN & CO.
39 Bonsecours Market, - Montre

Buyers of Poultry, Game, Eggs and Feathers. Prompt remittance. No commission. Reference, any bank.



USE OVAL WOODEN BUTTER DISHES.

THOMAS BROS., St. Thomas, Ont.

will hardly come in for probably six weeks yet.

Strictly new laid, per doz	0 45
Select cold storage	0 28 0 30
Cold storage	0 25 0 26
Limed	0 24 0 25

BUTTER—For a change supplies exceed demand just now. This does not mean, however, that trading is at all slow. True, it could be better, but there is a satisfactory feeling abroad at the amount of business being done. Prices remain at the old figures, not a change being noted in any line.

	per lb.
Creamery prints	0 29 0 30
Creamery solids	0 28 0 29
Farmers' separator butter	0 26 0 27
Dairy prints, choice	0 24 0 25
" " ordinary	0 22 0 23
" tubs, choice	0 22 0 23
Large rolls	0 22 0 23
Baking butter	0 18 0 20

CHEESE—The cheese market remains as at last week's report—dull and unchanged.

Cheese, large, prime	0 13½
" twins	0 13½ 0 14

HONEY—This article receives very little attention except early in the season, and there is no change noted in prices.

60-lb. tins	0 11 0 11½
Smaller sizes, tins and bottles	0 10½ 0 12
Combs, doz	1 50 2 50

POULTRY—A still easier feeling exists and in some lines a decline in prices is quoted, noticeably in chickens, ducks, turkeys and geese. Some live turkeys and geese are again being offered. Trading is slow this week.

Spring chickens, per lb, live	0 10 0 11
Spring chicken, dressed	0 14 0 15
Hens, per lb., live	0 08 0 09
Hens, per lb., dressed	0 10 0 11
Young ducks, per lb., live	0 11 0 12
Ducks per lb., dressed	0 12 0 13
Turkeys, per lb., dressed	0 18 0 20
Turkeys, per lb., live	0 16 0 17
Geese, per lb., dressed	0 11 0 13
Geese, per lb., live	0 09 0 10

WINNIPEG.

BUTTER—Dairy butter continues to be in fairly good supply. Country shipments are still liberal and very little dairy butter is being brought in from the East. For No. 1 dairy the local produce houses are paying 22c per lb. f.o.b. Winnipeg; for No. 2, 17c to 18c per lb., and for No. 3, 15c to 16c per lb., and for good round lots, 20c.

CHEESE—Manitoba cheese is very scarce. Ontario is selling at 14½c to 14¾c per lb.

EGGS—The demand at country points is taking up practically all the supplies received at country stores just now, and very few are coming into Winnipeg. Some Ontario eggs are coming in, but the supply is very small. Local produce dealers are paying 30c per dozen and up for fair stock.

POULTRY—Buying prices f.o.b. Winnipeg are as follows:

Chicken, per lb	0 11
Fowl, per lb	0 08
Turkeys, per lb	0 16
Ducks	0 11
Geese	0 11

WILL HOLD "SNACK" IN ERIN.

Executive of Club Decides and Makes Arrangements at Annual Meeting.

The memories of the jolly times enjoyed at the Drummers' Snacks in the little town of Alton, Ont., for a number of summers, was brought back on Wednesday, December 30, at a dinner and meeting of the Snack Club Executive at the Queen's, Toronto.

Since the fires at Alton, by which the Algie Mills were burned in the early fall and when several stores were destroyed a few weeks later, it has been a foregone conclusion that the "Snack" could no longer be held in Alton. The meeting was exceedingly important, therefore, as deciding on a new location, and it was gratifying to note that the largest attendance on record was on hand. After full justice had been done to the dinner the committee immediately got down to business, with President Bob Asher in the chair. John Gibson, president of the Canadian Travelers' Association, conveyed the friendly greetings of that association in a neat speech.

The financial report of the "Snack" showed an encouraging balance of $106.

In reviewing the summer's outing, a resolution was brought in by "Billy" Colville, seconded by R. Algie, in appreciation of the large part taken by the Hamilton contingent in last year's "Snack."

Then the matter of the place of holding next year's "Snack" came up. J. H. Wildfong presented a largely-signed petition from the citizens of Erin, asking for the celebration in that town next summer. Erin offers numerous advantages, as, for instance, a park which would be particularly suitable for the outing, and its citizens are quite enthusiastic over the prospect of having the jolly travelers in their town for a day or two.

After a good deal of discussion it was moved by J. H. Wildfong and R. Algie, that the "Snack" of 1909 be held at Erin on the last Friday and Saturday of July. An amendment by Dr. Algie and Sol. Walters, suggested that the outing be held in Hamilton. The amendment was lost, and Erin will consequently have all the honors next summer.

With the place settled the following committees were appointed to look after the arrangements for next year:

Sports—John Charles, Tom Gloucester, G. Campbell, R. E. Smith, W. Meen, Dr. Algie, Wm. Dore, C. C. Smye, J. H. Wildfong.

Printing—President "Bob" Asher, Dr. Algie, Robt. Algie, W. Hull.

Buttons—Wm. Colville, R. Keyes, S. Walters.

Music — Toronto Branch — E. R. Bowles, J. Charles, J. H. Wildfong, S. Walters.

Hamilton Branch—Bay Hill, Geo. Smye, R. E. Smith, Col. Stoneman, H. Eckstein, M. Tufford.

Distributing Committee—Robt. Keyes, J. M. Hooper, Col. Stoneman.

Transportation—Wm. Colville, M. Malone, J. D. Leitch.

Prize Committee—Toronto—J. H. Wildfong, Neil Oakley, J. Charles, Sol. Walters, C. Silver, W. Colville, G. Campbell, W. Meen. Hamilton—M. Malone, Bay Hill, Col. Stoneman, H. Eckstein.



Gillett's Lye Eats Dirt!

It cleanses whether the dirt is visible or invisible.

Gillett's Perfumed Lye

has been the Standard for over 50 years, and millions of people use it every day. Why experiment with substitutes?

Handle the brand with the established demand! Useful for 500 purposes.

E.W. GILLETT COMPANY LIMITED
CHICAGO, ILL. TORONTO, ONT. LONDON, ENG.

GILLETT'S CHEMICAL WORKS ESTABLISHED 1852.

CLARK'S CANNED MEATS

The advertising campaign now running in the daily press is designed to help you and other dealers, not only by stimulating the demand in your district for CLARK'S goods—but by creating an increased consumption for this line.

From experience of previous campaigns the response of the public will be immediate and sustained, because they know the quality of CLARK'S MEATS.

See that you are ready to meet the demand in the following lines:—

CLARK'S PORK AND BEANS
" POTTED MEATS
" CORNED BEEF
" OX TONGUE

WM. CLARK

Manufacturer
MONTREAL

YOU NEED NOT LOSE TRADE IN

BOVRIL

for full stocks of

Bovril
Bovril Cordial
Johnston's Fluid Beef (Vimbos)
Johnston's Fluid Beef Cordial

are held at

R. S. McIndoe, 54 Wellington St. East, Toronto
W. L. MacKenzie & Co., 306 Ross Ave., Winnipeg
A. C. Urquhart & Co., 524 Noonby St., Vancouver
A. B. Mitchell, Mitchell's Wharf, Halifax

BOVRIL Ltd.

27 St. Peter St. **MONTREAL**

The Pure Food Question

is of as much importance to you as it is to your customers. Your reputation and success depend upon the kind of goods you sell. A good stock of

HEINZ
57 VARIETIES
Pure Food Products

(The kind that contain no preservatives)

is always found in stores where quality is considered, because they are the best of their kind—pure, clean-made and good. You run no risk in handling Heinz goods. They comply with all food laws and are guaranteed to please the most particular people.

Anything that's HEINZ is safe to sell

H. J. HEINZ COMPANY

New York Pittsburg Chicago London

BUTTER

We can supply you with Choice, Fresh-made, Creamery Butter in one-pound blocks.

Write us for prices.

If you have Dairy Butter to sell (prints or rolls) **we will buy it**

Write Us for Prices

F. W. Fearman Co.
LIMITED

HAMILTON

We advertise widely the Richness, Purity and Uniform Quality of the Truro Milk

TRURO QUALITY BRANDS

This secures customers. The goods hold them.



Reindeer Milk

Jersey Cream



The brands proved the best by Government Analysis.

The Truro Condensed Milk Co., Ltd., Truro, N.S.

Butter
Eggs
Cheese
Poultry

(Live and Dressed)

We handle large quantities of these lines. Shipments and correspondence invited

The WM. RYAN CO.
LIMITED

70-72 Front Street East

Toronto - Ont.

Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN

Montreal, January 7, 1909.

Both the British cheese importer and the Canadian exporter seem to be playing a waiting game, each intently watching the other. Several attempts have been made to come to an agreement but so far this seems to have been out of the question. The English buyers are holding up the expected large arrivals of New Zealand stock to the Canadian exporter, with a view of bringing him to their terms, but so far those on this side have failed to appreciate the danger of the situation. The present light stocks, as compared with previous years, point to the fact that there will be a good trade at home, in case the export demand fails them. So think the Canadian shippers anyway. Locally prices rule steady at 12¼c to 12½c for Westerns and 11¾c to 12c for Easterns. Receipts since May 1 up to the present have been 1,998,723 boxes, against 2,406,852 boxes for the corresponding period of last year.

Locally the butter trade is in good shape, and supplies are arriving freely. At the present moment there is an admirable relationship between supply and demand, which is keeping the market in an easy steady condition. Large roll stock is in especially good demand, and stock is arriving in sufficiently large quantities to supply the demand. There is a firm feeling in the price of the extra fine September and early October makes, which are being strongly held. Locally quotations rule steady at 25½c to 26c and 26½c to 27c is being asked for September makes.

THE PROVISION SITUATION.

Toronto, January 7, 1909.

There seems considerable prospect that the quietness which has existed among Canadian packers during the past month or two will not last much longer. During this time the Danish and Irish shippers have been keeping the British market, which in the dull condition of business has not been at all active, quite well supplied. There has been little demand for Canadian bacon and consequently comparatively little going over. During the past week or so, however, the overseas market has come to assume a more receptive basis and it seems likely that for a while at least there will be considerably heavier stocks shipped over by Canadian packers. A slight stimulus to this business is expected, however, at this time of the year.

This feeling is reflected somewhat in the prices packers are paying for hogs this week. The run has fallen off rather materially the last few weeks and with better local demand packers' stocks were passing off fairly well. With the prospect of larger export shipments the need for more hogs is felt and the price has gone up till this week $6.10 to $6.15 is being offered. This is expected to bring out a fairly good run.

PROVISION MARKETS

MONTREAL.

PROVISIONS—Hogs have advanced, owing to the limited supplies arriving and the active competition among buyers for what stock there is. So far prices of hog products have not been affected. Some houses have been selling very heavy clear pork at cut prices, which has resulted in slightly lower quotations being made by most firms.

Compound Lard—		
Tierces, 375 lbs		0 08½
Parchment lined boxes, 50 lbs		0 08¾
Tubs, 50 lbs		0 08¾
Wood pails, 20 lbs. net		0 09¼
Tin pails, in cases	0 09½	0 09½
Heavy Canada short cut mess pork, in bbls	22 50	23 00
Selected heavy Canada short cut clear boneless pork	22 50	23 00
Heavy Canada short cut clear pork	22 00	22 50
Very heavy clear pork	24 00	25 00
Plate beef, 100-lb. bbls		7 75
" " 200 "		15 00
" " 300 "		22 00
Pure Lard—		
Tierces, 375 lbs		0 12½
Boxes, 50 lbs., grained		0 12¾
Tubs, 50 lbs., "		0 12¾
Pails, wood, 20 lbs., parchment lined		0 12¾
Tin pails, 20 lbs., gross		0 12½
Cases tins, 10 lbs. each		0 12¾
" " 5 "		0 12¾
" " 3 "		0 13

BUTTER—Supplies of fresh made butter are fairly free. Large roll stock is in good demand and is arriving in ample quantity. The market is steady. September stock creamery is in good demand and the price remains very firm.

Fall creamery, solids	0 24	0 28
Fresh Creamery, solids, lo	0 26	0 26½
" " prints, lb	0 26½	0 27
Dairy, tubs, lb	0 19	0 21
Fresh large roll	0 21	0 22½

CHEESE—Locally a normal trade is passing, and prices remain as last quoted. Negotiations between Canadian and British dealers are hanging fire, and until some favorable basis can be arrived at no business to speak of will be done in an export way.

Westerns	0 12¾	0 12½
Easterns	0 12¾	0 12½
Undergrades	0 11¾	0 12

EGGS—Strength has been imparted to this market by the fact that advices from various points in Ontario, Quebec and the West indicate the quantity in storage to be very much below last year at this time, and owing to the fact that it will be the end of January before the new laid stock begins to arrive. In this time there will be a good chance for local stocks to be completely depleted. In view of this, together with the increasing demand, local dealers have increased their prices from one to two cents a dozen all around. Some claim that the market will ease up sooner than is expected as they think there is a possibility of the new stock arriving before the time anticipated. This, of course, depends, in a large measure on the state of the weather from now on.

New laids	0 35	0 40
Selected cold storage	0 27	0 28
No. 1 Candled	0 24	0 25
No. 2 Eggs	0 20	0 21

HONEY—Quietness is general in this line, with quotations unchanged.

White clover comb honey	0 13	0 14
Buckwheat, extracted	0 08	0 09
Clover, strained, bulk, 30 lb. tins	0 10	0 11

POULTRY—Although demand has fallen off considerably since the holidays, the supplies arriving have been small, so the price has firmed up some. The trade is in good condition at present, as supplies are easily taken care of. Hens are up ½c, while turkeys are worth 3c lb. more than a week ago.

Spring chickens, per lb	0 13	0 14
Hens pe lb	0 10	0 11½
Young ducks, per lb	0 11½	0 12
Turkeys, per lb	0 18	0 19
Geese, dressed	0 09½	0 10½

TORONTO.

PROVISIONS—A slightly easier feeling exists in almost every provision line and a slight decline is noted in the price of bacon and hams. Lard, too, is a shade easier. Supplies are fairly free, though packers would like to see more hogs available, as they consider present prices a little high for packing just now. Nevertheless, the hogs are being put down. Demand is not so good even as last week. In fact a quietness pervades the whole market, although there is no dissatisfaction expressed as to the amount of trading being done. Dealers are not yet through talking of how much money they might have made had poultry supplies been more plentiful at the Christmas season.

Long clear bacon, per lb	0 10½	0 10¾
Smoked breakfast bacon, per lb		0 14½
Roll bacon, per lb	0 10½	0 11
Light hams, per lb	0 13½	0 14
Medium hams, per lb		0 13½
Large hams, per lb		0 12½
Shoulder hams, per lb	0 10	0 12
Backs, plain, per lb		0 15
" pea meal		0 16½
Heavy mess pork, per bbl		20 00
Short cut, per bbl		22 50
Lard, tierces, per lb	0 11½	0 12
" tubs "		0 12½
" pails "		0 12¾
" compounds, per lb		0 08½
Dressed hogs	8 25	8 75

EGGS — Decidedly the best line handled by provision men just now is eggs. The West has taken and is taking large quantities. Within the past ten days two cars have gone forward to Winnipeg and another to Calgary. Port Arthur took a car and before the end of the month one or two more cars will go to Winnipeg for distribution from that centre. St. John, N.B., recently took a car of Toronto eggs. All this has had a tendency to keep prices here firm, especially as local demand keeps pretty active. Strictly new laids have gone up to 45 cents and even limed eggs have advanced a cent. Select storage are the sellers just now and are better stock than new arrivals. The conditions prevailing last year are apt to be repeated before long, and it may be that some United States eggs will come in bidding for a share of trade. These eggs are hardly as good as our own, being more watery and having less strength, but the price is a little more attractive. However, these eggs

THE GROCER'S ENCYCLOPEDIA

The Banana, How it Grows and Where it Comes From — One Hundred and Seventy-six Varieties—A Productive Plant.

THE BANANA.—No more popular fruit is sold by the grocer than the banana. The tree on which it grows is a gigantic herbaceous plant originally a native of the tropical parts of the East, but now cultivated in all tropical and sub-tropical climates. It forms a spurious kind of stem, rising 15 or 20 feet by the sheathing bases of the leaves, the blades of which sometimes measure as much as 10 feet in length and 2 feet across. The stem bears several clusters of fruit, which sometimes resemble cucumbers in size and form. It dies down after the fruit matures. The weight of the produce of a single cluster is sometimes as much as 80 lbs., and it has been calculated that the productiveness of the banana as compared with wheat is as 133 to 1, and as against potatoes 44 to 1.

The varieties of bananas cultivated in sprouts or suckers arise. A year or two after the plant becomes established it begins to flower, the fruit maturing in from 90 to 120 days afterwards. It then dies and two or three suckers are allowed to take its place, the others being destroyed or transplanted. The young shoots are planted in rows about eight feet apart, and the plants in adjoining rows alternate at a distance apart of about nine or ten feet. This method affords shade to the ground, while it does not keep the sun from the plants.

The first bananas brought into America are said to have come from Cuba in 1804, and the first full cargo, consisting of 1,500 bunches, arrived in 1830. The fruit is accumulated at point of shipment until the appointed steamer arrives, when she is rapidly filled with it. Refrigeration has been added in order that the fruit can be cut full



Bananas Growing on an East Indian Pl antation.

the tropics are as numerous as the varieties of apples in temperate regions, and the best authorities now agree that no specific difference exists between it and the plantain, which is a very prolific plant. There are 176 known varieties. The fruit is extensively used as food, and in many of the Pacific islands it is the staple food on which the natives depend for their existence.

In its immature condition the banana contains much starch, which on ripening changes to sugar, and as a ripe fruit it has a sweet but somewhat flavorless taste. From the unripe fruit, dried in the sun, a useful and nutritious flour is prepared.

The banana fruit is nearly always seedless. The species is propagated by a strong underground stem from which grown, and brought to northern markets in perfect condition.

Central America is the prominent source of supply of bananas. There the plant reaches its greatest perfection in the alluvial soil of the river bottoms along the coast lines. The islands of Cuba and Jamaica in the West Indies group also produce considerable quantities. While, as mentioned above, there are a great many varieties, some of them are much more suitable for cooking than others, such as the Guinea, which, when ripe, is of a pink color on the inside.

The Red banana is a native of the Island of Jamaica, and is not marketed to any great extent in Canada, the chief demand coming from the British Isles. It is more expensive than the yellow varieties.

AN ELEPHANT FOR T. H. ESTABROOKS.

Presented by Ontario Branch Red Rose Tea Staff—Not White, but Porcelain.

Nothing in the world of business is more pleasant to tell about than a genuine expression of regard from the workers in an office and selling force to the man who provides the work. T. H. Estabrooks, of St. John, N.B., proprietor of Red Rose Tea, received for Christmas from the travelers and office staff of the Ontario branch at Toronto, a piece of Amphora ware which he will prize both for its artistic value and as an expression of good-will and regard on the part of an enthusiastic body of workers. The ornament was an elephant in porcelain, with its coolie mounted on its head. The elephant is in natural color and stands about eighteen inches high on a long, low pedestal of porcelain.

The following letter to Mr. Estabrooks accompanied the present and was signed by Geo. H. Campbell, manager of the Toronto branch on behalf of the staff: "The travelers and office staff of the Toronto branch desired at this season to convey to you in some tangible form their appreciation of the kindliness, frankness and cordiality that have characterized your relations with them, making of every employe a friend. The accompanying beast of burden seemed equal to the occasion, and being emblematic of Britain's Eastern Empire, whence comes the tea that 'is good tea,' we thought it would make a fitting decoration for the office of 'the Chief.'"

Mr. Estabrooks spent a week in Toronto before the holidays and before leaving, entertained Red Rose Tea travelers and office staff at a luncheon in the National Club. It was a very pleasant affair, thoroughly enjoyed by everyone present. Besides Mr. Estabrooks and Mr. Campbell, there were present B. E. Miller, E. E. Boyd, A. H. Patience, J. H. Boyd, H. A. Howey, Frank Leech, G. S. Hull, Geo. E. Taylor, C. N. Smith, R. Prat, R. W. Vout, N. W. Williams, Chas. T. Miller and W. S. B. Armstrong.

SHERBROOKE GROCERS ASSIGN.

T. A. Bourque & Co., Reg., Sherbrooke, wholesale grocers, made an assignment on Saturday last. The business has been conducted by Poulin & Robitaille for the past few years, these young men having built up quite a trade with the grocers in Quebec Province, particularly in the Eastern Townships. No authoritative figures are out yet, but it is estimated that their liabilities are $25,000 or $30,000, at least, while their assets are not supposed to approximate more than $10,000 to $12,000. The Banque Nationale has claims aggregating $15,000, according to reports, which say also that Mrs. T. A. Bourque has a claim for $9,500, and the Canadian Canners for $3,700 odd.

Charterand & Turgeon have been appointed curators of the grocery store of Donat Bessette, Montreal.

IF some of you Manufacturers and Wholesale Grocers

could see the many letters we get every week from our subscribers

You would get acquainted with the fact that they watch for your ads. every week, that they keep in touch with live people in this way.

You would learn some facts you haven't studied, that you can *make more money* by considering and planning for the co-operation of the Retail Grocers *first,* and not last.

You would realize that it pays you to talk to them with good business tact, with prices, about quality of goods, new lines, etc. And you would have more customers—

Do You Want More Customers in 1909?

Tell the grocers of Canada about yourself, your house, your goods, your methods, etc., in a series of ads. in

The Canadian Grocer

Toronto Montreal Winnipeg New York Chicago London

Cowan's
Cocoa and Chocolate

bring genuine satisfaction to the trade, as well as excellent profits, because customers are always delighted with their purity and their superb flavor. If you are after repeat orders, sell "Cowan's" line.



The Cowan Co., Ltd.
Toronto, Canada

A Leading British line well-known and largely advertised

DR TIBBLES' Vi-Cocoa

THE WORLD RENOWNED FOOD BEVERAGE

The Public Say:
"THERE IS MERIT IN IT."

The Trade Say:
"THERE IS MONEY IN IT."

Write for Sub-Agency to:—

AGENT FOR MONTREAL:
J. WALTER SNOWDON
413 St. Paul Street
Montreal

ONTARIO AGENTS:
GREEN & CO.
25 Front St. E:, Toronto

W. H. ESCOTT, 141 Bannatyne Avenue East, WINNIPEG

SAMPLE CASES NOW READY FOR DELIVERY

PURE SOLUBLE COCOA

WE ARE MAKING A SPECIAL OFFER OF HIGH GRADE PURE COCOA POWDER, EITHER IN BULK OR BARRELS OR IN 1-lb., ½-lb. and ¼-lb. CANISTERS, WITH LABELS BEARING YOUR OWN NAME OR BRAND.

IT WILL PAY YOU TO GET SAMPLES & PRICES

FROM OUR WHOLESALE AGENTS:

A. B. LAMBE & SON, 27, Wellington St. East, Toronto.
H. & A. B. LAMBE, Hamilton.
C. A. PARKER, 10, Albert Street, Ottawa.
CHAS. DUNCAN, P.O. Box 22, Winnipeg.
MITCHELL & WHITEHEAD, 92, St. Peter St., Quebec.
A. E. CURREN, 54, Bedford Row, Halifax.

GEORGE PAYNE & CO., Ltd.,

Wholesale Tea, Cocoa and Coffee Merchants,

LONDON, Eng.

WE ALSO SELL CHOCOLATE COVERING AND COCOA BUTTER.

THE FLOUR AND CEREAL MARKETS

Conditions a Little Brighter After Holiday season—Talk of Cutting in Rolled Oats in Quebec.

The quietness prevalent in all lines of flour and cereals during the holiday season is to some extent dispelled this week, though not a great deal of activity is evident in any department.

Retailers are buying flour a little more freely, and the inquiry from Great Britain has been quite brisk, particularly for low-grade flour. The outlook for this trade is very favorable for the early part of the year.

The continued mild weather is having rather a quieting effect on the cereal markets, and dealers in these lines would welcome an extended cold snap. With this condition and strong competition, there is considerable talk of price-cutting among manufacturers, particularly in Quebec. As yet, however, none of this has been very evident.

MONTREAL.

FLOUR—A few inquiries are arriving from England regarding the market, but not yet have buyers come up to the price asked by Canadian shippers. The country districts will likely waken up now and do some buying as stocks have reached the low water mark.

Winter wheat patents	5 50
Straight rollers	4 70 4 80
Extra	4 00 4 10
Royal Household,	6 00
Glenora	5 50
Manitoba spring wheat patents	6 00
" strong bakers	5 50
Five Roses	6 00
Harvest Queen	5 50

ROLLED OATS—There have been, in the last few days, ominous rumors of cuts and counter cuts, but prices have not yet shown any change. One jobber stated that the coming week would witness some bad slashing of prices, which would liven matters somewhat. Locally, trade has been passably good and no complaints of dulness are being made.

Fine oatmeal, bags	2 72½
Standard oatmeal, bags	2 80
Granulated " "	2 60
Golddust cornmeal, 98-lb bags	2 10
White cornmeal	2 00 2 05
Rolled oats bags	2 35
" bbls	5 05

FEED—Shorts and middlings are much more active this week, and prices are firm. Some millers anticipate an advance shortly in these lines. Ontario bran continues in good demand, and the price has been fully maintained. Other lines of feed are strong and supplies arriving are soon placed.

Ontario bran	21 50 22 00
Ontario shorts	25 00
Manitoba shorts	24 00
" bran	21 00
Moullie, milled	25 00 27 00
" straight grained	30 00 32 00
Feed flour	1 50 1 60

TORONTO.

FLOUR—While retailers are buying a little more freely this week the holiday quietness is still a good deal in evidence. The market remains about as at last reports, though there is a good outlook for business opening early in the year. There has been more inquiry for export during the week, particularly from London and Bristol, and some sales are reported of low grade flour.

Manitoba Wheat.

1st Patent	5 70 5 80
2nd Patent	5 40
Strong bakers	5 20

Winter Wheat.

Straight roller	4 20 4 30
Patents	4 8/
Blended	5 00

CEREALS—With the continued mild weather, which has existed until this week, demand has not been very active locally. While retailers' stocks are low the demand on the part of the customers does not seem to be at all strong, and there is not much incentive to buying. An extended cold snap would mend matters considerable. Prices are quoted below:

Rolled wheat in barrels, 100 lbs	2 85
" oats in bags, per bag 90 lbs	2 50
Oatmeal, standard and granulated, in bags 98 lbs	2 75

DINNER TO TRAVELING STAFF.

Kind Words and Jollity at Annual Luncheon of John Sloan Co., Toronto.

Good-fellowship and optimism were very prevalent at the fourth annual luncheon to the traveling staff of the John Sloan Co., wholesale grocers, Toronto, which was held at the King Edward Hotel on New Year's Eve, Thursday, December 31. C. S. Parsons was in the chair, and contributed a good deal to the brightness of the occasion. Major John Sloan was characteristically reminiscent in his address, telling of his beginnings in Toronto and of the growth of the business to its present position. In closing he prophesied a good year of business and exhorted the travelers to serious work. Frank Sloan reviewed the work of the year, and gave some interesting pointers for the travelers. Practically all the travelers spoke as well, giving expression to the kindness of the firm and good wishes for its future progress. Those present, beside the speakers mentioned, were: John Hayden, J. B. Mayled, F. M. Tait, J. H. Burton, Geo. Sanderson, Harry Brett, P. H. Brown, J. W. Stokes, T. J. Madden, Geo. Crux, W. J. MacDonell, Fred. Bone, H. M. Cowan, J. R. Smith, B. Elliott.

J. F. Howitt, who covers Toronto for P. McIntosh & Son, has been laid up for a week or so with an attack of grippe.

S. J. Musgrave, who represents P. McIntosh & Son, Toronto, in the Ottawa Valley, has been in Toronto for a week or so, confined to his room through illness. He is expected to be able to be out again next week.

EDUCATE
YOUR CUSTOMERS

up to an appreciation of the best goods—it pays. No need to let a customer go on buying ordinary soda biscuits—get her started on

Mooney's Perfection Cream Sodas

When you get a customer started on Mooney's Perfection Cream Sodas you can figure on her permanent trade. Mooney's have a delicious and lasting crispness about them quite foreign to other brands.



The Mooney Biscuit & Candy Company,
LIMITED
STRATFORD, - CANADA

Goose Wheat
or
Ontario White Wheat

We want either or both. Send sample and prices to

Cummings Mills
Cummings Bridge, Ottawa

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

You will see a greater demand for Chocolate and Cocoa this year than the past.
It's going to be a good year. All we all have to do is to "think, feel and act it" as a good year—You all now know that

MOTT'S

"Diamond" and "Elite" Brands of

Chocolate

are household words now—Keep your faith pinned to these brands and you'll not have to complain of not being able to sell good goods.

John P. Mott & Co.,
HALIFAX, N.S.

SELLING AGENTS:

J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver
Arthur M. Loucks, Ottawa — R. G. Bedlington, Calgary

By Royal Letters Patent

Nelson's Opaque, Brilliant, Isinglass, Leaf, and Powdered Gelatine

NELSON'S
Granulated Jellies, Tablet Jellies, Creams, Custards, Fruit Puddings, Bottled Jellies, Lemonade Crystals, and Baking Powder.

Nelson's Gelatine and Liquorice Lozenges

NELSON'S SOUPS
(SIX VARIETIES)

Sole Proprietors and Manufacturers of
GORDON'S GRANULATED GRAVY

G. NELSON, DALE & CO., Ltd.
EMSCOTE MILLS, WARWICK

The above can be had from any of the following agents:
The Smith Brokerage Co., Ltd., St. John, N.B.
Watt, Scott & Goodacre, P.O. Box 1204, Montreal.
J. L. Watt & Scott, 27 Wellington St. East, Toronto.
E. W. Ashley Winnipeg.
Geo. A. Stone, 34 Inns of Court Buildings, Vancouver, B.C.

MAPLE SUGAR

I am able to ship the finest grade on short notice. You will need it for fall trade. Order early.

P. J. CIRARD, - Richmond, Que.

EPPS'S

GRATEFUL AND COMFORTING

IN ¼-LB. LABELLED TINS. 14-LB. BOXES

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg

NUTRITIOUS AND ECONOMICAL

COCOA

French Vermicelli and Macaroni

The only factory in Canada producing these goods.

H. CONSTANT
Manufacturer

Sales Agent: L. FONTANEL, 187 Commissioners St., Montreal

OPEN TO BUY

From 5 to 10 Cars Choice Cooking Peas
Clean and White

Quebec's leading Flour and Grain House.

C. A. PARADIS, Dalhousie St., Quebec



A Good Investment

PEANUT ROASTERS and CORN POPPERS.

Great Variety, $8.50 to $350.00
EASY TERMS.
Catalog Free.

KINGERY MFG. CO., 106-108 E. Pearl St., Cincinnati, O.

When writing advertisers kindly mention having seen the advertisement in this paper.

SUCHARD'S COCOA

This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes. Delicious in flavor; prices just right.

FRANK L. BENEDICT & CO., Montreal Agents.

The GRAY, YOUNG & SPARLING CO., Limited

SALT MANUFACTURERS

Granted the highest awards in competition with other makes.

WINGHAM ***ESTABLISHED 1871***



COX'S GELATINE

COX'S GELATINE is a STEADY SELLER, therefore should always be in your STORE.

PURITY GUARANTEED BY THE MAKERS

Canadian Agents:
C.E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

J. & G. COX Ltd
Gorgie Mills
EDINBURGH

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

APPOINTMENT OF HOTEL COMMISSIONER.

Comfort of Travelers in Ontario Will Be Looked After by W. K. Snider.

The fact that the Provincial Government has appointed a special commissioner to investigate the question of equipment of Ontario hotels will be received with satisfaction by the commercial travelers. The appointment has been given to W. K. Snider, Provincial organizer for the Conservative party for the past three years, and his duties begin immediately. At the banquet of the Canadian Commercial Travelers' Association, held a couple of weeks ago, Hon. W. J. Hanna promised that such an appointment was coming.

Mr. Snider's duties will be to deal with the whole question of the conditions and equipment of the licensed hotels in the Province of Ontario with a view to making them more suitable and safe to the traveling public. The new official will take charge of all improvements which the commercial travelers have been urging upon the department. Probably the most important of these is a proper system of fire escapes, as recent fires at Coldwater and Niagara Falls, when lives were endangered through lack of proper equipment, would indicate. Travelers are too often subject to danger in this respect, particularly in hotels in the smaller places. They are always on the road and a hotel fire is almost sure to effect one or more of them.

Besides the question of fire escapes, there are the sanitary arrangements, bedding, proper accommodation for transients, etc., to be attended to. All these will come under the supervision of Mr. Snider.

The License Department anticipate that the commissioner's work will probably cover between one and two years, during which time it is anticipated that he will have established such standards for hotels as can be permanently continued.

This new departure of the Government is along the lines advocated by The Grocer, after the disastrous Tillsonburg hotel fire, and which have subsequently been advocated on several occasions. Protection of the lives of travelers is an important thing and the new legislation will be gratefully received by the travelers.

B.C. FRUIT WINS PRIZES IN WASHINGTON.

At the apple show, held during December at Spokane, Washington, a large quantity of British Columbia fruit was exhibited and carried off more prizes for the amount shown than any other district represented. In the throng of upwards of 100,000 persons present there was a large number of representative apple buyers, not only from the East, but from London, Chicago and New York, and they were all unstinting in their praises of British Columbia fruit. They also admitted that the great export trade of apples from the American continent to British and European markets would in the future draw very largely from the highly colored and richly flavored fruit of the Western coast.

Maxwell Smith, Nelson, B.C., was one of the seven judges of fruit, the British Columbia display being under the supervision of F. R. E. De Hart.

POT and PEARL

FOR CLOSE QUOTATIONS WRITE

JOHN MacKAY *Caledonia Mills* **BOWMANVILLE, ONT.**

BARLEY and FEED



You'll be familiar with this tin and brand if you intend to increase your biscuit trade during 1909—

These biscuits have no superior—They are packed in such a way as to be as fresh on arrival in your store as they are in Carlisle, Eng.

Place a trial order with your jobber or write us.

CARR & CO., CARLISLE, ENGLAND

AGENTS:

Wm. H. Dunn, Hamblin & Brereton, The Standard Brokerage Co., Ltd.,	Montreal and Toronto, Winnipeg, Vancouver, B.C.,	Eastern Provinces Lakes to the Rockies British Columbia

Ask Your Grocer for Korn Kinks

That's the advice we're spreading far and wide in the most attractive, convincing advertising campaign ever planned. Are you ready with an **affirmative** answer to every demand for **KORN KINKS?** Every such answer puts a good profit in your till without any trouble at all. We bring the customer to your door the first time and the merit of **KORN KINKS** brings him back again and again.

The H-O Mills, Hamilton, Ont.

CALIFORNIA CELERY

Have cars arriving everyf ew days. Stock is now getting good. Have also Florida Head Lettuce, Hot House Cucumbers, Spinach, Sweet Potatoes, etc.

California Navel Oranges, California Lemons, Messina Lemons, Florida Grape Fruit, Nuts, Figs, Dates, etc.

McWILLIAM
Mc. AND E.
EVERIST

25-27 CHURCH ST. - TORONTO

A Shocking Earthquake,

no doubt, but Franc Tracuzzi of Messina and Catania, Italy, packer of the famous

"St. Nicholas," "Home Guard," "Kicking" and "Puck" Lemons,

cables to say he is

SAFE.

J. J. McCabe

Agent

32 Church Street - Toronto

FRUITS, VEGETABLES AND FISH

Will Disaster in Sicily Boost the Lemon Market? — Vegetables Quiet, With Potatoes in Good Demand—Fish Market Active, With Changes in Prospect.

MONTREAL.

GREEN FRUITS—The sole topic this week among fruit men is the probable future of the lemon market. The great catastrophe which has devastated a large portion of Southern Italy and some of the Island of Sicily will have a direct influence on the lemon situation. Local dealers have advanced prices already from 50c to 75c a case. Oranges have weakened since our last quotation. The 714 size Valencia is very scarce, but the 420 size is in good supply. Pineapples are firm at an advance to $4.50 to $5 for 24 size.

Almeira grapes, extra fancy	6 50
" extra choice	5 50
" fancy	6 00
California navels, 96, 126, 150 size	3 25
" " 176, 200, 216, 250 size	2 75
Floridas, 126, 150, 176, 200	2 50
Mexican oranges, 176, 200, 216, 250 size	2 00
Valencia " 420 size	3 75
Grape fruit	3 50
Lemons, choice, 300 size	3 75
Bananas crated	1 50 1 75
Pears, boxes	3 50
Pineapples, extra fancy, 24 size	4 50 5 00
Cranberries, Nova Scotias, early blacks, bbl	8 00 9 00
Apples, Fameuse, XXX, bbl	5 50
" " XX, "	3 50 3 75
" winter	4 50
Spies, XXX	5 50
Baldwins, Greenings, Russetts, XXX	4 25
" " Spies, XX	4 00

VEGETABLES—Attention at the present moment is confined to potatoes, which are selling rapidly. The market for them is consequently very strong, and prices are likely to advance. Leeks are high, $1.50 being asked. Parsnips have firmed up considerably now, ruling at $1. Celery has gone up a notch during the week, being quoted 50c higher. Green peppers are scarce, at $1.25. Business, with the exception of potatoes, is dull.

Oyster plant, doz	0 50
Artichokes, bbl	2 50 3 00
Leeks, dozen	1 50
Parsnips, bag	1 00
Sweet Potatoes, basket	2 00
Marrows, dozen	1 00 1 50
Cal. Cauliflowers, crates	3 00
Parsley, per doz. bunches	0 75
Sage, per doz.	0 60
Savory, per doz	0 50
Celery, crate	6 50
Water cress, large bunches, per doz	0 60 0 75
Spinach, barrels	3 00
Green peppers, basket	1 25
Beets, bag	0 60
Carrots, bag	0 75
Spanish onions, large cased	3 50 4 00
Lettuce, per doz.	1 10
Radishes, doz.	0 60
Horse radish, per lb.	0 15
Cabbage, bb's	1 50
Montreal potatoes, bag	0 75 0 95
Green Mountains	0 80
New Brunswick potatoes	0 95
Onions, large bag	1 30
Red onions, barrel	3 00
Turnips, bag	0 70
Pumpkins, doz.	1 50
Squash, doz	3 00
Brussels sprouts, quart	0 22 0 25

FISH—The Advent season, which has recently closed, has been a very good one among local fish dealers. A fair distribution of patronage for all lines has characterized the trade generally. The prices which prevailed during the season are still in force, but a general readjustment of quotations will take place immediately.

Fresh and Frozen Fish.

Qualla salmon	0 07½ 0 08
B.C. salmon, frozen	0 08½ 0 09
Haddock, per lb.	0 04½ 0 05
Fresh halibut	0 08½ 0 09
Mackerel, "	0 10
Dore, "	0 07½ 0 08
Steak cod	0 05 0 05½
Frozen Grass Pike	0 06 0 06½
Whitefish, lb	0 06½ 0 07
Lake trout	0 09
Sea trout, lb.	0 10
Flounders, lb.	0 10
American live lobsters	0 24
Bullheads (dressed)	0 10
New smelts	0 10
Sea herring, per 100	1 70 1 80
Tom cods, bbl	2 00
Smoked—	
Haddies (exp) 15 lb. bxs., per lb	0 06½
Bloaters, per box, large, Yarmouth	1 00
Smoked herring, per box	0 16
Kippered herring, ½ box	1 00
Prepared—	
Skinless cod, new, 100 lb. cases	5 25
Shredded cod, ½ lb. cartons, 2 doz. cartons in box, per box	1 80
Dry cod, in bundles 112 lb., per pound	0 06
Boneless cod, 1 & 2 lb. bricks, 20 lb. boxes	0 06
Boneless cod, 20-lb. boxes	0 08
Boneless cod, 20-lb. boxes	0 09
Boneless fish, 20 lb. bxs., 2 lb. blocks	0 05
Boneless fish, 25 lb. bxs., loose	0 04½
Pure cod in crates, 1 and 2 lb. bricks	0 05
Salted and Pickled—	
No. 1 Labrador herring, brls	5 50
" " " ½ brls	3 25
Oysters, bulk, per gallon	1 30
Standards, bulk	1 40
" quart tins, sealed	0 40
Paper pails per 100 qt. size	1 50
Boiled lobsters, lb.	0 18
Live " "	0 15
Standards, 4 gals	6 80
Selects "	7 60

TORONTO.

GREEN FRUITS—Trading is yet rather quiet. Evidently retailers are pretty well stocked up with the various lines, and consumers have not yet recovered from the Christmas festivities. The one topic of conversation on the street and about the market is the catastrophe in Sicily and its effect on price conditions. J. J. McCabe has a cable from Tracuzzi, the exporter of St. Nicholas and Home Guard lemons, dated at Messina, which reads "Safe. Address Catania." This is the only direct message so far received. Other brokers and commission men are hoping for the best. There is a stiffening in local lemon prices, but with one or two exceptions no advance has yet taken place. Opinion is divided as to whether or not prices will go up. They certainly will not come down. Oranges are slightly easier, and the navels are much superior to the stock offered earlier in the season. In the apple field some splendid Kings and Spies are being shown, and Greenings are a little scarce this week. Though quoting only the better grades some slow sellers are as low as $1.50, but there is no guarantee with these.

Grapes, Almeria, keg	6 00 7 00
Apples, Spies	5 00 6 00
" Kings	3 00 3 50
" Greenings	3 00 3 50
Oranges, Mexican, boxes, new	1 90 2 25
" Florida, boxes, new	2 25 2 50
" Valencias	3 75 4 75
" Cuban	2 25 2 50
" Porto Rico	2 40 2 60
California navels	2 75 3 50
Lemons, Messina	2 50 3 00
" California, box	3 50 3 75
Bananas, Jamaicas, firsts	1 50 1 85
" Jamaica eights	1 00 1 25
Cranberries, Cape Cod, bbl	16 00
" " crate	5 00
" Nova Scotia, bbl	10 00 11 00
" Ontario, cases	2 50
" " basket	1 25 1 50
Citrons, doz.	0 75
Grape Fruit, Florida, box	3 50 4 00

Pineapples, Florida, crate	3 50	4 00
Strawberries, Florida, small box		0 75

VEGETABLES—Like the fruit situation vegetable trading is quiet, though potatoes are going out rather freely. There are no Delawares at all offering, and the Ontario varieties look splendid stock. An easier feeling exists in potato prices, though no actual change has taken place. Squash are going up in price as they get less in supply. Cabbage is likely to be an interesting vegetable before many moons go by. This time last year cabbage sold as low as 40 cents a dozen; at present the quotation for a barrel is $1.25 to $1.50. Southern cabbage was laid down in Toronto a year ago for $7 a ton, and at present $29 is asked. This is a pretty steep price and very few fruit and vegetable men care about importing at that figure. There is a duty of 30 per cent. on cabbage coming in from the other side. There is plenty of California celery offering, and hothouse truck is fairly free. New potatoes from Bermuda are the novelty.

Beets, Canadian, bag	0 45	0 50
Potatoes, Ontario, per bag	0 70	0 75
" sweet, barrel	4 00	4 50
" " hamper	1 75	2 00
" New Bermudas, bush		3 25
Lettuce, Boston head doz		1 25
Onions, Canadian, dried, bag	0 75	0 90
" Spanish, half crate	1 85	2 25
Tomatoes, Florida, small basket		1 00
" Canadian, hothouse, per lb	0 25	0 30
Cucumbers, doz		1 00
Carrots, new, per bag	0 35	0 40
Cabbage, per ton	20 00	22 00
" " barrel	1 25	1 50
Squash, basket doz	0 75	0 90
Cauliflower doz	0 75	1 25
Celery native doz	0 25	0 40
California celery, per case		6 00
Pumpkins, dozen	0 50	0 65
Turnips	0 30	0 35

FISH—Enough business is being done to keep all hands busy, though orders are for small quantities only. Whitefish show a wider range of prices, and are slightly easier this week, but the better grade of smelts has gone up a cent. A salmon called "Steelhead," is being shown at 14 cents.

Perch, large, per lb	0 06	0 07
Herring, medium, per lb	0 05½	0 06
Whitefish	0 09	0 11
Cod	0 08	0 09
Halibut	0 09	0 10
Haddock, frozen		0 07
Sea salmon, Silverside	0 10	0 12
" Steelhead		0 14
Pike	0 05½	0 07
Pickerel, yellow	0 08½	0 09
Soft shell crabs, doz		4 00
Herring, Digby, smoked, bundle 5 boxes		0 85
" Kippered, 18-lb. box		1 30
" Labrador, keg		3 00
Mackerel, each	0 18	0 20
Smelts, per pound No. 1	0 09	0 10
" " extra	0 13	0 14
Oysters, Long Island		1 60
" " medium selects		1 75
" " extra		1 85
" shell, per 100		1 50
Cisoes, basket	0 50	1 00
Finnan Haddie, smoked, 15-lb. package		0 08
Boneless cod, quail on toast		0 06
" " imperial		0 05
" " steak		0 06½
Shredded cod, doz		0 90
Acadia cod, crate		2 40
" tablets, box		1 60
Bloaters		1 25
Qualla		0 09
Catfish, dressed		0 10

PERSONAL NOTES.

H. Brett and Geo. Sanderson, of John Sloan Co., wholesale grocers, Toronto, paid The Grocer a friendly call last week.

R. J. Helstrop, representing E. W. Gillett Co., Ltd., in Nova Scotia, called on The Canadian Grocer last week. Mr. Helstrop has only good things to say of business in his section.

ORANGES, LEMONS, BANANAS

The famous Bronco Brand Navels are now arriving in the pink of condition.

Stock up with these fresh, profit-making goods.

WHITE & CO., Limited

Fruit, Produce and Fish

TORONTO and HAMILTON

EARTHQUAKES

may come and may go, but the Quality of the Pack put up by the Stewart Fruit Co., California, cannot be shaken from the premier position they now hold. When ordering Navels ask for brands that carry the "SIGNAL"—They're profit-makers.

W. B. Stringer, Toronto, District Agent

"Squirrel" Brand California Lemons

Packed by Arlington Heights Fruit Company

NONE BETTER

Bright, Handsome, Waxy Fruit, every Lemon same from top to bottom of box. Another car just arrived, price very reasonable, cost very little more than Messinas.

HUGH WALKER & SON

GUELPH, ONT.

Cuban and Port Rican Oranges

The Best and Sweetest Oranges on the market. $2.25 to $2.50 per box.

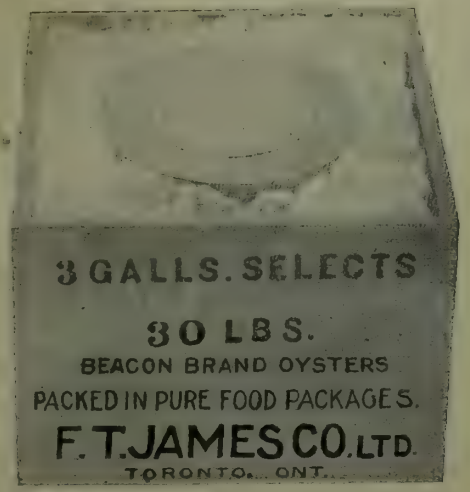
THE DAWSON COMMISSION CO., TORONTO

We want Poultry and New Laid Eggs.

NO WATER

THE MODERN METHOD

SOLID OYSTERS



THE PACKAGE WE SHIP

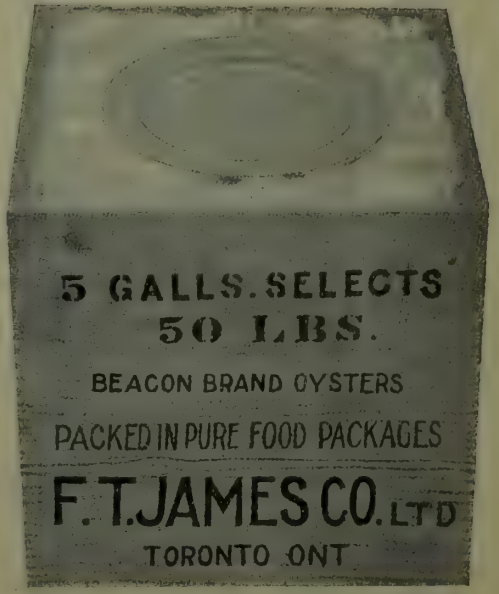
The above is a true cut of our three-gallon package. The oysters are in a brand new can surrounded with crushed ice. The package is only used once and is retained by customer for whatever use he may see fit.

SHIPPED IN SANITARY CANS

Standards (Imperial measure), $1.60 per gal.



REFRIGERATOR DISPLAY CASE



THE PACKAGE WE SHIP

Our five-gallon sealed sanitary can ready for shipment, with exception that the lid is not nailed on. This is the most ideal and sanitary method of shipping oysters.

SHIPPED IN SANITARY CANS

Selects (Imperial measure), $1.95 per gal.

We have received the first consignment of our display refrigerator cases, which are meant for the retailer to display and sell his Oysters out of, instead of the old dirty wood bucket. We did not have enough to go round and disappointed a few of our customers. We have placed a large order with the manufacturer, and will have them ready in a few days. We are offering these display cans to the trade at exactly cost price to us, $6.50 each. We expect to gain in the long run by the increased amount of oysters our patrons will sell when handled in this new sanitary way. Some of our trade have already increased their oyster trade fifty per cent. ***Get out of the RUT. Be up-to-date; don't wait for some other dealer to get ahead of you.***

The F. T. JAMES CO., Wholesale Fish and Oysters, TORONTO

FISH and OYSTERS

A good line to push is

SEALSHIPT OYSTERS Standards and Selects

in sealed carriers containing 4 Imperial gallons.

These are all solid meats. No water added. No ice used.
The finest oysters on the market.

Send us your order for

WHITEFISH	SALMON	BONELESS COD
PICKEREL	SMELTS	SKINLESS COD
HADDOCK	PIKE	BLOATERS
HALIBUT	COD	HADDIES

LARGE FROZEN SEA HERRING

or any other kind of Fresh, Frozen, Salted, Pickled, Dried or Prepared Fish, all of which we handle in their season.

PRICES RIGHT ***ASSORTMENT LARGEST*** ***SERVICE UNEXCELLED***

4 LONG DISTANCE TELEPHONES.

LEONARD BROS.,
20, 22, 24 and 26 YOUVILLE SQUARE,
MONTREAL
P.O. Box 639
"THE LARGEST FISH WAREHOUSE IN CANADA"

Branches:
MONTREAL,
ST. JOHN, N.B.,
GRAND RIVER,
GASPE.

Canadian Grocer Want Ads Two Cents a Word

The Only Way to Ship Oysters

So many of our customers tell us the "Sealshipt System" is the only way to ship oysters. They have found they do more business with "Sealshipt" Oysters. The reason is—"Sealshipt" Oysters bring customers back. Those who have tried them tell their friends and so the good news travels—like wildfire—until before you know it our co-operating agents have the oyster trade of your town—mighty profitable business.

"SEALSHIPT" OYSTERS

come in steel cans, airtight. You get all solid meats. No melted ice water. The ice does not touch the oysters—it is packed around the outside of the can.

"Sealshipt" Oysters will give you increased trade among the class of customers you most desire to have come into your store.

Write for particulars and letters from customers praising the "Sealshipt System."

SEALSHIPT OYSTERS

NATIONAL OYSTER CARRIER COMPANY
SOUTH NORWALK, CONNECTICUT

AGENTS:
Leonard Bros., Montreal
R. M. Cline, Hamilton
Samuel Egan, Toronto
Steele Fruit Co., London
W. J. Guest Fish Co., Ltd., Winnipeg
Winnipeg Fish Co., Winnipeg

SICILIAN DISASTER AND THE LEMON MARKET

Effects Not so Widespread as Feared—Palermo Will Probably Be the New Shipping Point—Prices May Not Advance Unduly.

Considerable speculation regarding the future of the lemon market has been indulged in since the earthquake in Sicily and Southern Italy. Some wild rumors have gone forth regarding the damage done, which, after thorough investigation is not really so bad as is painted.

If a map is consulted it will be seen that the earthquake confined its attention chiefly to the extreme eastern point of the Island of Sicily and along its northern coast. This area embraced many large towns, principal among which is the great lemon city of Messina. In the Province of Calabria, the extreme southern portion of Italy, the devastation wrought by the earthquake was quite as great as that in Sicily.

While the loss of life and property was appalling, the actual damage done to the lemon crop will not be so great as might be expected.

A New Shipping Point.

It must be remembered, however, that the port of exit for the great crop has been suddenly demolished. Consequently a new seaport must be found, and it is more than probable that Palermo, which lies farther to the west, will be chosen. Palermo is admirably situated in every way to become as great a lemon shipping port as Messina.

The new order of affairs will require some time to adjust themselves, but it is felt that no great interruption in the shipping of this fruit will take place. A considerable portion of the stock, however, was destroyed by the tidal wave which carried away that which was stored on the wharves for shipment. These goods are, of course, irretrievably lost to the world's markets.

Russia, which has a deep-seated taste for Italian lemons, takes the best which Italy produces, and other countries of Europe are equally anxious to have her finest grades. To Russia chiefly the extra fancy and fancy lines are disposed of. Choice, and much under stock finds its market in America and other parts of the world.

An Enormous Industry.

Some idea of the magnitude of the Italian lemon industry can be imagined when it is stated that 62 million cases were shipped from Messina last year, destined for other than European points.

At the present time the cultivation of lemons is carried on by individuals who look after a few acres each, and whose products are bought by the world for just about what the world wishes to pay for them—a marked contrast to the condition of affairs existing in California, where there are unions and guilds and exchanges, which safeguard the product and regulate prices to the consumer.

Facts in a Nutshell.

In reviewing the industry and the bearing of the present catastrophe upon it, it is found that the earthquake will not greatly injure the trade; that Messina was the great shipping point, and that all lemons which found their way onto the world's markets through this port were known as Messina lemons; that nearly all the country which sent its products to Messina is practically uninjured; that a new port will soon be developed to accommodate the product; that the interruption of the trade will not be as great as was anticipated.

So indissolubly connected has become the name of Messina with the lemon industry that when news was received of the earthquake and the destruction of this city, everyone naturally associated with it also the destruction of the lemon industry.

As a reflex of the disaster the price of lemons has advanced all over, which, in itself is sufficient to demonstrate the power which this port exerted on the fruit markets of the world.

What the Brokers Say.

In Toronto the earthquake in Sicily is the principal topic of conversation among the fruit men, and much speculation is indulged in as to the outcome. Nearly all the brokers have been trying to get in touch with their principals at Messina, but so far J. J. McCabe is the only Toronto man who has received a reply. He got a cable from Tracuzzi, the exporter at Messina, which contained the one word, "Safe," but stated that he could be addressed at Catania.

Montreal and New York quote an advance on Italian lemons, and a stiffening and slightly higher tendency is noted in California, no doubt in sympathetic tendency. Only one Toronto house so far quotes a higher figure on Messina lemons, though a tightening is noted on all sides. Still a buyer looking about can buy just as cheaply now as two weeks ago. Fruitmen generally do not anticipate any great advance, but all are looking forward to the sale at New York of 18,000 boxes on the steamer Alice, the first boat in since the catastrophe. The price realized at this sale will help somewhat in clearing the atmosphere as to whether or not there will be a general advance. There are other steamers whose arrivals are being looked

SAUERKRAUT

German Style. "Silver Thread" Brand. In barrels, pails and 3 lb. tins.

ASK FOR PRICES.

ONTARIO SEED CO., - WATERLOO, ONTARIO

Highest price paid for

DRIED APPLES

O. E. ROBINSON & CO.
Established 1880
Ingersoll - Ontario
WOULD YOU LIKE OUR WEEKLY CIRCULAR

SEASON 1908-9

Dried Apples

Shipments Solicited
Settlements Prompt
W. A. GIBB COMPANY
HAMILTON
JAMES SOMERVILLE, Manager

BRONCO BRAND

Navel Oranges

from the Celebrated Redlands Heights in California are now in prime condition. Fresh cars arriving weekly. The heaviest, juiciest and most deliciously flavored fruit coming to Ontario.

SOLE AGENTS

WHITE & CO., Toronto

forward to. The Canopic was to have left Messina or Naples about December 26, and the Republic on the 28th. No authentic information is available as to the cargo or movements of these vessels, beyond the fact that they are due to reach New York about January 17, nor can any information be learned concerning the Cretic, which was to have left Naples on December 30. This latter is said by some to have about four cars of lemons for Canada, but indirect information says there are no lemons on board. The Romanic is due to leave Naples on January 7, and will not arrive until the 28th. Since it is almost impossible to get cable communication with Mediterranean ports near the scene of the disaster, the information available is almost purely of a general news nature and reaches here indirectly via the European capitals and New York.

W. B. Stringer does not anticipate any serious difficulties and is trying to get a direct message from his Italian business connections. There were possibly half a million boxes of November cut stored at Messina, but these, he thinks, are all that were destroyed. These lemons were stored for shipment to Canada, Germany and Russia. "Until some direct information comes to hand," he said, "it will be hard to say just what condition of things exists."

Wright & Kingan have been appointed curators of the confectionery store of Roberts & Co., Montreal.

HOLBROOK'S REPRESENTATIVES' DINNER.

Year's Progress Shown at Annual Banquet Last Week.

It was just one year ago, December 30, last, when H. Gilbert Nobbs, Canadian sales manager of Holbrook's Limited, Birmingham, Eng., gathered his six traveling representatives together around the banquetting board. It was a very happy and encouraging reunion. This year when Mr. Nobbs held his second traveling staff dinner at the Arlington Hotel there were seventeen active salesmen present. From six to seventeen in one year speaks volumes for the growth and development of any business but when that business is practically a specialty and the work to be done educative, it says a lot more.

The arrangements for the banquet were most complete, and under the excellent chairmanship of Mr. Nobbs the program was put through in splendid shape. Mr. Nobbs' remarks were of the most encouraging character to the staff and the enthusiasm he has shown in his work since coming to Canada a few years ago is reflected in the salesmen's work. His retrospective remarks as well as the sanguine hopes for the future development of Holbrooks in America showed him an optimist without a tinge of doubt. As so aptly quoted on the menu card the saying of Phillip Brooks, "There is a necessary limit to our achievement, but none to our attempt," pictures Mr. Nobbs and his staff clearly. Mr. Nobbs gave the staff a graphic account of Holbrooks Limited and assured all of loyal support for loyal services. It would take too much space to refer to the many kind and flattering words spoken by others to the work and worth of their Canadian and American manager, but loyalty was the keynote of all. The gathering was graced by the presence of a couple of the lady members of the staff and the following Canadian representatives were also present:—H. Musham, N. C. McLean, J. V. Scrivener, G. R. Loggie, A. J. Smith, W. Hollands, F. J. Lewis, J. C. A. Porter, W. R. Cameron, A. D. Norman, A. Kress, G. W. Cryderman, Mr. Forrest, J. H. Gilbert, O. Otto, G. K. Martin, H. H. McKee.

The following items composed the evening's programme:—Piano solo, O. Otto; toast, "The King," proposed by H. Gilbert Nobbs; song, Miss May Reid; recitation, Mr. Donaghy; toast, "Our Firm," proposed by J. V. Scrivener and N. C. McLean, responded to by Mr. Nobbs; song, A. J. Smith; recitation, J. G. Nobbs, sr.; toast, "Our Visitors," proposed by Mr. Nobbs, responded to by F. Albany Rowlatt, of the Woods Norris Co., and W. H. Seyler, manager of The Canadian Grocer; song, J. V. Scrivener; song, O. Otto.

L. L. Stewart, of Montreal, representing John Taylor & Co., was in Toronto last week and called at the Grocer office.

Malcolm Brown, who has been for some time with the MacLaren Imperial Cheese Co., has removed to Vancouver, where he will look after the interests of the Mason & Risch Piano Company.



BRUNSWICK BRAND SARDINES (IN OIL)

In this brand we offer you something extra nice in Sardines. For years we have striven to make Brunswick Brand Sardines the finest on the market. We think we have succeeded. Evidently the consumer thinks so too, judging by the large and increasing annual sales we are making. Now, what is YOUR opinion? If YOU do not know the brand had you not better investigate?

ORDER TO-DAY. ***QUICK SALES.*** ***GOOD PROFITS.***

CONNORS BROS., LIMITED

BLACK'S HARBOR, N.B.

LEONARD BROS., Montreal Agents. **DREXEL & CO., Vancouver and Victoria, B.C. Agents.**

GROCERY TRADE CHANGES

Notes From All Sections of Canada Regarding Business Changes—Sales, Assignments, Dissolutions and New Stores Opened.

Ontario.

Culver Bros., grocers, St. Thomas, have sold to T. C. Mallory.

Max Axler, Bracebridge, general merchant, was burned out last week.

Joseph Mansour, merchant, Port Colbourne, has assigned to Jas. E. Neff.

G. C. Greaves, general merchant at Arner, is moving to Kingsville, Ont.

John Carruthers, Bracebridge, general merchant, suffered loss by fire last week.

Mrs. Daniel S. Baird, who kept a general store at Fitzroy Harbor, has compromised at 50 cents on the dollar.

The Bank of Commerce has taken over the business and property of Henry Hortop & Son, millers, at Eden Mills and Everton, Ont. Their liabilities are estimated in the neighborhood of $13,000. The bank had been assisting them for some time prior to the closing of their business.

Quebec.

N. Boivin, general merchant, Breboeuf, has assigned.

D. Lauson, general merchant, Breboeuf, has assigned.

P. Verreault, grocer, Petit Meschins, is asking for extension.

Bilodeau & Goulet, general merchants, Black Lake, are registered.

T. A. Bourque & Co., wholesale grocers, Sherbrooke, have assigned.

Jos. Soucy, grocer, Rimouski, has voluntarily assigned to V. E. Paradis.

P. Poulin, general merchant, St. Evariste De Forsyth, has compromised.

The assets of D. Bessette, Montreal, are advertised to be sold on Jan. 8.

The assets of A. Jacob & Fils, general merchants, St. Tite, have been sold.

Chas. Gaouette, general merchant, Kingsbury, has had his assets sold.

J. E. Dugal, grocer, St. Michel, has voluntarily assigned to V. E. Paradis.

Alf. Therien, general merchant, St. Anne Des Nonts, offers to compromise.

The assets of P. Gagnon, general merchant, Sayabec, are to be sold on Jan. 9.

Martin Grace, general merchant, Vinton, has compromised at 50 cents on the dollar.

The assets of J. Lachapelle, general merchant, St. Jovite, are advertised to be sold on Jan. 7.

V. E. Paradis has been appointed curator of the general store of F. X. Lamontagne, Le Tuque.

V. Lamarre has been appointed curator of the general store of Guyon & Handfield, Contrecoeur.

A. Joseph & Sons, Quebec, wholesale grocers, have dissolved partnership, the business to be continued by Montefoire Joseph.

May Kennedy, who keeps a general store at Copper Cliff and Cream Hill Mine, has assigned to J. T. Tennant, Brockville.

Maritime Provinces.

H. W. Awalt, general merchant, Bridgewater, N.S., has offered a compromise of 50 per cent.

Joseph McKinnon, grocer and crockery merchant, North Sydney, N.S., has assigned to Isaac Greenwell.

J. E. Porter & Sons, Andover, N.B., met with a loss by fire recently when their general store was totally destroyed.

Western Canada.

Bain & Carr, grocers, Vancouver, B.C., have sold to Wm. McGavin.

W. Copeland, grocers, Vancouver, B.C., have sold to Laurie & McInnis.

Steward & Co., general merchants, Wolseley, Sask., are selling their stock.

J. N. Hammond, general merchant, Fruitvale, B.C., suffered loss by fire last week.

Gladman & Baldwin, grocers, Prince Rupert, B.C., are succeeded by J. E. Merryfield.

S. Fridsteinson, general merchant, Icelandic River, Man., has closed his business.

The estate of Jas. Reid, general store, Quesnelle, B.C., has been taken over by James Reid.

L. A. Tompte, Buchanan, Sask., general merchant, has sold to Chmelnitsky & Powlotski.

In New Westminster a new grocery store is being started by the Co-operative Association, composed of more than 200 working men. George Wolfenden is manager.

To Avoid The Financial Crisis, Handle

SHAMROCK

BIG PLUG

SMOKING TOBACCO

It will pay you a good profit Besides building you a trade

CLAY PIPES

The best in the world are made by

McDOUGALLS

Insist upon this make

D. McDOUGALL & CO., Glasgow, Scotland.

Imported Cigars from Philippine Islands

Germinal { Pikaninny, 1/20, $37.50; Damas, 1/20, 55.00; 2a Cortado, 1/20, 55.00 (Philippine Shape)

25 varieties of Leaf Tobacco in ¼ and ½ lb. hands, packed in bales from 25 to 50 lbs., and from 10 to 35c. Prices sent on request. Terms, Net Cash.

JOS. COTE

IMPORTER AND WHOLESALE TOBACCO DEALER

Office & Store, 186-188 St. Paul St. Phone 1272

Branch - 179 St. Joseph St. Phone 2097

QUEBEC

Tel. Up 2076 Tel. East 5964

YOUNG'S PATENT PIPE

in Seven Shapes

W. J. GRANT

Sole Agent for Canada

506 Lindsay Building, MONTREAL.

BLACK WATCH

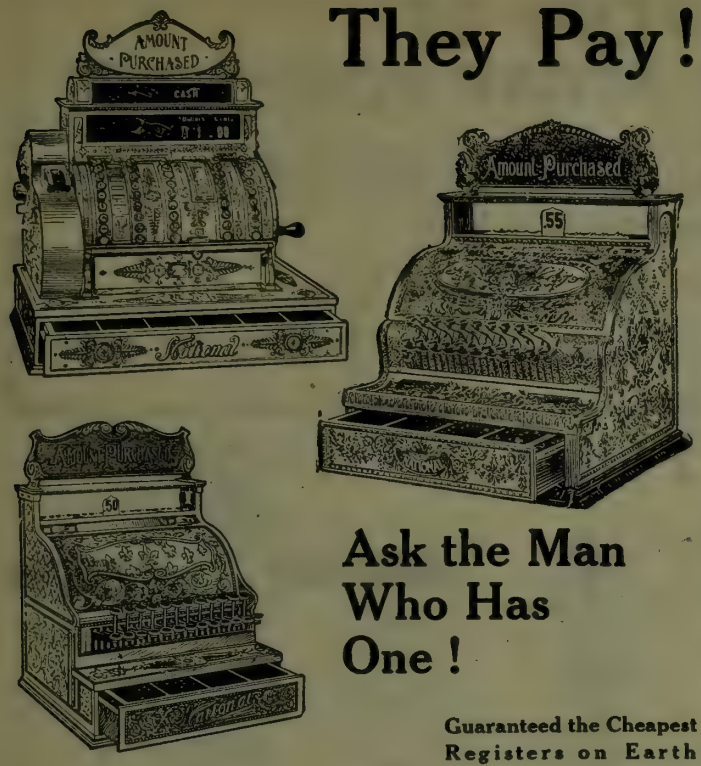
The Big Black Plug Chewing Tobacoo.



Already a Big Seller

Sold by all the Wholesale Trade

They Pay!



Ask the Man Who Has One!

Guaranteed the Cheapest Registers on Earth

THE NATIONAL CASH REGISTER CO.
Corner Yonge St. and Wilton Ave., Toronto, Ont.
F. E. MUTTON, Canadian Manager

Grocers!

Make Your Wants Known
BY ADVERTISING IN

The Canadian Grocer

Through this paper you reach the retail trade, and let those interested know what you want to sell or buy. We circulate among those who read this kind of wants.

SEE PAGE 63

Are You Keeping Your Tobacco Stock Up-to-Date?

IF NOT—WHY NOT?

"Tuckett's Special"

the new 10c. plug is the latest

Order from Your Wholesaler

Manufactured from **Imported Leaf Exclusively**

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

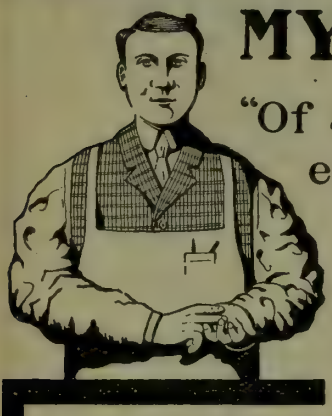
THE WALKER BIN SYSTEM OF GROCERY STORE EQUIPMENT

has become a large factor in meeting the demand for pure, clean food products and the public is not slow in showing its appreciation. A Walker Bin installation will mean a great deal to your regular and transient customers and to you it will mean ***LARGER BUSINESS—BETTER SERVICE—REDUCED EXPENSE*** and ***LARGELY INCREASED PROFITS.***

Write for Illustrated Catalogue: **"Modern Grocery Fixtures."**

Representatives:
Manitoba: Stuart Watson & Co., Winnipeg, Man.
Saskatchewan and Alberta; J. C. Stokes, Regina, Sask.
Montreal; Kenneth H. Munro, Coristine Bldg.

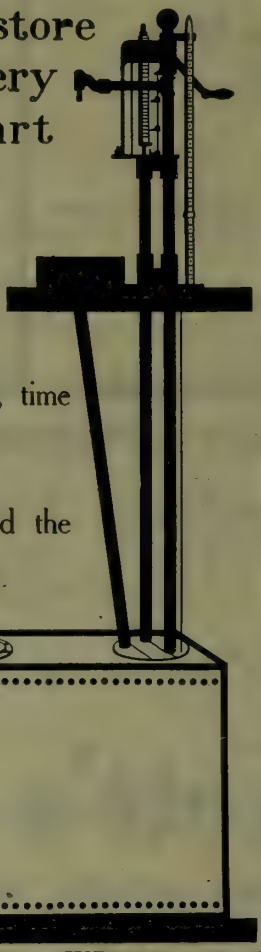
The Walker Bin and Store Fixture Co., Limited
Designers and Manufacturers of Modern Store Fixtures
Berlin, Ontario



MY BEST FIXTURE

"Of all my modern store equipment the very last I would part with is the

BOWSER
SELF MEASURING
OIL TANK



That's because the Bowser is the biggest money saver—it saves oil, time and labor.

Wouldn't you appreciate this?

It keeps the oil pure, the store clean, and the groceries free from any oily smell.

Wouldn't your customers appreciate that?

Send a postal for Bulletin 5054
It tells how to make oil pay big.

S. F. BOWSER & CO., Ltd.
66-68 FRAZER AVE., TORONTO



CREDIT customers make less trouble than anyone else where

Allison Coupon Books

are used. Reduce expenses, eliminate losses, prevent misunderstandings—paying for themselves many times over.

HOW THEY WORK A man wants credit. You think he is good. Give him a $10.00 Allison Coupon Book. Have him sign the receipt or note form in front of the book, which you tear out and keep. Charge him with $10.00—no trouble. When he buys a dime's worth tear off a ten-cent coupon, and so on until the book is used up. Then he pays the $10.00 and gets another book. No pass books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best.

For sale by the jobbing trade everywhere

MANUFACTURED BY **ALLISON COUPON CO.**
INDIANAPOLIS, IND.

When writing advertisers kindly mention having seen the advertisement in this paper.



The Elgin National Coffee Mills

40 Sizes and Styles

They are the
Fastest Grinders
Easiest Runners

Ask an wholesale grocer, tea and coffee house or jobber for prices

WOODRUFF & EDWARDS CO.
MAKERS
ELGIN, ILLINOIS, U.S.A.



We make a specialty of

COUNTER CHECK BOOKS

for all kinds and makes of
LOOSE LEAF SYSTEMS

Write for prices and samples.

We manufacture

SHIPPING TAGS

The Merchants' Counter Check Book Co., Ltd.
TORONTO - MONTREAL
Canada

Classified Advertising

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

Yearly Contract Rates.

100 words	each	insertion, 1 year.....	$30 00
"	"	6 months...	17 00
"	"	3 months...	10 00
50	"	1 year.....	17 00
"	"	6 months...	10 00
25	"	1 year.....	10 00

PERIODICALS.

ADVERTISING writers and business men interested in good printing should subscribe to Canada's only printing trade paper, THE PRINTER AND PUBLISHER. Subscription price $2 per annum. Address, 10 Front Street East, Toronto.

CANADIAN MACHINERY AND MANUFACTURING NEWS, $1 per year. Every manufacturer using power should receive this publication regularly, and also see that it is placed in the hands of his engineer or superintendent. Every issue is full of practical articles, well calculated to suggest economies in the operation of a plant. Condensed advertisements for "Machinery Wanted" inserted free for subscribers to the GROCER. "Machinery for Sale" advertisements one cent per word each insertion. Sample copy on request. CANADIAN MACHINERY, 10 Front St. East, Toronto.

COMPLETE information on books, stationery, fancy goods, music, photo supplies and kindred lines is given each month in THE BOOKSELLER AND STATIONER, of Canada. Subscription price $1.00 per annum. Address, 10 Front Street East, Toronto.

THE BUSY MAN'S MAGAZINE is the most popular periodical of its kind. Why? Because each issue contains a strong list of original articles of interest to every Canadian. It also reproduces the most timely, instructive and interesting articles appearing in the other magazines and periodicals of the month. The cream of the world's periodical press is too valuable to overlook. BUSY MAN'S is on sale at all news-stands. Better still, send $2 for one year's subscription. Mail it to-day. THE BUSY MAN'S MAGAZINE, Toronto.

THE market reports make HARDWARE AND METAL a necessity to every hardware merchant, paint and oil dealer in Canada. It is mailed every Friday. Subscription price is $2 per year. Address HARDWARE AND METAL, Montreal, Toronto or Winnipeg.

BUSINESS CHANCES.

GROCERY stock and fixtures in a first class stand in the progressive city of Fort William. Small capital required. Address, J A. McKenzie, Room 8, Murray Block, Fort William, Ont. (4)

FOR SALE.

GROCERY and china business for sale in one of the best towns in western Ontario. Capital required between four and five thousand dollars. A business that has always been successful, stock well assorted, good location, bright store. The present owner wishing to retire, the opportunity is here for one or two good hustlers to make good. Address correspondence to Box 259, CANADIAN GROCER, Toronto.

SITUATION VACANT.

A FIRST-CLASS position open for a first-class salesman in the North West or British Columbia to represent eastern wholesale grocery house. Apply, stating experience, connection, references and salary, Box 271, THE CANADIAN GROCER, Toronto.

WANTED—Position as senior grocery clerk or travelling salesman. Nine years experience—knows groceries thoroughly. Box 272, CANADIAN GROCER, Toronto.

BOOKS FOR THE GROCER.

ART AND SCIENCE OF WINDOW DRESSING, by S. W. Roth. Every retail grocer should learn the methods set forth in this book—which is specially written for **Grocers**—on how to make grocery windows attractive and thus draw trade. Every means of successfully displaying goods is treated of in its 14 chapters and 30 illustrations. Price $2.00, postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

COFFEE, its history, classification and description, by J. M. Walsh. This interesting and instructive book deals with the commercial classification and description, adulteration and detection, and the art of blending and preparing of coffee. Price, $2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include special sales, getting holiday business, co-operative advertising, money-making ideas, contests, etc. Price, $2.50 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

TEA BLENDING as a fine art, by J. M. Walsh. This work is especially designed for the use and instruction of those engaged in the tea and grocery business, containing formulae for the scientific and judicious combination of the different varieties and grades of tea. Price, $2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

TEA, its history and mystery, by J. M. Walsh. The contents of this practical and exhaustive work include cultivation and preparation; adulteration and detection; arts of testing, blending and preparing; chemical and medicinal properties, etc. Price, $2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

THE GROCERS' MANUAL—New edition, enlarged and illustrated, 1188 pages. All about Groceries, Provisions, Fruits, Spices, Drysalteries, and Chandlery, their sources, varieties, manufacture, adulteration, &c. Specimen pages free. W. Clowes & Sons, Ltd., 23 Cockspur St., London, S.W.

SAFES.

NEW AND SECOND HAND SAFES of the best makes. Herring-Hall-Marvin Fire and Burglar-Proof Safes for every requirement. Safes for grocers and general stores. We have the exclusive agency for the best line of Safes and Vaults in the world. Safes which give the protection that business men need. Safes which have stood the test of the world's greatest fires and have preserved their contents. Investigate the merits of these Safes before you suffer a loss and you will have no need to do so later. THE CANADIAN FAIRBANKS CO., LTD., Montreal, Toronto, St. John, N.B., Winnipeg, Calgary, Vancouver. (52)

WANTED.

WANTED in every town and village, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine. Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

YOUNG MAN, age 21, wishes position in busy grocery store; experienced, best references. Box 270, GROCER, Toronto.

DUPLICATING DEVICES.

IF INTERESTED in a Duplicating Machine for getting out circular letters, reports, price-lists, etc., or for printing various office forms, write for booklet and samples of work. The "POLYGRAPH" is the newest, latest and best and sells for a lower price than the others. Is unexcelled by any similar device on the market. F. W. Tenney, Canadian Sales Agent, Stair Building, 123 Bay Street, Room 116, Toronto, Canada.

MISCELLANEOUS.

WHEAT—A Manchester firm wishes to correspond with Canadian exporters of wheat. Box 263, THE CANADIAN GROCER, Toronto.

MISCELLANEOUS.

IT PAYS FOR ITSELF.—The money you are now losing because you haven't a National Cash Register would pay for one in a short time. The National Cash Register Co., F. E. Mutton, Canadian Manager, cor. Yonge St. and Wilton Ave., Toronto.

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, 129 Bay Street, Toronto.

A MARKET OF BUYERS, backed up by money to spend, is open to you in the Busy Man's Magazine. Every territory in Canada is represented. If you have something to sell, something you want to buy, a condensed advertisement in the Busy Man's Magazine will put you in touch with the classes you want to reach. Four cents per word will carry your message from Atlantic to Pacific. Send copy of your advertisement along with order to cover cost of insertion. Your announcement will appear under a special heading. Busy Man's Magazine, Montreal, Toronto, Winnipeg.

BUTTER—A Manchester produce firm wishes to correspond with shippers of Canadian butter. Box 260, THE CANADIAN GROCER, Toronto.

BETTER, CHEAPER, SAFER LIGHTING.—The Pitner System of Gasoline Lighting is the best system yet produced for lighting a store, hotel or public building. In cities and towns Pitner Systems are used because of the superior quality and quantity of light obtained for small cost. They are just as successful in any village or country place. A small outlay secures a complete and independent Pitner lighting plant. Free illustrated booklet and full particulars on request. The Pitner Lighting Co., Limited, Toronto, Canada.

CHEESE—A Manchester produce house wishes to correspond with exporters of Canadian butter. Box 259, THE CANADIAN GROCER, Toronto.

CANNED GOODS—Cape Town commission merchant and general agent, with branches at Port Elizabeth, East London, Durban, Johannesburg, Lorenzo Marques and German South West Africa, desires to be placed in communication with Canadian manufacturers and exporters of canned goods. Box 262, THE CANADIAN GROCER, Toronto.

CONDENSED MILK—A Cape Town commission merchant and general agent, with branches at Port Elizabeth, East London, Durban, Johannesburg, Lorenzo Marques and German South West Africa, desires to be placed in touch with Canadian manufacturers and exporters of condensed milk. Box 261, THE CANADIAN GROCER, Toronto.

HIGH CLASS COLOR WORK—Commercial stationery, posters. The Hough Lithographing Co., Limited. Office, No. 3 Jarvis St., Toronto. Telephone, Main 1576. Art, good workmanship, business methods.

THE RELIABLE LIGHT will light your store 100% better than gas, electricity or acetylene. 600 candle power light costs 1 cent per hour to operate. Thousands in use. A safe, reliable, pure white light of intense brilliancy. Write for booklet M. The Rice, Knight Mfg. Co., Limited, 40 Lombard Street, Toronto.



Mr. Grocer— Read This— It's For You

Nothing ever sold by Grocers can approach the KAISER WAX PAD AND IRON CLEANER IN MERIT. Every housekeeper with common sense knows a good thing when she sees it—she is very ambitious to excel in her Laundry work—with the KAISER WAX PAD AND IRON CLEANER a long felt want is supplied. It sells easily. By taking up an agency you can work up a steady and increasing business, as WHERE THE KAISER WAX PAD AND IRON CLEANER IS ONCE USED it is ALWAYS USED. Housekeepers are mad after it and will thank you for supplying them with this great labor saving discovery. REDUCES IRONING TIME BY HALF.

Save Your Elbow Grease



PATENT APPLIED FOR

The Kaiser Wax Pad AND IRON CLEANER

The Cleaner that Cleans Well.
The Wax Pad that Waxes Well.



REQUIRES BUT HALF THE TIME TO DO AN IRONING.

Every Housekeeper dreads ironing day, especially so, when she has a lot of Shirt-Waists, Mens Shirts, Collars Cuffs, etc. to Iron; She always wants to obtain a high gloss finish equal to First Class Laundries, and after hard work by the use of Common Wax, a lot of rubbing and Polishing utterly fails.

The Kaiser Iron Cleaner & Wax Pad will clean and smooth the rough and rusty places that have accumulated since the last time they were used By rubbing the hot Iron quickly over the corrugated surface you remove immediately starch or rust. You will be delighted when you try the Iron to see how smoothly it slips over the linen and the result will be no difference from first class laundry work. When the wax is entirely exhausted in the outer 2 Layers on both sides, remove it—and you still will have 2 Layers left.



WHY YOU SHOULD USE IT.

The cost to use it is almost nothing.
The Iron does not adhere to the fabric.
It imparts a splendid perfume to the clothes.
It saves a great deal of hard work in Ironing.
It gives an excellent lustre to the Linen or Muslin.
The Clothes will remain clean and neat much longer.
It gives the Clothes a much better finish than by any other method.
It makes the Iron pass smoothly over the surface and does not leave any black streaks or spots.

Every Housekeeper that cares to do *Good Work* should have one. *We claim* there is nothing on the market is *its equal* to the KAISER IRON CLEANER & WAX PAD, for *quickness, convenience, satisfactory work or economy.*

Advertise Your Business!!!

In each gross you will find 500 descriptive circulars like the above, leaving space for you to stamp your name and address on. These circulars will pull you in the customers for the KAISER WAX PAD AND IRON CLEANER and at the same time ADVERTISE YOUR BUSINESS. We want to convince you of the virtues of KAISER WAX PAD AND IRON CLEANER. Send your order to your Jobber or to our nearest Agents or direct. We will see that you get supplied. We know that you will never regret having secured an agency.

Manufactured by

The Ancker-Thiem Co.
CHICAGO, U.S.A.

WANTED — Agents throughout Canada in unrepresented distributing centers.

Canadian Agents :

Richards & Brown, Winnipeg, Man.
G. C. Warren, Regina.
Whitlock & Marlatt, Moose Jaw.
Howard Bros., Brantford, Ont.
W. S. Clawson & Co., St. John, N.B.

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

Baking Powder.

W. H. GILLARD & CO.

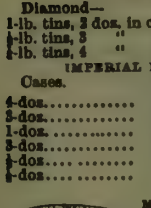
Diamond—

1-lb. tins, 3 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 55
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
½-doz.	5lb.	19 75

MAGIC BAKING POWDER



Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
3 "	12 "	1 45
4 "	16 "	1 85
3 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
3 lb.	13 20
5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—

1 lb. tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

WHITE SWAN SPICE AND CEREAL MILLS.

White Swan Baking Powder—

1-lb. tins, 3-doz. in case, per doz.	2 00
½-lb. " " "	1 2
¼-lb. " " "	0 8

Blue.

Keen's Oxford, per lb	$0 17
In 10-box lots or case	0 16
Gillett's Mammoth, ½ gross box	2 00

Brooms

	Per doz.
Nelson's—	
Pansy	$3 65
Good Luck	35 3 25
"	30 2 85
"	25 2 35
Bamboo A	3 85
" B	3 65
" C	3 40
" D	3 10
" E	2 95

Cereals

H-O. COMPANY, ROCHESTER, N.Y.

Per case.		Per case.
Force, 36s	$1 50	Gusto, 36s $2 85
Korn-Kinks, 36s	1.45	H-O. oatmeal, 24, 3 10
Presto, 36s	3.40	Buckwheat, 36s. 3.50
Pancake, 36s	3.50	Corn Starch, 36s 2.50
Tapioca, 36s	2.85	Farina, 24s 1.70
Hominy, 36s	2.50	



WHITE SWAN SPICE AND CEREAL MILLS.

White Swan Breakfast Food, 2-doz. in case, per case, $3.60.
The King's Food, 2-doz. in case, per case, $5.
White Swan Barley Crispe, per doz., $1.
White Swan Self-rising Buckwheat Flour, per doz., $1.20.
White Swan Self-rising Pancake Flour, per doz., $1.20.
White Swan Wheat Kernels, per doz., $1.40.
White Swan Flaked Rice, per doz., $1.
White Swan Flaked Peas, per doz., $1.

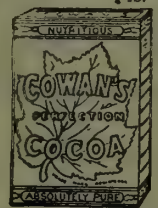
Chocolates and Cocoas.

Cocoa— THE COWAN CO., LIMITED

Perfection 1-lb. tins per doz.	$4 50
Perfection, ½-lb., per doz.	2 40
" ¼-lb., "	1 30
" 10c. size "	0 90
" 5-lb. tins per lb.	0 37
Condensed cocoa, cream and sugar, doz	2 25
Soluble, bulk, per lb	0 18
" " "	0 15
London Pearl per lb.	0 22

Special quotations for Cocoa in bbls., kegs, etc

Unsweetened Chocolate—	Per lb.
Plain Rock, ½-lb. cakes, 12-lb. boxes.	0 40
" ¼-lb. " "	0 40



Sweet Chocolate—

Queen's Dessert, ½-lb. cakes, 12-lb. boxes, per lb.	$0 38
Queen's Dessert, 6's, 12-lb. boxes,	$0 40
Vanilla, ½-lb., 12-lb. boxes per lb.	$0 35
Parisian 8s, lb.	$0 30
Royal Navy, ½'s, ¼'s, 12-lb. boxes per lb.	0 33
Diamond, 7's, 12-lb. boxes, per lb.	0 14
" ½'s " " "	0 25
" 8's " " "	0 28

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., 2-doz. in case.	
Chocolate—	
Maple buds, 5-lb. boxes, lb.	0 33
Vanilla wafers, " "	0 35
" " nonpariels, 5-lb. box	0 35
" " 2's, 5-lb. boxes, lb	0 28
" " 2's, nonpareils "	0 28
Ginger, 5-lb. boxes, lb.	0 30
Milk sticks, box	1 35
Milk cakes, 5c. size, box	1 35

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

10c. tins, 4 doz. to case, per doz.	$ .90
¼ " " 4 " " "	2.40
½ " " 2 " " "	4.75
1 " " 1 " " "	9.00

JOHN P. MOTT & CO.'s.

R. S. McIndoe, Agent, Toronto.
Arthur M. Loucks, Ottawa.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
R. J. Bedlington & Co., Calgary, Alta.
Standard Brokerage Co., Vancouver, B.C.

Elite, 10c size (for cooking), doz	0 90
Prepared cocoa, ½'s	0 28
Prepared ¼'s	0 28



Mott's breakfast cocoa, 10c ize	90 per dz.
" breakfast cocoa, ½'s	0 38
" " " ¼'s	0 32
" No. 1 chocolate, ½'s	0 32
" Navy " ½'s	0 29
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 24
" Plain choice chocolate liquors	0 32
" Sweet Chocolate Coatings	0 20

WALTER BAKER & CO., LIMITED. Per lb.

Premium No. 1 chocolate, ½ and ¼-lb. cakes	$0 35
Breakfast cocoa, 1-5, ½, ¼, 1 & 5-lb. tins	0 41
German Sweet chocolate, ½ and ¼-lb. cakes, 6 lb. boxes	0 28
Caracas Sweet chocolate, ½ and ¼-lb. cakes, 6-lb. boxes	0 35
Auto Sweet chocolate, 1-6 lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins	0 47
Soluble cocoa (hot or cold soda 1-lb. tins	0 38
Cracked cocoa, ½-lb. pkgs., 6-lbs. bags	0 34
Caracas tablets, 100 bundles, tied 5s, per box	3 00

The above quotations are f.o.b. Montreal

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—

5c., 10c., 20 and 40c. packages packed in 15 lb. and 30 lb. cases	Per lb.
1 lb. packages	0 26
lb "	0 27
lb. "	0 28
1 and ½ b. packages assorted	0 26½
½ and ½ b. " "	0 27½
½ lb. packages assorted in 5 lb. boxes	0 28
½ lb. " "	0 29
½ lb. " in 5, 10, 15 lb. cases	0 30

Bulk—

In 15 lb. boxes.	15 lb. pails	and 10, 25 and 50 lb. Pails.	Tins.	Bbls.
White Moss, fine strip.		0 19	0 21	0 17
Best Shredded		0 18	....	0 16
Special Shred		0 17	....	0 15
Ribbon		0 19	....	0 17
Macaroon		0 17	....	0 15
Desiccated		0 16	....	0

White Moss in 5 and 10 lb. square tins, 21c.

THE ROBERT GREIG CO., LTD.

White Swan Cocoanut—	
Featherstrip, pails	0 16
Shredded	0 15
In packages 2-oz., 4 oz., 8-oz., lb.	0 28

Condensed Milk.

BORDEN'S CONDENSED MILK CO.

Wm. H Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
"Eagle" brand (4 doz)	$6 00	$1 50
"Gold Seal" brand (4 doz)	5 00	1 25
"Challenge" brand (4 doz)	4 10	1 05
Evaporated Cream—		
"Peerless" brand evap. cream	4 70	1 20
" hotel size	4 90	2 45





TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 85
Reindeer" brand per case (4 doz.)	5 75





Coffees.

EBY, BLAIN CO. LIMITED.

Standard Coffees.

Roasted whole or ground. Packed in damp-proof bags and tins.

Club House	$0 32
Nectar	0 30
Empress	0 28
Duchess	0 6
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" " " ground	0 17½
Golden Rio	0 14

Package Coffees

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, ½ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

THOS. J. LIPTON retail wholesale

Lipton's "Special" blend coffee, 1 lb. tins, ground or whole	0 40	0 30

JAMES TURNER & CO. Per lb

Mecca	$ 0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

PATTERSON'S "CAMP" COFFEE ESSENCE

Agents, Rose & Laflamme, Montreal an Toronto.

5 oz. bottles, 4 doz, per doz.	1 75
10 " " 4 " "	3 00
Rep. quarts, 1 " "	6 50
Imp. " 1 " "	9 00

THE ROBERT GREIG CO., LTD.

White Swan Blend.



1-lb. decorated tins, 32c. lb
Mo-Ja, ½-lb. tins 30c. lb.
Mo-Ja, 1-lb. tins 28c. lb.
Mo-Ja, 2-lb. tins 28c. lb.

Cafe des Epicures—1-lb. fancy glass jars, per doz., $3.60.
Cafe l'Aromatique—1-lb. amber glass jars, per doz., $4.
Presentation, with 2 tumblers, $10 per doz



THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy lithographed canisters	0 30

Cheese —Imperial

Large size jars, per doz.	$8 25
Medium size jars, "	4 50
Small size jars, "	2 40
Individual size jars, per doz.	1 00



Imperial holder—

Large size, doz.	18 00
Med. size "	17 00
Small size "	12 00

Roquefort—

Large size, doz.	2 40
Small size, "	1 40

Peanut Butter.

MACLAREN'S IMPERIAL CHEESE CO. LTD

Imperial Peanut Butter "Bobs," the Perfect Confectionery.

Large size, cases, 25 cartons	$3.50 each
Small " " 50 "	3.60 "
Assorted, cases, 26 small, 12 large	3.65 "

Net 30 days.

Confections

THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box, "	1 35
" " 10c cakes, 36 in box "	2 55
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
" " No. 2, " "	0 25
Maple Buds, 5-lb. boxes, lb	0 36
Nut Milk Chocolate, ½-lb. cakes, 12-lb. box, lb	0 40

These prices are F.o b. Toronto.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Ltd Toronto. C. O. Beauchemis & Fils. Montrea $2, $3, $5, $10, $15 and $20.

All same price one size or assorted.

UN-NUMBERED

Under 100 books	each 04
100 books and over	each 03½
500 books to 1000 books	03

For numbering cover and each coupon, extra per book ½ cent.

Cleaner.



	Per doz.
4-oz. cans	$ 0 90
8-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent.

The Davidson & Hay, Limited, Toronto

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.

"Vita" Pasteurized Extract of Beef. Per case.

Bottles	1-oz.,	case of 2 doz		$3 20
"	2 "	" 1	"	3 00
"	4 "	" 1	"	4 50
"	20 "	" ½	"	4 75
"	20 "	" 1	"	9 00

THOMAS J. LIPTON

Prices on application.

Infants' Food.

Robinson's patent barley		½-lb. tins	$1 25
" " "		1-lb. tins	2 25
" "	groats	½-lb. tins	1 25
" "	"	1-lb. tins	2 25

Flavoring Extracts.

SHIRRIFF'S

1 oz. (all flavors), doz.			1 00
2 "	"	"	1 75
2½ "	"	"	2 00
4 "	"	"	3 00
5 "	"	"	3 75
8 "	"	"	5 50
16 "	"	"	10 00
32 "	"	"	18 00

Discounts on application.



RISING SUN STOVE POLISH IN CAKES

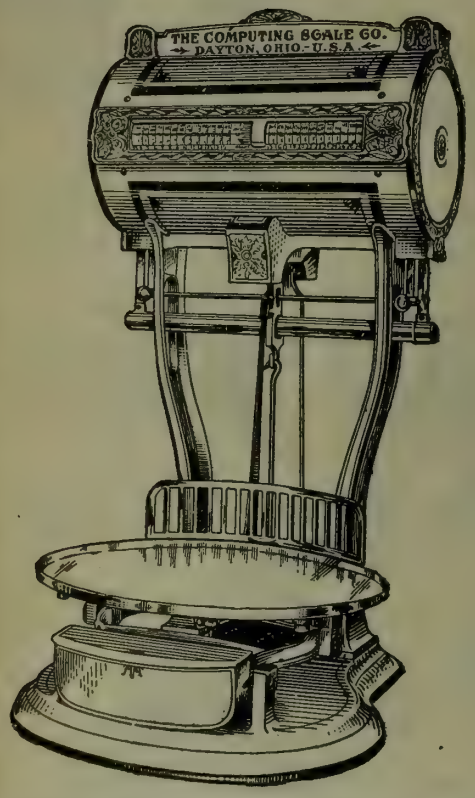


SUN PASTE STOVE POLISH IN TINS

RAILROADS ARE TRYING TO DEFEND THEMSELVES from dangerous, inflammable polishes and have now universally adopted a rule requiring the manufacturer to put a warning label on the outside of each case of such goods before they are accepted as freight.

Our goods do not need the new label—they are absolutely non-inflammable and perfectly safe for use or transportation anywhere. ***RISING SUN*** Stove Polish in Cakes and ***SUN PASTE*** Stove Polish in Tins are made right and bring the customer back—not with complaints but with repeat orders for more. Push them.

MORSE BROS., Props. - Canton, Mass., U.S.A.



DAYTON MONEYWEIGHT SCALE
NOTE THE LOW PLATFORM

Overweight Problem

Solved!

With this 1909 visible, self-weighing, self-computing, Automatic Scale, a child can easily, quickly and correctly divide the wholesale purchase into retail packages without a grain of overweight.

This is the simplest, easiest to operate form of

Automatic Weighing Machine

—accurate, reliable, durable.

Gives the exact weight for the exacting dealer.
Gives the exact weight to all customers.
True as steel and built for a lifetime of exact weighing.
Weighs to an ounce, computes to a cent.
Low platform—only 6½ inches from the counter.
Our Automatic scales are equipped with a thermostat, like a watch, which makes them weigh with absolute accuracy in any temperature.
No swinging pendulum, no moving indicators, no poises to shift, no beams to bother with, no ball to forget, no friction to pay for.

This scale saves time and money.

THE SCALE THAT SAVES IS NO EXPENSE.

Drop us a line for full information.

The Computing Scale Co.

of Canada, Limited
164 W. King St., Toronto, Ont.

ONE BAG OF

MOLASSINE MEAL

Will work wonders with a sick Horse. Try it and see for yourself.

I will ship a sample bag, freight paid, for $3.00, cash.

SOLE IMPORTER

ANDREW WATSON

91 Youville Square - - MONTREAL



CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat
Put up in ¼ gross cases

Bulk in 7-lb. Pails,
½ doz. in crate.

25-lb. Pails and 75-lb. Tubs.

Capacity one ton per hour.
Sold by all wholesale dealers.

The CAPSTAN MFG. CO., - Toronto, Ont.



The Fresh Fruits are carefully selected

Their delicious flavor appeals to everybody

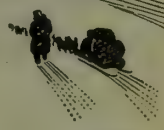
You should have them in stock.

Agents:

ROSE & LAFLAMME, Ltd., MONTREAL and TORONTO

CAMP COFFEE

Warms—
Refreshes—
Invigorates



Easiest to make of all Coffees — most delightful of all when made. That's why so many specify—

'CAMP' COFFEE

Replenish your stock, or get it into stock to-day.

R. Paterson & Sons, Coffee Specialists, Glasgow.

Jams and Jellies.

BATGER'S WHOLE FRUIT STRAWBERRY JAM
Agents, Rose & Laflamme, Montreal and Toronto.
1-lb. glass jar, screw top, 4 doz., per doz 2 20

THOMAS J. LIPTON
Prices on application.

T. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
3-lb. tins, 2 doz. in case.....per lb.	07½
6 and 7-lb. tin pails, 8 and 9 pails in crate.....per lb.	07
7 and 14-lb. wood pails.....per lb.	0 07
30-lb. wood pails ..... "	0 06½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
3-lb. tins, 2 doz. in case per lb.....	0 07½
7 and 14-lb. wood pails, 6 pails in crate per lb.	0 07
30-lb. wood pails..... "	0 06½
Pure Jams—1-lb. glass jars (16-oz. gem) 2 doz. in case.....per doz.	$1 20

Jelly Powders

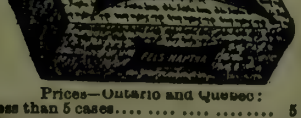
IMPERIAL DESSERT JELLY



Assorted flavors—gross 10.75.
MacLaren Imperial Cheese Co., Limited.

Soap

The GENUINE. Packed 100 Bars to case.



Prices—Ontario and Quebec:

Less than 5 cases.....	5 25
Five cases, or over.....	5 15



THE ROBERT GREIG COMPANY.

White Swan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.



List price
'Shirriff's" (all flavors), per doz. 0 90
Discounts on application.

Lard.

THE N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces....$0 09½	
½-bbls. 0 09¾	
Tubs, 50 lbs. 0 09¾	
20-lb. Pails. 2 00	
20-lb. tins.. 1 80	
Cases 3-lb.. 0 10½	
" 5-lb.. 0 10½	
" 10-lb.. 0 10½	



Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper....per lb.	$0 40
Fancy boxes (36 or 50 sticks)....per box	1 25
"Ringed" 5-lb. boxes.....per lb.	0 40
"Acme" pellets, 5-lb. cans....per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans.....per can	2 00
Licorice lozenges, 5-lb. glass jars....	1 75
" " 20 5-lb. cans.....	1 50
"Purity" licorice 10 sticks	1 45
" 100 sticks.....	6 75
Dulce large cent sticks, 100 in box....	....

Lye (Concentrated)

GILLETT'S PERFUMED.

	Per case
1 case of 4 dozen.....	$3 60
3 cases of 4 dozen.....	3 50
5 cases or more	3 40

Marmalade.

J. W. WINDSOR, MONTREAL



Scotch Marmalade, 1 and 2 lb. glass jars 1, 4, 5 and 7 lb. tins.
Orange Jelly Marmalade, 1 and 2 lb. glass 5 and 7 lb. tins

Preserved Ginger Marmalade,	1	lb.	glass jars.
Pineapple	1	"	"
Green Fig	1	"	"
Green Fig and Ginger	1	"	"
Lemon	1	"	"
Grape Fruit	1	"	"

Prices and special quotations.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case....per doz	$1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Golden shred marmalade, 2 doz. case per doz.....	1 75

SHIRRIFF BRAND

"Imperial Scotch"—	
1-lb. glass, doz...	1 55
2-lb. " " ..	2 80
4-lb. tins, " ..	4 65
7-lb. " " ..	7 35
"Shredded"—	
1-lb. glass, doz.....	1 90
2-lb. " "	3 10
7-lb. tins, "	8 25



THOMAS J. LIPTON
Prices on application

Mince Meat

Wethey's condensed, per gross, net..	$12 00
" per case of 3 doz. net	3 00



ST. CHARLES CO DENSING CO.

PRICES:

St. Charles Cream, family size, per case	$4.70
Ditto, hotel.	4.90
Silver Cow Milk	5.00
Purity Milk....	4.70
Good Luck....	4.30

Mustard

COLMAN'S OR KEEN'S

D.S.F.	¼-lb. tins.....	per doz.	$ 1 40
"	½-lb tins.....	"	2 50
"	1-lb. tins.....	"	5 00
Durham	4-lb. jar.....	per jar	0 75
"	1-lb. jar.....	"	0 25
F.D	¼-lb. tins.....	per doz.	0 85
"	½-lb. tins.....	"	1 45

Olive Oil

LAPORTE, MARTIN & CIE., LTD.

Minerva Brand—		
Minerva, qts. 12's		$ 5 75
" pts 24's		6 50
" ½-pts. 24's.....		4 25

Sauces

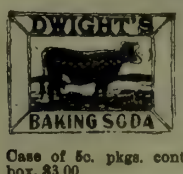
PATERSON'S WORCESTER SAUCE
Agents, Rose & Laflamme, Montreal and Toronto

½-pint bottles, 3 & 6 doz., per doz.....	0 90
pint " 3 doz.....	1 75

THOMAS J. LIPTON
Prices on application

Soda

COW BRAND



Case of 1-lb. containing 60 packages, per box, $3.00
Case of ½-lb. containing 120 pkgs. per box, $3.00
Case of 1-lb. and ½-lb. containing 30 1-lb. and 60 ½-lb. pkgs, per box $3.00
Case of 5c. pkgs. containing 96 pkgs. per box, $3.00

MAGIC BRAND

		Per case
No. 1, cases	60 1-lb. packages.....	$ 2 75
No. 2, "	120 ½-lb. "	2 75
No. 3, "	{30 1-lb. " }	2 75
	{60 ½-lb. " }	
No. 5 Magic soda—cases 100—10-oz. pkgs.		
Lease		2 85
5 cases.....		2 75

"TO BEGIN WITH"

WOOD'S BOSTON COFFEES — THOMAS WOOD & CO. IMPORTERS AND ROASTERS BOSTON, MASS. PURITY, UNIFORMITY AND EXCELLENCE GUARANTEED.

You mean to build up a big Coffee Trade this new year.
It can be done, and we can help you.
Go about it as you would to accomplish any other work of lasting character.
Lay in the solid foundation with

WOOD'S COFFEES

We furnish direct and powerful aid to the Grocer in establishing trade and increasing sales.

Now is the time to start in. Let us hear from you.

Canadian Factory and Salesrooms:
No. 428 St. Paul Street, - MONTREAL

Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross	$10 20
" black	"	15 30
Oriole soap	"	10 20
Gloriola soap	"	12 00
Straw hat polish	"	10 20



3 doz. to box..... $3 45

6 doz. to box $6 90

30 days.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

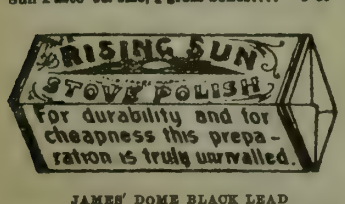
Laundry Starches—	per lb
No. 1 White or blue, 4-lb. carton	
No. 1 " 6-lb. "	
Canada laundry	0 06
Silver gloss, 6-lb. draw-lid boxes	0 08
Silver gloss, 6-lb. tin canisters	0 08
Edward's silver gloss, 1-lb. pkg.	0 08
Kegs silver gloss, large crystal	0 08
Benson's satin, 1-lb. cartons	0 08
No. 1 white, bbls. and kegs	0 06½
Canada White Gloss, 1-lb. pkgs	0 06½
Benson's enamel...per box 1 50 to	3 00
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07½
Canada Pure Corn	0 06½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
" " 1 " or blue, 4 lb. lumps	0 8½

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 6½
Finest Quality White Laundry—	
1-lb. Canisters, cases of 48 lb.	6 06½
Barrels, 200 lb.	0 7½
Kegs, 100 lb.	0 08
Lily White Gloss—	
1-lb. fancy cartons, cases 50 lb.	0 08
6-lb. toy trunks, 8 in case	0 08
6-lb. enameled tin canisters, 8 in case	0 08
Kegs, ex. crystals, 100 lb.	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 06
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 00

Stove Polish.

	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste 5c. size, ½-gross boxes	5 00



JAMES' DOME BLACK LEAD

	Per gross
6a size	$2 40
2a "	2 50

NICKLE PLATE STOVE POLISH.

Pints	2 90
Quarts	5 40
½ gallons	5 10
Gallons	4 80
gallons	4 50

Syrup.

EDWARDSBURG STARCH CO., LTD.
"Crown" Brand Perfection Syrup.

Barrels, 600 lbs	0 03½	per lb.
Half-barrels, 350 lbs	0 03¾	"
Kegs, 150 lbs	0 03¾	"
2-gal. pails 25 lbs	1 25	each
3 " " 38½ lbs	1 75	"
Plain tins, with label—	Per case.	
2 lb. tins, 2 doz. in case	2 40	
5 " 1 " "	2 75	
10 " ½ " "	2 65	
20 " ¼ " "	2 60	

(5, 10 and 20 lb. tins have wire handles.)

ST. LAWRENCE STARCH CO., LIMITED.
Bee Hive Brand Corn Syrup.

Barrels, 60 lbs	0 03½	per lb.
Half-barrels, 350 lbs	0 03¾	per lb.
Kegs, 150 lbs	0 03¾	"
2-gal. pails 25 lb	1 25	each
" " 38½ lbs	1 75	"
2-lb. tins, 24 in case, per case	2 40	
5-lb. " 12 " "	2 75	
10-lb. " 6 " "	3 65	
20-lb. " 3 " "	2 60	

Teas.



THE "SALADA" TEA CO.

	Wholesale.	Retail.
Brown Label, 1's, ½'s	$0 25	$0 30
Green Label, 1's and ½'s	0 27	0 35
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60



EMPIRE PACKAGE TEA

Cases 30 and 50 lbs. each—Black, Mixed, and Green Ceylon.

25c.....1s, 20c.; ½s, 21c.
30c.....1s and ½s, 23c.
40c.....1s and ½s, 28c.
50c.....1s and ½s, 35c.
75c.....1s and ½s, Vulcan, 50c.

100 lb. lots freight paid.

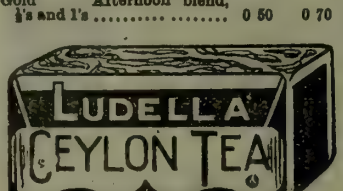
LIPTON'S TEA

Thomas J. Lipton
75 Front St. East,
Toronto.



Packed in air-tight tins only.

	wholesale	retail
Blue label ½'s and 1's	0 24	0 30
Orange " ½'s, ¼'s and 1's	0 30	0 40
Pink " ⅛'s & 1's, tins	0 35	0 50
Red " Dominion blend, ½'s and 1's	0 44	0 60
Gold " Afternoon blend, ¼'s and 1's	0 50	0 70



Blue Label, 1's	0 20	0 25
Blue Label, ½'s	0 21	0 30
Orange Label, 1's and ½'s	0 23	0 40
Brown Label, 1's and ½'s	0 28	0
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—		
Victoria, hf-c, 90 lbs	0 25	
Princess Louise, hf-c, 80 lbs	0 19	
Ceylon Green Teas—Japan style—		
Lady, cases 60 lbs	0 18	
Duchess, cases 60 lbs	0 19	



BLUE RIBBON TEA CO., TORONTO

	Wholesale	Retail
Yellow Label, 1's	0 20	0 25
" ½'s	0 21	0 25
Green Label, 1's and ½'s	0 24	0 30
Blue Label, 1's and ½'s	0 25	035
Red Label 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, ½'s and ¼'s	0 55	0 80
Embossed, ½'s and ¼'s	007	1 00



	Wholesale	Retail
Pink Label 1's and ½'s	30c.	40c.
Gold Label 1's and ½'s	35c.	50c.
Lavender Label 1's and ½'s	42c.	60c.
Green Label 1's and ½'s	50c.	75c.
Canisters		
Gold Tins, 5's	35c. 1.75	50c. 2.50
Gold Tins, 3's	35c. 1.05	50c. 1.50
Gold Tins, 1's	36c. each	50c. each
Gold Label, ½'s	18c ea. 36 lb.	25c ea. 50 lb.
Red Tins, ½'s	35c ea. 70 lb.	50c ea. 1 00 lb.
Red Tins, ¼'s	18c ea. 72 lb.	25c ea. 1.00 lb

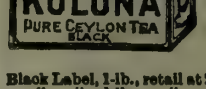


MELAGAMA TEA.

MINTO BROS., 55 Front St. East

	Wholesale	Retail
Black, green, mixed, ½s	0 70	1 00
" " ¼s	0 55	0 80
" " ½s	0 44	0 60
" " 1 lbs. & ½s	0 40	0 60
" " ¼s	0 38	0 50
" " 1 lbs, & ½s	0 35	0 50
" " 1 lbs, ½s	0 30	0 40
" " ½s	0 32	0 40
" " ¼s	0 25	0 30
" " 1 lbs	0 24	0 30

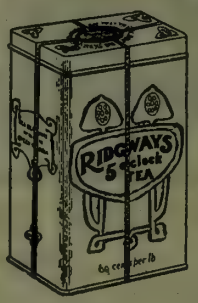
We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 20	
½-lb., " "	0 21	
Blue Label, retail at 30c	0 23	
Green Label. " 40c	0 30	
Red Label, " 50c	0 35	
Orange Label. " 60c	0 42	
Gold Label. " 80c	55	

RIDGWAYS.
London, Vancouver, Winnipeg and Ceylon.



	Wholesale.	Retail.
Capital Household, 1's and ½'s	0 30	0 40
Old Country, 1's and ½'s	0 35	0 50
5 o'clock, 1's and ½'s	0 42	0 60
H.M.B., 1's and ½'s	0 75	1 00
Ridgway's Standard Bulk Blend in stock at all our branches in Canada.		



THOMAS WOOD & CO.
Montreal and Boston

	wholesale	retail
Wood's Primrose, per lb.	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ½-lb. tins. All grades—either black, green or mixed.

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED

Smoking—Empire, 4s, 6s, and 12s	$0 46
" Amber, 8s and 3s	0 60
" Ivy, 7s	0 50
" Rosebud, 7s	0 15
Chewing—Currency, 12s. and 6½s	0 46
" Old Fox, 12s	0 48
" Snowshoe, 6½s	0 51
" Pay Roll, 7½s	0 52
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s	0 45
" 10 oz. bars, 6½s	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s	0 47
" Dixie, 7s	0 56

JOS. COTE, QUEBEC.

Cigars	
St. Louis (union), 1-20	$33 00
St. Louis, 1-40	35 00
St. Louis, 1-100	35 00
Champlain, 1-20	35 00
Champlain, 1-40	36 00
El Sergeant, 1-20	55 00
El Sergeant, 1-40	55 00
El Sergeant, 1-100	55 00
Cut tobaccos.	
Petit Havana, ½, 1-12—1-6	0 40
Quesnel, 1-4, 1-2	0 65
" 1-9	0 68
Cote's Choice Mixture, ½-lb tins	0 75
" " ½-lb "	0 70
" " 1-lb "	0 00

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz	$18 00
Absorbine Jr., per dozen	9 00

Yeast.

Royal yeast, 3 doz. 5 cent. pkgs	$1 10
Gillett's cream yeast, 3 doz. in case	1 10



"GLOBE" with Percolator.

This pot speaks for itself. When tea is drawn take the Percolator out and tea remains free from tannin.

We make seven sizes of this, also The Champion Tea Pot. Send for price list.

R. CAMPBELL'S SONS

HAMILTON POTTERY

HAMILTON, - ONTARIO

A SLIGHT DIFFERENCE

IN PRICE ON A CHEAP ARTICLE LIKE

Sal Soda

SHOULD NOT COUNT, WHEN QUALITY IS CONSIDERED

BRUNNER, MOND & CO.'S

ENGLISH SAL SODA

is the **PUREST,** contains **LEAST MOISTURE** and therefore **GOES FURTHEST** of any Washing Soda sold.

WINN & HOLLAND, LIMITED

SOLE AGENTS MONTREAL

UNDER SUNNY SOUTHERN SKIES

Our new booklet under this title is out now and will be sent to anyone interested in a trip to the British West Indies from Halifax. A delightful thirty-eight day trip.

PICKFORD & BLACK

HALIFAX

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, - 644 Craig Street

MONTREAL.

THE PEOPLE OF

JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

Collecting Money

from tardy debtors may be no easy task to you. But we make a specialty of the business. Our work during the year we've been in business has been (and is now) entirely satisfactory to our clients.

Let us collect your overdue accounts. We can get your money for you.

The Beardwood Agency

313 New York Life Building - MONTREAL

For best values in

CURRANTS

Get quotations on fruit exported by

J. Caramandani & Co.

Patras, . Greece

Cleaners and Exporters, Est. 1878

Apply to General Agents in Canada:

J. L. Watt & Scott - Toronto

Watt, Scott & Goodacre, - Montreal

The Condensed Ads. in The Canadian Grocer bring results. Try one.

SALT

of highest quality for any and every use.

VERRET, STEWART & CO.
LIMITED
MONTREAL

To Our Grocer Friends:

The average housewife is becoming more fastidious each day in her ideas of what sanitary precautions should be adopted in handling a food product. Undoubtedly, you have already realized this.

Have you ever considered this regarding Mince Meat.

Why not handle a dust-proof-sanitary-wrapped package like **Wethey's Condensed Mince Meat?**

All jobbers. 3 doz. to a case.

J. H. WETHEY, LIMITED
ST. CATHARINES



A Bargain List

Our Travellers have it.

Empire Brand

These prices talk for us.
Don't overlook this chance.

4 FREE PHONES

Use Freely. If you can phone Hamilton we are glad to hear from you.

GEO. E. BRISTOL & CO.

Hamilton, - - - - Ontario

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

MONTREAL, 232 McGill St. TORONTO, 10 Front St. East. WINNIPEG, 511 Union Bank Building. LONDON, ENG., 88 Fleet St., E.C.

VOL. XXIII. PUBLICATION OFFICE: TORONTO, JANUARY 15, 1909. NO. 3.

If It's Barley

you are selling, let it be

Robinson's Patent Barley



The most perfect and satisfying food for young and old. If you have not sold any, send for trial package, particulars as to price, etc.

FRANK MAGOR & CO., 403 St. Paul Street, MONTREAL

Agents for the Dominion of Canada

Another Short Syrup Talk

You know there is nothing so needful now as Syrup.

Syrup, that is, good Table Syrup, is a positive treat for any man's table.

Your customers will use it if you will bring it to their attention.

If it's "CROWN" Brand Table Syrup you offer them you will please them, do them a service and they will come back for more.

"CROWN" Brand Table Syrup is Canada's best and purest corn product.

BUY FROM YOUR JOBBER

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, Toronto, Ont. Works, Cardinal, Ont. 164 St. James St., Montreal

Maconochie's Pickles



There is a double satisfaction in selling Maconochie's pickles.

The satisfaction of knowing that you are selling something which in quality is unsurpassed at any price.

The satisfaction of making a good profit—good and sure.

All Maconochie's goods are good and bring the same satisfaction to the grocers who are handling them.

Ask your jobber or if he cannot supply them, for full information write to our Canadian Agents,

MacLaren Imperial Cheese Co., Ltd.
TORONTO

MACONOCHIE BROS.

London - - - - England

Raisin Perfection:

Seedless
Not
Seeded

GRIFFIN'S SEEDLESS RAISINS

Seedless
Not
Seeded

A
Distinct
Fancy Variety of

ABSOLUTELY SEEDLESS RAISINS

Cured in the sun without use of lye, sulphur, or any deleterious matter.

Most highly flavored, most wholesome, cleanest

Packed only by

Griffin and Skelly Company

"Canned by Griffin"

Until you break the shell of a nut you are wholly in the dark as to the quality of the meat therein. A fair exterior often covers an unsatisfactory interior. Quality depends largely upon reputation—you've got to be guided by that. Be guided, then (if seeking highest quality in Canned Fruits), by these three words, "Canned by Griffin," and you'll be absolutely safe.

Griffin's Canned Fruits

Arthur P. Tippet & Co.

MONTREAL

1



MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY



Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of The Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

HAMILTON

G. WALLACE WEESE
Manufacturer's Representative
Grocers' and Confectioners' Supplies, Storage and Distribution attended to.
Am open to accept one or two more clients, established connections.
Offices: Myles' Fireproof Storage Warehouse
HAMILTON, CANADA. Correspondence Solicited

HALIFAX, N.S.

J. W. GORHAM & CO.
JERUSALEM WAREHOUSE
HALIFAX, N.S.
Manufacturers' Agents and Grocery Brokers.
WAREHOUSEMEN
can give close attention to few more first-class agencies. Highest references.

MONTREAL

FOR SALE
Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.

J. T. ADAMSON & CO.
Customs Brokers and Warehousemen
27 St. Sacrament Street, Montreal
TEL. MAIN 778 BOND 28

ROBERT ALLAN & CO.
General Commission Merchants
MONTREAL
Fish, Oils, Beans, Peas and Produce.
Agents: "Royal Crown" Skinless Codfish.
Representing Morris & Co., Chicago, Pork and Lard.

J. WALTER SNOWDON
MANUFACTURERS' AGENT AND BROKER
Open for exclusive representation of one or two more reliable houses with good grocery lines. Correspondence solicited.
Address
23 Burton Ave., Westmount, Montreal

D. McL. BROPHY
414 St. Paul St. - Montreal
Broker and Manufacturers' Agent
Open to represent one more up-to-date house desirous of utilizing my excellent connection with the grocery trade.
Correspondence will receive prompt attention

MOOSE JAW

D. STAMPER
GROCERY AND FRUIT BROKER
AND MANUFACTURERS' AGENT
Goods Stored and Distributed
Warehouse, City Spur Track
P.O. Box 793 MOOSE JAW, SASK.

NEWFOUNDLAND

T. A. MACNAB & CO.
MANUFACTURERS' AGENTS and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's.
Codes: A, B, C, 5th edition, and private.

REGINA.

G. C. WARREN
Box 1036 - REGINA
Manufacturers' Agent and Commission Merchant. Direct Importer of all grades of pure Ceylon Teas, and Grocery and Drug Specialties. Dealer in Coffees, Spices, Mustard, etc. Established eleven years. More lines desired.

ST. JOHN

W. S. CLAWSON & CO.
Manufacturers' Agents and Grocery Brokers
WAREHOUSEMEN
ST. JOHN, - N.B.
Open for a few more first-class lines

TORONTO.

ON SPOT
RAISINS, CHEESE, BEANS
EVAPORATED APPLES
AT LOWEST PRICES

W. H. MILLMAN & SONS
GROCERY BROKERS
TORONTO

W. G. A. LAMBE & CO.
Toronto
Grocery Brokers and Agents.
Established 1885.

TORONTO.

"EXCELSIOR"
Maple Syrup Compound
(Wine quarts)
On spot

Anderson, Powis & Co.
Agents
15 Wellington Street East, Toronto

DOMINION STORAGE & FORWARDING CO., LTD.,
43 Colborne Street, TORONTO
Consignments stored at lowest rates in city. All facilities for handling and shipping goods.
TELEPHONE MAIN 5661

W. G. Patrick & Co.
Manufacturers' Agents
and
Importers
29 Melinda St., Toronto

MacLAREN IMPERIAL CHEESE CO. Limited
AGENCY DEPARTMENT:
Agents for Grocers' Specialties and Wholesale Grocery Brokers
TORONTO, Ont. DETROIT, Mich.

Don Storage & Cartage Co. Limited
81 Front Street East
PHONE M. 2823
Storage facilities unequalled in city — Special cartage delivery — Lowest rate of insurance.

WINNIPEG

STUART WATSON & CO.
Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG, - MAN.
Domestic and Foreign Agencies Solicited.

(Continued on page 4).

A GREAT COMBINATION

AND ESPECIALLY GOOD SELLERS JUST NOW

"PICKANINNY"
PANCAKE and
BUCKWHEAT
FLOUR Sells at— 2 for 25c.

"ANCHOR"
brand
MAPLE FLAVOR
—SYRUP—

WINE MEASURE TINS
PINTS, QUARTS, HALF-GALS., GALLONS
IMPERIAL MEASURE, 5-GAL. TINS

EBY-BLAIN, LIMITED
Wholesale Grocers TORONTO

Ram Lal's Pure Tea

The first package Tea sold on the Canadian Market, and never been rivalled for PURITY, QUALITY and FLAVOR.

SOLD AT FOLLOWING PRICES:

PINK LABEL	1s and ½s	Costs you You sell at	30c per lb. 40c per lb.
GOLD LABEL	1s and ½s	Costs you You sell at	35c per lb. 50c per lb.
LAVENDER LABEL	1s and ½s	Costs you You sell at	42c per lb. 60c per lb.
GREEN LABEL	1s and ½s	Costs you You sell at	50c per lb. 75c per lb.

CANISTERS

GOLD Tins	5s	Costs you You sell at	35c per lb.—$1.75 50c per lb.— 2.50
GOLD Tins	3s	Costs you You sell at	35c per lb.— 1.05 50c per lb.— 1.50
GOLD Tins	1s	Costs you You sell at	36c each 50c each
GOLD Tins	½s	Costs you You sell at	18c each—36c per lb. 25c each—50c per lb.
RED Tins	½s	Costs you You sell at	35c each—70c per lb. 50c each—$1.00 per lb.
RED Tins	¼s	Costs you You sell at	18c each—72c per lb. 25c each—$1.00 per lb.

Head Office and Factory for Canada: 266 St. Paul Street, MONTREAL

GIVE US A TRIAL ORDER AND BE CONVINCED OF THE QUALITY.

Yours Truly,

RAM LAL'S PURE TEA CO., LIMITED

Manufacturers' Agents—Continued.

W. H. Escott
141 Bannatyne Ave.
Winnipeg - - Canada
Wholesale
Grocery Broker
and
Manufacturers' Agent
For prompt service use the wires.

ESTABLISHED 1887
Carman Brokerage Co.
Wholesale Grocery Brokers
WINNIPEG, CALGARY and EDMONTON
GOODS STORED AND DISTRIBUTED
141 Bannatyne Ave. WINNIPEG, MAN.

BASKETS
You can make money as well as oblige your customers if you handle our
Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.
We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.
The Oakville Basket Co.,
OAKVILLE, ONT.

SASKATOON.
CLARE, LITTLE & CO.
WESTERN DISTRIBUTORS
Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business Solicited.
PHONE 159 SASKATOON,
P.O. BOX 257. Western Canada

THE PEOPLE OF
JAMAICA
are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the
KINGSTON "GLEANER"
might bring inquiries. Better write for rates to
I. C. STEWART, Halifax.

Queen City Water White Oil
GIVES PERFECT LIGHT
The most economical high-grade oil ever sold in Canada.
FOR SALE EVERYWHERE

Persons addressing advertisers will kindly mention having seen their advertisement in this Paper.

ESTABLISHED 1849
BRADSTREET'S
Capita. and Surplus, $1,500,000. Offices Throughout the Civilized World
Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.
THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit, Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claims as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.
Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices.
Correspondence Invited.
— OFFICES IN CANADA —
CALGARY, ALTA. HAMILTON, ONT. LONDON, ONT. MONTREAL, QUE.
HALIFAX, N.S. QUEBEC, QUE. ST. JOHN, N.B. TORONTO, ONT.
OTTAWA, ONT. VANCOUVER, B.C. WINNIPEG, MAN.
THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

EXPORT TRADE DEPARTMENT.

Firms Abroad Open for Canadian Business.

DAVID SCOTT & CO.
Established 1878. 10 North John St.
LIVERPOOL, ENGLAND.
Splendid connections and references. Try us with a shipment of CANNED GOODS.
T. A.—Scottish, Liverpool.

SPRAGUE
CANNING MACHINERY CO.,
CHICAGO, ILL., U.S.A.



Ridgways TEA
is without a peer in the Canadian market.
No tea is more extensively advertised or better known.
Good tea is a magnet which always draws trade.
Ridgways Tea will be a trade winner for your store.
CANADIAN OFFICE, VANCOUVER, B.C.
Agents—Richards & Brown, 314 Ross Avenue, Winnipeg, Man.


ABSORBINE
will reduce inflamed, swollen Joints, Bruises, Soft Bunches. Cure Boils, Fistula or any unhealthy sore quickly; pleasant to use; does not blister under bandage or remove the hair, and you can work the horse. $2 per bottle at dealers or delivered. Horse Book 7 D free.
ABSORBINE, JR, for mankind, $1.00 per bottle. Reduces Varicose Veins, Varicocele, Hydrocele, Goitre, Wens, Strains, Bruises, stops Pain and inflammation
W. F. YOUNG, P.D.F., 204 Monmouth St., Springfield, Mass.
LYMAN, SONS & CO., Montreal, Canadian Agents.

ASPARAGUS

We desire to call the attention of the fancy Retail Grocery Trade to our Simcoe Asparagus Tips.

These Tips are green and tender, with the full Asparagus flavor retained.

We claim for our Asparagus that it is superior in flavor and tenderness to anything that is imported, and the price is less. Why not PUSH the sale of Canadian Asparagus instead of the foreign article, especially when the quality is better and the price lower?

Simcoe Asparagus Tips can be secured from any wholesaler, and we will gladly send a sample tin to any grocer interested.

NEVER FORGET
"Canada for Canadians."

CANADIAN CANNERS, Limited

CANADIAN CANNERS LIMITED

From the Garden to the Can

with as little handling as possible is the policy that has brought us to success. When fruits and vegetables are delivered by the growers to our factory our inspectors go carefully over them and reject anything that fails to come up to the high standard of excellence we have set for

Old Homestead Brand Canned Fruits and Vegetables

It does not pay us to pack goods of inferior quality any more than it pays you to sell them. You will make your good reputation more secure if you determine to sell

Old Homestead Brand Goods

They are of the quality that creates the satisfied customer, than which nothing is a better advertisement. Your jobber can supply you.

The Old Homestead Canning Co.

Picton, Ontario

Making the Customers Come Back

That's just what

"Pride of Niagara Falls" Brand Canned Goods

have been doing this Season

They'll keep on doing it. It's all owing to the quality and methods employed in the most modern and sanitary factory in Canada. We have on hand

Select Hand Packed Tomatoes
Refugee Wax Beans

These are not cheap goods but THE BEST. Can be obtained through the following agents:

Eby-Blain, Limited, Toronto. **Frank L. Benedict & Co., Montreal**

F. H. Wiley, Winnipeg, Western Agent.

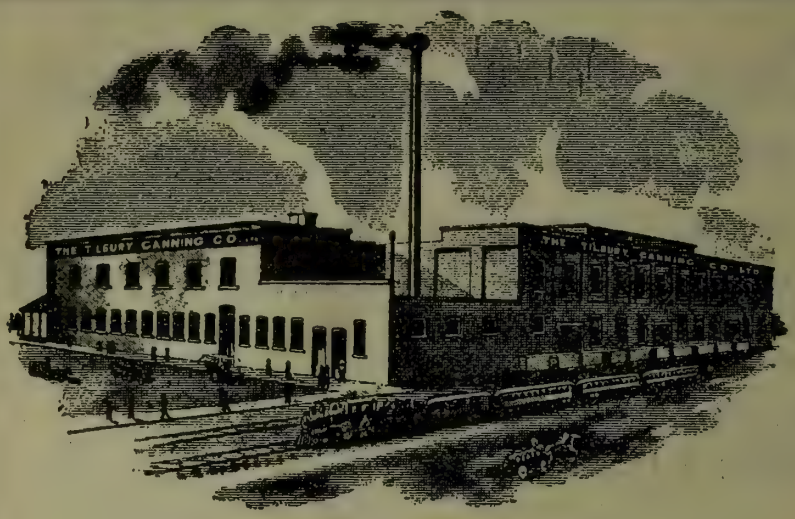
Unequalled in Quality

and a Producer of Permanent Profit

QUAKER
Canned Goods

THE BLOOMFIELD PACKING CO.

BLOOMFIELD, - ONT.



"Tilbury Brand" Canned Goods

are in a group of their own—the **A1 GROUP**

Nothing Better Packed

One of the best-equipped factories on the Continent situated in the heart of the best Tomato District in Canada.

RYAN BROS., Winnipeg
WESTERN SALES AGENTS
{ Sales Agents for Manitoba, Saskatchewan and Alberta.
A large stock carried in Winnipeg warehouse.

The Tilbury Canning Company, Limited, Tilbury, Ont.

The Wise Grocer

is placing his order for 1908 pack and buying

"PEERLESS" Brand Canned Goods

Put up by the Beamsville Preserving Co., Limited.

SOLE DISTRIBUTORS:

WARREN BROS. & CO., - LIMITED

TORONTO and KINGSTON

ST. LAWRENCE

5-lb. Cartoons



20 Cartoons to the Case

CRYSTAL DIAMONDS

Small tablets or squares of brilliantly pure white crystal sugar, each one being of uniform shape and size. In addition to the 5lb. Cartoons, they are also supplied in bulk, packed in 25lb., 50lb. and 100lb. boxes, barrels and half barrels.

COME TO STAY

This sugar has come to stay. The sales of CRYSTAL DIAMOND SUGAR have already been so large, that we have been compelled to instal additional machinery in order to double our capacity.

We are also placing on the market another loaf sugar, being oblong tablets, slightly larger than the Crystal Diamonds. This sugar will be put out under the name of CRYSTAL DIAMOND DOMINOS and packed only in 5lb. cartoons. This is an ideal sugar for coffee.

The St. Lawrence Sugar Refining Co., Limited, Montreal

Established

1842 — 67 years ago — 1909

If you want to get the best values in

TEAS

we have them.

We guarantee to match your samples, with better grades

at lower prices.

We carry a nice assortment, and from now till spring we offer great bargains.

We have—

3,600 PACKAGES

Including :

Japan and Japan Siftings,
Ceylon, Green and Black,
Indian, Green and Black,
Formosa Oolong,
Gunpowder Pin Head,
Pea Leaf Moyune,
China Black, Soo Me.

"OWL" Teas in Packages, Ceylon, Green and Black.

We are not afraid to have you compare our samples with others. We are sure our prices will interest you, and the quality of our Teas is A1.

Samples and prices sent with pleasure.

L. CHAPUT, FILS & CIE.

Wholesale Grocers and Importers

2, 4, 6, 8 de Bresoles St., MONTREAL

British Columbia Trade

can obtain supplies of

"Pure Gold"

Extracts
Jelly Powder
Quick Puddings
Baking Powder
Condiments
Salad Dressing Powder
Borax
Cream of Tartar
Quick Tapioca

from Agents at VANCOUVER and VICTORIA
of the PURE GOLD MFG. CO., Ltd., Toronto

W. HARRY WILSON & CO.,

or from all Wholesale Grocers in British Columbia

TO THE TRADE:

Have You Seen the Latest and Most Striking Evidence of the

Increasing American Demand

for

CEYLON TEA

READ THIS

EXPORTED TO AMERICA

Jan. 1st, to Oct. 31st, 1907

Black, 7,053,900 lbs.
Green, 1,918,600 lbs.

Jan. 1st, to Oct. 31st, 1908

Black, 8,296,500 lbs.
Green, 2,912,100 lbs.

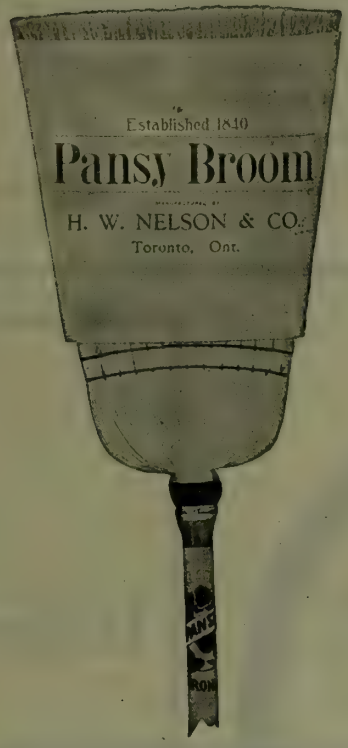
An Increase in Direct Shipments of 24.92%

And in a Year of Trade Depression, Too!

ESTABLISHED A. D. 1840

Distinctive Appearance—Distinctive Quality

"Pansy" Broom



This is the best broom value in the market. The "Pansy" is just the right weight and thickness and has the springiness that pertains only to the highest grade of broom corn. Housekeepers who have once used the Pansy will have no other brand.

We can supply you with brooms in a variety of grades to suit a variety of demand; but you can make more money by pushing the Pansy. If you haven't got our price list, write for it to-day.

H. W. Nelson & Co., Limited

Toronto

Ontario

E. D. S. Brand Jams and Jellies

Guaranteed Absolutely Pure



Unequalled in Flavor

Agents: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; R. B. Colwell, Halifax, N. S.; J. Gibbs, Hamilton.

E. D. Smith's Fruit Farms, Winona, Ont.

It's never too cold to use

Borden's Brands of Condensed Milk

In fact climatic conditions have little to do with the sale of "EAGLE BRAND" CONDENSED MILK and "PEERLESS BRAND" EVAPORATED CREAM,—they have, through merit, become household necessities and grocery staples.

In stock with all jobbers

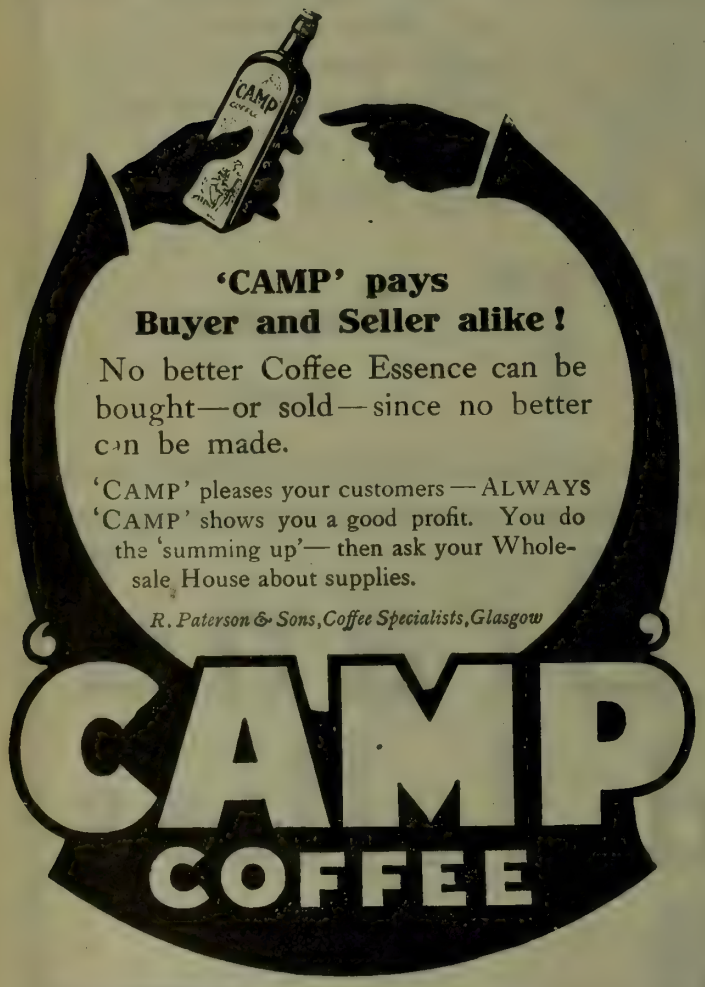
WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man. Shallcross, Macauley & Co., Vancouver and Victoria, B.C.





Unsweetened



'CAMP' pays Buyer and Seller alike!

No better Coffee Essence can be bought—or sold—since no better can be made.

'CAMP' pleases your customers—ALWAYS 'CAMP' shows you a good profit. You do the 'summing up'—then ask your Wholesale House about supplies.

R. Paterson & Sons, Coffee Specialists, Glasgow



Imperial Evaporated Cream

True to its name in every respect, this cream is imperial indeed.

Its superior has yet to be found.

The public seem to think so, judging from vastly increased sales in the last few months.

HAVE YOU A STOCK?

The Canadian Condensing Co.

CHESTERVILLE, ONT.

GENERAL SALES AGENTS:—S. H. Ewing & Sons, MONTREAL



WHY CARRY IN STOCK

Canada First Evaporated Cream?

Because it is Highest in Butter Fat.

SURE TO PLEASE YOUR CUSTOMERS.

EVERY CAN GUARANTEED. NO DEAD STOCK.

Manufactured by

AYLMER CONDENSED MILK CO., Limited

AYLMER, - ONTARIO

Good Tea gives your Customers a good Impression of your whole Business

Before recommending a tea to your customer should you not know by a personal test that you are giving her the best value in the market? Remember the reputation of your store is at stake. If you please your customer by selling her good tea, it is easier to please her with other goods. Your customers' confidence is the biggest asset you can have in your business.

That is why you are helping your own business when you are selling Red Rose Tea. It inspires confidence because it is always good tea. In every grade its combination of strength and flavor makes it the best value on the market. That is what your customers want; that is what you want to give them if you are seeking their confidence.

Red Rose Tea will give back to you in profit, with interest and reputation added, all the selling effort you put on it.

RED ROSE TEA "is Good Tea"

Try recommending it.

Branches
3 WELLINGTON EAST, TORONTO
315 WILLIAM ST., WINNIPEG

T. H. ESTABROOKS,
St. John, N.B.

Do You Carry

Marsala Wine?

If you have not stocked it yet you should do so now.

It is the ideal after-dinner beverage, taking the place of Port or Sherry.

As such, it is much appreciated by the public.

Be the first in your town to stock this fine line.

Cost is $7 a Case and up.

Museo Commerciale Italiano

43 St. Antoine St., Montreal

Sole Agents American Continent **Phone Main 2731**

MOLASSES AND SYRUPS

GINGERBREAD BRAND MOLASSES

(IN TINS)

2's, 3's 5's, 10's, 20's
1, 2, 3, 5 gal. Pails

GOLDEN SLING SYRUP

(IN TINS)

2's 3's 5's 10's 20's
1, 2, 3, 5 gal. Pails

"THE BEST THERE IS"

Agents

C. E. Paradis, - - Quebec	W. H. Escott, - - - Winnipeg.
C. DeCarteret, - - Kingston.	R. G. Bedlington & Co., - Calgary
Jas. N. McIntosh, - - Ottawa	Tees & Peerse, - Edmonton.
Geo. Musson & Co., - Toronto.	Wilson & McIntosh, - Vancouver
J. W. Bickle & Greening, - Hamilton.	C. Leonard Grant, - P. E. Island
G. H. Gillespie, - - - London	

Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

WHY NOT

increase the sales of your coffee department by using CHASE & SANBORN'S High Grades?

Chase & Sanborn — The Importers

Montreal



THE A 1 SAUCE

A Fine Tonic and Digestive.
An Excellent Relish For
"FISH, FLESH or FOWL."

Simply A 1.
Pleases everyone.
The Public WILL have it.
Sold all over the world.

For full particulars and prices write our Agents:

GENERAL AGENT—H. HUBBARD, 27 Common St., Montreal
HAMILTON MORTON CO., 1 Wellington St. E., Toronto
W. H. AHRENS, 396 Victoria St., Winnipeg
J. READ, St. John, N.B.
R. T. TINN, 337 Hastings St. W., Vancouver, B.C.

BRAND & CO., LIMITED

Purveyors to H.M. the King, Mayfair Works, Vauxhall, **LONDON - ENG.**

UP-TO-DATE Merchants prefer selling the goods that give their customers **absolute satisfaction** and never hesitate in recommending

"MELAGAMA" TEA

which is fast becoming a household word in every community. **We guarantee a coin in every package.** For **BULK TEAS** let us know your requirements and we will cheerfully forward samples. We can give you highest qualities at prices that are bound to interest you.

MINTO BROS., TORONTO

Brooke Bond's Tea.

Our long experience, our large trade in Great Britain, and our system of buying *for cash* in the countries of production, enable us to offer you the highest quality at very moderate prices.

With every facility in our own Bonded Warehouses we blend and pack tea for all markets in foil, tin, lead, parchment-lined bags, or any other style of packing desired.

We pack under your own label and with any style of printing you may choose.

Agents for Western Canada:

Messrs. Hamblin & Brereton,

Corner of Notre Dame and Victoria Streets,

WINNIPEG, MANITOBA.

Fruit Jars

Gem, Crown, Schram

Butter Tubs

20, 30, 50 lb. White Spruce

G.V. Parchment Paper

Brooms

Splendid Value

Wrapping Paper and Twines

ASK FOR OUR PRICES

Walter Woods & Co.

Hamilton and Winnipeg

A perfect system leaves a good impression which means more business.

THE LOBLAW CREDIT SYSTEM

Cuts your bookkeeping in half.

The less writing you do in bookkeeping, the less chance to make mistakes.

WRITE OR PHONE TO

THE CARTER-CRUME COMPANY, LIMITED

TORONTO and MONTREAL

Business is Booming in the West

Are you getting your share, Mr. Manufacturer, of the active and profitable business in the West? Are you satisfactorily represented? We can handle one or two more lines.

Correspondence invited

R. B. Wiseman & Co.

123 Bannatyne Avenue East **WINNIPEG, MAN.**

Manufacturers' Agents and Brokers

We make a specialty of distributing cars for Eastern Manufacturers. Consign to us and we will distribute the goods among your customers.

Ewing's Herbs Excel

It has always been our aim to put up the finest herbs on the market. That we have succeeded is evidenced by the increasing demand reported by retailers for ***Ewing's Sage, Savory, Mint, Thyme, Marjoram,*** etc.

Are You Selling Them?

S. H. EWING & SONS

98 King St., Montreal
Also at Toronto



PATENT APPLIED FOR

Mr. Grocer !!



PATENT APPLIED FOR

Have you placed your order for KAISER WAX PAD yet? If not, DO IT NOW—you are missing one of the best business-pullers on the market.

Hundreds of gross of this convenient domestic necessity have been sold throughout Canada during the past five weeks, and repeat orders are flowing in already. MAKE A HIT! Be the first in your town to have them on sale. WOMEN DO THE BUYING of groceries and provisions!

EVERY WOMAN takes a pride and wishes to excel in her laundry-work. Now, where she can procure an article at small cost—5 cents—that REDUCES IRONING TIME BY HALF—REDUCES LABOR TO A MINIMUM—ADDS TO THE FINISH OF CLOTHES—MAKES IRONING A PLEASURE—there she is sure to leave her order for other things.

Advertise Your Business!!!

In each gross we pack 500 descriptive circulars with space for you to stamp or print your firm name, etc. These are attractively gotten up and will not only pull you customers for KAISER WAX PAD—and by so doing pull you customers for your other lines—but makes a good general advertisement. Send your order to our nearest agent or direct.

Manufactured by

The Ancker-Thiem Co.

CHICAGO, U.S.A.

WANTED — Agents throughout Canada in unrepresented distributing centers.

Canadian Agents:

Howe, McIntyre Co., 91-93 Youville Sq., Montreal, Que.
W. L. Mackenzie & Co., Winnipeg and Calgary.
G. C. Warren, Regina.
Whitlock & Marlatt, Moose Jaw.
Howard Bros., Brantford, Ont.
W. S. Clawson & Co., St. John, N.B.
D. B. Brubacher, 199 Pape Avenue, Toronto.
W. A. James, Vancouver, B.C.

STOVE POLISH

Now is the season for the greatest use of stove polish. This is a line in your business that pays well if you handle reliable goods like

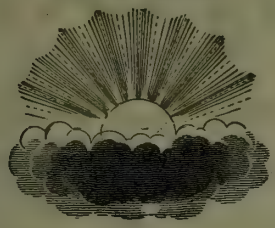
JAMES DOME BLACK LEAD

A stove polish that gives the best satisfaction in its use. Sort up your stock. Sold by all jobbers.

W. G. A. LAMBE & CO., Canadian Agents

"Salad, Edible and Cooking Oils"

WINTER PRESSED



"Sun Burst" Reg'd.

"Non-Pareil" Reg'd.

To know these oils is to stock them. The finest substitute for lard on the market. Guaranteed under the Pure Food Act.

We carry a stock and will be pleased to send you samples, with prices.

You will find our oils a good proposition all the way, owing to the number of uses to which they can be put.

WRITE US TO-DAY

J. M. BRAYLEY,

MANAGER KENTUCKY REFINING CO., Incorporated

Cotton Seed Oils

55 ST. PAUL ST., - - MONTREAL

QUAKER
BRAND SALMON

Mr. Grocer, if this brand was one that would take second place to any other, in the matter of quality and style of package, we would not be guaranteeing it.

YOU KNOW US:

Our reputation stands behind Quaker Brand Salmon.

Prices:

Talls, $2.00 Flats, $2.15

Mathewson's Sons

Wholesale Grocers

232 McGill Street - - Montreal

Walter Baker & Co.'s
Cocoas and Chocolates

In single box lots we will supply at the following prices:

Baker's Cocoa, ¼s	35½c. per lb.
" " ½s	35½c. "
Premium No. 1 Chocolate, ¼s	32½c. "
" " " ½s	32½c. "
Webb's Cocoa, ¼s	29½c. "

W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House—Sault Ste. Marie

WAGSTAFFE'S

Fine old English

Pure Orange Marmalade

Season 1909, now ready.

WAGSTAFFE'S

Jams, Jellies and Sealed Fruits

are better than the imported. Once tried always used.

WAGSTAFFE, LTD.

Pure Fruit Preservers

HAMILTON

ORIGINAL LANGLEY WARE

Speaks for itself



Finish and workmanship of the finest English Manufacture.

Colo s, Plain Green, Plain Green and Cold, Brown and Green, Chocolate, and Fancy Designs.

Tea Pots, with or without Percolators.

Also the

Original Langley Fire-Proof Ware

in **Plain Green and Brown**

The most up-to-date and complete line of earthenware Pottery, consisting of **Art Pottery, Jardinieres, Vases, Flower Tubes, Tobacco Jars, etc.**

Kitchen Ware, **Bake Pans, Egg Poachers, Milk Boilers, Sauce Pans and Butter Jars, etc.**

LOVATT & LOVATT, *Langley-Mills near Nottingham, Eng.*

Write for illustrated catalogue and price list to

CARVETH and COMPANY, Sole agents for Canada.

600 Lindsay Building, - MONTREAL

It is profitable to handle

SNAP

THE WORLD'S BEST

Hand Cleaner



It is the instantaneous dirt remover. When it comes to cleaning greasy, painty, dirty hands one tin of Snap will do more effective and satisfactory work than four times the quantity of any kind of soap. Snap leaves the hands clean, unchapped, soft and white. Your jobber can supply you, and there are

SPLENDID PROFITS

The Snap Company, Limited

Montreal, - Canada

BLACK KNIGHT



STOVE POLISH

The housewife's favorite because it produces a brilliant durable polish in very quick time, with the minimum of labor and without staining her hands.

Your Jobber Can Supply You.

Made only by

The F. F. Dalley Co., Ltd.

Hamilton, Canada Buffalo, N.Y., U.S.A.



Klondike

Jubilee

Sterling

These three names have for years stood for ***high quality*** in ***Brooms.***

They are now put up with polished maple handles and are unequalled for value.

Manufactured by

STEVENS-HEPNER CO.

Limited

Port Elgin, Ontario, Canada



A GOOD LINE

There is a "want more" fascination in H.P. Sauce that is crowding English Grocery Stores, and the Sauce is replacing the older ones on the best tables.

Judging from its reception the Canadian Grocer sees in H.P. a truly good thing in Sauce lines.

Our bright advertising here will send you the customers. Brisk sales—liberal profit—in H.P.

Postal to our Canadian Agents secures full sized tasting sample and quotations. Try it for yourself. Then you'll get the reason for its success.

W. G. Patrick & Co., Toronto and Montreal. R. B. Seeton & Co., Halifax, N.S.
Georgeson Co., Ltd., Calgary, Alberta. Ellis & Co., Ltd., St. John's, N.F.
Kelly, Douglas & Co., Ltd., Vancouver, B.C.

MIDLAND VINECAR CO., Ltd. BIRMINGHAM AND LONDON, ENG.



We have proven that

STERLING BRAND PICKLES

Sauces and Catsup are second to none. The demand for these Canadian made goods is increasing. Do not lose sales by being out of stock in these lines.

ORDER FROM YOUR JOBBER, OR DIRECT.

THE T. A. LYTLE CO. LTD.
Sterling Road, Toronto, Canada

What Balmoral Purity Means

When we cite **purity** as the outstanding feature of **Balmoral Scotch Marmalade** we desire to impress upon you the fact that the finest Seville bitter oranges and highest grade Canadian granulated sugar are the **SOLE** ingredients of this popular and profitable line.

J. W. WINDSOR
MONTREAL

Shirriff's Jelly Powders



Make pure, sparkling, full flavored Jelly. They are in reality jellies in concentrated form and never disappoint your customers when the simple directions are followed. Send your orders in to-day.

IMPERIAL EXTRACT COMPANY

18-22 CHURCH STREET
TORONTO - CANADA

For You Mr. Grocer Our 1909 Price List

Perhaps you buy our lines. In any case our new Price List is of particular interest TO YOU.

It is complete in every respect, containing beautiful, natural reproductions of our various lines of

Maple Syrup and Maple Sugar Specialties

Confectionery

Jams, Jellies Marmalade Pickles, Ketchup, Etc., and detailed prices and descriptions.

You will get ideas from it. It is worth having for reference purposes. And IT DOESN'T COST YOU ANYTHING.

A postal brings it — *Tell us to-day you want it*

Sugars & Canners
Limited
MONTREAL

"EDINBURGH'S PRIDE"



EVERY BOTTLE OF

Symington's "Edinburgh" Coffee Essence

does credit to the makers and the city of production. Every bottle gives satisfaction and helps to create further demand

Our **ESSENCE OF COFFEE AND CHICORY** gives wonderful value. One bottle makes 40 cups of delicious coffee fit for any connoisseur.

Recommend it for camping parties and Summer outings. It always pleases.

Thos. Symington & Co.
EDINBURGH

Agents for Ontario—
Messrs. W. B. Bayley & Co., Toronto.
Agents for Quebec—
Messrs. F. L. Benedict & Co., Montreal.

Grocers

Make Your Wants Known BY ADVERTISING IN

The Canadian Grocer

Through this paper you reach the retail trade, and let those interested know what you want to sell or buy. We circulate among those who read this kind of wants.

SEE PAGE 67

ESTABLISHED OVER 200 YEARS

CHAMPION'S IS THE BEST VINEGAR



MADE FROM FINEST MALT

LONDON, ENGLAND

Commands a Preference Over All Others.

ONTARIO AGENTS : The Lind Brokerage Co., 23 Scott St., Toronto
Agent for the province of Quebec, J. Walter Snowdon, 413 St. Paul St., Montrea
W. H. Escott, 141 Bannatyne Ave. East, Winnipeg

WE ARE OPEN TO DO BUSINESS ON EASY CONSIGNMENT TERMS — WRITE OUR AGENTS FOR PARTICULARS

"WHITE SWAN GOODS ARE GOOD GOODS"

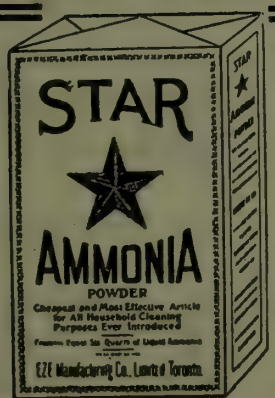
—ALWAYS—

CEREALS, SPICES, COFFEES, ETC.

WHITE SWAN SPICES AND CEREALS LIMITED

(SUCCESSORS TO THE ROBERT GREIG CO. LIMITED)

TORONTO



A Rapid Seller and a Producer of Unlimited Repeat Orders.

A Great Convenience—
McGregor's

Patent Bag Holder



Holds every size bag. It is out of the way, yet permits instantaneous selection and prevents all waste. Write us for full particulars and prices.

KILGOUR BROS.

19 Wellington St. West, - TORONTO

PRUNES

Get our quotations before placing your order.

The Davidson & Hay Limited

WHOLESALE GROCERS, TORONTO

SUGAR

When next purchasing supplies of Granulated Sugar ask for

Redpath

The purest and best—To be had in original packages—

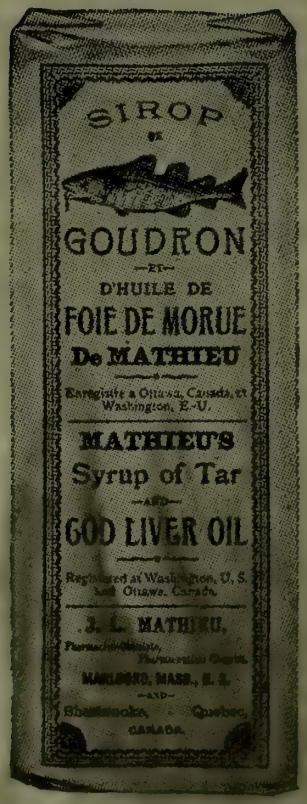
Barrels of about 300 lbs. and Bags of 100, 50, and 20 lbs.

The

Canada Sugar Refining Co.,

Limited

MONTREAL



WHY YOU SHOULD SELL

MATHIEU'S SYRUP

of Tar and Cod Liver Oil

REASON NO. 3

It is not a secret fake medicine

It contains no dope, nor anything else that is injurious. It is just a scientific combination of pure Cod Liver Oil and Syrup of Beech Tar.

Therefore, in selling Mathieu's Syrup, you are promoting the welfare of your community, and also aiding in the war against disease and death. Mathieu's Syrup is the best thing for Coughs, Colds, Bronchitis, etc.

Mathieu's Nervine Powders—another simple family medicament—that is very good for headaches.

Just look over your stock and send us your order.

J. L. MATHIEU CO., Props., SHERBROOKE, P.Q.

L. Chaput, Fils & Cie., Wholesale Depot, Montreal

JAPAN TEAS

We have several very attractive lots on the spot. Jobbers please write for samples.

S. T. NISHIMURA & CO.

MONTREAL and JAPAN

Our Annual Tea Sale

DON'T MISS THE BARGAINS

If open, see our travellers or write for samples.

'PHONE **596** free to buyers.

BALFOUR, SMYE & CO.

QUICK SHIPPERS

Wholesale Grocers, - - HAMILTON, ONT.

British Columbia Buyers

PLEASE NOTE THAT

TODHUNTER, MITCHELL & CO.

TORONTO

Can supply your wants for their well known lines of **Coffee, Cocoa, Chocolate**

FROM VANCOUVER

Write Our Agents

W. HARRY WILSON & CO.

VANCOUVER



SOFT MINTS—5c. boxes.

ACME PELLETS—5-lb. tins.

M. & R. WAFERS—5c. bags.

and a complete line of **LOZENCES, ETC.**

Hard and Soft Licorice Specialties

Appropriate for the confectionery, grocery and drug trades.

Price Lists and Illustrated Catalogue on request

AGENTS

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IT WILL PAY YOU to watch our Condensed Ad. columns. There are many money-making propositions there. You may find just what you are looking for.

We Must Reduce Our Stock

before the 1st of February, date on which we take our inventory.

We are ready to make sacrifices in order to reduce our stock of the following lines during January. We therefore offer to the trade genuine bargains in the following standard lines from which you can make a choice and then ask us for quotations. We are confident that the prices we will quote you on these goods will induce you to buy.

Polen and ***Zoon Gin*** and ***Assorted Liqueurs.***

Clan Roy Scotch Whisky

Wiser's Rye Whisky (very old)
1898 (20 flasks to the case)
1902 (60 flasks to the case)

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Cardinal Champagne (in baskets) which arrived too late for the holiday trade.

Chateau Maucamp Claret (vintage of 1900, quarts and pints, a choice wine.)

Diez Hermanos Sherry, all grades in bottles.

Port from the Real Companhia Vinicola, all grades in bottles.

Vermouth Dollin and Gondran et Fils

Rhine Wine, F. Krote & Co.'s.

P. Garnier's Choice Liqueurs, complete stock.

Wines in Casks: Clarets, Sherries, Madeira, Malaga, Burgundies, etc.

German Lager, Pilsener, bottled by F. Jacobs & Co.

Miller's High Life Lager. The best Milwaukee Beer.

Miller's Malt Extract. The best made.

Canadian Canned Goods

Fruits, Vegetables, Meats and ***Fish.*** We have a choice line of ***Salmon*** packed to be sold at popular prices. Investigate.

"Soleil" Brand Canned Goods

The ***Fruits*** and ***Vegetables*** of this ***Brand*** are fast sellers. They are choice goods to be found on the tables of the most exclusive. The ***Peas, Beans,*** etc., of ***"Soleil" Brand*** will give you entire satisfaction.

TEAS—We offer choice lines of Teas for all the requirements of the trade. We especially recommend "Victoria" and "Princess Louise" Teas which are always favorites.
We pay freight on all lots of Teas, assorted or not of 200 lbs. and over.

Now is the time to buy Kinot's Tar and Anise Syrup, while prices are low.

FREIGHT PAID—We will pay freight during the month of January on all orders for Wines in casks or in bottles, Miller's High Life Lager, Miller's Malt Extract and on all Liqueurs of Garnier or of Pollen and Zoon.

IT WILL PAY YOU TO ASK FOR QUOTATIONS.

Laporte, Martin & Co., Ltd., Montreal

Wholesale Grocers and Wine Merchants.



Honey is Scarce

We have plenty at attractive prices in

60 pound tins
Cases 6/10 pound tins
" 12/5 " "
" 24/2 " "

Ask our travellers for prices.

James Turner & Co., Limited

Hamilton, Ontario

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Guild Case Awaits Judge's Decision

Thursday, Friday and Saturday of Last Week Taken Up With Summing Up by Counsel—Witness Says Trade Agreements Are Not Kept—Many Previous Decisions Introduced as Precedents Bearing on the Case—Verdict Will Be Given by Justice Falconbridge After Due Consideration.

The guild case is over. That is, so far as the lawyers and witnesses are concerned. The most important part, however, the Judge's verdict, is yet to come. With the close of Crown Counsel G. Tate Blackstock's reply after counsel for both sides had reviewed the evidence during the two days previous, on Saturday morning, closed a case which will probably decide for some time to come the business methods to be used in the Canadian wholesale grocery trade and will also mark an epoch in legal decision. The case has been watched intently not only by the trade in Canada but also across the line, by reason of the fact that it is more or less a test as to the legality of certain business methods now in operation and Chief Justice Falconbridge's decision is being awaited with general interest.

One noticeable feature of counsel's argument on Friday and Saturday was the citation of a large number of precedental cases which bore more or less directly on the case in point. The counsel for the defence had a very respectable little library in court and many of those volumes were made use of during the progress of the argument.

It had been supposed that all the evidence had been put in at the hearing some weeks ago, but previous to counsels' argument the Crown put F. W. Hudson, of the Canada Brokerage Company, in the box, presumably to throw some new light on the dealings between the guild and the Pacific Selling Co., the operations of which were more or less made public before.

Fred. Hudson's Evidence.

Mr. Hudson told of the formation of the company and of his connection with it. After application for a charter the company began business in July, 1903, making arrangements with Mr. Carey, of the Pacific Selling Co., to handle salmon for them. He, the witness, was to get a commission. The company handled 1,500 cases of clover leaf salmon, which was an average sale, and also 500 cases of the Arrowhead brand. In December of that year there was an attempt to put the Canada Brokerage Co. out of business. In December, 1903, Mr. Hudson went to New York and enterered into a contract with Mr. Carey for 1904, purchasing 2,000 cases of Clover Leaf and some of the Arrow brand. In the spring of the following year the guild took the matter up with the Pacific Selling Co., at New York. Through correspondence from the Pacific Selling Co. Mr. Hudson was told that sales in the brands of salmon he was selling for them were decreasing, whereas he claimed they had increased.

After considerable correspondence respecting the matter Mr. Carey had come to Toronto and they had talked over the question. Mr. Carey had told him that strong pressure was brought to bear upon the Pacific Selling Co. to prevent them selling to the Canada Brokerage Co., and that the company was up against a "brace" game. The witness was also told that the Quebec and Ontario guilds had joined hands and that the Pacific Selling Co. could not afford to lose their Quebec trade. His business was appreciated but the company had first to consider their interests in Quebec.

Mr. Blackstock read the correspondence that had taken place between Mr. Hudson and the company he had represented. In one letter the latter objected to selling goods outside of the city of Toronto as per agreement. Mr. Hudson had sold salmon to a St. Catharines party.

Mr. Carey, in March, 1905, left the company, and was succeeded by Mr. Corby, who had written considerable correspondence to Mr. Hudson. Mr. Corby, it will be remembered, gave evidence at a former session of the trial.

"Mr. Corby told you he could deal with the Ontario guild, but not with the joint guilds of Ontario and Quebec?" asked Mr. Blackstock.

"Yes, sir."

A letter to the witness, dated May 3, 1905, was in part as follows:—"You do not fully appreciate our position in the matter, as we are confronted with the loss of business. You underestimate the alliance of the guilds among the different Provinces. We cannot agree that we are placing you in a peculiar position. We are compelled to push the sale of our own products. If it were a question only of the Toronto market, or even Ontario, it is possible things could be reconciled, but we are feeling the effects in the other Provinces."

The Pacific Selling Co. on May 16, 1905, wrote Mr. Hudson that owing to the conditions existing, the company had entered into arrangements with the guilds of Ontario and Quebec which would preclude further business with him.

Mr. Johnston objected to the submitting of these letters as evidence, because they weren't proved, and because they did not tend to prove any conspiracy. His Lordship noted the objections.

A Stiff Cross-examination.

The cross-examination of the witness by E. F. B. Johnston, K.C., then followed, in which Mr. Hudson stated that the Canada Brokerage Co. was formed to do a wholesale trade.

"To avoid being charged as retailers?" Mr. Johnston suggested.

Mr. Hudson would not admit it, however.

"You knew if you went into the retail business you couldn't buy on wholesale prices, so you took this method of becoming wholesalers?"

"We were going into the wholesale business."

"You bought at wholesale prices and received a commission of 1½ per cent?"

"That is right."

"Were you selling to wholesalers in 1903?"

"Yes."

"Were you selling to retailers in that year?"

"After the formation of the company in July we were."

"You sold to retailers at wholesale prices?"

"Yes."

"At what profit?"

"About from 5 to 7½ per cent."

"Where are your corporation papers?"

"I haven't them here."

"Have you anything here except Mr. Hudson?"

"No," was the answer.

"If the Pacific Selling Co. sold to your customers at your rate, that would put you out of business and you would refuse to buy their goods?"

"Yes, naturally."

"To carry on business you must be protected by wholesale prices?"

"Yes."

"What do you say about a man buying from the Pacific Selling Co. and cutting prices?"

"That's his own business."

"Who fixed the prices?"

"The Pacific Selling Co."

"The wholesalers had nothing to do with it?"

"No."

"You bought from the salmon people and had to sell at certain prices?"

"No."

"Your agreement was to that effect?"

"Yes."

Here Mr. Johnston wanted the witness to admit that he was a breaker of agreements.

"You tried to sell outside your territory, in St. Catharines?" asked Mr. Johnston.

"Apparently, yes, but there was no specific arrangement."

"Weren't you confined to Toronto?"

"No, we bought the goods and could sell them any place. As an individual agent I was confined to Toronto."

"In the bulk of the cases you didn't keep the prices agreed upon?"

"Very likely."

"Did any of the Toronto wholesalers buy from you?"

Mr. Hudson recollected Col. Davidson having bought 50 cases.

"I'm told some of these men bought direct from this company?"

"If so, I got the credit."

"Did you ever break your agreement in selling to some wholesalers at lower prices than to others?"

"No; Clover Leaf salmon had its fixed f.o.b. prices."

"I'm not talking about salmon," replied Mr. Johnston. "it's the principle of the thing I want to get at."

Breaking Agreements.

"If agreements were made by wholesalers with the manufacturer to sell at limited prices and they break this, this would disorganize the trade?"

"I presume it does."

"This would mean a loss of your capital?"

"Yes."

"You couldn't convert your warehouse into a retail establishment?"

"No."

"The wholesalers would have to go into some new business?"

"Yes."

Mr. Johnston then referred to the time it took to build up wholesale business, working out the same idea.

"Was there a falling off in the Pacific Selling Co.'s business in 1903?"

"I am not in a position to say."

"Then Corby may have been correct in his statements?"

"May have been."

Mr. Blackstock asked his Lordship's opinion on certain acts done by defendants, mainly the sending of circulars, since the beginning of the trial. His Lordship ruled that the circulars should not be admitted.

Mr. Washington then proceeded to re-examine Mr. Hudson.

Explaining his statement in regard to the keeping of agreements, Mr. Hudson said these were not generally kept. He had had an agreement regarding Clover Leaf salmon, but constant complaints came in regarding cutting by different wholesalers. "Some are very strict," he said, "but as a general case these selling agreements are not kept."

"Why?"

"They've combined so many articles that there is no room left for competition."

Mr. Hudson said he thought it would be better if there was no agreement. "Business could be done freely and honestly," he said, "which it is not now."

Mr. Johnston—"You think these agreements do not amount to anything?"

"Very little."

This concluded the evidence.

In reply to a question from Mr. Blackstock his Lordship directed that he would hear argument from two counsel on each side with one reply. In view of the fact that his Lordship could not give judgment on the moment he pointed out that it would not be necessary to read the evidence.

The Crown's Address.

S. F. Washington, K.C., opened the argument for the crown, stating that the prosecution was being carried on under section 498 of the Criminal Code, and sub-sections B, C and D, under this, he read these. Section B refers to restraint of trade, C to the unduly enhancing prices and D to the prevention of the barter, sale or supply of goods.

He then outlined the evidence, referring particularly to the written evidence as included in the 112 exhibits.

At the afternoon session, Mr. Washington really got down to business.

Getting Back to First Principles.

"Certain natural laws of trade are important to keep in mind when considering restraint of trade," he said. "One of these being the personal right of man to buy and sell his goods where and for what he pleases. Trade knows no restrictions, so that anything which interferes is a restraint. Every man is a born free trader.

"The ordinary channels of trade were open till the Guild made its appearance," he said. "They closed them. They initiated conducive measures to obtain fixed prices from the manufacturers. Mr. Beckett denied the existence of any of these measures in his cross-examination. He says it was suggestion. This was very forcible suggestion, as was seen in the evidence regarding the Crosse & Blackwell business.

"This is so in regard to almost every article the Guild is concerned with. It was so as to sugar, tobacco, salt, cereals, canned meats, starch, etc. The Price Committee was formed for this very purpose. The reply of the manufacturers to the letters sent out show that they were not anxious to change. The evidence shows that many of them struggled in vain against these coercive measures. Crosse & Blackwell's were anxious not to do business without this agreement, but were ultimately forced to sign it.

"Correspondence bristled with complaints from all over against cutting prices. Evidence was given to show that companies could cut prices and still make profits. Coercion against cutting of prices was a restraint to trade, preventing it from following in unrestricted channels.

The agreements quoted in all these exhibits are practically the same as in the case of the Pacific Selling Co. First of all, there is no competition among the wholesalers at all. They all sell at the same price."

Forcing the Canners Together.

Referring to the evidence of R. L. Innes, that the canners' agreement was originated by the Canadian canners themselves, Mr. Washington quoted from other letters and evidence to show that the present canners' agreement was really instigated at a meeting of wholesalers in Toronto.

"It was only after interference by Mr. Beckett," he said, "that they refused to sell to the Provincial Grocers Co.

"The summary of all this is that wholesales, with retail counters, co-operative concerns, department stores and manufacturing confectioners, are shut out and the businesses confined to the Guild members."

Mr. Washington then referred to the difficulties of getting into the wholesale business since the Guild arrangements had been made. "This group of gentlemen presume to say whether I am a wholesaler and whether I have any right to do business, after that will any one deny there is no restriction of trade?"

"A few words about enhancement of prices. The affect of the Guild on the consumer was proved in the evidence of B. W. Robertson, of Kingston, where firms all over the Dominion were willing to cut prices, as was the case many, many times, and were prevented from doing so by the Guild, this surely means enhanced prices. Again, if the retailer gets as much profit as he used to, and the manufacturer and wholesaler both get more, the consumer must pay the advance.

The statute referring to the case, says, "unreasonably advanced the price." Mr. Blackstock submitted that the word "unreasonably" was used in the same sense as the word "unduly" in a previous case where judgment was given by Justice Osler.

"What is a conspiracy?" said Mr. Blackstock, quoting a definition of Justice Fitzgerald, and said that the present case came under the same definition.

"The Provincial grocers," said Mr. Washington, "had a perfect right to buy and sell from whom and to whom they pleased at any prices so long as they did it legitimately.

Shows a Conspiracy.

"I submit," he said, "that this case showed a conspiracy in the common law, while the object of the Guild was lawful, the methods they adopted were unlawful. What the Guild tried to do was to monopolize the trade for that body which they chose to call wholesale grocers.

"What is the defence as far as we can judge of it? The defendants have been in the box and declared they did not do any of these things. The evidence is overwhelming that they did try to do these things."

"They say they did not try to prevent manufacturers selling direct to the retailers. Crosse & Blackwell, for instance, had a right to sell to both classes."

"Any man has a right to say, 'I don't like you and won't sell to you,' but half a dozen wholesalers in Hamilton have no right to combine together and say they will not sell to me." Mr. Washington quoted several previous decisions to back up his statement.

"The real defence is what we used to call "confession and avoidance,' continued Mr. Washington. "What they say is 'we had to do it to save our commercial lines.' They say they would have to go out of business if they did not do these things. We do not hear of any of them failing or going out of business."

Cut Out the Dead Wood.

"If a lot of the deadwood in the wholesale trade were out of it," said Mr. Washington, "there would be lots in it for the rest. If. Mr. Beckett, for instance, would devote one-tenth of the work and cleverness to his own business that he has to the affairs of the Guild, he would not be coming here telling of loss in his business. When a man like Robertson is able to make a quarter of a million in spite of the operations of the Guild, these men who talk about loss ought to be ashamed.

"Some say," continued Mr. Washington, "that the Guild has not done much harm. Your Lordship should consider what they have the power to do. They have been effectual in securing increased profits. They have the power, under

present arrangements, to compel the manufacturers to give them any profit they please."

This ended Mr. Washington's argument and the court adjourned.

What Caused the Delay.

Mr. Blackstock, senior counsel for the Crown, in opening his address on Friday morning referred to the delay in bringing forward the case and attributed this to the extensive nature of the matters dealt with, the number of interests involved and the necessity of consulting the convenience of those interested.

"Mr. Washington's exhaustive outline of the case yesterday," said Mr. Blackstock, "makes it almost of necessity that I should deal to a large extent with details. The defendants in this action represented an important part of trade in which all the public in interested, and it is no part of the Crown to embarrass or annoy them if their arguments could be said to be generally without objection. The only safe material on which your Lordship can proceed," said Mr. Blackstock, "is the written evidence put before you. There is the most striking difference between the written documents and the evidence given by the defendants and their witnesses. It must also be remembered that for obvious reasons records of various transactions have not been kept.

"I have had prepared, your Lordship, a resume of the correspondence which we particularly emphasize as evidence. To save reading all of this I shall put in it so that you may consult it at your convenience."

Mr. Blackstock, however, proceeded to read several of the letters which had already been made public in the evidence as particular and specific instances of what this correspondence covered.

"I have read them for two purposes," he said, "for these illustrate every possible object of the Crown's case, and also that if your Lordship had only the verbal evidence of the witnesses you would only have a small part of the truth. We found, also, in trying to secure information, that many persons, while willing to give information, were unwilling to jeopardize their own business."

"I understand the position taken by the defence is that the wholesale trade is the ordinary and legitimate method of carrying on their business. I challenge in toto, my Lord, the superstructure, if not the foundation of this argument.

"When one comes to contemplate the defence, one questions the attitude of the defendants. I decline to accede to the proposition that any body of persons can take any position of domineering possession.

Referring to section 498, under which the charge was laid, Mr. Blackstock said:

"I say these people designed to unduly limit the dealing in these commodities in question. Their arrangements are obnoxious to the statute. Take, for instance, the case where they declined to handle American sugars, where they confined themselves to the goods of the Canadian canners. These and other cases show that these arrangements were designed to be an restraint of trade.

"The central idea of the whole idea was that they should have a monopoly. Again, they took upon themselves arbitrary and despotic powers as to decide on who shall be in this business.

"Again, in subsection C, 'to unduly limit the manufacture or production of any article or commodity or to enhance the price thereon.' I say they have done both of these. In the case of the salmon and also the canned vegetables, people, various people, were put out of business in consequence of the action of the Guild. Thus they both limited the manufacture and production of the article and also interfered with the price. This correspondence shows the very idea they had was to keep up the price, to prevent various businesses from entering into competition with them.

"The moment I show your Lordship that persons in the trade were willing to accept lower prices than the members of the Guild received, and again from Mr. Beckett's evidence to the effect that the arrangements for the formation of the Guild were to enhance the prices. All these things point to the fact that the prices must have been unreasonably advanced in many ways and during many years.

Different Conditions.

"Over the whole district of Canada conditions vary greatly. Can it be said that business should be done along the same lines in every district? In the outstanding districts, for instance, undoubtedly different conditions would prevail.

Coming to consider subsection D, Mr. Blackstock said the very essence of these arrangements was to cut out competition.

Referring to the evidence given by Mr. Corby, of the Pacific Selling Co., and commenting on the disparagement between the verbal evidence and the letters put in, Mr. Blackstock said it was a discreditable thing for such evidence to be given.

"There is no more cogent evidence of the intolerant tyranny of these men than is disclosed by this correspondence," he said, waxing eloquent, quoting letters that passed between F. D. Hudson and Mr. Corby.

"Here is a man," referring to Mr. Corby, "of great intelligence, who has investigated these conditions and who found it unable to stand up against them." One of Mr. Corby's letters to Mr. Hudson said, "It is a source of regret that the pleasant conditions existing now should be disturbed, if it were a question only of Toronto or Ontario, it might be adjusted, but we are already feeling the effects in the Northwest territories—where previously our methods had not been questioned.

"Think of the disparity between this and the evidence given in the box," said Mr. Blackstock.

Another letter said: "We have entered into an arrangement with Ontario and Quebec Guilds to handle our goods. In severing our connection we are glad to say that our business relations have always been entirely satisfactory."

"His oath in the box was that these relations were most unsatisfactory.

"Note the disparity, my Loard, between those letters and Mr. Corby's evidence.

Some Flowing Eloquence.

"See what we have, my Lord—the iron heel of these men on the necks of the people—against their wish and will.

"The intolerable tyranny of it!

"The manufacturer now has a complacent body who allow him to fix prices. There is a monopoly in manufacture and in distribution, a condition highly favorable to continuation among the manufacturers themselves.

"The next step, there is no competition among wholesalers. The retailer is also to some extent regarded, but the public at large not at all."

"What is the result of all their arrangements? As Zealand said in the box, 'An office boy could run their businesses to-day. The real object of the arrangements was practically to carry business along in its own channels, all the methods by which the public is to be advantaged are eliminated.

"With my wish to see that the path of persons in business is as easy and remunerative as possible," continued Mr. Blackstock, "I rgret that among the most melancholy information comes the fact that men come forward who in ordinary life would be highly regarded and confess to these irregularities with evident belief in their necessity.

"The trade is honey-combed with indirect and underhand methods. These arrangements are in direct constraint of trade.

"If your Lordship could reach a conclusion that the arrangements made by these parties are correct," said Mr. Blackstock, in concluding, I desire to connect no details of wrongdoing with them, but, it seems to me," vehemently, "it would be impossible to conceive of a case in which, for the public interest, root and branch, these arrangements should be cut down."

The Defence's Case.

Taking up the case for the defence, E. F. B. Johnston, K.C., spoke of its importance, not alone as a matter of affecting the whole country, but one affecting the rights and privileges of a body of men who stand at the front in the trade of the country, a body of men who have obtained not only a standing in the community, but who have large financial interests imperiled in the case.

"If the matter were confined to a mere fine the same anxiety would not exist where their business depends on the methods now attacked.

An Important Case.

"This is not a question of a fine of $200 or $2,000, but it is a question of their financial success, and may even go to the foot of it all, whether they can continue to do business or not."

Referring to Mr. Washington's address he said:

"The efforts of my learned friend brings one back to the days when the white man bartered a piece of tobacco for furs worth $15 or $20, or in South Africa, where for worthless glass beads were traded rubies and diamonds worth a fortune. If that is the natural condition of things, we do not wish to be put under the natural order of business."

"The tariff," said Mr. Johnston, "prevented the very thing the Crown contended should exist; namely, the right to buy at equal rates wherever one wished.

"The business man is bound by tariff regulations in every case," he said, "and this has been done by the assembled wisdom of the legislators at Ottawa."

Some Similar Cases.

Referring to cases cited by the Crown as precedents, Mr. Johnston went into them extensively to show wherein they differed from the present one.

In the case of Rex vs. Elliott, there was an Ontario coal association formed of a certain number of coal dealers in Brantford and district, and these undertook to exclude others of the same class. This meant absolute monopoly in dealing with foreign coal. This, however, did not attempt to consult the interests of coal dealers as a whole, but to the exclusion of the non-members. "They refused to admit new members, a totally different proposition to which we have here. There is no evidence that any legitimate dealer was ever excluded. Inded their membership was even courted. A non-member, too, could get his goods at the same prices and with the same rebates as members. The whole matter, as shown in this case, is totally different from present conditions. Then the case of Rex vs. Clark, a lumber case, where a Western Retail Lumber Dealers' Association was formed. This was made up of retail dealers and differs from an arrangement of wholesalers as in the present instance. The retailers took the lumber and undertook to fix the price to the consumer, at once enhancing the price of the original article."

Taking up the case of Wampole vs. Karn, he held that the judgment was found on a false conception of facts. "How can there be any competition in the sale of Ayer's preparatory medicines or Radway's Ready Relief?"

He argued that none of those cases were parallel to this one of the Grocers' Guild.

Neither was the prosecution of the plumbers' combine.

Referring to the plumbers' rake-off, he called it "a direct swindle, a direct steal, because it was not earned." The Guild had simply refused to sell to men who were not wholesalers.

Parallel Cases.

"Now I come," he said, "to the cases, which, we submit, are parallel to the present one. The case Rex vs. Gage, was a case of a grain buyers' association, agreeing not to buy at less than one cent below the export price. This is exactly our case, unless we did this to limit competition or to unduly enhance prices. If we did it in welfare of the body of wholesalers and grocers it was all right. Even if a few parties were injured, it was done for the purpose of helping honest men, we are not contradicting any statute, even through doing so may seem to fall under the statute."

He referred also to the Ontario Salt Co. vs. Merchants' Salt Co. case, where several companies co-operated to operate salt manufactories, all salt to be sold through trustees of the company only.

A sarcastic reference was made to the judging of such cases as this by public opinion—by "men who never sold a pound of tea or bought a plug of tobacco in their lives, and yet would tell us on a moment's notice how trade with all its intricacies, should be controlled and regulated."

Continuing the citation of authorities bearing on the present case at the afternoon session, Mr. Johnston referred to "Eddy on Combinations," which sets forth the law as recognized on the other side.

Another case from the Kentucky statistics of 1903, referring to conspiracy and combination was cited.

In the case also of the Queen against the American Tobacco Co., the defendants entered into an agreement not to sell cigarettes at a lower price than per agreement, did not bring the company under the law, inasmuch as they had a right to sell their goods as they saw fit, within the scope of the law.

A Right to Fix Prices.

"This case," said Mr. Johnston, "backs up my position—the manufacturers have a right to fix prices and to dispose of their goods to the retailer as they see fit. There is nothing to prevent others from going into the same business."

Under the common law the element of wrong-doing was the object of doing material injury to someone else. The combination was not questioned unless material injury was done. The statute carried the matter no further than the common law. It made two classes of conspiracy (1) in common law, (2) in trade conspiracy, the first totally different from the second.

"If three men concoct the committal of a robbery and is overheard conspiracy is proved and these men may be committed. The other must have certain results, otherwise it is not a conspiracy.

"This binds the Crown to the trade conspiracy idea," he said.

"If the defendants continue to protect their own interests, they are not within the scope of section, even though it may injure others. The primary object of the Guild is to take in any wholesale and to make them live up to their contracts. There is not a single instance given in twenty years where prices were enhanced. There are no signs of limiting production nor interferring with transportation.

The Crown must prove the conclusion of the offence, not leave this to be drawn into the conclusion.

"In the case of Hern v. Griffin," went on Mr. Johnston, "a decision was made in a similar case. If this was good, then it is infinitely better to-day, when business has been so much intensified by modern conditions."

A number of other cases were referred to, but not cited at length.

Parliament has determined the mode of trial and penalty in connection with a trade conspiracy, and failing to show that a conspiracy under this head had occurred, the Crown was endeavoring to show by some other means.

Present Methods Necessary.

Everyone knows that for manifest reasons three classes were necessary to carry on the business of the country. They were the manufacturer, wholesaler and retailer. In Canada, with an enormous stretch of country, with villages starting up here and there, the conditions are vastly different from those in large cities. In sparsely settled districts wholesale dealers are necessary as the retailer could not very well obtain his goods direct from the manufacturer. There can be no competition in the manufacture of a particular article. The man who produces can fix his own price. The articles he produces are proprietary in their nature, and he has no competition, but he can be ousted from the market by another firm, presenting another and better article to the public. For instance, there can be no competition in the production of the Macdonald tobacco. No other manufacturer can produce that brand.

The wholesaler buys in car lots, which the retailer cannot do, and the former is, therefore, able to make a profit. The man from a legal standpoint has power to secure his own agents to sell direct to retailers. He fixes the cost of his own productions and the wholesalers have never interfered. There was no evidence of an authoritative nature to show otherwise.

He hoped that his Lordship would not take into consideration evidence of men of low moral standing or of men who were breakers of agreements. The wholesalers were fighting the manufacturer for their profits.

Prices Decreased.

In many cases as had been shown, prices have decreased since the formation of the Guild. A few years ago sugar was sold at 15 or 16 lbs. for a dollar, while now 20 lbs. or more can be bought. If the demand throughout the country can be reached by the wholesale

trade then the production would entirely depend on the demand. The manufacturer does not control the demand. The amount of goods that pass down through the wholesaler to the retailer and consumer are the test for the production. The action of manufacturers having the objective point of cheapness to the consumer in view, show they acknowledge the means adopted as the best and most ready.

The wholesale dealers are engaged in distributing and storing goods, and he must have them on hand to deliver when called upon. He can get goods cheaper in large quantities, and he has the means for distribution. They save the cost of travelers to the manufacturer; they often carry the retailer through difficult times; they save freight rates by sending many lines of goods in one shipment; and they distribute quickly. But the wholesaler must have a profit, and after there had been so much cutting of prices it was no wonder that the wholesalers formed a Guild to protect themselves. What they were aiming at was the cutting of prices, and that alone because it went to the foundation their own business. It had a demoralizing effect on the whole commercial business of the country.

"After Mr. Zealand's exposure in the box, after Mr. Hudson's and others disclosures, is it any wonder that these men had to make some arrangement to protect themselves and their business?" said Mr. Johnston.

There has been no attempt to show prices unjust, unreasonable or unfair. They are down, salt, sugar, etc., to as low as is reasonable. The retailer gets his goods on this uniform basis. The freight, warehousing, travelers, etc., is saved under this system. Can it be said the price is increased?

Retailers Favor Guild.

Mr. Trowern's evidence and that of Mr. Baker, shows that the retailers are in favor of this. The Crown's interests, most of them admitted that the present is the proper system, the only true one. Robertson, for instance, says the principle is all right, but he objected to the competition.

"If the present method is acknowleged to be cheapest it follows that this must be regulated. It cannot be allowed to be violated by unscrupulous men.

"Men like Kinnear, Beckett, etc., were apparently trying to do an honest thing. They were selling at a loss in many instances owing to dishonesty on the part of other men and manufacturers."

The object of the Guild was to carry on honest business which was not frustrated by dishonest men among manufacturers in their own ranks. If this was so, was this an illegal act?

"It may be, though the Crown has brought out no evidence as such, that prices have been enhanced. The reason it wasn't given was that it can't be found.

"What the Guild were aiming at was the prevention of cutting of prices. There is nothing troublesome about who is a wholesaler. There was no objection to manufacturers selling to any retailer in the country. The whole burden of the song was the cutting of prices. The moment this begins you have disorganization of trade and dishonesty creeps in.

"These men were trying to make dishonest men honest and this was the object of the Guild."

What other course could be suggested? The manufacturers violated agreements by selling to retailers. To show there was no object to hurt anybody when the Guild was formed and that there was no discrimination, they opened their gates to every wholesaler in Canada. They said: "You keep faith with us, everything is open to you."

None Refused Membership.

"There's no evidence that any wholesale man was refused membership. Any who were were not legitimate wholesalers. We never sought to hurt the right or privilege of a single wholesale dealer. We did seek to coerce the manufacturers to give us bigger profits, so that we could make a living in business.

"These men had a right to band together, combine, if you like, for this, and as such they are not under the limits of the statute.

When a man played traitor to the Guild he was fined and suspended for a time, but in twenty years there was only one instance, or two, at most, of this being done. The next penalty would be that if they continued the manufacturers would refuse to sell, a very wise and mild regulation, surely?

"The Guild came into existence in a feeble and informal way at first, with not even a list of members in 1903."

Mr. Johnston went on to criticize the use as evidence of letters written by Mr. Gillard as "fished out of the dustheap," and saying that it surely could not be taken to apply to the present instances. The letters were written evidently without consultation. The fact of cutting prices is the evil complained of all through these letters.

"The Guild couldn't cut these questionable men off any list," continued the lawyer. "It was not the intention of the Guild to interfere with the private rights of other persons, simply to protect the character of their trade. They were actually selling tobacco and sugar at this time at 1½c profit when it cost them 7½c to handle them. They never asked for prices to be increased, only for increased rebate in order to get a living profit.

"Everybody knows sugar is cheaper now than 20 years ago. So also with tobacco and canned goods, other things being equal. If so, there has been no increase to the consumer. The attempt was to get better profit, as was shown in the evidence of Messrs. Beckett, Davidson, Blair and Kinnear."

Mr. Johnston, who was suffering from a cold had by this time become husky, so the court was adjourned till Saturday morning.

Mr. Johnston, continuing his address on Saturday morning, referred to a statement made by the Lord Chancellor in the Quinn-Bethan case, stating that this was applicable closely to his case.

The evidence shows that the guild did not try to confine sales to its members alone, several firms, wholesale men, were getting goods and the same privileges as the members of the guild. The question as to membership in the guild then, was a negligible one. Sir Wm. McDonald, Eddy and others had their own lists. We took possession of no field as Mr. Blackstock says. It was created by reason of the commercial circumstances of the country. They were willing to give up the field if the arrangements they made were not acceded to. The question is whether these terms were unreasonable or unduly planned. "The Crown must prove that they were excessive or immoderate."

Quoting from several dictionaries, both "unduly" amd "unreasonably" must be considered above what your Lordship and myself would consider ordinary.

Were No Agreements.

Coming to the various so-called agreements: "So far as tobacco is concerned there is no evidence of any agreement. Nobody touched tobacco. The price was fixed by the manufacturer, was influenced by the tariff. Clancy's evidence regarding this could not be correct. The reason he couldn't get tobacco was because he wasn't a wholesale dealer. His bankruptcy came not because he couldn't get tobacco, but for various other reasons. He applied for membership but failed shortly afterward. He further said he couldn't get canned goods in 1903. You will remember that Graham couldn't sell in the same year, all on account of the guild. This seems very peculiar.

"Andrew MacLean came and complained of the guild's operation," continued Mr. Johnston. "He has been able to gather together $300,000 fortune in spite of this. He was a wholesaler with a retail counter and consequently could not be expected to share in the advantages of the guild.

Referring to certain pages of the evidence, Mr. Johnston claimed that the guild had never interfered with Mr. McLean. Certain conversations to this effect in Montreal could not be taken in evidence.

"The McAlpine Tobacco Co., again, never cut McLean off. His system of buying wholesale and selling to the consumer was not an honest way of doing business, in regard to the existing conditions.

"Curtis, of Kingston, was in the same position. He says he couldn't buy tobacco because of the guild, and yet we have evidence from travelers who tried to sell him.

"Are we to be condemned on evidence of this kind?" Mr. Johnston asked.

Referring to the canners' agreement, Mr. Johnston said:—"The Canadian Canners were the people who combined, not the guild."

"These things being so, what objection was there to the guild? There are presumably certain understandings in trade.

"The Canadian Canners did not get all the wholesalers, nor all the members of the guild. They gave a loyalty rebate to those whom they did sell to. Their goods were more or less in the

shape of a proprietary article in special brands, manufactured only by them.

Starch, Salt and Sugar.

Coming to the case of starch, Mr. Johnston referred to numerous instances in the evidence to show that the changed price to the consumer came from an increase in cost of product and manufacturer's price.

"There was no agreement as regards salt, nor as to sugar either. There was no fixed price for sugar. These prices were fixed by manufacturer daily. Beckett, who desired to be in touch, informed his wholesale friends of the changes. This is not capable of being regarded as the agreement alleged. The only agreement in sugar was not to cut prices. Sugar, too, is cheaper to-day than before the guild was thought of."

"In regard to the equalized freight rates, the shipping rates are less than before the system was adopted, if the price of production is the same. This places every man in the same town on the same footing so far as rates are concerned and is what the retailers wanted.

"Regarding Crosse & Blackwell, and to begin with I don't think the letters of Mr. Coulson can be taken as bearing against us. 'The guild won't let me' was a ready excuse.

"Mr. Beckett's evidence deals with the matter. Nobody pretends that the guild affected or sought to affect the price of Crosse & Blackwell's goods. The real reason Zealand couldn't buy was because he wasn't a wholesaler. At the same time they were selling to wholesalers who were not members of the guild."

"The manufacturers were seeking the cheapest and best method of handling their goods and they found the wholesale system to be this. Is it conspiracy that for years and years this has been going on with the approval of the wholesale and retail trade of the country and yet your Lordship is asked to convict us on this."

Denies Any Cost of Violation.

Referring again to sub-section A of the statute, Mr. Johnston said:—"There were always enough goods on hand, nor did the public suffer by a violation of this. Nor does anything show that the retailer couldn't get his goods. There was no limit to production in any shape or form."

"Regarding section B, trade and commerce has nothing to do with the internal business of the country. This matter cannot apply here in any way.

"In regard to section D, there is no violation shown nor anything that would result as a violation of this.

What Increases Cost of Living?

Mr. Washington argued counsel continued that the increase in the cost of living during the past 20 years was a result of the guild. No man, surely, could be serious in this. It is increased cost of production. Eggs were then 10 cents, now are 22 or 24c. Butter was 10 cents, and is now 30 cents. Rent has increased from $15 to $20 per month. These are the matters which affect the cost of living.

Referring to certain matters which have taken place since the case was taken up, Mr. Johnston said:—"The press has published inflammatory articles of nothing but a general character, circulating all over the country. Articles have been written by men against conspirators in trade, who evidently have not studied the existing conditions. The newspapers have had a great deal to do with the trial of these defendants before it has gone before your Lordship at all.

"All the Crown has been able to get," continued Mr. Johnston, "has been Clancy, MacLean, Curtis, Graham, whose evidence has been exploded, and Baker, Robertson, Zealand, eight men among the thousands who have been doing business in all these years. They are the only men to come forward, and they interested men. Not a single consumer, not a single producer.

Surprised They Didn't Do More.

"Yet on this class of evidence you are asked to condemn men struggling for existence among conditions in which I am surprised they did not do more than they did. I would ask your Lordship, therefore not to convict my clients."

In closing, Mr. Johnston referred in kindly terms to the Crown counsel, taking the responsibility himself to a great extent for the large delay in the case, necessary, as he said, from its magnitude and importance.

E. H. Ambrose's Address.

In concluding the case for the defence Mr. Ambrose first referred to references made by Mr. Washington. Regarding Mr. Clancy, he asked that the evidence of Mr. Beckett be read. He referred to the evidence of Mr. Beckett, also to the class of business Mr. Zealand did.

In the matter of the refiners, Mr. Thompson had stated in his evidence that the guild had nothing to do with the refiners, that it did not control them. The refiners were shown to have acted independently, and that each refiner fixed his own price.

There is no case in which the guild influence has been used against anyone except in the case of a man who will not keep his agreement and in no court should any consideration be given to the man who refuses to deal honestly in his business with those with whom he comes in contact.

The Final Reply.

In the address which brought to a conclusion this famous case, Mr. Blackstock regretted that the counsel for the defence had made disparaging references against some of the witnesses for the Crown who had given such valuable evidence. He had never seen a more gentlemanly lot of witnesses. He would not defend nor apologize for Mr. Zealand, but in regard to Mr. Hudson, who had furnished the Crown with such important letters, he must take offence to the "cruel injustice done to a man who had had his business taken away from him by the guild."

He also referred to the "cruel injustice" to Mr. Gillard, the man who had been president of the guild and who had been "egged on to do their acts of injustice."

"Men have come here after his death to unload the responsibility of their actions on the man not living to defend himself," added Mr. Blackstock.

Several judgments in cases, which in the counsel's opinion, were analogous to the one at issue were cited. Reading from a circular of a wholesale grocery firm Mr. Blackstock asked, "Can there be a more monstrous thing than that these men should be sitting in judgment ruling Mr. Clancy on his entrance into the guild?"

"Here at the eleventh hour we have received no documents from the defendants regarding for instance, sugar agreements. It is a mistake to say that every wholesaler could get what he wanted. The whole artillery of the guild was arrayed, for example, against Mr. Robertson of Kingston."

"The counsel for the defence," said Mr. Blackstock, "has lost sight of what the members of the guild were entitled to do singly and collectively. In the matter of competition he had stated that the manufacturer fixed the price. But that was part of the arrangement with the wholesalers. It was a mistake to say that McDonald's tobacco or any other kind was a proprietary article in the sense that Radway's Ready Relief was.

In concluding Mr. Blackstock said:—"This question of trade relations is the great problem of modern civilization. Every regulation of any kind is some restriction on human liberty. Large numbers of retailers had for years been buying from the manufacturers, contrary to the statements made by defence counsel, and for years the wholesalers have attempted to deny them this right. Freedom of trade is the great principle of liberty, but this freedom has been entirely circumvented. I submit by the objects of the defendants."

Judgment Withheld.

His Lordship, intimated that a speedy judgment could not be expected on account of the volume of evidence and the length of the arguments, and also because his other duties prevented him from making a study of the evidence and arguments in the near future.

The judgment will, however, probably be handed out in a few weeks.

REACHING OUT TO NEW MARKETS

The F. F. Dalley Co., Hamilton, manufacturers of 2 in 1 Shoe Polish, beside covering Canada and the United States, are now reaching out across the Atlantic. Mail orders and inquiries have been coming in large numbers recently from Great Britain, evidently as a result of the company's advertising in The Grocer, and the need for a man on the ground was felt. J. W. Gorham sailed on Tuesday for England to take up the work and will represent the company in England, Ireland and Scotland. The European market is also to be developed and with a view to this F. O. Creed, who has recently represented the company in Western Canada, will leave on Saturday for France, and will cover that country and also Germany and Spain.

Thos. Edey, of the same company, leaves this week to represent them in Minnesota and Wisconsin.

LOSING MONEY.

Grocer—I'm doing myself an injustice when I let you have six onions for a nickel.

Customer—Why, how is that?

Grocer—I give you six scents for five.

The Latest Dominion Grocery News

Maritime Provinces and Quebec

Montreal Grocers Discuss Proposed Increase in Their Liquor Licenses—Decline in Price of Halifax Sugar—Storm at St. John Delays Freights.

HALIFAX.

January 12.—Following the holiday rush, business is now a little quiet and it is expected that it will continue so for some time. The wholesalers are now taking stock and the majority of the travelers are off the road. Some changes in prices are noted since the opening of the new year. Canned fruits and vegetables have been advanced five cents per dozen, and there is a drop of ten cents per hundred pounds in the price of all grades of sugar. Extra standard is now quoted at $4.76, No. 1 yellow at $4, Austrian at $4, and bright yellow at $4.30.

During the past week there was a big drop in the price of new laid eggs. During Christmas week and later fresh stock sold from 50 to 55 cents per dozen. At these prices the demand was very light and, in consequence, there was an accumulation of stock. This week the new stock was quoted at 35 cents per dozen, a drop of 15 cents. Sales even at this price were light. Many of the jobbers had expected that their stocks would go quickly at the reduced price, but such was not the case. The Nova Scotia poultry has almost all been cleared up and importations are now being made from Ontario. Only small quantities are coming to the market, as the prices are high.

A new company, called the Liverpool Fish Company, has been organized at Liverpool, N.S., with a capital of $10,000, for the purpose of carrying on a general fish purchasing and exporting business; dealing in canned and live lobsters, bait and ice; the curing, preparing and dealing in finnan haddies and boneless cod, and the shipping of fresh fish of all kinds. The principal business will be carried on from Coffin's Island, where icehouses will be erected, with storage plant. The have bought out the Mersey Packing Company and the trap business of Charles M. Firth, and the company will establish its head office at Liverpool. The officers of the company are: George S. McClearn, President; Directors, Winslow Cameron, C. M. Firth, Arthur S. Hutchins, John F. Seldon. W. A. Hemeon is manager and C. M. Firth secretary.

The Kensington Dairying Association, of Prince Edward Island, has had a good cheese season. The quantity of milk manufactured into cheese was 2,675,395 lbs., and the value of the cheese made was $30,786.

The Union Dairying Company, of Vernon River Bridge, P.E.I., had their banner season, paying on an average of one dollar for one hundred pounds of milk. The quantity of milk manufactured was 1,352,000 pounds.

Windsor, Nova Scotia, is undoubtedly a "sweet town." It is estimated that confectionery valued at $30,000 was sold in that town during last year. The confectionery business in Windsor has increased rapidly during the past few years. The sale of temperance drinks has also largely increased.

Alderman Andrew Hubley has disposed of his business on Windsor Street to David Markley, and is retired from the grocery trade, after a most successful experience. Mr. Hubley opened his shop on Windsor Street about thirty-one years ago, and built up his business so well that the premises had to be gradually enlarged, and the establishment became a land mark in the west end of the city. Mr. Markley, besides purchasing the grocery, feed and meat departments, takes a lease of the stores. The change in proprietorship went into effect without any interruption of business. It is understood that the alderman has aspirations for the Mayor's chair, and that he will be in the field as a candidate at the civic elections, to be held in April next. Ald. Hubley is a strong advocate of temperance.

ST. JOHN.

January 12.—The heavy gale and rain storm which raged here last week on Tuesday and Wednesday had the effect of completely isolating the city so far as railway communication was concerned, until Thursday evening. Washouts on the C.P.R. and I.C.R. held trains up and no passengers, mails or freights were moved inward or outward during that time. Considerable damage was done about the city by the downpour of rain and high winds, and a number of stores had windows smashed and signboards blown down. In the wholesale grocery houses on the north and south market wharves, some damage was done to stocks by the high tides, which washed over the wharves and flooded the basements. In Haymarket Square several small stores were flooded as a result of the high tides forcing water back through the sewers.

The wholesale merchants are taking advantage of the quiet season to take stock.

Several changes in quotations are reported. Raisins and currants are slightly lower, hand-picked beans are held at $2 and $2.10 a bushel; cornmeal is quoted at $3.50 to $3.55; sugar is down 10 cents per hundred pounds, and oatmeal is a little easier. All grades of canned goods, vegetables and fruits are up five cents a dozen.

In the produce market, some Western beef is selling as low as 6½c a pound, while pork is scarce and commands from 8½c to 9c a pound. Most vegetables and roots have increased in price. Chickens and fowls remain about the same, but ducks are higher and turkeys are selling wholesale at from 20c to 23c a pound. Hennery eggs are quoted from 30c to 40c a dozen and case eggs from 25c to 28c. Tub butter remains about the same but roll butter is not quite so dear. In the fish line, frozen British Columbia salmon are selling for from 12c to 15c a pound.

The annual sale of the harbor fisheries was held on Tuesday, January 5. The amount realized was considerably below last year, the reason being given that the catch was away below the average. The sale netted $1,516.25, as compared with $4,275.10 in 1908, and $6.187 in 1907.

J. J. McGoffigan, tea merchant, who is about to leave on a vacation trip to the South, was called upon at his office on Mill Street last Wednesday by a number of friends and presented with an address and a pair of gold cuff links. Mr. McGoffigan is leaving for a five months' trip to New York, Washington, New Orleans, Texas, California, Mexica, Verna Cruz, Cuba and Florida. —W. E. H.

MONTREAL.

Jan. 13.—A meeting of the Montreal Retail Grocers' Association, was held Thursday evening, Jan. 7 at the association's hall on St. Catherine east. J. A. Dore, president, occupied the chair, and other officers present included A. Sarrasin, J. D. Boileau, and A. Malo. There was a large attendance of members, and several questions of interest were discussed. The association members were unanimous in their condemnation of the peddling practice, especially peddlers of fruit and vegetables. At a previous meeting a motion was adopted to the effect that each member of the association interview the alderman representing his district, and try and secure his co-operation in putting a stop to the practice. D. Lesage reported that he had seen Ald. Robertson, and Ald. Clerihue in regard to the matter, and both these gentlemen had promised to do what they could, to assist the grocers. P. St. Pierre saw Ald. Dagenais, and he also promised to assist the association in their work. President Dore stated that he had received the assurance of the Butchers' Association that

they would co-operate with the grocers in this matter.

The contemplated action of the city council in probibiting the sale of milk in grocery stores was discussed, and strongly condemned.

It was also decided to appoint a committee to interview the Premier, Sir Lomer Gouin, on the proposed increase in grocery liquor licenses. Considerable discussion took place regarding this matter, and it was unanimously agreed, that the grocery license was already high enough. In view of this it was deemed best to interview the Premier, and lay the matter before him.

It was decided to hold a euchre and dance for the members of the association and friends. The date was fixed for Jan. 26, the function to be held in the Auditorium.

J. G. Gordon, of McClure & Langley, 30 William St., is spending a few days in Toronto.

A representative of The Grocer called on several local grocers to discuss the milk question, and the proposed increase in the price of liquor licenses. Many grocers expressed themselves as indifferent to the course of the City Council in the milk question because in the great majority of cases, it is kept, merely to accommodate customers 'and is no source of any very great income. Being unable to accurately judge the amount which is required, in many cases considerable is left over, and in this way the profits are soon turned into losses. Montreal has been suffering more or less from typhoid fever, and it has been suggested by some that its spread has been due to the milk kept in grocery stores. The action of the Council in rushing to this conclusion is not put in a very favorable light now, as many of these cases of supposed typhoid fever are turning out to be a form of intestinal grip, and not typhoid fever at all. The action of the Council is thought by a number of grocers to be a trifle high handed in this matter, as it is possible for milk to be kept in grocery stores, in as sanitary a condition as it can be kept elsewhere. What is thought to be less arbitrary and better for all concerned, is the establishment of an inspectorship, which would regulate its sale and improve the methods. All interested grocers are opposed to the raise in liquor licenses as they believe it is as high now as is commensurate with the profits, which are not as large as some may imagine. If there are irregularities let the police investigate the cases they say, and then they may be dealt with. It is unfair to make all the grocers suffer on account of a few black sheep.

F. Barriere has accepted a position with the Retail Grocers' Association as canvasser and collector.

Chas. Ferry has opened a confectionery and delicatessen store at 302 Bleury St.

P. Daust, 140 St. Catherine, has a very attractive window composed of the cheaper grades of candies, and evergreens. The candies are arranged in blocks about a foot square and separated from one another by ropes of evergreen. This is a window that appeals to the children, as it is nicely arranged, and contains only candies which come within the reach of all.

A local grocer who sells liquors has arranged his bulk goods in a very convenient way. Instead of having the barrels in an ill-lighted cellar he has them placed in the coolest end of his store, in three tiers. The first tier consists of the largest, and most frequently used stock. These casks are at a comfortable height and beneath them are smaller barrels, containing stock which takes the second preference. Above the first described row are the smallest casks, containing the rarely used liquors. The grocer claims this arrangement to be the most satisfactory which he has ever used.

Western Canada Notes

Introduction of Barley Flakes—Creameries May Gather Eggs From Farmers—New Canneries to Open.

VANCOUVER.

Jan. 12.—A new western product is being introduced to the trade this week. It is known as Caverhill's barley flakes, and is something on the same principal as rolled oats, only with a different grain as a basis. Mr. Caverhill, the originator of the process, is personally engaged in seeing the grocers. The manufacturers are Messrs. Brackman & Ker, who have the sole right, and to enable them to produce the article, machinery costing $40,000 has been installed in their mill at Calgary. The fact that this has been done is an indication of the faith that they have in the article, and they are quite sure it will meet with popular favor as a breakfast food. If it does, they will instal machinery in their mill at Victoria, so that it can be manufactured close to the coast market. An extensive advertising campaign is being prosecuted.

An unusual feature of the Christmas trade was the complete selling out of the imported poultry. This has never happened before. It shows that trade is fairly good, and that money is not altogether scarce, for the stock of turkeys that arrived was by no means small.

The directors of the Duncans Creamery Association are considering the suggestion by W. H. Hayward, M.P.P., at their annual meeting that the creamery gather eggs from the farmer the same as they do cream. He pointed out that in Denmark this scheme is successfully worked, as well as in other places. It gave a more stable market and better prices. When more particulars are obtained, the directors will hold a special meeting to consider the matter. The officers appointed were:—President, G. T. Corfield; vice-president, J. N. Evans; directors, Wm. Bazett, David Alexander, F. A. Jackson, Wm. Herd and C. T. Gibbons.

George Wolfenden, who has had considerable experience in the grocery business, is the manager of the co-operative store at New Westminster, which formally opened for business last Saturday.

C. A. Welsh, of New Westminster, has purchased the grocery business at Sapperton, of J. J. Efford, and took charge last Saturday. Howard Welsh is in charge.

J. R. Armstrong has opened a large grocery store in Penticton.

The fruit season of 1909 will see several new canneries in operation in the interior of the Province, where the fruit ranches are located. Those already established have proved successes, and growers and business men in the different localities are seeing the advantages of having a factory to utilize all the fruit that is not adapted for packing, yet is too good to throw away. The Thompson Valley Canning Company, composed of citizens of Kamloops, will have its factory ready for both fruit and vegetables, and at Summerland a proposition is also being considered. At the latter place a provisional board of directors has been appointed, consisting of Hon. W. M. Hespeler, H. C. Mellor, Rev. H. A. Solly, R. H. English and Hector Sutherland. At first a proposition was made to the city council, asking that body to guarantee the interest on the stock for ten years at 8 per cent., the capitalization being $30,000. If this were done the Summerland Fruit Company would build a cannery with a capacity of from 10,000 to 12,000 cans daily. It was found the council could not do this, so a public meeting was called, at which over $10,000 was subscribed forthwith, and no difficulty was anticipated in getting the other $8,000 or $10,000 necessary to go on with. It was pointed out at the meeting that other factories in the Okanagan district which operated during 1908, not only paid good prices for peaches, but piled up handsome dividends, and that in the first year, with established eastern opposition to meet. One thing that seemed to favor the institution of such companies in the interior is the large number of well-to-do people who have come west from east of the Rockies. These have invested in fruit lands, some on a large scale, and have the money to place into canning factories which help out their own interests. Co-operation along this line brings mutual benefits which are by no means inconsiderable.

REGINA.

Jan. 12.—The retail merchants here report that the Christmas trade was entirely satisfactory. While the volume of business was larger than last year there was no indication of customers buying what might be termed extravagant luxuries. The same keynote dominates this as all other lines of business and the lesson taught last year will not

readily be forgotten. Extravagance and speculation are two words that have been rubbed off the slate and business generally will be conducted on sane and reasonable principles to the enormous benefit of the country at large.

C. W. Vivian, traveler for Campbell Bros. & Wilson, wholesale grocers, spent the holiday season with his parents in Winnipeg and is now back on his territory.

C. A. Michie, of the staff of Campbell Bros. & Wilson, is spending his holidays in Ontario and will be back about January 15th.

R. Alvin Wright, traveler for Cameron & Heap, is receiving the congratulations of his friends on his marriage to Miss Leila Ross. The ceremony was celebrated at the home of the bride's parents, Mr. and Mrs. W. J. Ross, Stoughton, Sask., on Dec. 23rd.

The wholesale houses of this city are looking forward to the completion early this year of the Canadian Pacific Railway Company's branch from here to connect with their Pheasant Hills branch at a point at or near Bulyea on the east side of Last Mountain Lake. This would give us some two hundred miles more territory and in a district that is well settled.

The Canadian Pacific Railay have shown their appreciation of the importance of Regina as a shipping point by the appointment of Mr. Harold Allison as district freight agent, under Mr. W. B. Lanigan. Mr. Allison is to have charge of the freight business for the province and will make headquarters here.

From Ontario Correspondents

Kingston Government Institutions Call for Tenders for Supplies—Broom Factory Raises Prices—Stratford Grocer to Enter Priesthood — Early Closing at Ridgetown.

KINGSTON.

Jan. 13.—Grocers were well pleased with the Xmas trade, and as is always the case, there is a calm after the storm. That calm is extended by the elections, in which many grocers were interested. It always makes a grocer feel good when he hears of his fellow-tradesman being elected to represent cities and towns. Grocers may not always be able to make long speeches, but they have something in reserve which many of the others lack.

Dan Couper, grocer, was elected Mayor of our illustrious military city by a majority of 935 over his opponent, Lawyer Givens.

C. J. Graham, once a grocer, but now a contractor, defeated Marshall Reid, a grocer, by 75. There are an even number of Liberals and Conservatives in the council.

Arthur Craig, of the firm of W. G. Craig & Co., met with an accident which will necessitate his retirement from active canvassing for some time. He slipped coming down stairs at his home and badly strained the ligaments of his left leg. It is an unfortunate accident just at the time when the new firm, of which he is a member, was getting into shape to occupy its new premises.

A new idea with Ontario Government institutions here is to send out a typewritten circular to the patrons asking prices for tea, sugar, etc. This is about the same as asking tenders and those who have been getting patronage do not like the idea.

The by-law to give $10,000 to the Wormworth Piano Co., who were burned out a short time ago, was defeated by a small vote owing to a poorly gotten up ballot paper with too much small type. The Board of Trade does not feel satisfied and the by-law is to be voted on again.

Lipton's teas, coffees and jellies are being demonstrated by Miss Wood at Gilbert's Grocery.

David Gibson, for many years in the grocery business on Princess St. years ago, died recently. He was honest in all his dealings and had a kind word to those with whom he came in contact.

Our broom factories here have put up brooms 25c a dozen, and the end is not yet. None of the wholesale men have advanced prices so far.

"Jim," the grocer, bought a load of lemons when he heard about the earthquake at Messina.

Large hand-bills big enough to make kites, are flying all over the streets and January sales are in order now. It gives us a chill when a draft comes, and especially when you can't meet it.

All the aldermen who endorsed compulsory vaccination were defeated at the late elections.

ST. THOMAS.

January 13.—St. Thomas had two aldermanic candidates who are active officers of the R. M. A., viz., President Dubber and Wm. V. McDonald, First Vice-President, the latter being elected. Mr. Dubber is chairman of the Board of Health, and was an alderman for 1908, but we regret he was defeated this year.

Mr. McDonald, the successful candidate, and well-known merchant, was born in Ayr, Ont., in 1863, his father G. A. McDonald, conducted a general store there for many years. Mr. McDonald received his education in the Public and High Schools of Mitchell, Ont., and came to St. Thomas in 1881, where he was employed as clerk by H. G. Broderick. He then took a position with the Elliot Dry Goods Co., of Detroit. He returned to St. Thomas in the fall of 1895 and commenced business for himself on Ross Street with a stock of dry goods. He sold out this business five years later, and went into the shoe business, the new firm being Raven & McDonald. Mr. McDonald served two years as school trustee, and has given much time for the public benefit, and his election shows that his services have been appreciated. He has always taken a deep interest in the affairs of the R.M.A., and has the congratulations of his fellow merchants.

PETERBORO.

Jan. 14.—The Christmas trade has been considering it generally, most satisfactory and in practically every case has been as good as, if not better, than last year. It has also been remarked by several grocers here that they have not noticed any decided falling off since the close of the holiday season in grocery purchases.

Whatever may be the explanation, there is not nearly as much distress reported to the dispensers of civic charity as there was at this time last year. The requests for assistance have been few and there will be no necessity for the establishing of a relief house as was done last winter.

A step in the right direction has been made by some of the uptown merchants and is being appreciated by their clerks. The dry goods and millinery stores close on Saturday night at nine o'clock. The change was made last Saturday night and resulted in bringing out the purchasers at an earlier hour. The new system will probably remain. It can scarcely be stated yet whether it will spread to the grocers or not.

GUELPH.

January 13.—The Guelph Retail Merchants' Association took a very active part in the municipal elections. They are to be congratulated on the fact that in nearly every ward their choice of candidates was endorsed. In St. John's Ward the president of the association was elected. Among the others elected was J. A. McCrae, of J. A. McCrae & Son, who two years ago was in the council and made a good chairman of finance. It was considered by many that Mr. McCrae would have been elected mayor if he had allowed his name to go to the people. Another grocer who has entered the municipal field is S. E. Wiggins, who was elected school trustee in St. Patrick's Ward, after a good fight. Now the elections are over most grocers will settle down to the annual stock-taking and see how much money they have made or lost during the past year. Some grocers here do not bother taking stock at all.

A special car bringing members of the Toronto Fruit Dealers' Bowling Club is to arrive here to-night, the bowlers to play a friendly game.

There was a good market on Saturday and the plentiful supply of butter was

the cause of a drop in the price, but it is expected to get back to fairly decent prices. When butter gets over 25c to 30c a lb. plenty of people refuse to use it and others cannot afford to do so, which may be one reason for the present drop in price.

The banquet held on Tuesday evening, Jan. 5th, of the staff of the J. A. McCrea & Sons's grocery store, was one of the most pleasant events of similar events held here. About twenty were in attendance and in addition to partaking of a dainty spread there were several toasts and a musical programme. The invited guests, in addition to the staff were J. W. Charles, W. Grindlay and D. C. Munro. Both members of the firm responded to the toast of "The Firm." Miss Dougherty rendered a mandolin solo, R. Gerrard and Miss Ethel Bott, piano solo. Will Dougherty sang a song and Albert Vass made a hit with a recitation on "The Noted Tea Store." The event was a pleasant one and served to produce a better feeling between employer and employe of J. A. McCrea & Son's store.

GALT.

January 13.—The grocery business in Galt is particularly brisk at present, having fully recovered from the after-holiday re-action. Canned goods are moving out briskly, as is to be expected at this time of year. Grocers also report a large demand for fancy biscuits—that is, the expensive brand to be used at "pink" teas and such like.

The price of eggs, which has been soaring for the past month, took a sudden drop on Saturday last. Immense quantities were offered at the market, and as a result the price came down from 35c to 30c, with a further decrease probable. Butter was 30c per pound.

At the inaugural meeting of the town council on Monday, Ald. Jaffray gave notice that he would introduce a by-law to appoint a market committee, whose sole duty it would be to boom the Galt market.

The Board of Trade, under the able direction of John Sloan, is negotiating for several new industries, and the present year promises much good work on the part of that energetic body.

LONDON.

January 13.—Sidney Screaton, son of Samuel Screaton, of Edward Adams & Co., till recently manager of the Lea Pickling Co., of Simcoe, Ont., has accepted a position with Mason & Hickey, grocery brokers, of Winnipeg, Man.

Thos. Janes, grocer, South London, came within 127 votes of being elected alderman.

Jas. Fitzgerald, until recently a member of the firm of Fitzgerald & Duncan, grocers, was a successful candidate for alderman.

All kinds of salt has advanced 5c a barrel.

When it comes to trundling, the knights of the scoop and scales, who have their castles south of that busy hive of industry known as Dundas St., have somewhat the advantage of their adversaries of the north side, and 268 pins stood to their credit when the game was concluded at the Ideal alleys Friday night.

Ranahan, of the north end grocers had high aggregate score with 482, while Millson tallied the high individual for the south enders, with 175.

The score was :

South Side Grocers.			
F. Milson	132	161	175—468
E. Reed	111	118	109—338
B, Trebilcock	126	148	148—212
Ed. Ryan	79	93	114—286
J. McLeod	144	153	138—435
	592	673	674-1939
North Side Grocers.			
A. Connors	113	138	94—345
C. Hayes	78	123	102—303
T. Shaw	111	104	92—307
H. Harley	82	88	64—234
T. Ranahan	166	163	153—482
	550	616	505-1671

ST. CATHARINES.

January 13.—Alderman Petrie has purchased the building occupied by Simson's grocery, at Thorold, Ont., by auction Saturday last. The building is three storeys high—the two flats above the store being used as lodgerooms, etc. The store is situated in the heart of the business section of Thorold. Mr. Petrie has not yet stated whether he will occupy the store section or whether it will be to rent. The purchase price was in the neighborhood of five thousand dollars.

One small lot of canned tomatoes, some twenty-odd cases of three's, and a very fine sample, changed hands last week at 65c per dozen. This is the lowest price on record for the season.

Butter was fairly easy this week, there being a good supply on the market Saturday. Prices ranged from 25c to 28c by the basket. New laid eggs were also easier under increased offerings, selling at 30c in quantities.

BOARD OF TRADE OFFICERS.

The new officers of the Toronto Board of Trade elected by acclamation are James P. Watson, president; W. J. Gage, 1st vice-president; R. S. Gourlay, 2nd vice-president, and John F. Ellis, treasurer.

DECLARING ANNUAL DIVIDENDS.

At a meeting of the directors of the Canada Brokerage Co., Toronto, on Tuesday, Jan. 12, the following dividends were declared: On the preferred stock, 7 per cent. and on the common stock, 5 per cent. The annual general meeting will be held in the company's offices, Toronto, on Wednesday, Jan. 27.

A NEW STARCH FACTORY?

A rumor, which has been given a good deal of credence, has been going the rounds of the trade recently that a new starch factory is to be started in Ontario. The story says that D. A. Gordon, president of the Wallaceburg Sugar Company, is being backed by Michigan interests to begin the manufacture of starch in Wallacebueg. At present nothing definite can be learned as to the matter.

Another story says that the same interests have been negotiating for the control of the Ontario Sugar Co.'s factory at Berlin, to be used for the manufacture of starch and glucose. The latter proposition seems to have apparently fallen through, however.

DINNER TO TRAVELING STAFF.

Good fellowship and loyalty to the firm were prevalent at a banquet of the traveling staff of Eby, Blain & Co., at the National Club, Toronto. The dinner came at the end of day's review of the work of the year. Several speeches were given by members of the firm, Mr. Hugh Blain giving the "boys" some words of advice, and J. W. Borsbery, who has been with the firm 28 years, spoke on behalf of the travelers. Those present were: J. F. Eby, W. P. Eby, H. Hardy, H. Meath, J. W. Borsbery, J. A. Milne, H. A. Ernst, F. J. Watson, L. E. Morden, A. L. McKechnie, R. D. Robertson, F. I. Hartley, H. Blain H. D. Eby, J. M. Stalker, D. Casey, T. S. Grant, J. A. Montgomery, J. A. Taylor, W. Brooke, A. S. Williamson, R. Pinchin, J. N. Notter.

OFF FOR EUROPEAN TRIP.

P. C. Larkin, of the Salada Tea Co., Toronto, left on Thursday with Mrs. and Miss Larkin for an extended European trip. The party will sail via New York this week for Genoa, and the winter will be spent in the south of France. Mr. Larkin has made no definite plans for the time following, but is taking his automobile along and will probably spend some time in touring Europe.

PERSONAL.

On Tuesday, December 29, the marriage was solemnized at Osgoode, near Kemptville, of George Wilson, general merchant, Reid's Mills, to Miss Mary J. Dillon, daughter of James Dillon, Osgoode.

George D. Sinclair, Winnipeg, representative, and T. T. Cartwright, special, New Brunswick and Newfoundland representative of E. W. Gillett Co., Ltd., Toronto, were callers on The Grocer this week.

A. G. Syer, merchant, North Bay, has been elected to the Council of 1909 of that place. He enjoys the unique distinction of having been given the honor without personal canvass to secure his election.

Judgment for one cent was the award made recently to the Ladago Canning Company, of Louisville, Ky., against the Corydon Canning Company. The plaintiff, however, has to pay the costs of the action, and the verdict is actually in favor of the defendant. The suit was brought upon the failure of the Corydon Company to deliver canned tomatoes as contracted.

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STRONG MOLASSES SITUATION.

Very low stocks, a none too favorable outlook for the new crop, and continued demand resulted this week in a further advance of 2c a gallon on molasses. As forecasted in The Canadian Grocer several weeks ago the situation has become acute. It is very difficult to secure molasses. Stocks held in all parts of the Dominion are exceedingly low. One authority stated that holdings were never so light in his experience of over a quarter of a century. In Montreal it is estimated that stocks are less than one-quarter of what they were a year ago. Conditions are similar elsewhere in Canada, and even in Newfoundland.

It was thought in many quarters that we would have fancy molasses here in February, as reports from the Barbadoes stated that there would be some grinding in January, and that first shipments could be made toward the end of February. Later advices contradict this.

One of our best importing houses stated, re the situation in the West Indies: "They have had exceptionally dry weather in the Barbadoes, and crops have suffered very much; they have had some nice showers recently (December 24, in the Barbadoes), which may improve the situation a little, but they have been too late in coming to be of very much use to the growing crop. It would not surprise us if the market opened high."

Another house particularly well posted says: "Until recently the reports from the British West Indies were very discouraging (January 9, in Canada), owing to the excessive drought which prevailed all through the season—but we are now advised that during the last few weeks moderate rains have prevailed, and, while these will probably not bring the crop up to the average, at the same time it will be a very great improvement on what has been anticipated, and the probability is that a very fair crop will be made. Naturally, owing to prevailing conditions, the market will open high, but the future must be governed entirely by weather conditions between now and March. We might also add that favorable growing weather will result in the crop being delayed, whereas if dry weather prevails the crop will come on early and be comparatively short."

An average crop would mean in the neighborhood of 40,000 puncheons. Last year's yield was about 48,000 puncheons, while two years ago 60,000 puncheons were obtained. It takes some 10,000 puncheons to supply the Canadian trade.

It is hardly likely that we will have any molasses to speak of here before April. Some fancy may be brought in via St. John and Halifax, in March, but it is choice molasses that the trade desires most, and it comes in direct steamers in April.

ADULTERATIONS IN CANADIAN PEPPER.

A bulletin just issued by the laboratory of the Inland Revenue Department at Ottawa gives some interesting information regarding the ground pepper used in Canada. The Department has analyzed 146 samples of white pepper, gathered from different districts in the Dominion and out of these finds 106 genuine, 32 adulterated and 8 doubtful. This shows a percentage of 21.9 adulterated. Black pepper gives even a less favorable showing. Of 152 samples analyzed, 110 are genuine, 37 adulterated, and 5 doubtful.

While the test in question showed a gratifying improvement in that for 28 years past, the average of adulteration has been 50 per cent. Pepper still remains one of the most badly adulterated foods in Canada. The enforcement of the new Pure Food Laws in the United States has resulted in the prohibition of the importation of materials ordinarily used for the adulteration of spices, and it seems probable that some of these goods have found their way into Canada, a factor much to be regretted.

The report points out that the substances used as adulterants, pepper dust, ground bushes, sand, flour, cayenne, cocoanut shells, are not distinctly unwholesome, but these materials, besides being undesirable mixtures, are certainly frauds and more or less injurious when used as food.

BROOM PRICES GOING UP.

The advance in brooms spoken of as probable last week seems to be surely coming. Already at one or two Ontario points the price has been advanced 25 cents per dozen and a further advance is probable.

The shortage spoken of in the Oklahoma and Indiana broom corn crops seems to be a fact. At a meeting of manufacturers in Chicago last week figures in Chicago last week figures quoted showed the 1908 Oklahoma crop to be 16,000 tons as against 40,000 in 1907, and 65,000 in 1908. In Illinois the 1908 crop is given as only 5,000, as compared with 8,000, the year before and 15,000 in 1906.

United States manufacturers advanced their price from 25 to 50 cents last year, while the Canadian firms kept them on the same basis. From this it will be seen that the prospects of a sweeping advance shortly are very likely.

WHERE GOVERNMENT ERRED.

The Onfario Government could not have had the best interests of the commercial travelers at heart judging from their appointment of the special commissioner to look after the equipment of hotels in the province. W. K. Snider, as was mentioned in last week's issue, received the appointment. Mr. Snider has for the past three or more years been organizer for the Conservative party and therefore would naturally be much interested in the Government wishes.

It would appear that had the appointment gone to a member of the Travelers' Association, the work of improving the hotel equipments would have been attended to with more decision by a man not directly interested in politics. A traveler, too, who has been on the road for some time knows the faults in hotels, and how they can be best remedied. The broad field he has to cover brings him in contact with every class of hotel and he is in a position to determine the deficiences and intelligently order improvements.

The Commercial Travelers' Association of Canada had endorsed the appointment of Lieut.-Col. John Stoneman who, we believe, would have been the right man for the position, but the Government has seen fit to do otherwise.

Rates Affected Fruit and Provision Firms

Proposed New Express Classification Would Have Been Serious for Commission Houses Who do Large Outside Business —Clause Regarding "Enclosures" Meant Much to Country Merchants—Railway Commission's Order Obviates Difficulty at Present.

The prompt, decisive and effective measures adopted by the Railway Commission, sitting at Ottawa, in cancelling the new express rates, which went into force on January 1 last, and restoring the old tariff, brought joy to the hearts of those merchants who would be very seriously affected by the change. Judge Mabee, after hearing evidence from the express companies and from shippers, gave judgment summarily annulling the new classification. He explained that the commissioners understood the new arrangement would on the whole mean a slight reduction in rates to the general shipping public and they had relied on the companies keeping the agreement entered into with Judge Killam, that no radical changes would be made in the rates, pending the result of a general inquiry.

The evidence, however, seemed to show that the new classification involved serious changes and general increases, and the board felt its duty was to recall its order of approval.

Hard on Fruit and Provision Men.

A point in the new rates affecting the country merchant was that providing against the forwarding of enclosures, as when a wholesale house making up a shipment include a parcel for another firm or for another party in the same town. If carried out, this would have been rather inconvenient as well as costly for the country merchant, but the annulment of the new rates will, of course, avoid this.

While the new rates, or rather classifications, did not seriously affect the grocery houses of the country, they did affect the wholesale provision, fruit and fish men, more especially in the matter of making a charge for the return of empty boxes, cans and crates, and on this point representations were made to the commission while sitting at Montreal by the Toronto fruit and provision men complaining of the charge. The commission promised to investigate the question and it was thought a sitting at Toronto would be necessary. The action of the board in cancelling the rates, however, may make this unnecessary.

The new classification adopted by the express companies on empties stated that charges must be prepaid, and even then were accepted only at owner's risk if lost or damaged. It affected butter boxes, cans, fish boxes and barrels, flower baskets and crates, fruit and vegetable empties, oyster tubs, pails and cases, poultry boxes, yeast boxes, soda water cases and bread and biscuit empties. The rates ran all the way from 5c to a charge one-half that of the merchandise rate. There has been for some years now a charge on the return of egg cases and chicken coops, but the new rate would include all other empties, the only exception being milk and cream cans.

Toronto Board of Trade Acts.

On January 7 the produce section of the Toronto Board of Trade met and sent the following telegram:

"Judge Mabee,
"Chairman Railway Commission,
"Montreal.

"The produce section of the Board of Trade, Toronto, in session, wish to go on record as protesting against existing charges by express companies on dairy products; also against the recent added charges on returned empties, which charges are more than covered by the existing rates on produce.

"J. T. MADDEN,
"Chairman."

Gradually Increasing Charges.

Mr. Madden, who is manager of the Wm. Ryan Co., provision merchants, on being interviewed, said the charge was unfair. Some seven years ago the express companies raised the rates, but when an objection was made, said the increase was to cover the return charges. Two years later a charge of 5c was placed on the return of egg cases. On being questioned regarding this charge and showing that the former increase was to cover such cases, the express companies made some explanation about a specific charge on egg crates. The provision men did not object, believing the charge a fair one and thinking the companies would be responsible for the proper care and return of empties. Up to that time provision men lost many egg crates, and it was a serious loss in the carrying on of business. But things did not improve very appreciably. When there was a rush, Mr. Madden had seen his egg crates standing on the station platform for a week at a time. His company now was obliged to buy a thousand new cases every year and import a car load of egg fillers because of the neglect of the express companies. Then the loss sustained in having eggs packed in these cases which had been exposed to the weather was incalculable. The charge was very unfair.

Might Mean Shipping by Freight.

J. L. Bowes, manager of the J. A. McLean Produce Co., was another man who believed the charge unfair, and if it had gone through it would probably mean that the express business would be cut out and shipments would be made by freight.

W. H. Despard, of White & Co., who ship fruit, vegetables and fish, in specially-constructed crates, said the charges would be quite heavy so far as they were concerned. It was on this account that he had wired the commission protesting against the charge on empties and received a reply stating the matter would be investigated.

H. W. Thorpe, of McWilliam & Everist, said his company would not be affected, as they shipped in original package and these were not returned.

F. T. James, of F. T. James & Co., fish dealers, felt that his company would not be affected, shipping, as they do, oysters and fish in cheap, neat and new packages, which were not to be returned.

Members of the wholesale grocery trade say the new classification would not affect them materially, since grocers in the country usually waited until a carload of empty cases accumulated and then shipped them back by freight.

M. P. Mallon, poultry dealer, felt that the charge was unfair, but that so far as he was concerned, the extra express charges were met by the shippers outside the city.

C. E. Edmonds, of Christie, Brown & Co., said his company shipped biscuits by car lots only and when doing so used freight cars. Tae boxes are returned the same way, for it would be more profitable to make new boxes than use express and pay the charges. He also said it would cost more to bring in a car of empty boxes from, say Hamilton, by freight than it would to send the same quantity of full boxes to Hamilton by boat.

GROCERS IN HOCKEY.

During the past week three good games in the Wholesale Grocers' League, Toronto, were played. On Friday night of last week the T. Kinnear & Co.'s team ran away with the Brokers II. team by the score of 9 to 1. The line ups were:

Brokers II.—Goal, Patrick; point, P. Millman; cover, Shea; forwards, Watt, Hortop, A. Millman.

T. Kinnear & Co.—Goal, Marks; point, C. Rennie; cover, T. Kinnear; forwards, Telford, Dickey, Mains.

H. P. Eckardt & Co. defeated Brokers I. by 4 goals to 1 on Monday night, the half-time score being 1 all, with play very evenly divided. The teams:

Brokers I.—Goal, Ferguson; point, Thompson; cover, Oliver; centre, Webber; right wing, Wm. May; left wing, Lynn.

H. P. Eckardt & Co.—Goal, Joyce; point, Wilkinson; cover, Brown; centre, Thompson; right wing, Wilkinson; left wing, Cowan.

Possibly the closest fought game of the three was the one of Wednesday night, when the Jas. Lumber Co.'s team won out in the latter half by the score of 7 to 4. At half-time it was 3 all, and shortly after the breathing spell it was 4—4, but at no time were the winners behind. Some great games are expected in the coming week. The teams were:

Eby-Blain Co.—Goal, Kelly; point, Thomas; cover, Gay; forwards, Niel, Bond, Meath.

Jas. Lumbers Co.—Goal, Lumbers; point, Kerr; cover, Nelles, forwards, Ford, Pyne, Carradus.

JS LAND COMMISSIONER.

Frederick Dane, grocery broker, Yonge Street, Toronto, has been appointed Land Commissioner of the Temiskaming & Northern Ontario Railway. One of the important features of his work will be to advise intending purchasers of land along these railways in the interests of the settlement of the districts contiguous to them. Mr. Dane is also a member of the Temiskaming & Northern Ontario Railway Commission.

Markets and Market Notes

SEE ALSO PROVISIONS, CEREALS AND FRUIT VEGETABLES AND FISH DEPARTMENTS, ON PAGES FOLLOWING.

QUEBEC MARKETS

POINTERS—
Lard—Advanced ½c.
Fish—Declined.
Sugar—Firm.
Flour—Declined 10c.
Molasses—Advanced 2c gal.

Montreal, Jan. 13.

Conditions generally are as good as can be expected at this time of the year. Travelers are reporting prospects very good in the country. Stocks, which have been low during the whole year, are now very much depleted, consequently with returning confidence in business conditions, it is thought that trade prospects should be good for the spring. Satisfaction is expressed generally regarding the volume of the Christmas trade. Remittances and collections have been very good, and this is regarded as a favorable augury. Locally trade has been a little on the quiet side, which is not unusual after the holidays.

Some changes have taken place in the market, chief among which is the decline in flour of 10c per barrel. In the ordinary course of events declines are quite in order at this season of the year, as some inducement must be offered the buyers, in this way to stimulate trade at a dull time. Molasses, however, owing to extraordinary conditions, failed to react to this rule, and has advanced 2c gallon. A full explanation of the reason will be found on another page of The Grocer, under a special heading. Owing to the active demand for hogs, lard has gone up a step. Butter remains fairly stationary, while cheese has slumped. Canned goods are dull. Furs are decidedly on the high side, and such lines as lynx, red fox, and fisher are scarce. Peppers are strong in the primary markets. Poultry is scarce. Sugar has shown pronounced strength during the week.

It is remarkable what an influence a disaster to any quarter of the globe has on the rest of the world. Owing to the recent catastrophe in Sicily we are now paying more for filberts, Sicily wines, Tanagona almonds, olive and essential oils, showing plainly the economic importance of this little island in the Mediterranean.

SUGAR—A firmer feeling is developing in the sugar market which was not expected so quickly. Refiners are well supplied with raw sugar for their requirements, and are not taking very large quantities. Locally, the demand for sugar is reported by some of the wholesale houses as better than at this time last year. So far, prices have been fully maintained at last week's level.

Granulated, bbls	$4 40
" ½-bbls	4 55
" bags	4 35
" Imperial	4 10
" Beaver	4 10
Paris lump, boxes, 100 lbs	5 25
" " 50 lbs	5 35
" 25 lbs	5 55
Extra ground, bbls	4 80
" " 50-lb. boxes	5 00
" " 25-lb. boxes	5 20
Powdered, bbls	4 60
" 50-lb. boxes	4 80
Phoenix	4 15
Bright coffee	4 10
No. 3 yellow	4 00
No. 2 "	3 90
No. 1 " bbls	4 00
No. 1 " bags	3 95

SYRUPS AND MOLASSES—Molasses has developed a strong position owing to small supplies held and not the best of prospects of the situation being relieved as soon as was expected. Prices have risen 2c a gallon on all lines and are now about 10c higher than those of a year ago. Corn syrups are only fairly active, some trade developing in small tinned lines. Prices are the same.

Barbadoes, in puncheons	0 42
" in barrels	0 44½
" in half-barrels	0 45½
" fancy	0 47
New Orleans	0 22 0 35
Antigua	0 30
Porto Rico	0 40
Corn syrups, bbls	0 03½
" ½-bbls	0 03¾
" ¼-bbls	0 03¾
" 38½ lb pails	1 75
" 25 lb pails	1 25
Cases, 2 lb tins, 2 doz per case	2 40
" 5-lb. " 1 doz. "	2 75
" 10-lb. " ½ doz. "	2 65
" 20-lb. " ¼ doz. "	2 60

MAPLE PRODUCTS — Nothing of any interest has developed, and the market remains dull and featureless.

Compound maple syrup, per lb	0 04½ 0 05
Pure Townships sugar, per lb	0 06 0 07
Pure syrup, 8½lb. tin	0 60 0 65

TEA—Japans and Ceylons are the favorites this week. Some small buying only has transpired in other lines. Grocers are not much interested in high-grade teas as they think from now till spring people will favor the lower-priced product. No new quotations have been announced during the week. It is rather difficult to forecast the movements of the market, as the stocks held throughout the city and country are extremely low.

Choicest	0 38 0 45
Choice	0 32 0 37
Japans—Fine	0 27 0 30
Medium	0 22 0 23
Good common	0 21 0 22
Common	0 19 0 21
Ceylon—Broken Orange Pekoe	0 20 0 38
Pekoes	0 19 0 20
Pekoe Souchongs	0 19 0 20
India—Pekoe Souchongs	0 17½ 0 18½
Ceylon greens—Young Hysons	0 19 0 25
Hysons	0 18 0 20
Gunpowders	0 17 0 25
China greens—Pingsuey gunpowder, low grade	0 12½ 0 16
" " pea leaf	0 19 0 17
" " pinhead	0 30 0 45

COFFEE—"More steadily going into consumption," stated one large house. Coffee does not fluctuate as does many other lines, as demand continues good and steady. Prices unchanged.

Mocha	0 18½ 0 25
Rio, No. 7	0 09 0 11
Santos	0 12 0 15

DRIED FRUITS—Owing to a general stock-taking, business in these lines has been of a limited character. Currants have dropped ½c for fine filiatras, and a generally easy feeling exists in the market. This is due to an easier tone which has developed in Greece. Stocks throughout the country are distinctly on the light side, therefore a good trade will probably develop in the spring. Dates are strongly held as stocks available are much less than last year.

Figs—	
Bag figs	0 03½ 0 05
Tapnets	0 03½ 0 05
Elemes	0 08 0 14
Dates—	
Hallowees, per lb	0 05 0 06
Sairs, per lb	0 05
Malaga Raisins—	
London layers	2 25
"Connoisseur Clusters"	2 50
" " ½-box	0 75
"Royal Buckingham Clusters," ½-boxes	1 30
" boxes	4 75
"Excelsior Windsor Clusters"	5 75
" ¼'s	1 60
Australian raisins	0 07 0 08
California Raisins—	
Fancy seeded, 1-lb. pkgs	0 09 0 10
Choice seeded, 1-lb. pkgs	0 08½ 0 09
Loose muscatels 3 crown	0 08 0 09
" " 4 crown	0 09 0 10
California Evaporated Fruits—	
Apricots, per lb	0 12 0 18
Peaches, "	0 11 0 15
Pears, "	0 13 0 14
Prunes—	per lb.
Prunes 25-lb. boxes, 30-40s	0 10 0-12
" " " 40-50s	0 09 0 10
" " " 50-60s	0 08½ 0 10
" " " 60-70s	0 09 0 10
" " " 90-100s	0 07
Currants, fine filiatras	0 06½ 0 07
" Patras	0 08 0 08½
" Vostizzas	0 09 0 09½

SPICES—Peppers are holding the centre of the stage, at the present moment with the charges floating in the air of gross adulteration of some lines, and an advanced primary market in blacks. The customary after-holiday dulness is prevailing in the market generally. Prices are unaltered.

	Per lb.
Peppers, black	0 14 0 20
" white	0 20 0 27
Ginger, whole	0 18 0 20
" Cochin	0 17 0 20
Cloves, whole	0 17 0 30
Cloves, ground	0 20 0 25
Cream of tartar	0 23 0 32
Allspice	0 12 0 18
Nutmegs	0 30 0 60
Cinnamon, ground	0 15 0 19
" whole	0 14 0 16

BEANS AND PEAS—Beans have become dull, and prices have dropped 10c, quotations now standing at $1.65 to $1.75. Peas are also slower this week, although, so far, the price has been maintained.

Ontario, pickers	1 65 1 75
Peas, boiling	1 35 1 40

EVAPORATED APPLES—The undertone of the market is easier, with quotations unchanged. Although the supply in sight is not large, the demand is likewise small, consequently the situation has eased up somewhat.

Evaporated apples, new	0 03 0 08½

FURS—Fox is decidedly scarce this year, and fancy prices are offering for really good skins. Lynx are none too plentiful, and dealers are offering as high as $12 for good specimens. Fisher

are commanding good prices, some firms offering $9. The experiment to farm foxes has proved a failure, so for sometime yet the wild specimen will have to be depended upon.

Mink	5 00	6 50
Marten, pale	4 00	6 00
" dark	8 00	20 00
Fox, red	2 50	4 50
Lynx	5 00	12 00
Otter	15 00	25 00
Fisher	5 00	9 00
Weasel	0 25	0 35
Muskrat	0 15	0 25
Canadian coon	0 75	1 25
Skunk	0 40	1 25
Bear, large	8 00	10 00
" small	3 00	5 00

CANNED GOODS

MONTREAL.—Altogether the demand for canned goods is decidedly poor. Vegetables and fruits, however, are bright spots in the market. Canned fish is fair for the season, which is always a dull one for this commodity, but canned meats are slow.

TORONTO.—Peas, corn and tomatoes are passing off fairly well and the demand for the more used lines of fruits is also good. There's little doing in salmon and other lines of fish.

ONTARIO MARKETS.

POINTERS—
Molasses—An advance in price.
Coffee—Good demand, market firm.
Canned Goods—Steady in fruits and vegetables.
Nuts—Several lines scarce.

Toronto, Jan. 14, 1909.

Local wholesalers report business generally to be rather brisk this week. Of course there are some articles in more demand than others, due to the particular time and season of the year. Retailers still continue to complain about quietness in business, but a change for the better may be expected at any time.

One of the chief items of interest this week is an advance in molasses from the Barbadoes and West Indies. The reason for this increase in price is not exactly known yet to the wholesalers, but it has been reported that a shortage in rain has been the cause.

Business seems to be rather brisk in canned goods, so far as fruit and vegetables are concerned, probably because the supply of fruit put up by the housewives is in many cases getting low.

Collections during the week are reported good, which seems to be a good indication that the retailer is doing some business.

SUGAR—The market in sugar this week is rather quiet, prices being quoted similar to those of last week.

Paris lumps, in 5-lb. boxes	5 55
" in 10-lb. "	5 45
" in 25-lb. boxes	5 75
"Crystal Diamonds," barrels	5 5
" " half barrels	5 85
" " boxes, 100 lbs	5 85
" " " 50 lbs	5 95
" " " 25 lbs	6 15
" " 5-lb. cartons, boxes 100 lbs	8 10
St. Lawrence granulated, barrels	4 50
St. Lawrence Beaver	4 20
Redpath extra granulated	4 50
Imperial granulated	4 20
Acadia granulated, (bags and barrels)	4 40
Wallaceburg	4 30
Phoenix	4 45
Bright coffee	4 40
No. 3 yellow	4 30
No. 2 "	4 20
No. 1 "	4 10

Granulated and yellow, 100-lb. bags 5c. less than bbls.

SYRUPS AND MOLASSES—The demand for molasses and the supply, which appears to be short so far as the West Indies are concerned, has made an advance in this article. Otherwise there is little or no change.

Syrups—		
Medium	0 30	0 35
Bright	0 40	0 45
	Per case.	
2 lb. Tins, 2 doz. in case		2 40
5 " " " "		2 75
10 " " "		2 65
20 " " " "		2 60
Barrels		0 03½
Half Barrels		0 03½
Quarter "		0 03½
Pails, 38½ lbs. each		1 75
" 25 " "		1 25
Maple syrup—		
Gallons, 6 to case		4 50
½ " 12 "		4 80
Quarts, 24 "		4 80
Pints, 24 "		2 50
Molasses—		
New Orleans, medium	0 30	0 35
" bbls	0 28	0 30
Barbadoes, extra fancy		0 45
Porto Rico	0 45	0 60
West Indian	0 31	0 33

TEA—The good demand for Ceylons noted during the past few weeks still continues with perhaps a slight falling off. There seems to be a considerable call for Indians, both of the cheaper and highly flavored varieties, whereas highly flavored Ceylons are somewhat scarce.

COFFEE—There is a firmness noticeable in the coffee market this week and business locally continues good with no changes in prices. Willett & Gray, in their report on the situation, give the following on the past year and the outlook for the future: The past year in coffee was marked by a great deal of mistrust to the exclusion of different features that have been constantly contributing to heal their conditions. It now appears that the coffee trade proper begins to realize that instead of the Government holdings being any menace to the market, the new loan and agreement conserving those holdings have put the coffee beyond all peradventure of indiscriminate sale, and what is more, not a bag will be sold within a year from now and after that only limited quantities year to year. All this has finally forced attention to the true situation and the available supplies.

After a very active month of deliveries to the interior—1,835,000 bags during December in Europe and the States—the world's visible supply has decreased 580,000 bags since December 1st, and the total world's supplies in sight today are 1,000,000 bags less than January 1, 1908, say 15,700,000 bags, out of which the Government holdings are about 7,000,000 bags. The coffee world, therefore, has to reckon with available supplies of only 8,700,000 bags, and with it only about 1,500,000 bags of the present crop to come down in Santos and 700,000 bags in Rio during the second half of the crop season, together with the movement of the mild crops. The combined deliveries in Europe and the States for the first six months of the crop were 9,300,000 bags in a period of restricted buying by the trade, which strongly emphasizes probable total deliveries of upward of 18,000,000 bags for the crop year 1908-09. These are the main points which make the true position of coffee all the more interesting and attractive on the natural basis of supply and demand, and it is little wonder that dealers, roasters and jobbers commence to look ahead in order to get the assortment and descriptions which their trade will require right along.

The outlook for the 1909-10crops shows no improvement. The latest reports on the Santos crop still speak of the strong probability of the yield being less than the current crop, while nothing new is heard from Rio. The extent of the crops on the present prospects can now be judged fairly close, but whatever happens in the remaining months, when the crop is maturing, nothing can occur to increase the yield.

Looking at present values of the far-off options in New York, 75 to 100 points less than the same time a year ago, and the statistical position present and prospective in strong contrast, an improvement in prices seems natural.

DRIED FRUITS—The demand in dried fruits has not been very great since the passing of the holiday season. The prices are steady.

	Per lb.
Prunes—	
40-50's, 25-lb. boxes	0 09½
50-60's, " "	0 08½
60-70's, " "	0 08½
60-70's, 50-lb. boxes	0 08½
80-90 " "	0 07½
90-100, " "	0 07
Apricots—	
Choice, 25-lb boxes	0 12½
Fancy, " "	0 14
Candied and Drained Peels—	
Lemon 0 10 0 11 Citron	0 17 0 20
Orange 0 10½ 0 12	
Figs—	
Elemes, per lb	0 08 0 10
Tapnets, "	0 03½ 0 04
Bag Figs	0 03½ 0 04
Currants—	
Fine Filiatras 0 06½ 0 07 Vostizzas	0 08½ 0 09
Patras 0 08 0 08½	
Uncleaned, 1c less.	
Raisins—	
Sultana	0 07½ 0 13
" Fancy	0 11 0 12½
" Extra fancy	0 14 0 15
Valencias	0 05½ 0 06
Seeded, 1-lb packets, fancy	0 09½ 0 10
" 16 oz. packets, choice	0 9½
" 12 oz. "	0 08
Dates—	
Hallowees 0 05½ 0 06 Fards choicest	0 08 0 08½
Sairs 0 05 " choice	0 07½

NUTS—There is a noticeable scarcity in almonds, filberts and Brazils this week, the sales in all varieties not being extra brisk on account of the rather poor demand.

Almonds, Formigetta	0 12½
" Tarragona	0 13
Walnuts, Grenoble	0 14
" Bordeaux	0 11
" Marbots	0 12
Filberts	0 10 0 12
Pecans	0 16 0 18
Brazils	0 15
Peanuts	0 10 0 12

SPICES—These goods are meeting with the usual sale, there being no change in the prices as last quoted.

RICE AND TAPICA—Tapioca is getting a fairly good call in some wholesale houses, but there are no new features in the market.

BEANS—The bean market remains about the same as during last week, although some report a little better demand than usual in the white variety.

Beans, prime No. 1, "	1 85 2 00
" Lima, per lb	0 07

EVAPORATED APPLES—There is some call for these, the market remaining steady.

Evaporated apples	0 07½

HIDES—There is a firmness in the hide market and prices at present are somewhat in advance compared with the last quotations.

INDEPENDENT CANNERS MEET.

The annual meeting of the Independent Canners' Association of Ontario was held at the King Edward Hotel, Toronto, on Thursday and Friday, January 7th and 8th.

The association has shown gratifying progress during the year, both as regards membership and the work done, and has been an influential factor in the canned goods trade of Canada.

In the election of officers, E. D. Smith, of Winona, and the Beamsville Preserving Co., was re-elected President. W. G. Trethewey, of the Sanitary Packing Co., Weston, is First Vice-President, and T. E. Owens, of the Bloomfield Canning Co., Bloomfield, Second Vice-President. R. W. Bael, Toronto, was re-elected Secretary-Treasurer.

The Board of Directors includes S. E. Masten, the Farmers' Canning Co., Bloomfield; F. J. Lowe, J. H. Wethey, St. Catharines; R. C. Eckhert, Gorman-Eckhert, London; Geo. E. Fisher, Burlington Canning Co., and W. A. Carson, Napanee Canning Co.

The Legislative Committee is made up of the President Vice-President and Secretary.

One of the interesting points of Thursday's meeting was a discussion on "Systems of Processing," which was taken part in by nearly every one present.

Geo. E. Fisher, of the Burlington Canning Co., gave a report on cans, including interesting information on can making, and the quality of tin which should be used.

Mr. Fisher also spoke on the standard weight of 2s and 3s.

One of the most important matters discussed at the meeting was that of the advisability of fixing a time allowance for swells and leaks. As a result, a definite term will likely be fixed at the next meeting.

A pleasant conclusion to the two days' meeting was the banquet and theatre party tendered to the delegates by Rolph & Clark at the National Club and Massey Hall respectively, on Thursday evening. The dinner party was a very recherche affair, and the hosts, Frank A. Rolph and T. J. Clark, chairmen, expressed their pleasure in having the privilege of entertaining their many friends in such an important and growing industry as the canned goods trade. Owing to the short time at the disposal of the party before attending Harry Lauder's Scotch concert at Massey Hall only a few short addresses were made by Mr. Rolph, J. M. Clark, and S. Edgar Masten of the Farmers' Canning Co., Bloomfield, the latter in a happy speech extending the thanks of the Independent Canners to their hosts. Of the number of canners attending the meeting only about twenty-five were able to be present on account of having had other engagements.

R. W. Ball, of the Essex Canning and Preserving Co., was a friendly guide of the party through the winding streets to Massey Hall, and a useful interpreter of the mysterious and incomprehensible Scotch expressions of the great Lauder.

THE SITUATION IN THE WEST

The Western Viewpoint, by our Special Correspondent.

Severe Cold Prevailing Makes Business Quiet—Checker Playing in the Grain Exchange—Grain Traffic Department Begun — Rates on Night Messages Reduced.

Added to the holiday dulness the Canadian West has been battling with the coldest snap in ten years during the past week, and, consequently, things have been somewhat quiet along the lines of regular trade. Stocktaking is about finished in the retail houses, and returns are being made up. Wholesale houses are jogging along filling small sorting orders, but really putting in an extremely quiet time.

At the Grain Exchange the smoking room has been far more popular than the trading room and about the only excitement has been some stiff games of checkers that have been fought to a finish. It has been nothing unusual to find eight or ten games in progress at one time, each table with its little crowd of spectators and round the reading tables groups of men with feet comfortably elevated reading quietly. Once in a while an active broker breaks in upon the peace and harmony, but is sure to be regarded rather as an intruder.

Although in regular lines the week has been deadly dull, the West has not been inactive by any means, and some of the announcements of the week are among the most important for many months. At the head of the list probably is the establishment by the Canadian Pacific Railway of a "Grain Traffic Department," which will have jurisdiction from Fort William to Laggan. Thos. S. Acheson, who has for some time acted as traveling freight agent for the C.P.R., is now appointed to the head of this department, and will be known officially as "Grain Agent of the C.P.R." Important questions in connection with grain matters have heretofore been handled by the various general freight agents, now all questions relating to the transportation of grain will be handled by the new department. The step has been decided upon owing to the enormous increase in the business attendant upon the movement of the Western crop. Every year brings new problems in the handling of grain, and it is felt by the C.P.R. that all such questions can best be met by a special department, a department whose entire time, energy and ability will be devoted to the movement of the Western crop. This action on the part of the C.P.R. is a popular one.

Proposed Railway Extensions.

While on the subject of the Canadian Pacific it might be mentioned that at present writing William Whyte, second vice-president of the road, is in the East making arrangements for the work of this year. He is asking for $30,000.000 to be expended upon Western lines. This is a very large sum in view of the fact that the double-tracking is now practically completed, which has been one of the heaviest items in construction work for the past three years. The money asked for is mainly for extending lines that are already begun. Among the new lines or rather extensions that will be pushed this year is the one from Stoughton to Weyburn. It is expected that this line will ultimately reach Lethbridge and in doing so will pass through an exceptionally fine farming section of Southern Alberta, much of which is suitable for the cultivation of fall wheat.

It is expected that some 100 miles of this road will be completed during the present year in order to accommodate the large number of farmers that have moved into the more eastern section of the country, that will eventually be served by this road.

The present year is one that should rejoice the heart of all makers of rails, structural steel and railway supplies generally for all plans are tending in the direction of a most exceptional railway development.

Message Rates Reduced.

The Winnipeg Jobbers' and Shippers' Union have gained a victory that will be much appreciated by all business men. This is a reduction of the night rate on commercial messages to 50c for ten words from Winnipeg to Vancouver. Heretofore there has been no reduced night rate between Winnipeg and the coast, although there has been a rate equivalent to half the day rate from points in Eastern Canada to the coast. Jobbers in Winnipeg have long felt that this was a most unjust discrimination and the announcement of the new rate has been received with much enthusiasm.

During the week the contract was let for an additional elevator at Port Arthur. This elevator will be the property of the Thunder Bay Elevator Company, Limited, and will have a capacity of 1,500,000 bushels. It will be located 1,000 feet west of the Antikokan Iron Works at Port Arthur, and the elevator and the site together will cost, with trackage, $550,000. It will have three unloading tracks and a complete system of nine interlocking pits, each with a capacity of 2.000 bushels, and will be able to unload 200 cars every 10 hours and to load into vessels at the rate of 50,000 bushels per hour. Already the contractors, the Barnet, McQueen Co., of Fort William, have commenced operations on the driving of piles and they are under heavy penalties to have the elevator ready for use on September 15 of this year.

The question of Government ownership of interior elevators is going to prove one of the live issues of the winter. It has already been broached in the Saskatchewan House, and Premier Scott intimated that the Premiers of the

three Provinces were seriously considering the matter. He further intimated that if the Provincial Government should undertake such an ownership it would only be as a complete monopoly. This question will also be the piece de resistance at the annual meeting of the Manitoba Grain Growers' Association, to be held at Brandon during the current month.

The matter is a very serious one, and the quieter and more thoughtful of the farmers are very dubious of any good resulting from Government ownership of interior elevators, although all are agreed as to the wisdom of Government (that is Dominion Government control) of terminals. This, of course, is practically achieved at the present time.

Wheat Market Dull.

Although the wheat market has been a dull one all week it has been remarkably strong and towards the end of the week there was a decided improvement in export inquiry. The fact is, Liverpool stocks are small, and though our prices are high, they are nearly 6c under the American. To this must be added anxiety as to the damage done winter wheat by the extreme cold weather and the absence of a snow blanket.

At present it would appear that there are still some 13,000,000 in the hands of Western farmers available for market. Stocks in the interior to come forward are about 18,000,000 bushels. Receipts have been almost nothing during the past week.—H.

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 9 a.m. Thursday, January 14, 1909.)

Values are steady in most lines this week, the only feature of particular interest being a sharp decline in corn syrups. This is referred to below.

Business is active. Travelers are now covering their routes again and from the volume of orders received it is evident that Christmas and holiday trade was very active throughout the country, materially reducing retail stocks. The first month of 1908 was very disappointing, but the experience this year is different.

SUGAR—Prices have remained unchanged since the reduction noted in last issue. Quotations are as follows:

Montreal and B.C. granulated, in bbls	5 00
" " in sacks	4 95
" yellow, in bbls	4 60
" " in sacks	4 55
Wallaceburg, in bbls	4 90
" in sacks	4 95
B.C. gunnies granulated, 5-18's to bale, per cwt	4 95
" " 5-2's " "	4 95
" hard pressed lump, 25's, per cwt	6 15
" " " half bbls., per cwt	6 50
" icing	5 80
bar sugar	6 60
Icing sugar in bbls	5 60
" " in boxes	5 [illegible]
" " in small quantities	6 10
Powdered sugar, in bbls	5 30
" " in boxes	5 60
" " in small quantities	5 65
Lump, hard, in bbls	5 95
" " in ½-bbls	5 95
" " in 100-lb cases	5 95

SYRUPS AND MOLASSES—The feature of the local market has been a sharp reduction in corn syrups. This is not due to the lower price of corn, as manufacturers have to use corn one year old and the product being put on the market now is manufactured from corn bought at high prices last year. The reduction is caused by strong competition from the United States. Quotations are:

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 10
" " 5-lb tins, per 1 "	2 65
" " 10-lb tins, per ½ "	2 50
" " 20-lb tins, per ¼ "	2 55
" " ½ barrel, per lb.	0 03½
" " Sugar syrup, per lb.	0 03½
Beaver Brand, 2 lb tins, per 2 doz case	3 10
" 5 " " 1 "	3 60
" 10 " " ½ "	3 30
" 20 " " ¼ "	3 20
Barbadoes molasses in ½-bbls, per gal	0 40
New Orleans molasses in ½-bbls, per lb	0 03½
Porto Rico molasses in ½-bbls., per lb	0 04½
Blackstrap, in bbls., per gal	0 31
" ½ "	0 33
" 5 gal. bsts., each	2 25

MAPLE PRODUCTS—Little interest is displayed at the present time. Quotations are unchanged.

Sugar, 25 lb. boxes, ⅓s. and ½s	3 00
Syrup, gallons, ½ doz. to case, per case	5 85
" ½ " 1 doz. to case, "	6 15
" ¼ " 2 doz. to case "	6 55

ROLLED OATS—Business is fairly active but there are no features of special interest in the rolled oat market. Quotations are as follows:

Rolled oats, 80 lb sacks, per 80 lbs	2 10
" 40 " " 80	2 15
" 20 " " 80	2 20
" 8 " " 80	2 50

CORNMEAL—

Cornmeal, per sack	1 90
" per ½ sack	0 95
" per bale (10, 10's)	2 15

BEANS—The market is weak. Hand-picked are quoted at $2.10 to $2.15 per bushel and the three-pound picker at $2 per bushel.

POT AND PEARL BARLEY — Pot barley is quoted at $2.55 per sack; pearl barley at $3.75 per sack and $1.95 per half sack.

FOREIGN DRIED FRUITS—

Sultana raisins, bulk, per lb	0 09
" cleaned, "	0 10½
" 1 lb pkgs "	0 11½
Table raisins, Connoisseur clusters per case	2 90
" extra dessert, "	3 85
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 70
" Connoisseur clusters, boxes (5½ lbs)	0 85
Trenor's Valencia raisins, f.o.s., per case, 28's	2 05
" " " " 14's	1 00
" " selects " 28's	2 25
" " " " 14's	1 15
" " layers " 28's	2 35
" " " " 14's	1 25
California raisins, choice seeded in ½-lb. packages per package	0 0
" " fancy seeded in ½-lb. packages per package	07½
" " choice seeded in 1-lb packages per package	0 08½
" " fancy seeded, 1-lb. packages, per package	0 09
Raisins, 3 crown muscatels, per lb	0 06½
" 4 " "	0 07½
Prunes 90-100 per lb	0 05½
" 80-90 "	0 06½
" 70-80 "	0 06½
" 60-70 "	0 07½
" 50-60 "	0 07½
" 40-50 "	0 08½
" 30-40 "	0 08½
Silver prunes	0 09½
Currants, uncleaned, loose pack, per lb	0 06½
" dry cleaned, Filiatras, per lb	0 06½
" wet cleaned, per lb	0 07
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 08
Pears, per lb	0 08½
Peaches, standard, per lb	0 08
" choice	0 08
Apricots, standard, per lb	0 10½
" choice, per lb	0 11½
Plums, black pitted, per lb	0 11½
Nectarines, per b	0 09½
Dates, new, per lb	0 07

RICE AND TAPIOCA—There is only the ordinary staple demand at present, and the market is without any features of special interest. Japan rice is quoted at 4¼c per lb.; Patna at 4¼c; Rangoon at 3⅞c. Tapioca, 5c per lb.

EVAPORATED APPLES—The local wholesale price is 8½ cents per lb. Sales are brisk in spite of the high level of prices.

HONEY—Supplies are hard to obtain. Prices are quoted as follows:

Honey, 2½ lb. tins, in case 24	8 75
" 5 " " 12	8 50

SPANISH ONIONS — New stock is quoted at $1.15 per crate.

NUTS—

Shelled Walnuts, in boxes, per lb	0 28
" " small lots, per lb	0 30
" Almonds, in boxes, per lb	0 28
" " small lots, per lb	0 30

CANNED GOODS—

FRUITS.

	Group No. 1.	Groups No. 2 & 3
	Group No. 1	Groups Nos. 2-3
Apples—3's standard, per case	$2.44	$2.34
" Gallons, standard, per case	1.55	1.52½
Cherries—Red, pitted, 2's	4.18	4.08
" black pitted 2's	4.18	4.08
" white pitted 2's	4.38	4.28
Currants—Red 2's	4.18	4.08
" black 2's	4.18	4.08
Gooseberries—2's	4.58	4.48
Lawtonberries—2's	4.18	4.08
Peaches—Yellow 2's	4.18	4.08
" yellow 3's	6.54	6.44
" pie, unpeeled, 3's	3.34	3.24
" pie, unpeeled, gallons	2.42½	2.40
" pie, peeled, gallons	3.30	3.27½
Pears—Flemish Beauty 2's	3.68	3.58
" Flemish Beauty 3's	4.74	4.64
" Globe 1.s. 2's		2.78
" Globe 1.s. 3's		4.14
Plums—Damson 1.s. 2's	2.28	2.18
" Lombard 1.s. 2's	2.28	2.18
" Green Gage 1.s.	3.08	2.98
Raspberries—Red 2's	4.18	4.08
" red, gallons	3.80	3.77½
" black 2's	4.18	4.08
" black, gallons	3.80	3.77½
Strawberries—2's	4.18	4.08
" gallons	3.80	3.77½

VEGETABLES.

Asparagus—2's	6.28 6.18
Beans—2's	2.08 1.98
Corn—2's	2.08 1.76
Peas—	
No. 4 standards, 2's	1.88 1.55
Early June, 2's	1.98 1.65
Sweet Wrinkle, 2's	2.18 1.85
Extra fine sifted, 2's	3.08 2.75
Pumpkins—3's	2.14 2.04
Succotash—2's	2.68 2.58
Tomatoes—3's	2.44 2.10
Tomatoes, 2's	2.08 1.74
Tomatoes—gallons	3.70 3.65

MEATS.

Clark's 1 lb., pork and beans, plain, per case	2 50
" 2 " " " " "	1 90
" 3 " " " " "	2 50
" 1 " tomato sauce, per case	2 50
" 2 " " "	1 90
" 3 " " "	2 50
" 1 " Chili "	2 50
" 2 " " "	1 90
" 3 " " "	2 50
Soups, per doz	1 71
Corned beef 2's per doz.	2 00
" 1's "	1 75
Roast beef	
" 1's, per doz	1 07
" 2's, "	2 55
Potted meats, ½'s, per doz	0 05
Veal loaf ½ lb., per doz	1 25
" 1 lb. "	2 50
Ham loaf ½ lb. "	1 25
" 1 lb. "	2 50
Chicken loaf ½ lb. "	1 25
" 1 lb. "	3 50
Lunch tongue 1's, "	3 65
Sliced smoked beef ½-lb. tins, per doz	1 80
" " 1-lb. tins, "	3 10
" " 1-lb. glass, "	3 35
Chipped " ½-lb. tins, "	1 45
" " 1-lb. tins, "	2 50
" " 1-lb. glass, "	0 05
Sliced bacon, 1-lb. tins, "	3 10
" 1-lb. glass, "	3 25

NEW COMPANY FORMED.

C. P. Carpenter & Son, Limited, has been granted a Provincial charter to carry on business as a wholesale and retail fruit dealer, commission merchants, dealers in fish, vegetables, etc., and also to deal in produce. The new company is capitalized with $100,000 in $100 shares, with head office at Winona, Ont.

F. Corey, Brantford, who has for eight years conducted a credit grocery in the East Ward has announced that beginning Feb. 1st, he will sell for cash only.

Prize-Winning Christmas Windows

The Results in The Grocer's Holiday Window Dressing Competition—Windows From Town and Country From Nova Scotia to Vancouver Island—Some New Ideas and How They Were Worked Out — How the Leading Designs Were Worked Out.

CLASS I.

FIRST PRIZE—Window dressed by Harry Young, with Fred. Carne, Victoria, B.C.

SECOND PRIZE—Window dressed by J. H. Connal, of P. Connal & Son, Peterboro.

CLASS II.

FIRST PRIZE—Window dressed by J. McDermid, Georgetown.



WINDOW DRESSING COMPETITION—FIRST PRIZE WINDOW CLASS I.

SECOND PRIZE—Window dressed by E. J. Kirk, with Kirk Bros., Bracebridge.

Such is the result of The Grocer's Christmas Window Dressing Competition, as announced by the judges this week.

It was a bigger task than ever. For two or three weeks previous to the last day of the year when the contest closed, almost every day saw a new bunch of photos on the editor's desk and in the last few days, after the grocers had gotten through with the Christmas rush and had time to devote to something else than serving customers, they came in shoals.

And they came from all over Canada, from Nova Scotia to British Columbia, one of the latter a prize-winner by the way, and from nearly every city in each of the Provinces. The interest in this annual contest is certainly growing, and is very gratifying to the publishers of the paper. A pleasing feature was the number of entries from Western Canada. There were big windows and little windows, some splendidly mounted on large mounts, and others that came in rolled up and that curled up like a pug dog's tail when they came to be examined. There were windows with Christmas trees and windows with Santa Clauses, some with dolls and some with pictures. There were fruit windows and candy windows, biscuit windows and canned goods windows, plain windows and luxurious windows, and so on, almost ad infinitum.

The plan inaugurated last year, of dividing the entries into two classes, with the idea of giving a more just opportunity to the grocers in the smaller towns and country districts, who are presumed to have less facilities for window dressing than their confreres in the cities, was followed this year, and seemed to work satisfactorily. It is rather peculiar, however, that on the whole the windows entered in Class II. compare

very favorably, if they do not surpass, those in Class I. Something of this can be judged from the photos reproduced here. Those shown are the four prize-winners, two in each class.

Something About the Prize Winners.

The first prize window in Class I. comes from Harry Young, in Fred. Carne's grocery, Victoria, B.C., several of whose windows have previously appeared in these pages. Mr. Young's windows are always timely, and the Christmas season and spirit fairly breathes out of this one. In describing the window, Mr. Young says:

"The window is banked up from the front about four feet on a angle. The sides are Sultanas and Valencias. Apples are on the outside of them and currants in the middle. Peels form the dividing lines. A Merry Xmas is laid in cube sugar. The rest of the window is white bunting trimmed with holly and silver tinsel. On the top stand boxes of prunes and bon-bons, with tinsel around the sides of the boxes. Boxes of figs, with red and green ribbon trimming. Other rows are fruit, bunches of grapes and fancy boxes of candy and bon-bons.

Up the sides of the windows are pink boards with holly leaves and lettering in silver tinsel. The middle of the window is a large looking glass reflecting back the fruit in front, looking like a hole. The roof is all boxed in with white bunting with a hole in the middle for the light to hang in. There are two hundred and fifty glass prisms attached to the roof with silver pendants here and there, with holly on the sides and silver tinsel around the hole where the lamp hangs. At the back is red ribbons twisted, forming a sun burst."

Another note in Mr. Young's letter draws attention to the white and pink roses scattered here and there through the display, which, he says, were grown outside just before Christmas, a tribute to Victoria's climate, surely.

The second prize window in Class I. won its place more because of the novelty of arrangement and the new ideas presented rather than for any fine decoration effects. A taking feature of this window, too, is that practically everything bears a price ticket. In describing the window, Connal & Son say:

"The idea of the window was to emphasize the quality of our goods as the Queen of Quality. The central figure, a beautiful doll, dressed in royal robes, with a crown of gold or her head, stands under a light canopy made of light framework trimmed with silver paper, with a white sateen curtain as a background. The roof is made from paper covered with silver paper. The ridges of roof are trimmed with holly, with silver tinsel hung in loops along the eves as a finish. The floor of the window was built up at the back with steps leading down to the front of the window. The whole was covered with white sheet cotton batting. Along the front of the window are arranged nuts of all kinds, with price tickets attached. On the steps were placed fancy table raisins in layers, fancy box candies, also candies in fancy glass dishes with price tickets on each. On each side of the steps are pillars made from a length of stove pipe covered with white cotton, with blocks of wood top and bottom, covered with turkey red cotton. On top of each of these five pillars we placed a cheese box cover, covered with white and trimmed with holly. These all filled with different kinds of candy, which we sell at special prices during Christmas season, each kind with a price card on it. A clothes basket filled with California seedless oranges placed on each side of the queen's canopy completed the window."



WINDOW DRESSING COMPETITIO N—2ND PRIZE WINDOW, CLASS I.

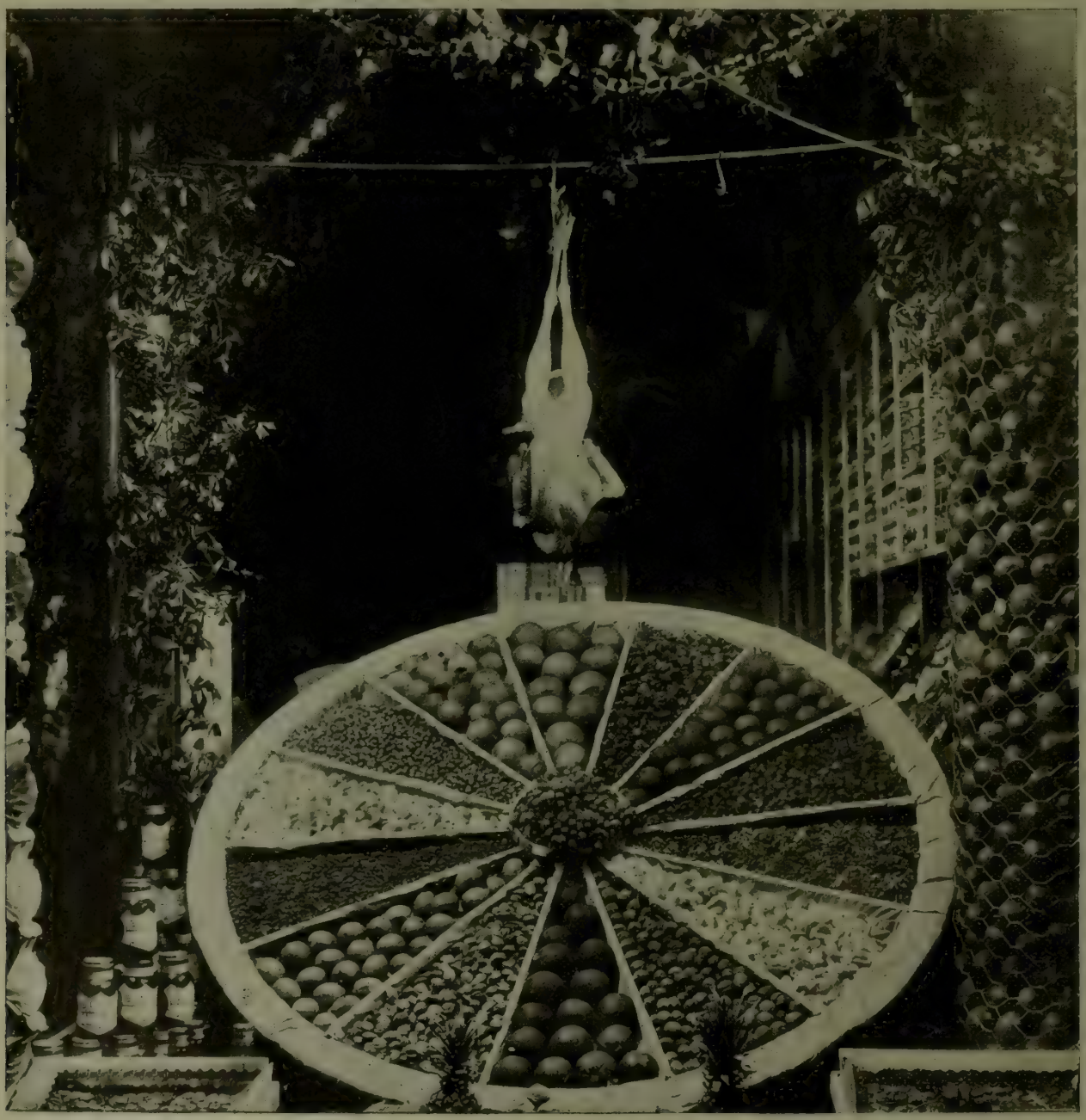
The first prize winner in Class II. is one that its owner, J. McDermid, Georgetown, Ont., really ought to be proud of. He has conceived a good idea and has carried it out in excellent effect. Mr. McDermid's store is a typical small town grocery, the window is not by any means a large one, and the design used is admirably suited both to the store and the window.

Several novel ideas have been used in this window, particularly in the building up of their large pillar of oranges, which will give some useful hints to other grocers. Mr. McDermid, who designed and dressed the window himself, writes regarding it:

"The centre-piece, you will notice, is in the shape of a wheel, set at an angle of 45 degrees. The bottom of the wheel is covered with half-inch boards and divided into fourteen compartments with a small circle in the centre, all of which is covered with tissue paper, one division being done in green, the next in cerisse, and so on. Starting at the centre division at the top to the right is grape fruit, chocolate candy, oranges, walnut candy, shelled walnuts, cream candy, walnuts, oranges, almond nuts, lemons, shelled almonds, mixed candy, filberts, apples and the centre circle is filled with Malaga grapes, giving a nice contrast. On the right you see a pillar of California oranges six feet high which fills that side of the window nicely. The rack which holds the oranges is made of poultry wire with a tin tube inside, the oranges being slipped down between the tin and the wire. On the left of the wheel is a pyramid of Wagstaffe's cherries and peaches in glass. In the centre of the window between the wheel and the glass there is a fancy china plate filled with natural figs, on either side of which is a pine-

apple, then boxes of bon bons, and at either end a box of fancy table raisins, some of which show very clearly in the photo. The window is decorated with natural holly at the back and paper festooning across the top and down the sides at the front. Across the back of the window I had a row of fine turkeys hanging on the iron bar which shows in the photo, which made a splendid background for the window, but as the photographer couldn't photograph the window until after Xmas, the turkeys with one exception had to go and I feel it would have helped the appearance of the window very considerably had they appeared in the photo."

Kirk Bros., Bracebridge, whose window, chiefly a fruit display, carried off the second prize in Class II., is reproduced herewith, sent another window which was rather novel in the form of a ferris wheel, which, however, did not strike the judges so favorably as the one shown. While they sent no detailed discription of this window the photo pretty well explains it. The pyramid idea has been carried out to form an attractive display and certainly Christmas goods are well put forward. The display, like many of the others, might have been made much more effective by the use of well-written price tickets.



WINDOW DRESSING COMPETITION—1ST PRIZE WINDOW, CLASS II.

Some of the Other Entries.

While the above are the features of the prize-winners, which, of course, deserve to be treated at some length, there are besides these a large number of windows which are worthy of special mention, some of which will be reproduced in various issues throughout the year. From the city grocers there were a number which, while not prize-winners, were not far behind them.

A window sent by E. A. Reed, clerk with W. Dowling & Co. Brandon, Man., who, by the way, was one of the prize-winners last year, shows a novel arrangement of Christmas goods and confectionery, with an arched background of latticework and canned goods trimmed with Christmas stockings and bells to give a pleasing effect. A mirror in the side of the window bearing words of greeting was an added feature.

A window from White & Gillespie, Peterboro, also came well up in this class. In this the floor was covered with dried fruits and a diamond-shaped display in the centre was well arranged. A background decorated with holly and evergreen covered half the rear of the window and in front of this a series of

Stock Taking

is finished and no doubt you are replenishing your stock. We especially draw your attention to the following—

Salmon

"Regal," Finest Fraser River Sockeye -	1.90
"Clover Leaf," Talls - - -	1.85
"Yukon," Finest Red Salmon -	1.45
"Cock o' the North" " - -	1.45
"Salad," Choice Pink - -	1.00

"Regal" and "Yukon" are our own registered Brands and we guarantee every tin.

Tapioca

(Market advancing) Single Bags -	4¼
5 Bag Lots - -	4

Raisins

Thompson's California Seedless,	103 pkgs.	per pkg. 6
Valencia Seedless -	28 lb. boxes,	per box 7

Canned Vegetables and Fruits

When in the market write us—we are leaders in this line. We are headquarters for all lines of groceries at prices which are not exorbitant.

Canada Brokerage Co., Ltd.

Wholesale Grocers

9 Front St. East **TORONTO**

three shelves trimmed with crepe tissue carried boxes of fine confectionery, grapes and lines of fancy goods.

W. J. Southern & Son, grocers and confectioners, St. Thomas, sent a couple of attractive windows, one a shelf arrangement of Christmas fruits and nuts with background and side of twisted ribbons, and the other a dainty display of fine confectionery topped with a horseshoe bearing "Merry Christmas."

A somewhat novel window came from Geo. J. Harp, Brantford. A shelf bearing a message of Christmas greeting divided the window half way up. The bottom half was filled with nuts, fancy boxes of confectionery and pails of candy. Up above were candy in bulk, Almeria grapes, and a couple of palms which added to the alternative effect.

John Hickman, 374 College St., Toronto, sent in a well-arranged window packed full of suggestions for the Christmas shopper with a couple of greeting cards, some well written price tickets and a hoop and bell decoration at the top. The side was a looking-glass with diagnols of green stuff. Another fine window from Toronto was dressed by George Shelby, with J. H. Kerr, 408 Spadina Ave. This was divided in sections showing various lines of Christmas price tickets and the back built up with canned and bottled goods and wreaths of holly.

A window from Fred. C. Harp's cash bargain grocery, Brantford, brings out the price-ticket idea excellently and has a stop arrangement carrying Christmas crackers and fancy confectionery and topped off with a miniature Santa Claus that catches the eye.

J. F. Pelan, St. Thomas, had somewhat of a novel window. An arrangement of steps running the full length of the window carried a number of dishes, covered with tissue napkins and these bore samples of various lines of goods. The background was formed of honey in the comb and various lines of package goods.

Dudgeon & Lloyd, 406 Queen St. west, Toronto entered three windows, one of which is particularly worthy of mention. A row of turkeys outside gives a good foundation to begin on and in the window proper various lines of goods are divided by partitions of peel and holly. Wire netting is worked in to form cylinders for the display of nuts and oranges and a line filled with Christmas stockings swung across the rear of the window, gave a good suggestion for the kiddies in the homes of customers.

J. M. Donovan, Peterboro, sent in a photo of his store front, including a real good old-time Christmas window, with a line of candy canes to make the youngsters' mouths water and a row of stockings above. The base of the window was filled with an appetizing display of regular Christmas groceries.



WINDOW DRESSING COMPETITIO N—2ND PRIZE WINDOW, CLASS II.

There were some splendid windows entered under Class II. which included the grocers in the smaller towns and villages. These showed that advantage had been taken of all the facilities at hand, and also that the grocers are studying this department of their business more thoroughly.

J. S. Pinch, of Sault Ste. Marie, sends in a very attractive window that shows many good features. The bed of the window shows a neat diamond and triangle form worked out in boxes of seeded raisins and the spaces thus outlined are filled with nuts, raisins, peels, etc. The background is built up of oranges half wrapped in tissue and cases of fruits, the spaces between the latter filled in with canned and bottled goods. Well-placed price tickets in the bulk goods are a valued feature.

John Goods, Walkerton, Ont., entered three windows, a couple of which deserve special attention, though, unfortunately the photos are so small that the details are scarcely brought out. One in particular shows a star-shaped arrangement of peels in the bed of the window, the remaining space being filled with special Christmas goods. A background of packages of seeded raisins topped off with three palms in pots, gives a pleasant effect.

J. C. Ecklin, who, by the way, won one of the first prizes last year, when working in a Toronto store, has sent in a couple of windows from Port Arthur, where he is now working. One of these, a grocery window, has as the principal feature, boxes of fruit of graduating sizes, laid on one another with the cover off and the paper fringe opened out, the whole giving the effect of a huge four-storeyed Christmas cake, icing and all. In the background is an arched background effect made of cloth, bearing the words "Christmas Cheer," the pillars being made up of puffed material. The other window is a display of crockery arranged in an attractive, though, perhaps, a somewhat formal way.

A. E. Jones, of the Hudson's Bay Co.'s store, Macleod, Alta., sends in a small photo of a big window, which is a daisy. The feature of this window is a big fireplace in the centre, with mantle, stockings and all complete. On either side of this are varied arrangements of practically all lines of Christmas goods.

A window employing three small tables, carrying canned goods as the main display, is sent in by W. D. Laidlaw, of Cranbrook, B.C. The base of the window is covered with an arrangement of pyramids of bottled goods standing on glass, and below this again are banks of dried fruits.

A. W. Corbett, Brownsville, Ontario, entered a rather striking window, showing Christmas trees, Christmas bells, stars, holly, etc., as well as Christmas groceries. The back of window is covered by a sheet which is decorated with sprigs of holly and bears the lettering, "Merry Christmas." In front of this is a pair of steps covered with white and carrying various lines of goods, and below this again the floor of the window is covered with nuts and confectionery, with a couple of pyramids of oranges and dishes of various lines of goods in the foreground.

From Ruppel & Co., Elmira, came a window dressed along rather new lines with the sets of steps built up of boxes, with lines of special Christmas goods on these and pyramids of canned goods on top. A number of timely display cards add attractiveness to the window.

It would be a pleasure to mention the good points of all the windows if that were possible. We wish to thank, however, the many grocers and clerks who aided in making the contest a success.

A STORY OF PROGRESS

An Occurrence that has been an Uplift to the Tea-Trade of Two Nations.

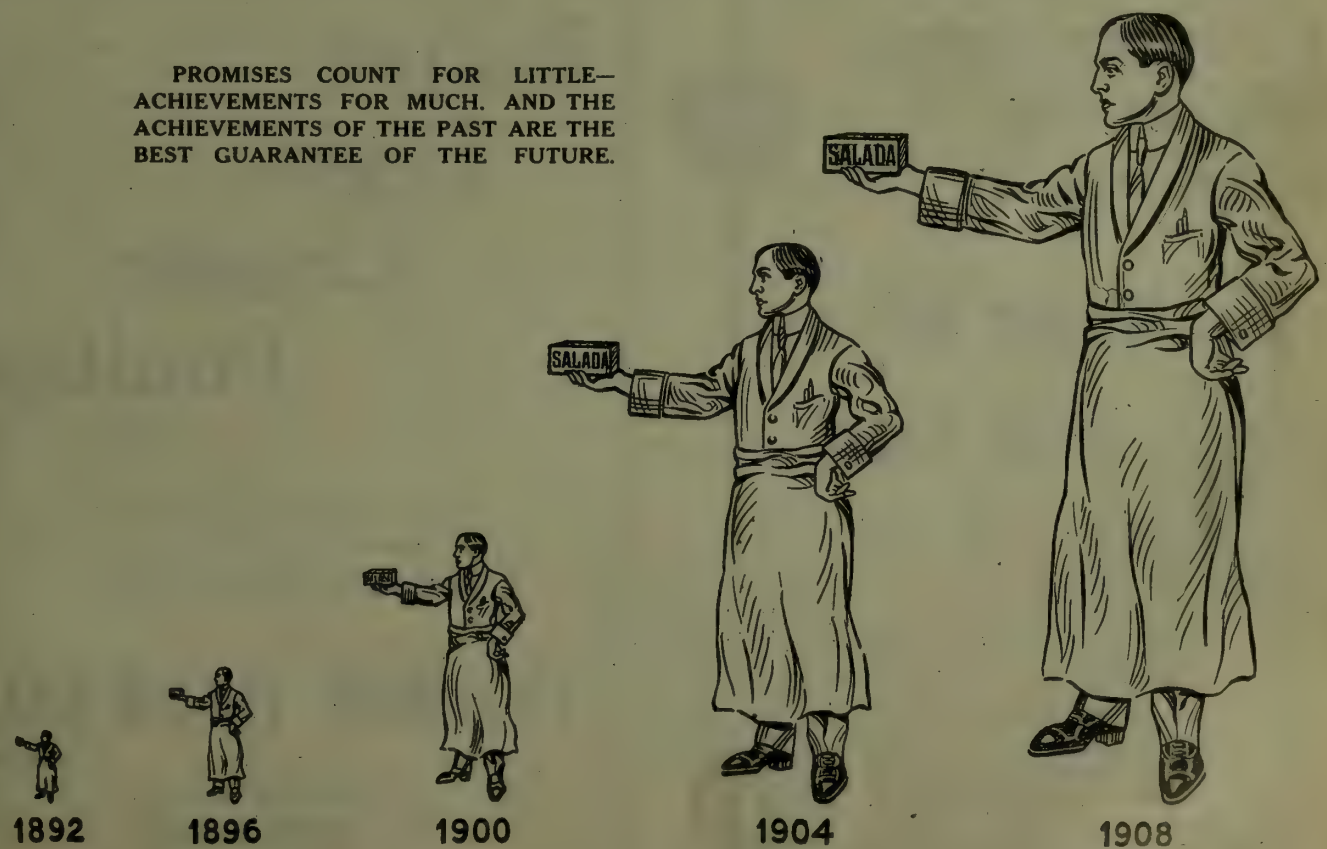
Away back in the early "nineties" nearly all the tea drunk in America and England came from China and Japan. In 1892 after long and deliberate investigation we were led to believe that the tea of the future was that grown in Ceylon (a British possession in the North Indian Ocean, now conceded to be the finest tea-producing country in the world). Before the introduction of "Salada" the trade was in a wretched condition, the peddlers and department stores doing such a large share of it in bulk form. Hence having come to the decision that there was no tea the equal of Ceylon tea we decided to place "Salada" upon the market in sealed lead packets and offering it in this form to the consumer through the retail grocer. Could anything help a retail grocer more than to be able to absolutely guarantee his customers tea "fresh from the gardens," absolutely pure, of incomparable flavor and fragrance and strictly uniform quality? "Salada" has made this possible.

The immense output of "Salada" (now amounting to over NINETEEN MILLION PACKETS ANNUALLY) has resulted from the appreciation of the public for BETTER tea. Every grocer by selling "Salada" makes for the betterment of his tea trade all the way round—better satisfaction—better tea—better profits—better trade. No heavy stock to carry—no freight to pay—no competition from the peddler—no deterioration—no loss in interest—no loss in weighing—sale absolutely guaranteed or the full purchase price refunded.

Our success is your success—our reputation for serving the public with good tea all the time gives you the same reputation. Our integrity is your integrity—our enterprise is your enterprise. Our knowledge of tea is as beneficial to you as it is to us. We appreciate your co-operation—your goodwill in making "Salada" a household word on this Continent—a word that signifies the highest standard of excellence in tea.

The "Salada" Tea Co. has branch offices in the following cities in Canada—Toronto and Montreal. In the United States—New York, Boston, Buffalo, Pittsburg, Philadelphia, Detroit, Chicago, St. Louis and Los Angeles.

PROMISES COUNT FOR LITTLE—ACHIEVEMENTS FOR MUCH. AND THE ACHIEVEMENTS OF THE PAST ARE THE BEST GUARANTEE OF THE FUTURE.



Are Your Customers Permanent ?

Do they come back for the same thing twice? If not, maybe there is something wrong with some lines of your goods. Quality is the one sure thing on which to hold trade.

HEINZ

57 VARIETIES

Pure Food Products

(The kind that contain no preservatives)

bring customers back and they'll get you into no trouble with the food laws. Guaranteed pure and guaranteed to please or money refunded.

Anything that's HEINZ is safe to sell

H. J. HEINZ COMPANY

New York Pittsburg Chicago London

BUTTER

We can supply you with Choice, Fresh-made, Creamery Butter in one-pound blocks.

Write us for prices.

If you have Dairy Butter to sell (prints or rolls) **we will buy it**

Write Us for Prices

F. W. Fearman Co.

LIMITED

HAMILTON

The Government Analysis decides absolutely the Superior Quality of

TRURO QUALITY BRAND

Reindeer Milk

and

Jersey Cream



All Brands sell at same Price.

A guarantee of increased value, goes with every tin of Reindeer and Jersey.



The best way to get custom is to give the best value.

The Truro Condensed Milk Co., Ltd., Truro, N. S.

Butter Eggs Cheese Poultry

(Live and Dressed)

We handle large quantities of these lines. Shipments and correspondence invited

The WM. RYAN CO.

LIMITED

70-72 Front Street East

Toronto - Ont.

Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN

Montreal, Jan. 13.

Since our last report the market has been doing a little spurting in an export way as considerable cheese has gone forward which was held for English account. In addition several firms have sold very respectable amounts, the total of which, together with that being held, which was released, will make large shipments for the week.

Such a stir as this was rather unusual for this time of the year, and as a result the market has subsided into quietness, and a generally weak feeling has developed. Estimates of cheese left over in Canada place it at 70,000 boxes less than at this time last year. The fact is quite obvious that there is not anything like the quantity held here at the present time, which was held last year at the same time. If the demand is only normal from now onward, the spring will see some pretty fancy figures developed. Finest Westerns are being quoted at 12¼c to 12½c and Easterns at 11¾c to 12¼c.

Locally, butter has been moving fairly well, and the tone of the market is healthy. Considerable second quality stock has been arriving. A few sales of September stock have been reported and in every case fancy figures were received as competition for these lines is very active. Those in a position to know predict a strong future for butter, as stocks held by grocers are very low, and the cold weather, which is almost sure to prevail, during the ensuing two months, will give the market an impulse upward. Enquiries from the Northwest and Vancouver, have been received, but so far no business has transpired. Locally finest creamery is being quoted at 26½c to 27c and fresh receipts are selling at 25½c to 26c.

THE PROVISION SITUATION.

Toronto, January 14, 1909.

The provision situation on account of peculiar circumstances cannot be used in ordinary business regulation. At present the cured meal market is a trifle lower and at the same time hogs are higher. Owing to the large number of packing houses throughout the country, the production of hogs is scarcely sufficient to keep them all supplied, and under these conditions the packers are largely at the mercy of the farmers. Years ago, the English market, to a large extent, governed the market here, but not so now. Many of the packers depend entirely on the local demand for their output, and the larger packers must pay for hogs on the basis of the local market for the manufactured goods, and take chances for what they export. It is admitted by all that the price of hogs is dangerously high, especially to compete with the prices in England, over which we have no control, as these markets are entirely controlled by other countries. Packers are paying $6 f.o.b. for good stock this week.

PROVISION MARKETS

MONTREAL.

PROVISIONS—Increased demand for dressed hogs, which have advanced 25c per 100 lbs., has stimulated the lard market. In addition to this there is a very active demand for both pure and compound lines. Tierces, boxes, and tubs are the chief lines affected, all of which are about ½c higher this week.

Compound Lard—	
Tierces, 375 lbs	0 08¾
Parchment lined boxes, 50 lbs	0 08¾
Tubs, 50 lbs	0 09
Wood pails, 20 lbs. net	0 09½
Tin pails, in cases	0 09½ 0 09½
Heavy Canada short cut mess pork, in bbls	22 50 23 00
Selected heavy Canada short cut clear boneless pork	22 50 23 00
Heavy Canada short cut clear pork	22 00 24 50
Very heavy clear pork	24 00 25 50
Plate beef, 100-lb. bbls	7 75
" 200 "	15 00
" 300 "	22 00
Pure Lard—	
Tierces, 375 lbs	0 12½
Boxes, 50 lbs., grained	0 12¾
Tubs, 50 lbs., "	0 12½
Pails, wood, 20 lbs., parchment lined	0 12¾
Tin pails, 20 lbs., gross	0 12½
Cases, tins, 10 lbs. each	0 12¾
" " 5 "	0 12¾
" " 3 "	0 13

BUTTER—Early fall stock is in good demand, and holders are asking fancy prices, the quotations being a ½c higher for this line. Fresh creamery, solids and prints, are active, also dairy and large rolls. Receipts are remarkably good for the season, but demand is better, consequently firm feeling continues.

Fall creamery, solids	0 27½ 0 28½
Fresh Creamery, solids, lb	0 26 0 26½
" prints, lb	0 26½ 0 27
Dairy, tubs, lb	0 19 0 21
Fresh large roll	0 21 0 22½

CHEESE—A slump has hit the cheese market and prices have declined about ¾c. A small local business is being done, but export trade is very meagre indeed.

Westerns	0 12½ 0 12½
Easterns	0 11¾ 0 12¼
Undergrades	0 11 0 11½

EGGS—The local demand for eggs continues strong, and the market is active, with a firm undertone. Selected cold storage are bringing ½c more for the minimum price than last week.

New laids	0 35 0 40
Selected cold storage	0 27 0 28
No 1 Candled	0 24 0 25
No. 2 Eggs	0 20 0 21

HONEY—Dull and quiet at unchanged quotations.

White clover comb honey	0 13 0 14
Buckwheat, extracted	0 08 0 09
Clover, strained, bulk, 30 lb. tins	0 10 0 11

POULTRY—Supplies arriving from the country are small still, and an improved demand has developed. These influences have maintained prices at a firm level, and an advance is possible if supplies continue small.

Spring chickens, per lb	0 13 0 14
Hens, per lb	0 10½ 0 11½
Young ducks, per lb	0 11½ 0 12
Turkeys, per lb	0 18 0 19
Geese, dressed	0 09½ 0 10½
Ducks	0 11½ 0 12½

TORONTO.

PROVISIONS—The peculiarity of the pork market this week is the fact that hogs are dearer and cured meats a trifle cheaper. Hogs are worth $9 per 100 lbs., which is a point seldom reached. While prices may be said to be unchanged, the most of the stock can be bought for about ½ a cent below quotations.

Long clear bacon, per lb	0 10½ 0 10¾
Smoked breakfast bacon, per lb	0 14½
Roll bacon, per lb	0 10½ 0 11
Light hams, per lb	0 13½ 0 14
Medium hams, per lb	0 13½
Large hams, per lb	0 12½
Shoulder hams, per lb	0 10 0 12
Backs, plain, per lb	0 16
" pea meal	0 16½
Heavy mess pork, per bbl	20 00
Short cut, per bbl	22 50
Lard, tierces, per lb	0 11½ 0 12
" tubs "	0 12½
" pails "	0 12¾
" compounds, per lb	0 08½
Dressed hogs	8 25 8 75

BUTTER—The butter market is reported to be easier and prices about 1c lower. This, however, is entirely owing to the fact that there is a large percentage of the butter not good, and in order to effect sales, lower prices must be accepted. For some reason the quality of butter is below the average. Whether this is caused through carelessness on the part of the makers, condition of the weather or on the food that is fed, cannot be determined. Real good butter is in good demand and always wanted.

	Per lb.
Creamery prints	0 29 0 30
Creamery solids	0 28 0 29
Farmers' separator butter	0 26 0 27
Dairy prints, choice	0 24 0 25
" " ordinary	0 22 0 23
" tubs, choice	0 22 0 23
Large rolls	0 22 0 23
Baking butter	0 18 0 20

EGGS—Owing to the extraordinary diligent habits of our egg producers, ever ready to take advantage of every moment the temperature of the weather allows them to perform their work with safety, they started operations during the recent mild weather. This may, perhaps, not be altogether attributed to the industry of the hens, but the wily farmer with 40c or 50c a dozen in his eye, coaxes them with pretended extra kindness, and all kinds of varieties of food. As a result of all this, new laid eggs are coming in freely, but the people in the city look upon them, and touch them with their hands, but won't buy them. They are too dear, and the result is that they accumulate and will likely be sold, in the near future at a price that will be within easier reach. It must, however, be remembered that

we are still in January, and owing to the great demand for old stock, which is rapidly diminishing, it cannot be expected that eggs will be much cheaper, in fact, there is a feeling that held stock is not sufficient to carry us through, in which case very high prices will rule.

Strictly new laid, per doz	0 30	0 35
Select cold storage	0 28	0 30
Cold storage	0 25	0 26
Limed	0 24	0 25

CHEESE—There is practically no business in cheese and prices therefore the same.

Cheese, large, prime		0 13½
" twins	0 13½	0 14

HONEY—This article, which is still too much regarded as a luxury, instead of a cheap, wholesome food, is almost off the market.

60-lb. tins	0 11	0 11½
Smaller sizes, tins and bottles	0 10½	0 12
Combs, doz	1 50	2 50

POULTRY—There is very little on the market—quality, as a rule, very good. A very choice lot of chickens were sold this week at 18c a lb.

BARRELS

For Flour, Butter or packing any kind of merchandise, manufactured and for sale by

H. CARGILL & SON

CARGILL, ONTARIO

SALT

Car lots of Fine, Medium or Coarse, in Barrels, Sacks or Bulk.

TORONTO SALT WORKS

128 Adelaide Street E., Toronto

ESTABLISHED 1892

Rutherford, Marshall & Co.

Wholesale Produce and Commission Merchants,

TORONTO, ONT.

Solicit Correspondence. Always buyers of Dairy Products. Write us before selling.

Poultry Wanted!

Persons having Poultry to ship to Montreal market should make a trial shipment to

P. POULIN & CO.

30 Bonsecours Market, - Montreal

Buyers of Poultry, Game, Eggs and Feathers. Prompt remittance. No commission. Reference, any bank.



USE OVAL WOODEN BUTTER DISHES.

THOMAS BROS., St. Thomas, Ont.

Spring chicken, dressed	0 14	0 18
Hens, per lb., dressed	0 10	0 11
Young ducks, per lb., live	0 11	0 12
Ducks per lb., dressed	0 14	0 18
Turkeys, per lb., dressed	0 18	0 20
Turkeys, per lb. live	0 16	0 17
Geese, per lb., dressed	0 11	0 13
Geese, per lb., live	0 09	0 10

WINNIPEG.

BUTTER—Owing to the exceptionally mild weather up to the first of the year dairy butter supplies from the country have been unusually large for this season. Prices have declined. Produce houses are offering 21c per lb. f.o.b. Winnipeg now for No. 1 in tubs, boxes or bricks; 17c for No. 2.

EGGS—Supplies of eggs are very scant and the local produce houses are receiving almost no Manitoba eggs. They are offering 30 cents per dozen f.o.b. Winnipeg for candled Manitoba eggs. Ontario eggs are selling to the retail trade at 30 cents per dozen.

CHEESE—Manitoba cheese is very scarce. Ontario is selling at 14½c to 14¾c per lb.

POULTRY—Buying prices f.o.b. Winnipeg are as follows:

Chicken, per lb	0 11
Fowl, per lb	0 08
Turkeys, per lb	0 16
Ducks	0 14
Geese	0 11

BUSINESS TRADE CHANGES.

Ontario.

E. G. Horst, grocer, Berlin, has assigned to C. H. Doerr.

Geo. Kitchen, grocer, Toronto, has sold to Alex. McCloy.

Mayell & Co., grocer, Toronto, is succeeded by Mayell & Co., Ltd.

P. M. Cooper, Rosedale grocer, Toronto, has been succeeded by A. J. Smith.

W. B. Sweet & Co., general merchants, Mountain, sustained loss by fire last week.

The Morgan Supply Co., grocers, Toronto, have been succeeded by W. E. Best.

John D. McGregor, fruit merchant, Ottawa, has assigned to W. A. Cole, Ottawa.

Mary Kennedy, merchant, Copper Cliff and Crane Hill, has assigned to Jas. T. Tennant, Brockville.

A meeting of the creditors of the estate of Joseph Mansour, merchant, Port Colborne, was held on the 9th of January.

Quebec.

J. B. Robert, grist mill owner, Beauharnois, is dead.

R. R. Wilson, general merchant, Howick, has assigned.

Gilchrist & Marr, produce merchants, Montreal, have dissolved.

The assets of D. Bessette, grocer, Montreal, have been sold.

Michael Leonard, general merchant, Wickham West, died last week.

Arthur Du Tremblay, Roberval, general merchant, has compromised.

The assets of Nap. Boivin, general merchant, Breboeuf, have been sold.

The assets of W. A. Labelle, general merchant, Laverlochere, have been sold.

A meeting of the creditors of L. O. Desautels, general merchant, St. Jean Baptiste De Rouville, was held on the 8th inst.

Maritime Provinces.

J. A. Shankel & Son, general merchants, Middle Lahave, N.S., have dissolved partnership.

Western Canada.

Alexander Hogg, grocer, Vancouver, died last week.

Western Milling Co., Calgary, sustained loss by fire recently.

Codville Co., Ltd., wholesale grocers, Winnipeg, were burnt out last week.

B. W. Johnstone, general merchant, Rossburn, Man., was burnt out last week.

E. A. Jones, baker and confectioner, Rossburn, Man., sustained loss by fire last week.

C. A. Welsh, of the People's Grocery, New Westminster, has purchased the general store of J. J. Efford, Columbia St., Sapperton. The sum paid was between $2,500 and $3,000. The new proprietor will enlarge his building.

New Companies.

The Postum Cereal Co., of Windsor, Ontario, Limited, has been granted a charter by the Provincial Government. The company is capitalized at $100,000, consisting of 1,000 shares of $100 each. The provisional directors are Charles William Post, Caroll Lathrop Post, Marshall King Howe, Samuel Houston Small and Henry Clark Hawk.

A charter has been granted to L. H. Major and Bro., Limited, Ottawa, to carry on the business of wholesale and retail dealers in spirtuous liquors, groceries, cigars, etc. The share capital of the company is $100,000, divided into 1,000 equal shares. The provisional directors are Louis Hormidas Major, Emile Major, Samuel Pierre Belanger, Hormidas Major and Harry Condon.

A new brokerage and general agency business has been formed in Toronto, known as the Edward Burns Company, Limited. It has been given a charter to establish and conduct a jobbing, commission, brokerage and general agency business and to manufacture and deal in goods, wares and merchandise. The capitalization of the company is $40,000, divided into 400 equal shares. The provisional directors are Edward Burns, James Lawrence, Walter Turner, Chas. Leslie Sivers and Walter Maurice Graham.

TRAVELERS' BANQUET SURPLUS.

The Banquet Committee of the Commercial Travelers' Association, of Canada, held a meeting on Saturday, of last week, to close the affairs in connection with their recent banquet in Toronto. As an evidence of the success of the event, the report of Edward Fielding, the treasurer, showed a surplus of $60, which went to the Travelers' Benevolent Fund.



GROCERS FROM THE ATLANTIC TO THE PACIFIC



ACKNOWLEDGE

Gillett's Cream Tartar

to be the best selling Cream Tartar
on the market because it is **Chemically Pure.**

(Note the difference between **Pure** and **Chemically Pure.**)

Put up in Sealed Packages, Screw Top Cans and in Bulk.

E.W.GILLETT COMPANY LIMITED
CHICAGO, ILL. TORONTO, ONT. LONDON, ENG.

Established 1852.

CLARK'S CORNED BEEF

This and the following weeks housekeepers from Coast to Coast will read in the daily press about the excellence, goodness, and economy of CLARK'S CORNED BEEF, OX TONGUE, PORK & BEANS and POTTED MEATS.

Your co-operation with this extensive publicity campaign will result in profits to you. Remember every tin sold is extra trade which might otherwise go to the dealers in fresh meats.

Let us help you in making your stocks complete.

WM. CLARK

Manufacturer

MONTREAL

CASH

PAID FOR

Imperial Dessert Jelly Certificates

Retail Grocers or Clerks, willing to dispose of Certificates, write stating quantity to offer, to

Box 280

CANADIAN GROCER

The Superior Flavor and
Absolute Purity of

Cowan's

Cocoa and Chocolate

have built up a demand that keeps constantly and steadily growing.

Are YOU getting YOUR share of the trade?



The Cowan Co., Ltd.
Toronto, Canada



White Moss Cocoanut

has been sold for so many years that it is just as much a staple with the housekeeper as sugar. That is why it is the most satisfactory brand for the grocer to handle.

Have you learned this?

The Canadian Cocoanut Co., Montreal

The delicious flavors of

Nation's Custard Powder

with Stewed Fruit is an ever pleasant memory.



Agents:
GREEN & CO.,
25 Front St. E. Toronto
W. H. ESCOTT,
Winnipeg

Made by Edward J. Nation & Co., Bristol, England

PURE SOLUBLE COCOA

WE ARE MAKING A SPECIAL OFFER OF HIGH GRADE PURE COCOA POWDER, EITHER IN BULK OR BARRELS OR IN 1-lb., ½-lb. and ¼-lb. CANISTERS, WITH LABELS BEARING YOUR OWN NAME OR BRAND.

IT WILL PAY YOU TO GET SAMPLES & PRICES

FROM OUR WHOLESALE AGENTS:

A. B. LAMBE & SON, 27, Wellington St. East, Toronto.
H. & A. B. LAMBE, Hamilton.
C. A. PARKER, 10, Albert Street, Ottawa.
CHAS. DUNCAN, P.O. Box 22, Winnipeg.
MITCHELL & WHITEHEAD, 92, St. Peter St., Quebec.
A. E. CURREN, 54, Bedford Row, Halifax.

GEORGE PAYNE & CO., Ltd.,

Wholesale Tea, Cocoa and Coffee Merchants,

LONDON, Eng.

WE ALSO SELL CHOCOLATE COVERING AND COCOA BUTTER.

THE FLOUR AND CEREAL MARKETS

Decline in Montreal Flour Market—News Expected Next Week in Rolled Oats Situation.

Last week's prices in the flour and cereal markets still prevail, but something new is expected in the course of a few days in the rolled oats situation.

Wheat seems to be difficult to obtain for some manufacturers, the price for best Ontario being quoted at 99c to $1. Both Chicago and Winnipeg wheat is easier in view of the reports from Argentine that the crops there which are just now being harvested are splendid.

Business generally in the cereals seems to have picked up since the New Year. In Montreal there was a rumor that rolled oats had declined, but on investigation there was found to be no truth in the report. Ontario bran is reported scarce, but there has been no change in the price as yet.

MONTREAL.

FLOUR—The market has declined slightly during the week. The decline is due to a variety of causes mainly among which is the season of the year, which is a dull one generally, and declines are only a natural outcome. This condition, however, is somewhat remarkable as supplies arriving are not excessively large. Reports from the country continue to state stocks on the light side, and some noticeably better business has developed in these quarters.

Winter wheat patents	5 50
Straight rollers	4 70 4 80
Extra	4 00 4 10
Royal Household	5 90
Glenora	5 40
Manitoba spring wheat patents	5 90
" strong bakers	5 40
Five Roses	5 90
Harvest Queen	5 40

ROLLED OATS—Last week a rumor gained considerable currency regarding a drop in prices for rolled oats. This, however, proved to have no foundation, and prices have been fully maintained. Locally trade has brightened up during the week. Other lines are the same as last reported.

Fine oatmeal, bags	2 72½
Standard oatmeal, bags	2 60
Granulated " "	2 60
Golddust cornmeal, 98-lb bags	2 10
White cornmeal	2 00 2 05
Rolled oats bags	2 35
" bbls	5 05

FEED—Ontario bran is scarce, but this fact has not exerted any influence upon the price yet. The market for bran generally is very good, but supplies are limited. Shorts and middlings are still in good demand.

Ontario bran	21 50 22 00
Ontario shorts	25 00
Manitoba shorts	24 00
" bran	21 00
Moullie, milled	25 00 27 00
" straight grained	30 00 34 00
Feed flour	1 50 1 60

TORONTO.

FLOUR—No material change has occurred during the week in the flour market, prices continuing as they were last week. The millers are fairly busy attending to the local wheat supply.

Manitoba Wheat.

1st Patent	5 70 5 80
2nd Patent	5 10
Strong bakers	5 20

Winter Wheat.

Straight roller	4 20 4 30
Patents	4 8
Blended	5 00

CEREALS—There has been an advance in rolled wheat of 10 cents to the wholesalers so that the retailers may expect something similar soon. During the stock-taking season there has not been much movement in oatmeal but this market is expected to pick up in the near future. The prices still remain the same.

Rolled wheat in barrels, 100 lbs	2 85
" oats in bags, per bag 90 lbs	2 50
Oatmeal, standard and granulated, in bags 98 lbs	2 75

NEW MEMBERS BLUE RIBBON STAFF.

John Owen, Ottawa, has just joined the staff of the Blue Ribbon Tea Company, Montreal, and will cover for this firm the ground between Toronto and Montreal, and West from Toronto to Windsor. Mr. Owen has had many years experience in the tea business. Harold W. Vanderpump is another new salesman just taking to the road for this Company. He will be responsible for Hamilton and the Niagara Peninsula.

NEW SALES MANAGER.

C. W. Gregory, for some time past connected with the Snap Company, Montreal, in the capacity of manager, has accepted a position as sales manager of W. D. McLaren, Ltd., manufacturers Cooks' Friend Baking Powder. Mr. Gregory will be a decided acquisition to the house, as he is widely known throughout grocery circles in Canada, having traveled for many years. His wide experience will be employed to good advantage in his new field.

CANNERS' CONVENTION.

Canners will be interested in the announcement that the National Canners' Convention of the Canning Machinery and Supplies Association for 1909, will be held in Louisville, Ky., from Feb. 1 to 6. The headquarters of the delegates will be the New Seelbach Hotel. The meetings will be held in the First Regiment Armory, which will also be used as headquarters for all the different Associations and for all advertising and exhibiting purposes.

J. H. Magor, of Frank Magor & Son, Montreal, was a caller at the Toronto office of The Grocer last week. Mr. Magor has just returned from an extended trip in the Southern States.

Amidee Lesieur, of Quebec, and J. E. Kealey, Ottawa, representatives of the Royal Distillery Co., Hamilton, were callers at the Toronto office of The Grocer during the week.



CRISPNESS

in soda biscuits means good profits to the grocer man. What particularly delights the purchaser of a package of Mooney's Perfection Cream Sodas is the fact that the last biscuit in the package is as fresh and crisp and tasty as the first one she took out. You can't say this about all soda biscuits but you can truthfully say it about every package of Mooney's Perfection Cream Sodas. It'll pay any grocer to specialize on Mooney's.

The Mooney Biscuit & Candy Company,
LIMITED

STRATFORD, - CANADA

Goose Wheat
or
Ontario White Wheat

We want either or both. Send sample and prices to

Cummings Mills
Cummings Bridge, Ottawa

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

You will see a greater demand for Chocolate and Cocoa this year than the past. It's going to be a good year. All we all have to do is to "think, feel and act it" as a good year—You all now know that

MOTT'S

"Diamond" and "Elite" Brands of

Chocolate

are household words now—Keep your faith pinned to these brands and you'll not have to complain of not being able to sell good goods.

John P. Mott & Co.,
HALIFAX, N.S.

SELLING AGENTS:

J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver — Arthur M. Loucks, Ottawa — R. G. Bedlington, Calgary

By Royal Letters Patent

Nelson's Opaque, Brilliant, Isinglass, Leaf, and Powdered Gelatine

NELSON'S

Granulated Jellies, Tablet Jellies, Creams, Custards, Fruit Puddings, Bottled Jellies, Lemonade Crystals, and Baking Powder.

Nelson's Gelatine and Liquorice Lozenges

NELSON'S SOUPS

(SIX VARIETIES)

Sole Proprietors and Manufacturers of

GORDON'S GRANULATED GRAVY

G. NELSON, DALE & CO., Ltd.

EMSCOTE MILLS, WARWICK

The above can be had from any of the following agents:

The Smith Brokerage Co., Ltd., St. John, N.B.
Watt, Scott & Goodacre, P.O. Box 1204, Montreal.
J. L. Watt & Scott, 27 Wellington St. East, Toronto.
E. W. Ashley Winnipeg.
Geo. A. Stone, 34 Inns of Court Buildings, Vancouver, B.C.

MAPLE SUGAR

I am able to ship the finest grade on short notice. You will need it for fall trade. Order early.

P. J. GIRARD, - Richmond, Que.

French Vermicelli and Macaroni

The only factory in Canada producing these goods.

H. CONSTANT
Manufacturer

Sales Agent: L. FONTANEL, 187 Commissioners St., Montreal

OPEN TO BUY

From 5 to 10 Cars Choice Cooking Peas
Clean and White

Quebec's leading Flour and Grain House.

C. A. PARADIS, Dalhousie St., Quebec

SUCHARD'S COCOA

This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes. Delicious in flavor; prices just right.

FRANK L. BENEDICT & CO., Montreal Agents.

48 Highest Awards In Europe and America

WALTER BAKER & CO.'S CHOCOLATE & COCOA



Registered U. S. Pat. Off.

Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

Walter Baker & Co., Limited

Established 1780, Dorchester, Mass.

Branch House, 86 St. Peter St.

MONTREAL, CANADA



DON'T FAIL

To send for catalog showing our line of

PEANUT ROASTERS, CORN POPPERS, &c.

LIBERAL TERMS.

KINGERY MFG. CO., 106 108 E. Pearl St., Cincinnati O.

Ridgeway's Collecting Agency

11 St. Sacrament Street, Montreal

Established 1880

Has the confidence and patronage of the banks and leading merchants such as Forbes Bros., S. J. Carter & Co., John Robertson & Son. Overdue claims collected everywhere, no collection, no charge. Tel. Main 1677.



COX'S GELATINE

The Leading Gelatine for more than SIXTY YEARS. Foremost in PURITY and MANUFACTURED by Messrs Cox as well as PACKED by them

PURITY GUARANTEED

Canadian Agents:
C.E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

J. & G. COX Ltd
Gorgie Mills
EDINBURGH

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

THE NEW MESSINA.

Speaking of the effects of the earthquake on the lemon business, Peter Brucato, a native Sicilian, though for many years an American citizen and leading lemon importer, discussed the situation interestingly a few days ago with the writer. Mr. Brucato is not only familiar with Sicily and its people, but has been there during similar, though less destructive, earthquakes and knows something of the probable course to be followed in any possible rehabilitation of the fated city.

"I do not believe that Messina will ever be rebuilt—at least on its former site," he said. "It never was a healthy city and was constantly susceptible to earthquake. Its chief redeeming feature was its unparalleled landscape across the Straits. But, with its harbor destroyed by the slipping into the sea of the outer rim of sand, its roadstead will have very little value in rough weather.

"As for the lemon industry, I believe it will not again centre at Messina, even if rebuilding is attempted. The lemon growing district of that end of the island was about ten miles from Messina, along the north shore of the island. The town of Milazzo, a place of about 10,000 people, had grown up as its centre and I believe will now succeed Messina as the shipping point for the lemon packers. Very likely those of the packers who have survived will remove their business headquarters to Palermo, 130 miles away, and the packing for the Messina district will be done at Milazzo. It has a good harbor and is already the local shipping point for a considerable portion of the crop which grows around it and which is probably not injured.

"There will be some changes in the commerce of the lemon industry on the island. Till now the bulk of the Messina shipments have gone to Germany, Russia, Sweden and Norway, Canada, Australia and Austria, owing to connections built up in a century or more of business on the part of some of the older packing houses. For those countries, Messina had practically a monopoly, save that Hamburg drew possibly 100,000 boxes a year—a fifth of her needs—from Palermo. With Messina wiped out of existence, these people must turn to Palermo or Catania for lemons and already, I presume, Palermo houses are trying to pick up the trade of the destroyed Messina packing concerns. It would appear to me that the owners of the groves near Milazzo would be forced to establish their packing houses there in place of those destroyed at Messina. To ship to Palermo would cost from 15c to 20c a box, a handicap too great to be sustained, with the competition as keen as it always has been.

"It looks to me as though Messina is a city of the past and will never again rise from her ashes. The new lemon centre for that end of the island will be Milazzo and Palermo will become even more of a shipping centre than before. But with the exception of the necessary changes in the traffic, I think the effects of the earthquake, so far as the lemon crop is concerned, will not be felt after a few months. For the present, however, I look for better prices, owing to the extra pressure on the remaining packing houses."—N.Y. Journal of Commerce.

NEW COMMISSIONER IN SOUTH AFRICA.

An Ottawa despatch states that H. R. Pousette, an old Sarnia boy, has been appointed Canadian Trade Commissioner at Durban, South Africa. This makes two Government agencies in British South Africa in the interests of Canadian trade. Mr. Pousette has been in South Africa for a number of years, and for a time was attached to the supply department of the South African Constabulary.

Credit Without Risk

The credit customer "we have always with us"—until he gets "in" too deep for comfort.



ALLISON Coupon Books

not only eliminate the "risk," but they make it a "cinch" to hold the customer, and likewise make it easier to deal with him.

HOW THEY WORK A man wants credit. You think he is good. Give him a $10.00 Allison Coupon Book. Have him sign the receipt or note form in front of the book, which you tear out and keep. Charge him with $10.00—no trouble. When he buys a dime's worth tear off a ten-cent coupon, and so on until the book is used up. Then he pays the $10.00 and gets another book. No pass books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best.

For sale by the jobbing trade everywhere

MANUFACTURED BY ALLISON COUPON CO. INDIANAPOLIS, IND.

LEITCH ANCHOR BRAND OAK LAKE

Interested

We wish to get you **interested** in **ANCHOR BRAND FLOUR;** it is the secret of success in bread making. The use of it gives that pleased feeling resultant from "time well spent".

Free samples for those **interested.**



Manfd. by

Leitch Brothers

Flour Mills,

Oak Lake, Manitoba.

CALIFORNIA ORANGES

Prices are now right and you will not make any mistake ordering.

LEMONS are scarce and prices some higher. Californias are good value and fancy stock.

California Celery, Florida Head Lettuce, Spinach, Cucumbers, Etc., Etc.

McWILLIAM
Mc. AND E.
EVERIST

25-27 CHURCH ST. - TORONTO

"St. Nicholas"
AND
"Home Guard"

MESSINA LEMONS
have no competitors

Order well ahead from your wholesaler as supplies will be light for some time. Half-million at least destroyed by quake.

J. J. McCabe
Agent
32 Church Street - Toronto

FRUITS, VEGETABLES AND FISH

Likely Advance in Lemons on Account of Earthquake—Scarcity of Sweet Potatoes in Montreal—Decline in Fresh and Frozen Fish—Toronto Firm's Shipper in Messina Killed—Price of Cabbage Goes Up—The Apple Situation.

MONTREAL.

Green Fruits—The lemon market is strong in its tendency, owing to the recent disaster in Sicily, but it probably will not put a prohibitive price on this product, as further details indicate no great destruction of stocks or crops. California navels are easier at $3.00. Almeira grapes are also lower. Bananas are in good demand, and remain the same in price. Other lines show no alterations:

Almeira grapes, extra fancy	6 00
" extra choice	5 50
" fancy	5 75
California navels, 96, 126, 150 size	3 00
" " 17 , 200, 216, 250 size	2 75
Floridas, 126, 15 , 176 200	2 50
Mexican oranges, 176. 200, 216, 250 size	2 00
Valencia " 420 size	3 75
Grape fruit	3 50
Lemons, choice, 300 size	3 75 4 00
Bananas crated	1 50 1 75
Pears, boxes	3 50
Pineapples, extra fancy, 24 size	4 50 5 00
Cranberries, Nova Scotias, early blacks, 1 b.	8 00 9 0
Apples, Fameuse, XXX, bbl	5 50
" " XX, "	3 50 3 75
" winter	4 5
Spies, XXX	5 50
Baldwins, Greenings Russetts, XXX	4 25
" " " Spies, XX	4 00

Vegetables—Up and down movements have taken place in the vegetable market during the week. Sweet potatoes are higher owing to the scarcity. Parsley is up, for best varieties, while it may be purchased even below last weeks quotations for inferior stock. Montreal potatoes are obtainable at a better figure this week. Green Mountains have gone forward, now bringing $1 a bag, New Brunswicks are also lower. Turnips are in good supply at a reduced figure. Pumpkins are very scarce.

Tomatoes, lb	0 20
Oyster plant, doz	0 50
Artichokes, bbl	2 50 3 00
Leeks, dozen	1 40
Parsnips, bag	1 00
Sweet Potatoes, basket	2 50
Marrows, dozen	1 00 1 50
Cal. Cauliflowers, crates	3 00
Parsley, per doz. bunches	0 50 1 00
Sage, per doz	0 60
Savory, per doz	0 50
Can. celery, bunch	0 75
Celery, crate	6 50
Water cress, large bunches, per doz	0 60 0 75
Spinach, barrels	3 50
Green peppers, basket	1 25
Beets, bag	0 90
Carrots, bag	0 75
Spanish onions, large cased	3 50 4 00
Lettuce, early	0 60
Lettuce, per doz	1 10
Radishes, doz	0 60
Horse radish, per lb	0 15
Cabbage, bbls	1 50
Montreal potatoes, bag	0 85
Green Mountains	1 00
New Brunswick potatoes	0 85
Onions large bag	1 50
Red onions, barrel	3 00
Turnips, bag	0 60
Pumpkins, doz	3 00
Squash, doz	2 50
Brussels sprouts, quart	0 22 0 25

Fish—Nearly all lines of fresh and frozen fish have declined, owing to good supply and diminished demand, Lake trout, however, is an exception, as this line has advanced. Some smoked lines have gone forward, namely bloaters and herrings. Live lobsters are two cents higher this week. Other lines are unchanged.

Fresh and Frozen Fish.	
Codfish	0 03½ 0 03½
Qualla salmon	0 07½ 0 08
B.C. salmon, frozen	0 08½ 0 09
Haddock, per lb	0 03½ 0 04
Fresh halibut	0 08½ 0 09
Mackerel, "	0 10
Dore, "	0 07½ 0 08
Steak cod	0 04½ 0 05
Frozen Grass Pike	0 05½ 0 06
Whitefish, lb	0 06½ 0 07
Lake trout	0 10
Sea trout, lb	0 10
Flounders, lb	0 10
American live lobsters	0 24
Bullheads (dressed)	0 10
New Smelts	0 08
Sea herring, per 100	1 60 1 70
Tom cods, bbl	2 00
Smoked—	
Haddies (exp) 15 lb. bxs., per lb	0 06½
Bloaters, per box, large, Yarmouth	1 10
Smoked herring, per box	0 17
Kippered herring, ½ box	1 00
Prepared—	
Skinless cod, new, 100 lb. cases	5 25
Shredded cod, ½ lb. cartons, 2 doz. cartons in box, per box	1 80
Dry cod, in bund'es 112 lb., per pound	0 06
Boneless cod, 1 & 2 lb. bricks, 20 lb. boxes	0 06
Boneless cod, 20-lb. boxes	0 08
Boneless cod, 20-lb. boxes	0 09
Boneless fish, 20 lb. bxs., 2 lb. blocks	0 05
Boneless fish, 25 lb. bxs., loose	0 04½
Pure cod in crates, 1 and 2 lb. bricks	0 05
Salted and Pickled —	
No. 1 Labrador herring, brls	5 50
" " " ½ brls	3 25
Oysters, bulk, per gallon	1 30
Standards, bulk	1 40
" quart tins, sealed	0 40
Paper pails, per 100 qt. size	1 50
Boiled lobsters, lb	0 18
Live " "	0 18
Standards, 4 gals	6 8
Selects "	7 00

TORONTO.

Green Fruits—Lemons are still the almost sole topic of conversation on the fruit market. Prices have stiffened up and Toronto quotations have advanced 25 cents a case, with a still further advance in prospect. There will be a shortage of Sicilian lemons this year and New York has advanced prices almost a dollar a box. Californias, too, have gone up a little both the local market in the East. One of our importers received a cable that his shipper in Messina, Matteo Gatto, wife, three daughters and one son are all dead, but that the bookkeeper has escaped and will continue the business from Catania in the near future.

Oranges are easier, California navels being particularly so. Car lots are arriving almost daily. Valencias are up 25 cents being a little scarce. The first shipment of the season of bitter Seville oranges for marmalade is in and are held at a good price. Jamaica grape fruit is yet competing with the Florida line and is quoted about 35 cents lower in price than the first mentioned. Ontario and Nova Scotia cranberries are off, and Cape Cods are firmer, though some slightly wet berries are offered at very nearly the half price figure of select stock. Apples continue scarce and are high in price. They are not going out in large lots, and grocers are wise in taking limited quantities. The keeping qualities of even the higher grades are none too good. Russets are

more plentiful this week, but spies and kings have the call, with greenings well up to the front. What appears to be one of the soundest lines offering is for some unexplainable reason the unpopular Ben Davis. Tolman Sweets are fair sellers. Strawberries are off again, dealers saying they are unprofitable sellers just now. At the price quotations, 75 cents, very few wanted to buy.

Grapes, Almeria, keg	6 00	7 00
Apples, Spies	5 00	6 00
" Kings	3 00	3 50
" Greenings	3 00	3 50
" Tolman Sweets	2 75	3 25
" Ben Davis	2 50	3 25
Oranges, Mexican, boxes, new	1 65	2 00
" Florida, boxes, new	2 25	2 50
" Valencias, case		5 00
" Cuban	2 25	2 50
" Porto Rico	2 40	2 60
" California navels	2 35	3 25
" Seville Marmalade, chest		5 50
Lemons, Messina	2 75	3 50
" California, box		4 00
Bananas, Jamaicas, firsts	1 50	1 85
" Jamaica eights	1 00	1 25
Cranberries, Cape Cod bbl		16 00
" crate		5 50
Grape Fruit, Florida, box	3 35	3 50
" " Jamaica		3 00
Pineapples, Florida, crate	3 50	4 00

Vegetables—The vegetable market is inactive, and whether real or imaginary potatoes are quoted about 5c a bag higher. Some say they are 5 cents higher and others say they should be that much higher. Cabbage also is about 25c a barrel higher. New cucumbers are quoted from $2.00 to $2 25, a dozen.

Beets, Canadian, bag	0 45	0 50
Potatoes, Ontario, per bag	0 75	0 80
" sweet, barrel	4 00	4 50
" " hamper	1 75	2 00
" New Bermudas, bush		3 25
Lettuce, Boston head doz		1 25
Onions, Canadian, dried, bag	0 75	0 90
" Spanish, half crate	1 85	2 25
Tomatoes, Florida, small basket		1 00
" Canadian, hothouse, per lb	0 25	0 30
Cucumbers, doz	2 00	2 25
Carrots, new, per bag	0 35	0 40
Cabbage, per ton	20 00	22 00
" " barrel	1 50	1 75
Squash, basket doz	0 75	0 90
Cauliflower doz	0 75	1 25
Celery native, doz	0 25	0 40
California celery, per case		6 00
Pumpkins, dozen	0 50	0 65
Turnips	0 30	0 35

Fish—The fish trade is more or less effected by every change in the weather. The sharp cold snap, after the mild spell, caused a brisk and lively market. With the exception of a limited quantity of winter catch white fish, the stock is all in cold storage, and prices are without change.

Perch, large, per lb	0 06	0 07
Herring, medium, per lb	0 04	0 05
Whitefish		0 09
Cod	0 08	0 09
Halibut	0 09	
Haddock, frozen		0 07
Sea salmon, Silverside	0 10	0 12
" Steelhead		0 10
Pike	0 05½	0 07
Pickerel, yellow	0 08½	0 09
Soft shell crabs, doz		4 00
Herring, Digby, smoked, bundle 5 boxes		0 85
" Kippered, 15-lb. box		1 30
" Labrador, keg		3 00
Mackerel, each	0 18	0 20
Smelts, per pound No. 1	0 09	0 10
" " extra	0 12	0 14
Oysters, Long Island		1 60
" " medium selects		1 75
" " extra		1 85
" shell, per 100		1 50
Ciscoes, basket	1 00	1 10
Finnan Haddie, smoked, 15-lb. package	0 07½	0 08
Boneless cod, quail on toast		0 0[illegible]
" " imperial		0 05
" " steak		0 06½
Shredded cod, doz		0 90
" " 24 packages, 1 lb. box		3 10
" " 12 packages, 2 lb. box		2 40
Acadia cod, crate		2 40
" tablets, box		1 60
Bloaters	1 15	1 25
Qualla		0 09
Catfish, dressed		0 10

C. D. Cowles, traveling representative of the St. Charles Condensing Company, was in Toronto last week and made a pleasant call on The Grocer.

DEALERS IN FISH—ATTENTION

The season is here when you can stock up without risk. Everything is fresh and full of good value. Read this list and send us your order.

FRESH FROZEN FISH

Salmon, Halibut, Sea Herrings, Trout, Smelts, Cod, Haddock, Flounders, Pike, Pickerel, Tomcods.

SMOKED FISH

Haddie, Home Cured Mild Bloaters, Ciscoes, Kippered Herrings.

PICKLED FISH IN BARRELS

Trout, Whitefish, Lake Herrings (both back and belly split), Labrador Herrings (barrels and ½ bbls.), Holland Herrings.

DRY AND SALTED FISH

Skinless Cod: Acadia and Halifax Cod in various packages. Cod Steak, Quail on Toast, Shredded Cod, etc., etc.

OYSTERS

Long Island Natives—Large, Clean, Delicious

WHITE & CO., Limited

Phone Main 6565 *TORONTO and HAMILTON*

SAVE YOUR DOCTOR

bills—eat more Grapefruit—not a luxury but a health-giving Fruit. Ask for "Florence" & "Seminole" brands from Florence Villa, Florida—finest grown. Same brands oranges and tangerines.

W. B. Stringer, Toronto, District Agent

"Squirrel" Brand California Lemons

Packed by Arlington Heights Fruit Company

NONE BETTER

Bright, Handsome, Waxy Fruit, every Lemon same from top to bottom of box. Another car just arrived, price very reasonable, cost very little more than Messinas.

HUGH WALKER & SON

GUELPH, ONT.

Cuban and Port Rican Oranges

The Best and Sweetest Oranges on the market. $2.25 to $2.50 per box.

THE DAWSON COMMISSION CO., TORONTO

We want Poultry and New-Laid Eggs.



QUALITY in FISH AND OYSTERS

Is our Argument that we should have your trade

Our Prices Are the Best

The F. T. James Co., Limited

Church and Colborne Streets : : : : : : : : : Toronto

BRUNSWICK BRAND HERRINGS



IN TINS



We are particularly proud of our Kippered Herring and Herring in Tomato Sauce. We have very good reason for our pride, we are sure.

It has taken us years to bring Brunswick Brand Herrings up to their present high standard of quality. Much money has been spent in experimenting with different processes, and cash has never been spared in the securing of the choicest fish to begin with.

We, however, are satisfied, for to-day we can offer the trade fish that are not surpassed anywhere. The large and growing demand of to-day for Brunswick Brand Herrings proves their popularity with the consumer.

NOW IS THE APPOINTED TIME TO ORDER.

CONNORS BROS., LIMITED

BLACK'S HARBOR, N.B.

LEONARD BROS., Montreal Agents. **DREXEL & CO., Vancouver and Victoria, B.C. Agents.**

FISH and OYSTERS

HERE IS A MONEY-MAKER:

LARGE FROZEN SEA HERRING

A line it will pay you to push. Particularly choice fish.
These other lines are also timely :

COD PICKEREL WHITEFISH BONELESS COD
HADDOCK SALMON PIKE HALIBUT
SMELTS SKINLESS COD HADDIES BLOATERS

For entire satisfaction to your customers sell

SEALSHIPT OYSTERS — Standards and Selects

This is the oyster season. Push them hard.

No ice in Sealshipt Oysters. All Solid Meats. No Water Added.
Finest sealed carrier (4 imperial gallons) ***on the market***

Price lists mailed on request.

Correct Prices Adequate Service Largest Assortment

4 LONG DISTANCE TELEPHONES.

LEONARD BROS.,

20, 22, 24 and 26 YOUVILLE SQUARE,
MONTREAL
P.O. Box 639

"THE LARGEST FISH WAREHOUSE IN CANADA"

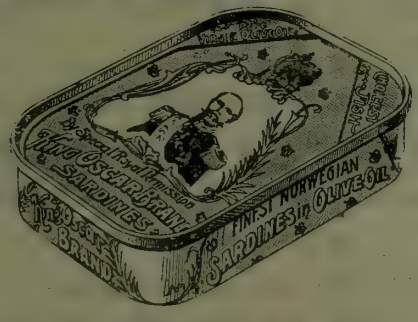
Branches:
MONTREAL,
ST. JOHN, N.B.,
GRAND RIVER,
GASPE.

FISH TALK

NOTE — Norwegian Sardines to day have secured through selected quality in selection of Fish and Oil and cleaning and special manner of curing such a reputation for absolute superiority over any and all other grades, that the wise grocer stands by them.

THE brand that has made for itself and the Norwegian packers the premier reputation of all, is

"King Oscar" Brand



Your jobber will supply them. If he can't, write us and we will tell you where you may obtain them.

J. W. Bickle & Greening
(J. A. HENDERSON)
Canadian Agents, HAMILTON, ONT.



YOUR OYSTER TRADE

Can be increased—doubled—tripled—if you handle "Sealshipt" Oysters. They are so far superior to ordinary tub oysters that people who try them once want them every time.

"SEALSHIPT" OYSTERS

are solid meats packed in sealed airtight cans with ice around the cans, but not touching the oysters. This prevents bloating, bleaching and loss of flavor.

They have the real "sea tang," are as fresh as when tonged and the only oyster guaranteed pure.

"Sealshipt" Oysters will give you increased trade among the class of customers you most desire to have come into your store.

Write us for particulars and letters from grocers who have got the oyster trade of their towns and are making big money by handling "Sealshipts."

National Oyster Carrier Company
SOUTH NORWALK, CONNECTICUT

AGENTS:
Leonard Bros., Montreal — Samuel Egan, Toronto
R. M. Cline, Hamilton — Steele Fruit Co., London
W. J. Guest Fish Co., Ltd., Winnipeg
Winnipeg Fish Co., Winnipeg

ORANGES AND RHEUMATISM

Citric Acid of the Fruit Said to Dispel the Aches and Pains of the Rheumatic—A Dry Goods Merchant's Experience—Takes Three Oranges for Breakfast.

Hitherto the grocer and fruit dealer have been selling oranges to be used principally as a dessert fruit, or for the manufacture of preserves and marmalade. But if the statement is proven true that the popular fruit can be successfully used because of its medicinal properties, a new channel for its disposal will be opened out which should prove of particular pecuniary value to the grocer. The public has long since been educated to the fact that the orange, as well as numerous other Southern fruits, is valuable as a laxative and it is not an uncommon occurrence to find people who have their orange regularly for their morning meal for this special reason.

In addition to the value of the fruit, when used as mentioned above, it is stated that the orange can also be utilized as a cure for rheumatism. This value has as yet been little advanced and The Grocer in an endeavor to obtain some information on the question has secured the testimony of a Toronto dry goods merchant who has learned by experience and found it true so far as he is concerned.

The representative of The Grocer called on him this week and found him ready and quite willing to explain in what manner he had been led to try the orange fruit as a remedy for rheumatic troubles.

Took His Friend's Advice.

"Six years ago," he began, "I was in Montreal and called on a business friend, who at the time was suffering severely from a bad attack of rheumatism. So much trouble were the aches and pains giving him that he scarcely got a wink of sleep at nights, and very little any other time. The next time I went to Montreal I called on him again and found him hale and hearty."

A Dozen Oranges Per Day.

The merchant was, of course, much surprised at the change of physique and health of the man, and upon inquiry learned that oranges had worked the somewhat mysterious wonder.

"He told me," remarked The Grocer's informant, "that he ate a dozen oranges every day, and that he practically made oranges his entire diet.

"I myself had been troubled with rheumatism, not regularly, but occasionally, wild shooting pains passed through my body. Particularly between the toes on my feet and in the palms of my hands, did I feel the trouble and I suffered considerably while they lasted. From the hint my Montreal friend gave me, I began to eat oranges, kept it up and I haven't had a touch of rheumatism since."

"Every morning my breakfast consists of three or four oranges, and in addition to the fact that the old trouble

BRONCO BRAND

Navel Oranges

from the Celebrated Redlands Heights in California are now in prime condition. Fresh cars arriving weekly. The heaviest, juiciest and most deliciously flavored fruit coming to Ontario.

SOLE AGENTS

WHITE & CO., Toronto

SAUERKRAUT

German Style. "Silver Thread" Brand. In barrels, pails and 3 lb. tins.

ASK FOR PRICES.

ONTARIO SEED CO., - WATERLOO, ONTARIO

Highest price paid for

DRIED APPLES

O. E. ROBINSON & CO.

Established 1880

Ingersoll - Ontario

WOULD YOU LIKE OUR WEEKLY CIRCULAR

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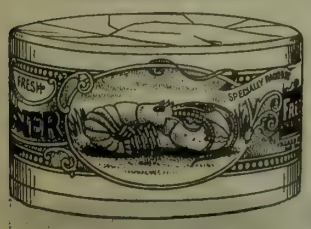
Dried Apples

Shipments Solicited
Settlements Prompt

W. A. GIBB COMPANY
HAMILTON
JAMES SOMERVILLE, Manager



MEPHISTO BRAND



PURITY BRAND

Quality should be the first consideration when buying

MEPHISTO

BRAND

Sold with a guarantee to every can.

CANNED LOBSTERS

SOLE PACKERS—

FRED MAGEE, PORT ELGIN, N.B. PICTON, N.S.

has disappeared, I find that food a splendid laxative, quite necessary to my physical comfort and just what a man like me would require.''

Asked what portion of the orange he ate, he said, that the meat and juice were taken out by means of the ridged pyramid-shaped glass, well known to those familiar with handling lemons for lemonade. They were all ground together to be made more palatable and eaten without sugar. Sometimes he also ate a portion of a grape fruit, but nothing else, and he never had better health.

Buys by the Crate.

''Why I always lay in four or five crates of oranges in the cellar when the season arrives in which they are the best and just now is as good a time as any,'' he added. ''This amount lasts for a considerable length of time.''

The explanation he gave of the medicinal properties of the orange is the effect of the citric acid it contains, which in addition to being a medicine is very palatable to the taste. The uric acid, which forms in the joints of the anatomy, as well as in the heart, liver, brain and blood, is said to be largely the cause of the muscular fatigue so common to rheumatics. The theory is that the citric acid of the orange acts as a counter-agent to the uric acid of the system by dissolving it, thus dispelling the aches and pains.

''I have mentioned my experience to several of my friends with similar troubles,'' said The Grocer's informant, ''and I understand the orange cure has worked wonders with them also.''

The popular conception has always been that the superior quality of the orange depended on its sweetness, but if the above theory is correct, the amount of acid has a good deal to do with the quality. As to the difference in oranges grown under humid and arid conditions, the moisture being supplied by rainfall in the one case and by irrigation in the other, there has been shown in the latter a superior density; thinness and texture of rind, higher sugar and higher acid percentages, and a more sprightly flavor. The idea of the public generally that the superior sweetness of the orange grown in humid countries seems to be due to a greater amount of sugar in the juice and a less amount of acid. It has been calculated that in some oranges the total percentage of sugar is about ten per cent., and of citric acid one and a half per cent.

If any reader has made discoveries along this line The Grocer would be pleased to hear of them.

C. W. Reynolds, general storekeeper, of the village of Nilestone, in Western Ontario, has left there and prior to his departure he was the guest of honor at a banquet given by his fellow villagers. He was presented witha handsome parlor suite in addition to an address.

THE GROCER'S ENCYCLOPEDIA

Where Cinnamon Spice Comes From and How it is Prepared—Known to the Ancients—Inner Bark of an Evergreen Tree.

CINNAMON.—The history of cinnamon spice is interesting and one with which every grocer should be conversant. It is the inner bark of a small evergreen tree, the leaves being oblong in shape and the flowers of a greenish color and of a rather disagreeable odor. Cinnamon has been known to the world from the most remote antiquity, and it was so highly prized among the ancient nations that even in very small quantities it was regarded as a present fit for monarchs and high state officials. It is referred to in the Bible in Exod. xxx.—23, where Moses is commanded to use both sweet cinnamon (kinmon) and cassia.

This spice is now almost exclusively a product of Ceylon, in Southern Asia, and China, but the origin of the plant and the derivation of its name are matters of considerable doubt and dispute. The Arab traders, by whom the trade in this and other Oriental spices was conducted in ancient times, surrounded the history and production of these precious and lucrative products with grotesque tales of mystery. It is contended by some that cinnamon was originally obtained from the promontory of Gardafui, while others lean to the opinion that it was brought from China. But it is stated that no other situation and climate has yet been found where the trees flourish so well and yield a bark so fine and so delicately aromatic as in Ceylon.

The gardens of cinnamon are confined to a strip of country in the neighborhood of Colombo. When the trade was at its best, five of the principal gardens measured from 15 to 20 miles in circumference, but now the area of cultivation is very much restricted and plants which at one time were tended with the greatest of care are choked with the natural profusion of jungle vegetation.

How Cinnamon is Prepared.

The bark is taken from shoots of eighteen months to two years growth, in which time they attain a length of from six to ten feet and a thickness of from a half to two inches. Only four or five shoots are allowed to grow up from each stool. They are cut down twice a year after the rains and the bark is detached in lengths of about a foot. After lying in bundles, as taken from the shoots for about a day, each separate piece is carefully scraped to remove the outer and middle layers of the bark, and the remaining portion is, thereby, often reduced to the thickness of one-hundredth part of an inch. The pieces are then made up into composite quills by placing the smaller pieces inside the larger, and thus the cinnamon is often formed into straight, firm, rods, of from three to four feet in length, and after drying in the sun the bark is ready to make up into bundles for exportation.

Cinnamon of inferior quality is grown in Southern India, and in Java Island, the cultivation was introduced by the Dutch about the year 1825. The plant has been grown in the colony of French Guiana, South America, and in other localities. The produce in none of these places, however, approaches in quality to the Ceylon cinnamon, from where also the largest proportion of the entire

Not Good for You

lugging a full box of soap about, when with Fels-Naptha, neat 10-bar cartons, you can handle the soap easily, display windows and other spaces, as well as decorate shelves.

That isn't half the good that **Fels-Naptha** is to Mrs. Housekeeper, however. It saves her time, labor and money. It pays to recommend and supply consumers with the goods they like.

It is the "best" soap for both of you.



consumption is supplied. Nearly the whole quantity prepared in Ceylon is brought to the British market. The value of the spice submitted to the English Board of Trade in 1874 was more than 54 cents per lb., that from other localities being estimated at about twenty cents.

The Ceylon variety of fine quality is a very thin, smooth bark, with a light brownish color, a highly fragrant odor, and a peculiarly, sweet, warm and pleasing aromatic taste. Its peculiar flavor is due to an aromatic oil which it contains to the extent of from one-half to one per cent. The essential oil of cinnamon as an article of commerce is prepared chiefly in Ceylon, where the coarser pieces of bark are used for its extraction. These are roughly powdered and mixed in sea water for two days, when the whole is quickly distilled.

Cinnamon spice, as all grocers know, is principally employed in cookery as a condiment and flavoring material, and is also being largely used in the preparation of some kinds of chocolates and liquors. In medicine it acts as a stimulant and cordial, but it is chiefly prescribed for improving the flavor of bitter substances and to correct the griping action of purgatives. Being a much more costly spice than cassia, that comparatively harsh-flavored substance is frequently substituted for or added to cinnamon.

The Detection of Cassia.

When powdered bark is treated with tincture of iodine, little effect is visible in the case of pure cinnamon, but with cassia, a deep blue tint is noticeable, the intensity of the coloration depending on the proportion of cassia. But it must not be misunderstood that all varieties of cassia are inferior to cinnamon. The kind known as Corintijie is superior to the best cinnamon and commands a higher price.

Cinnamon spice is not used to a very great extent in Canada and the demand is spread over the entire year.

CORN SYRUP PLENTIFUL.

The Interstate Grocer, St. Louis, of January 2, 1909, has the following about corn syrup which applies to the conditions existing in Canada: According to statistics published recently, the production of cane syrup in the country amounts to only about 346,000 barrels per annum, of which 60 per cent. is exported, and 40 per cent. or 138,400 barrels, are consumed in this country, while 1,350,000 barrels of corn syrup or glucose, are made per annum, in which there is about 10 per cent. or 135,000 barrels, of cane syrup, almost as much as is made from all the sugar cane grown in the country.

OPENING TORONTO BRANCH.

A branch office has been opened in Toronto, C. Ryan & Co., room 74 Yonge Street Arcade, in charge, by the Brodie's Manufacturing Company, Montreal. This concern, which has developed a nice business within the past couple of years, puts out Red Rose baking powder, flavoring extracts and jelly powders, as well as Brodie's polishes for silver and other purposes. Mr. Ryan and his partner, A. J. Duggan, are widely known in Toronto and Ontario grocery circles, and will be in a position to thoroughly serve the trade in that district, which they will cover exclusively. The Brodie's Mfg. Co. but recently moved into large new quarters in Montreal, being now located at 589 St. Paul Street.

AGED GROCER'S SUDDEN DEATH.

Daniel Langlois, a grocer in Windsor for half a century, dropped dead on the threshold of his home on Thursday night, January 7. He was 80 years old and apparently in good health up to the time of his death.

HINTS TO BUYERS.

It is a fact, in business, that a merchant's success depends, not so much on his ability to sell goods as on his ability to buy right, to buy at the right time and at the right prices. Laporte, Martin and Co., Montreal, find themselves in a position wherein they can afford to sacrifice certain lines of standard goods, of which they have a surplus stock. These goods, which are listed in another page are worth to-day as much as they were worth yesterday, and as much as they will be worth to-morrow, but they must be sold before stocktaking, and this is the retailer's opportunity. It will be a good thing for merchants to study the list which is published in another page of this issue, to select the products which they require, and to ask for quotations on same, as soon as possible, before February 1st—advt.

ALL ABOARD
GET READY TO SUPPLY THE DEMAND FOR
GREAT WEST
CUT PLUG
SMOKING and CHEWING TOBACCO
SALES INCREASING DAILY

CLAY PIPES
None Equal. Insist upon McDougall's.
There IS a difference.
D. McDOUGALL & CO., Glasgow, Scotland

Imported Cigars from Philippine Islands
Germinal { Pikaninny, 1/20, $37.50; Damas, 1/20, 55.00; 2a Cortado, 1/20, 55.00 (Philippine Shape)
25 varieties of Leaf Tobacco in ¼ and ½ lb. hands, packed in bales from 25 to 50 lbs., and from 10 to 35c. Prices sent on request. Terms, Net Cash.
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506 Lindsay Building, MONTREAL.

BLACK WATCH
The Big Black Plug Chewing Tobacco.
Already a Big Seller
Sold by all the Wholesale Trade



Sanitary Cans

For Hand Filled Goods

Tomatoes, Stringless Beans, Asparagus, Spinach, Etc., Apples, Peaches, Pears, Plums, Etc.

Sanitary Enamel Lined Cans

For Color Fruits And Goods Of Strong Acidity

Strawberries, Red Raspberries, Black Raspberries, Blackberries, Sour Cherries, Blueberries, Beets, Rhubarb, Etc.

"The Can Without The Cap Hole"
"Bottom Like The Top"

Write for Samples

SANITARY CAN COMPANY, LTD.
NIAGARA FALLS, - ONTARIO

FRUIT CANS
All sizes—All kinds.

SYRUP CANS
For products of Maple, Corn and Cane.

MILK CANS
For Sweetened Milk and Evaporated Cream.

MEAT CANS
Bevelled, Round and Square.

BISCUIT TINS
of any description.

BAKING POWDER AND SPICE CANS

PROMPT SHIPMENT SUPERIOR GOODS

THE

Norton Manufacturing Co.

HAMILTON

Are You Keeping Your Tobacco Stock Up-to-Date ?

IF NOT—WHY N OT ?

"Tuckett's Special"

the new 10c. plug is the latest

Order from Your Wholesaler

Manufactured from **Imported Leaf Exclusively**

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

THE WALKER BIN SYSTEM OF GROCERY STORE EQUIPMENT

has become a large factor in meeting the demand for pure, clean food products and the public is not slow in showing its appreciation. A Walker Bin installation will mean a great deal to your regular and transient customers and to you it well mean ***LARGER BUSINESS—BETTER SERVICE—REDUCED EXPENSE*** and ***LARGELY INCREASED PROFITS.***

Write for Illustrated Catalogue: **"Modern Grocery Fixtures."**

Representatives:
Manitoba: Stuart Watson & Co., Winnipeg, Man.
Saskatchewan and Alberta; J. C. Stokes, Regina, Sask.
Montreal; Kenneth H. Munro, Coristine Bldg.

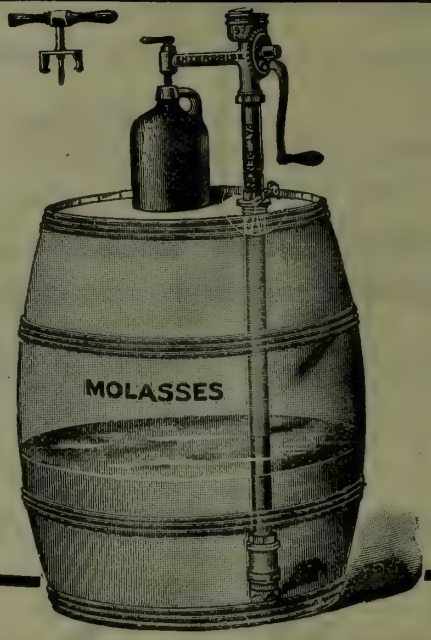
The Walker Bin and Store Fixture Co., Limited
Designers and Manufacturers of Modern Store Fixtures
Berlin, Ontario

"ENTERPRISE"

The great success of the "Enterprise" works is built on the policy that they have no time to waste in making anything but the *best*.

Nearly half a century of steady holding to this policy has made "Enterprise" articles absolutely essential to the success of enterprising grocers.

The famous line of "Enterprise" Coffee Mills for either Hand, Steam or Electric Power, Smoked Beef Shavers, Meat Choppers, Cheese Cutters, Measuring Faucets, Measuring Pumps, Etc., all are to be found in grocery establishments in all parts of the world.



This Company originated the quick, clean, convenient way of pumping and measuring molasses and heavy liquids from barrels, by means of the

"ENTERPRISE"
Self-Priming and Measuring Pump

It measures accurately, a gill to every turn of the handle, a pint to every four turns. Has a new Total Registering Device, showing total amount taken from the barrel. No. 97, shown here, costs only $6.00; Auger, 75c.; Extended Tube, for pumping from cellar to first floor, per foot or fraction of foot, 50c. Order from your jobber. Write for our latest catalogue.

THE ENTERPRISE MFG. CO. OF PA.
Philadelphia, U.S.A.
21 Murray St., New York 438 Market St., San Francisco

A PUMP THAT SHOWS A PROFIT



The
Elgin National Coffee Mills
40 Sizes and Styles

They are the
Fastest Grinders
Easiest Runners
Ask any wholesale grocer, tea and coffee house or jobber for prices



WOODRUFF & EDWARDS CO.
MAKERS
ELGIN, ILLINOIS, U.S.A.

We make a specialty of
COUNTER CHECK BOOKS
for all kinds and makes of
LOOSE LEAF SYSTEMS
Write for prices and samples.
We manufacture
SHIPPING TAGS
The Merchants' Counter Check Book Co., Ltd.
TORONTO - MONTREAL
Canada

Classified Advertising

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

Yearly Contract Rates.

100 words each insertion,	1 year.....	$30 00
" " "	6 months...	17 00
" " "	3 months...	10 00
50 " "	1 year.....	17 00
" " "	6 months...	10 00
25 " "	1 year.....	10 00

PERIODICALS.

ADVERTISING writers and business men interested in good printing should subscribe to Canada's only printing trade paper, THE PRINTER AND PUBLISHER. Subscription price $2 per annum. Address, 10 Front Street East, Toronto.

CANADIAN MACHINERY AND MANUFACTURING NEWS, $1 per year. Every manufacturer using power should receive this publication regularly, and also see that it is placed in the hands of his engineer or superintendent. Every issue is full of practical articles, well calculated to suggest economies in the operation of a plant. Condensed advertisements for "Machinery Wanted" inserted free for subscribers to the GROCER. "Machinery for Sale" advertisements one cent per word each insertion. Sample copy on request. CANADIAN MACHINERY, 10 Front St. East, Toronto.

COMPLETE information on books, stationery, fancy goods, music, photo supplies and kindred lines is given each month in THE BOOKSELLER AND STATIONER, of Canada. Subscription price $1.00 per annum. Address, 10 Front Street East, Toronto.

THE BUSY MAN'S MAGAZINE is the most popular periodical of its kind. Why? Because each issue contains a strong list of original articles of interest to every Canadian. It also reproduces the most timely, instructive and interesting articles appearing in the other magazines and periodicals of the month. The cream of the world's periodical press is too valuable to overlook. BUSY MAN'S is on sale at all news-stands. Better still, send $2 for one year's subscription. Mail it to-day. THE BUSY MAN'S MAGAZINE, Toronto.

THE market reports make HARDWARE AND METAL a necessity to every hardware merchant, paint and oil dealer in Canada. It is mailed every Friday. Subscription price is $2 per year. Address HARDWARE AND METAL, Montreal, Toronto or Winnipeg.

SITUATION VACANT.

A FIRST-CLASS position open for a first-class salesman in the North West or British Columbia to represent eastern wholesale grocery house. Apply, stating experience, connection, references and salary, Box 271, THE CANADIAN GROCER, Toronto.

WANTED—Position as senior grocery clerk or travelling salesman. Nine years experience—knows groceries thoroughly. Box 272, CANADIAN GROCER, Toronto.

WANTED—A smart young man to take an interest in a wholesale brokerage business. One who has been in touch with the wholesale grocery trade and can bring new agencies to increase the business preferred. Correspondence confidential. Box 273, CANADIAN GROCER, Toronto.

WANTED—By young man, 22 years of age, good appearance, five years' experience in grocery trade, position as representative for an A1 tea and coffee house, western territories preferred. Box 274, CANADIAN GROCER, Toronto. (6)

WANTED—Traveller for wholesale fruit house, with $5,000 to invest in the business. Have been established for a number of years and making big profits. Company being formed now for $49,000 capital. Situated in one of the best importing centres in Canada. If interested communicate at once with Box 282, CANADIAN GROCER, Toronto.

BOOKS FOR THE GROCER.

ART AND SCIENCE OF WINDOW DRESSING, by S. W. Roth. Every retail grocer should learn the methods set forth in this book—which is specially written for **Grocers**—on how to make grocery windows attractive and thus draw trade. Every means of successfully displaying goods is treated of in its 14 chapters and 30 illustrations. Price $2.00, postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto

COFFEE, its history, classification and description, by J. M. Walsh. This interesting and instructive book deals with the commercial classification and description, adulteration and detection, and the art of blending and preparing of coffee. Price, $2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include special sales, getting holiday business, co-operative advertising, money-making ideas, contests, etc. Price, $2.50 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

TEA BLENDING as a fine art, by J. M. Walsh. This work is especially designed for the use and instruction of those engaged in the tea and grocery business, containing formulae for the scientific and judicious combination of the different varieties and grades of tea. Price, $2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

TEA, its history and mystery, by J. M. Walsh. The contents of this practical and exhaustive work include cultivation and preparation; adulteration and detection; arts of testing, blending and preparing; chemical and medicinal properties, etc. Price, $2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

SAFES.

NEW AND SECOND HAND SAFES of the best makes. Herring-Hall-Marvin Fire and Burglar-Proof Safes for every requirement. Safes for grocers and general stores. We have the exclusive agency for the best line of Safes and Vaults in the world. Safes which give the protection that business men need. Safes which have stood the test of the world's greatest fires and have preserved their contents. Investigate the merits of these Safes before you suffer a loss and you will have no need to do so later. THE CANADIAN FAIRBANKS CO., LTD., Montreal, Toronto, St. John, N.B., Winnipeg, Calgary, Vancouver. (52)

SITUATIONS WANTED.

GROCERY CLERK—A young Scotchman is open for change of position; 13 years' experience; 2 years in Canada. First class references. Box 281, CANADIAN CROCER, Toronto. (5)

WORKING PARTNER WANTED—Young man, with dry goods experience preferred, and some capital for general store, now doing a good business in a new town short distance from Brandon, Man. A splendid chance for a man. Box 275, CANADIAN GROCER, Toronto.

DUPLICATING DEVICES.

IF INTERESTED in a Duplicating Machine for getting out circular letters, reports, price-lists, etc., or for printing various office forms, write for booklet and samples of work. The "POLYGRAPH" is the newest, latest and best and sells for a lower price than the others. Is unexcelled by any similar device on the market. F. W. Tenney, Canadian Sales Agent, Stair Building, 123 Bay Street, Room 116, Toronto, Canada.

WANTED.

WANTED in every town and village, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine. Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

MISCELLANEOUS.

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, 129 Bay Street, Toronto.

A MARKET OF BUYERS, backed up by money to spend, is open to you in the Busy Man's Magazine. Every territory in Canada is represented. If you have something to sell, something you want to buy, a condensed advertisement in the Busy Man's Magazine will put you in touch with the classes you want to reach. Four cents per word will carry your message from Atlantic to Pacific. Send copy of your advertisement along with order to cover cost of insertion. Your announcement will appear under a special heading. Busy Man's Magazine, Montreal, Toronto, Winnipeg.

BETTER, CHEAPER, SAFER LIGHTING.—The Pitner System of Gasoline Lighting is the best system yet produced for lighting a store, hotel or public building. In cities and towns Pitner Systems are used because of the superior quality and quantity of light obtained for small cost. They are just as successful in any village or country place. A small outlay secures a complete and independent Pitner lighting plant. Free illustrated booklet and full particulars on request. The Pitner Lighting Co., Limited, Toronto, Canada.

HIGH CLASS COLOR WORK—Commercial stationery, posters. The Hough Lithographing Co., Limited. Office, No. 3 Jarvis St., Toronto. Telephone, Main 1576. Art, good workmanship, business methods.

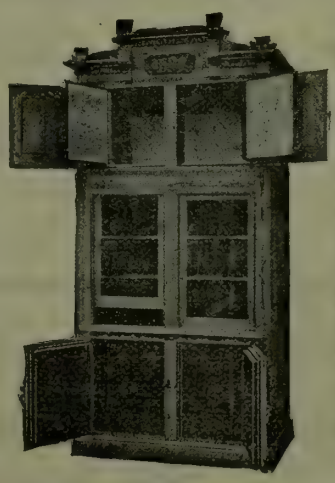
NATIONAL AID—An aid to every retail merchant in the world. Saves money, time, work and worry. The National Cash Register Co., F. E. Mutton, Canadian Manager, cor. Yonge St. and Wilton Ave., Toronto.

PROPRIETARY MANUFACTURERS desiring to introduce their goods to Grocers and Stores throughout United Kingdom, can secure thorough representation. Experienced staff of travellers and complete sales organization. William Hill, McAlpine Street, Glasgow.

THE RELIABLE LIGHT will light your store 100% better than gas, electricity or acetylene. 600 candle power light costs 1 cent per hour to operate. Thousands in use. A safe, reliable, pure white light of intense brilliancy. Write for booklet M. The Rice, Knight Mfg. Co., Limited, 40 Lombard Street, Toronto.

BUSINESS CHANCES.

GROCERY stock and fixtures in a first class stand in the progressive city of Fort William. Small capital required. Address, J. A. McKenzie, Room 8, Murray Block, Fort William, Ont. (4)



Arctic Refrigerators

for Grocers and Butchers, The Coldest, Dryest and most up-to-date refrigerator on the market.

Western representatives, Ryan Bros., Winnipeg

Eastern representatives Wolf, Sayer & Heller, Montreal. Write for Catalogue.

John Hillock & Co., Ltd.,
154 George St., Toronto

Salesmen Wanted!

Be a high grade Traveling Salesman and earn from $1,000 to $10,000 a year and expenses. We will prepare you by mail in eight weeks to be one and assist you to secure a good position. Hundreds of our graduates now holding good positions we secured for them, with reliable firms. Many who had no former experience now earn $100 to $500 monthly and expenses. If you want to secure a good position and increase your earnings our Free Book, "A Knight of the Grip" will show you how. Send for it today. Address nearest office. Dept. 287. NATIONAL SALESMEN'S TRAINING ASSOCIATION, Chicago, New York, Kansas City, Minneapolis, San Francisco.

WHAT ABOUT 1909?

WE don't know what resolutions you are making for 1909. It matters not how many you make. It's the ones you keep, that count. Nothing will do more to make 1909 a better year than reading regularly a wholesome, clean and bright magazine.

Busy Man's is a Magazine of quality. Its articles are inspiring as well as interesting. Herewith is given the contents of the January number just out. Busy Man's is on sale at all news-stands. Forward Two Dollars to our nearest office and the Magazine will be forwarded for one year commencing with the January number.

Original Articles.
The Millionaires of Cobalt.
Men and Events in the Public Eye.
The Man Who Built the St. Clair Tunnel.
Canada's Non-English Newspapers.
A Novel Business Organization in Germany.

System and Business.
A Billion Dollar Amusement Business.
Sending Christmas Money Over Seas.
Importance to Merchants of Right Buying.
Constitutionalism in the Factory.
Advertising and Salesmanship.

Successful People.
Northcliffe and Munsey.
The Story of My Business Career.
An Editor With a Million Circulation.
Moxey, Terror of Defaulters.

Political and Commercial Affairs.
The Real Owners of America.
Power from the Pit's Mouth.
The Social Responsibilities of Empire.
Wonders of Manhattan Real Estate.

Short Stories.
At the Rail Fence.
The Reward of Virtue.
The Man Who Was Horse Crazy.

Miscellaneous.
Muscular Work Appetite and Energy.
The Book of the Month.
Contents of Other Magazines.
The Busy Man's Book Shelf.
Humor in the Magazines.
Improvements in Office Devices.

The Busy Man's Magazine

Montreal Toronto Winnipeg New York Chicago London, Eng

—BUY—

Star Brand

COTTON CLOTHES LINES

—AND—

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For Sale by All Wholesale Dealers.
SEE THAT YOU GET THEM.

THE METROPOLITAN BANK

Capital Paid Up $1,000,000.00

Reserve Fund and Undivided Profits $1,277,404.49

Every Department of Banking conducted with satisfaction and absolute security.

Accounts of Individuals, Firms and Corporations solicited.

SAVINGS DEPARTMENT

$1.00 or more opens an account. Interest allowed from date of deposit and compounded FOUR times a year. No delay in withdrawal.

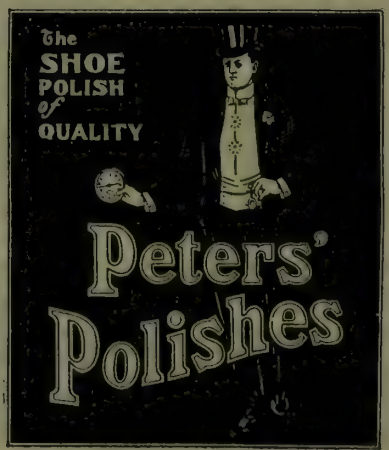
TALKING POINTS FOR DEALERS
ON
BANNER, CANADA, ONTARIO and HICONE
LAMP BURNERS



The screw part or burner-base is covered, which protects against fire. Many burners are made cheaper by leaving the screw part open so that dust, dead insects, or charred portions of wick may collect thus becoming saturated with oil and liable to catch fire. OURS DON'T.

Manufactured by

ONTARIO LANTERN AND LAMP CO., LIMITED, HAMILTON, ONT.



PETERS POLISH

A line of shoe polish that has created great enthusiasm among those selling and using it.

Write and get the sale of it for your district. It is a money maker.

M. Peters,
617 Queen St, West
Toronto

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

Baking Powder.

W. H. GILLARD & CO.

Diamond—

1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
8-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
8-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
¼-doz.	5lb.	19 75



MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
5 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case $4
1 "	12 "	
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—	
1 lb. tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

WHITE SWAN SPICE AND CEREAL MILLS.

White Swan Baking Powder—	
1-lb. tins, 3-doz. in case, per doz	2 00
½-lb. " " "	1 2
¼-lb. " " "	0 8

Blue.

Keen's Oxford, per lb	$0 17
In 10-box lots or case	0 16
Gillett's Mammoth, ½ gross box	2 00

Brooms

	Per doz.
Nelson's—	
Pansy	$3 65
Good Luck	35 3 25
"	30 2 85
"	25 2 35
Bamboo A	3 85
" B	3 65
" C	3 40
" D	3 10
" E	2 95

Cereals

H-O. COMPANY, ROCHESTER, N.Y.

Per case.		Per case.
Force, 36s	$4.50	Gusto, 36s $2 85
Korn-Kinks, 36s	1.45	H-O. oatmeal, 24, 3 10
Presto, 36s	3.40	Buckwheat, 36s 3.50
Pancake, 36s	3.50	Corn Starch, 36s 2.50
Tapioca, 36s	2.85	Farina, 24s 1.70
Hominy, 36s	2.50	



WHITE SWAN SPICE AND CEREAL MILLS.

White Swan Breakfast Food, 2-doz. in case, per case, $3 60.
The King's Food, 2-doz. in case, per case, $5.
White Swan Barley Crisps, per doz., $1.
White Swan Self-rising Buckwheat Flour, per doz., $1.20.
White Swan Self-rising Pancake Flour, per doz., $1.20.
White Swan Wheat Kernels, per doz., $1.40.
White Swan Flaked Rice, per doz., $1.
White Swan Flaked Peas, per doz., $1.

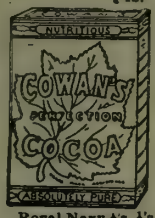
Chocolates and Cocoas.

Cocoa— THE COWAN CO., LIMITED

Perfection 1-lb. tins per doz	$4 80
Perfection, ½-lb., per doz	2 40
" ¼-lb., "	1 30
" 10c. size "	0 90
" 5-lb. tins per lb	0 37
Condensed cocoa, cream and sugar, doz	2 25
Soluble, bulk, per lb	0 18
" "	0 15
London Pearl per lb	0 22

Special quotations for Cocoa in bbls., kegs, etc
Unsweetened Chocolate— Per lb.

Plain Rock, ½-lb. cakes, 12-lb. boxes	0 40
" ¼-lb. " "	0 40



Sweet Chocolate—

Queen's Dessert, ½-lb. cakes, 12-lb. boxes, per lb	$0 38
Queen's Dessert, 6's, 12-lb. boxes,	$0 40
Vanilla, ½-lb., 12-lb. boxes per lb	$0 35
Parisian 8s, lb.	$0 30
Royal Navy, ½'s, ¼'s, 12-lb. boxes per lb.	0 33
Diamond, 7's, 12-lb. boxes, per lb	0 24
" ½'s " " "	0 25
" 8's " " "	0 28

Icings for cake—
Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., 2-doz. in case.

Chocolate—

Maple buds, 5-lb. boxes, lb	0 33
Vanilla wafers, "	0 35
" " nonpariels, 5-lb. box	0 35
" " 2's, 5-lb. boxes, lb	0 28
" " 2's, nonpareils "	0 28
Ginger, 5-lb. boxes, lb	0 30
Milk sticks, box	1 35
Milk cakes, 5c. size, box	1 35

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb	0 35
Smaller quantities	0 37

BENSDORP'S COCOA.

A. F. MacLaren, Imperial Cheese Co, Limited, Agents, Toronto.

10c. tins, 4 doz. to case, per doz.	$ .90
½ " " 4 " " "	2.40
½ " " 2 " " "	4.75
1 " " 1 " " "	9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.
Arthur M. Loucks, Ottawa.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
R. J. Bedlington & Co., Calgary, Alta.
Standard Brokerage Co., Vancouver, B.C.

Elite, 10c size (for cooking), doz	0 90
Prepared cocoa, ½'s	0 [illegible]
Prepared ½'s	0 28



Mott's breakfast cocoa, 10c ize	90 per dz.
" breakfast cocoa, ½'s	0 38
" " ¼'s	0 38
" No. 1 chocolate, ½'s	0 33
" Navy " ½'s	0 29
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 24
" Plain choice chocolate liquors	0 32
" Sweet Chocolate Coatings	0 20

WALTER BAKER & CO., LIMITED. Per lb.

Premium No. 1 chocolate, ½ and ¼-lb. cakes	$0 38
Breakfast cocoa, 1-5, ½, ¼, 1 & 5-lb. tins	0 41
German Sweet chocolate, ½ and ¼-lb. cakes, 6 lb. boxes	0 23
Caracas Sweet chocolate, ½ and ¼-lb. cakes, 6-lb. boxes	0 35
Auto Sweet chocolate, 1-6-lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins	0 47
Soluble cocoa (hot or cold soda 1-lb. tins	0 38
Cracked cocoa, ½-lb. pkgs., 6-lbs. bags	0 34
Caracas tablets, 100 bundles, tied 5s, per box	3 00

The above quotations are f.o.b. Montreal

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—
5c., 10c, 20 and 40c. packages packed in 15 lb. and 30 lb. cases Per lb.

1 lb. packages	0 26
lb "	0 27
lb. "	0 28
1 and ½ b. packages assorted	0 28½
½ and ¼ b. "	0 27½
½ lb. packages assorted in 5 lb. boxes	0 [illegible]
½ lb. "	0 29
¼ lb. " in 5, 10, 15 lb. cases	0 30

Bulk—

In 15 lb. boxes.	15 lb. pails	and 10, 25 and 50 lb. Pails.	Tins.	Bbls.
White Moss, fine strip.		0 19	0 21	0 17
Best Shredded		0 18		0 16
Special Shred		0 17		0 15
Ribbon		0 19		0 17
Macaroon		0 17		0 15
Desiccated		0 16		0

White Moss in 5 and 10 lb. square tins, 21c.

THE ROBERT GREIG CO., LTD.

White Swan Cocoanut—	
Featherstrip, pails	0 16
Shredded	0 15
In packages 2-oz., 4 oz., 8-oz., lb.	0 28

Condensed Milk.

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
"Eagle" brand (4 doz)	$6 00	$1 50
"Gold Seal" brand (4 doz)	5 00	1 25
"Challenge" brand (4 doz)	4 10	1 05
Evaporated Cream—		
"Peerless" brand evap. cream	4 70	1 20
" hotel size	4 90	2 45





TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 85
Reindeer" brand per case (4 doz.)	5 75





Coffees.

EBY, BLAIN CO. LIMITED.
Standard Coffees.
Roasted whole or ground. Packed in damp-proof bags and tins.

Club House	$0 32
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" " ground	0 17½
Golden Rio	0 14

Package Coffees

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, ½ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 13

THOS. J. LIPTON retail wholesale

Lipton's "Special" blend coffee, 1 lb. tins, ground or whole	0 40	0 30

JAMES TURNER & CO. Per lb

Mocca	$ 0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

PATTERSON'S "CAMP" COFFEE ESSENCE
Agents, Rose & Laflamme, Montreal an Toronto.

5 oz. bottles, 4 doz, per doz				1 75
10 " " 4 " "				3 00
Rep. quarts, 1 " "				6 50
Imp. " 1 " "				9 00

THE ROBERT GREIG CO., LTD.
White Swan Blend.



1-lb. decorated tins, 32c. lb
Mo-Ja, ½-lb. tins 30c. lb.
Mo-Ja, 1-lb. tins 28c. lb.
Mo-Ja, 2-lb. tins 28c. lb.

Cafe des Epicures—1-lb. fancy glass jars, per doz., $3.60.
Cafe l'Aromatique—1-lb. amber glass jars, per doz., $4.
Presentation, with 3 tumblers), $10 per doz



THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy lithographed canisters	0 30

Cheese —Imperial

Large size jars, per doz	$3 25
Medium size jars, "	4 50
Small size jars, "	2 40
Individual size jars, per doz	1 00



Imperial holder—

Large size, doz.	18 00
Med. size "	17 00
Small size "	12 00

Roquefort—

Large size, doz.	2 40
Small size, "	1 40

Peanut Butter.

MACLAREN'S IMPERIAL CHEESE CO. LTD

Imperial Peanut Butter "Bobs," the Perfect Confectionery.

Large size, cases, 25 cartons	$3.50 each
Small " " 50 "	3.60 "
Assorted, cases, 26 small, 12 large	3.55 "

Net 30 days.

Confections

THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box, "	1 35
" " 10c cakes, 36 in box "	2 55
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
" " No. 2, " "	0 25
Maple Buds, 5-lb. boxes, lb	0 36
Nut Milk Chocolate, ½-lb. cakes, 12-lb. box, lb	0 40

These prices are F.o b. Toronto.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Ltd Toronto. C. O. Beauchemis & Fils. Montrea $2, $3, $5, $10, $15 and $20.
All same price one size or assorted.

UN-NUMBERED

Under 100 books	each 04
100 books and over	each (3½
500 books to 1000 books	(3

For numbering cover and each coupon, extra per book ½ cent.

Cleaner.



	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent.
The Davidson & Hay, Limited, Toronto

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.
"Vita" Pasteurized Extract of Beef. Per case.

Bottles	1-oz., case of 2 doz			$3 20
"	2 " "	1	"	3 00
"	4 " "	1	"	4 50
"	20 " "	½	"	4 75
"	20 " "	1	"	9 00

THOMAS J. LIPTON
Prices on application.

Infants' Food.

Robinson's patent barley	½-lb. tins	$1 25
" " "	1-lb. tins	2 25
" " groats	½-lb. tins	1 25
" "	1-lb. tins	2 25

Flavoring Extracts.

SHIRRIFF'S

1 oz. (all flavors), doz.			1 00
2 "	"	"	1 75
2½ "	"	"	2 00
4 "	"	"	3 00
6 "	"	"	3 75
8 "	"	"	5 50
16 "	"	"	10 00
32 "	"	"	18 00

Discounts on application.



RISING SUN STOVE POLISH IN CAKES



& SUN PASTE STOVE POLISH IN TINS

THE BEST ADVERTISING COPY we have ever used is appearing in the best women's periodicals with millions of circulation this season. You are sure to be in the best of company when you urge the sale of ***RISING SUN*** Stove Polish in Cakes and ***SUN PASTE*** Stove Polish in Tins. They are both old friends of the housekeepers. They yield a good margin for your profit. Our goods are preferred above all others by those who have used them and you make friends for yourself as well as for us when you push them.

MORSE BROS., Props. - Canton, Mass., U.S.A.

"Keep up with the Twins"



"Keep up with the Twins"

Handle . . . .

GOLD DUST WASHING POWDER

It will give satisfaction to your customers and satisfactory profits to you.

One-half case free with every five cases assorted Soap and Gold Dust Washing Powder.

THE N. K. FAIRBANK COMPANY, Montreal

ONE BAG OF

MOLASSINE MEAL

Will work wonders with a sick Horse. Try it and see for yourself.

I will ship a sample bag, freight paid, for $3.00, cash.

SOLE IMPORTER

ANDREW WATSON

91 Youville Square - - MONTREAL



CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat
Put up in ¼ gross cases

Bulk in 7-lb. Pails,
½ doz. in crate.

25-lb. Pails and 75-lb. Tubs.

Capacity one ton per hour.
Sold by all wholesale dealers.

The CAPSTAN MFG. CO., - Toronto, Ont.

Canada's Best



Flavor

Put up in glass, a few hours after being picked and nothing but the finest

Fully Ripened Fruits

being used, they are delicious.

Appearance

They look tempting and taste as good as they look.

One Glance

and your customer will buy the first jar. Then you have only to fill the orders.

Agents: ROSE & LAFLAMME, Limited, Montreal and Toronto



ECONOMY



is successfully combined with high quality in

PATERSON'S WORCESTER SAUCE

It sells for less than other high-grade sauces. That is one of the reasons it is so popular with prudent housekeepers.

ROSE & LAFLAMME, Ltd.
Agents, Montreal and Toronto

Jams and Jellies.

BATGER'S WHOLE FRUIT STRAWBERRY JAM
Agents, Rose & Laflamme, Montreal and Toronto.
1-lb. glass jar, screw top, 4 doz., per doz 2 20

THOMAS J. LIPTON
Prices on application.

T. UPTON & CO.

Compound Fruit Jams—		
12-oz. glass jars, 2 doz. in case, per doz.		$1 00
2-lb. tins, 2 doz. in case	per lb.	07½
5 and 7-lb. tin pails, 8 and 9 pails in crate	per lb.	07
7 and 14-lb. wood pails	per lb.	0 07
30-lb. wood pails	"	0 06½
Compound Fruit Jellies—		
12-oz. glass jars, 2 doz. in case	per doz.	1 00
2-lb. tins, 2 doz. in case	per lb.	0 07½
7 and 14-lb. wood pails, 6 pails in crate	per lb.	0 07
30-lb. wood pails		0 06½
Pure Jams—1-lb. glass jars (16-oz. gem) 2 doz. in case	per doz.	$1 80

Jelly Powders

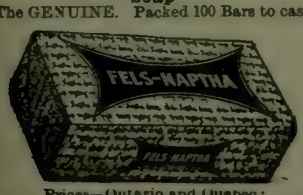
IMPERIAL DESSERT JELLY



Assorted flavors—gross 10.75.
MacLaren Imperial Cheese Co., Limited.

Soap

The GENUINE. Packed 100 Bars to case.



Prices—Ontario and Quebec:

Less than 5 cases	5 25
Five cases, or over	5 15



THE ROBERT GREIG COMPANY.

White Swan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.



List price 'Shirriff's" (all flavors), per doz. 0 90
Discounts on application.

Lard.

THE N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces	$0 09½
½-bbls.	0 09½
Tubs, 60 lbs.	0 09½
20-lb. Pails.	2 00
20-lb. tins	1 90
Cases 3-lb.	0 10½
" 5-lb.	0 10½
" 10-lb.	0 10½



Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper	per lb. $0 40
Fancy boxes (36 or 50 sticks)	per box 1 25
"Ringed" 5-lb. boxes	per lb. 0 40
"Acme" pellets, 5-lb. cans	per can 2 00
" " (fancy boxes 40)	per box 1 50
Tar licorice and Tolu wafers, 5-lb. cans	per can 2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" 100 sticks	0 75
Dulce large cent sticks, 100 in box	

Lye (Concentrated)

GILLETT'S PERFUMED.

	Per case
1 case of 4 dozen	$3 60
3 cases of 4 dozen	3 50
5 cases or more	3 40

Marmalade.

J. W. WINDSOR, MONTREAL



Scotch Marmalade, 1 and 2 lb. glass jars
1, 4, 5 and 7 lb. tins.
Orange Jelly Marmalade, 1 and 2 lb. glass 5 and 7 lb. tins

Preserved Ginger Marmalade,	1 lb. glass	jars.	
Pineapple	"	1 "	"
Green Fig	"	1 "	"
Green Fig and Ginger	"	1 "	"
Lemon	"	1 "	"
Grape Fruit	"	1 "	"

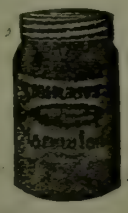
Prices and special quotations.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case	per doz $1 00
Home-made, in 1-lb. glass jars	" 1 40
In 5 and 7-lb. tins and 7-lb. pails	per lb. 0 07
Golden shred marmalade, 2 doz. case	per doz. 1 75

SHIRRIFF BRAND

"Imperial Scotch"—		
1-lb. glass, doz.		1 55
2-lb. " "		2 80
4-lb. tins, "		4 65
7-lb. " "		7 35
"Sbredded"—		
1-lb. glass, doz.		1 90
2-lb. " "		3 10
7-lb. tins, "		8 25



THOMAS J. LIPTON
Prices on application

Mince Meat

Wethey's condensed, per gross net	$12 00
" per case of 3 doz. net	3 00



ST. CHARLES CO DENSING CO.

PRICES:

St. Charles Cream, family size, per case	$4.70
Ditto, hotel,	4.90
Silver Cow M. lk	5.00
Purity Milk	4.70
Good Luck	4.60

Mustard

COLMAN'S OR KEEN'S

D.S.F., ¼-lb. tins		per doz.	$ 1 40
" ½-lb tins		"	2 50
" 1-lb. tins		"	5 00
Durham 4-lb. jar		per jar	0 75
" 1-lb. jar		"	0 25
F.D. ¼-lb. tins		per doz.	0 85
" ½-lb. tins		"	1 45

Olive Oil

LAPORTE, MARTIN & CIE., LTD.

Minerva Brand—	
Minerva, qts. 12's	$ 5 75
" pts 24's	6 50
" ½-pts. 24's	4 25

Sauces

PATERSON'S WORCESTER SAUCE
Agents, Rose & Laflamme, Montreal and Toronto

½-pint bottles, 3 & 6 doz., per doz.	0 90
pint " 3 doz.	1 75

THOMAS J. LIPTON
Prices on application

Soda

COW BRAND



Case of 1-lb. containing 60 packages, per box, $3 00
Case of ½-lb. containing 120 pkgs. per box. $3.00
Case of 1-lb. and ½-lb. containing 30 1-lb. and 60 ½-lb. pkgs, per box $3.00
Case of 5c. pkgs. containing 96 pkgs. per box, $3.00

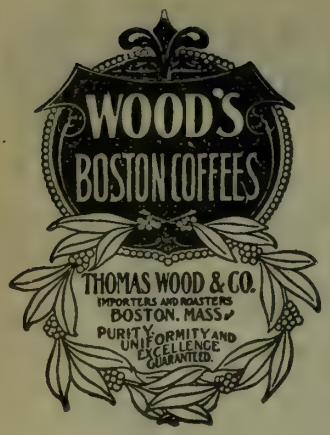
MAGIC BRAND

		Per case
No. 1, cases	60 1-lb. packages	$ 2 75
No. 2, "	120 ½-lb. "	2 75
No. 3, "	30 1-lb. " and 60 ½-lb. "	2 75

No. 5 Magic soda—cases 100—10-oz. pkgs.

1 case	2 85
5 cases	2 75

"TO BEGIN WITH"



You mean to build up a big Coffee Trade this new year.
It can be done, and we can help you.
Go about it as you would to accomplish any other work of lasting character.
Lay in the solid foundation with

WOOD'S COFFEES

We furnish direct and powerful aid to the Grocer in establishing trade and increasing sales.

Now is the time to start in. Let us hear from you.

Canadian Factory and Salesrooms:
No. 428 St. Paul Street, - MONTREAL

Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross	$10 20
" black	"	15 30
Oriole soap	"	10 20
Gloriola soap	"	12 00
Straw ber polish	"	10 20



3 doz. to box..... $3 45

6 doz. to box $6 90

30 days.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

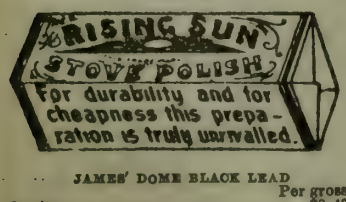
	per lb
Laundry Starches—	
No. 1 White or blue, 4-lb. carton	
No. 1 " " 8-lb. "	
Canada laundry	0 06
Silver gloss, 6-lb. draw-lid boxes	0 08
Silver gloss, 6-lb. tin canisters	0 08
Edward's silver gloss, 1-lb. pkg.	0 08
Kegs silver gloss, large crystal	0 08
Benson's satin, 1-lb. cartons	0 08
No. 1 white, bbls. and kegs	0 06½
Canada White Gloss, 1-lb. pkgs.	0 06½
Benson's enamel...per box 1 50 to	3 00
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07½
Canada Pure Corn	0 06½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
" " 1 " or blue,	
4 lb. lumps	0 8½

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 6½
Finest Quality White Laundry—	
1-lb. Canisters, cases of 48 lb.	6 06½
Barrels, 200 lb.	0 7½
Kegs 100 lb.	0 06
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 08
6-lb. toy trunks, 8 in case	0 08
6-lb. enameled tin canisters, 8 in case	0 08
Kegs, ex. crystals, 100 lb.	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 06
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	3 00

Stove Polish.

	Per gross
Rising Sun, 5-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste 5c. size, ½-gross boxes	5 00



JAMES' DOME BLACK LEAD

	Per gross
6a size	$2 40
2a "	2 50

NICKLE PLATE STOVE POLISH.

Pints	2 90
Quarts	5 40
½ gallons	5 10
Gallons	4 80
gallons	4 50

Syrup.

EDWARDSBURG STARCH CO., LTD.
"Crown" Brand Perfection Syrup.

Barrels, 600 lbs	0 03½	per lb.
Half-barrels, 350 lbs	0 03¾	"
Kegs, 150 lbs	0 03¾	"
2-gal. pails 25 lbs	1 25	each
3 " " 38½ lbs	1 75	"

Plain tins, with label— Per case

2 lb. tins, 2 doz. in case		2 40
5 " 1 " "		2 75
10 " ½ " "		2 65
20 " ¼ " "		2 60

(5, 10 and 20 lb. tins have wire handles.)

ST. LAWRENCE STARCH CO., LIMITED.
Bee Hive Brand Corn Syrup.

Barrels, 60 lbs	0 03½	per lb.
Half-barrels, 350 lbs	0 03¾	per lb.
Kegs, 150 lbs	0 03½	"
2-gal. pails 25 lb	1 25	each
" " 38½ lbs	1 75	"

2-lb. tins, 24 in case, per case		2 40
5-lb. " 12 " "		2 75
10-lb. " 6 " "		2 65
20-lb " 3 " "		2 60



THE "SALADA" TEA CO.

	Wholesale.	Retail.
Brown Label, 1's, ½'s	$0 25	$0 30
Green Label, 1's and ½'s	0 27	0 35
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60



EMPIRE PACKAGE TEA

Cases 30 and 50 lbs. each—Black, Mixed, and Green Ceylon.

25c	1s, 20c.; ½s, 21c.
30c	1s and ½s, 23c.
40c	1s and ½s 28c.
50c	1s and ½s, 35c.
75c	1s and ½s, Vulcan, 50c.

100 lb. lots freight paid.

LIPTON'S TEA
Thomas J. Lipton
75 Front St. East, Toronto.



Packed in air-tight tins only.

	wholesale	retail
Blue label ¼'s and 1's	0 24	0 30
Orange " ½s, ¼'s and 1s	0 30	0 40
Pink " ½'s & 1's, tins	0 35	0 50
Red " Dominion blend, ¼'s and 1's	0 44	0 60
Gold " Afternoon blend, ¼'s and 1's	0 50	0 70



Blue Label, 1's	0 20	0 25
Blue Label, ½'s	0 21	0 30
Orange Label, 1's and ½'s	0 25	0 40
Brown Label, 1's and ½'s	0 28	0
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—

Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf-c, 80 lbs	0 19

Ceylon Green Teas—Japan style—

Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs	0 19



BLUE RIBBON TEA CO., TORONTO

	Wholesale	Retail
Yellow Label, 1's	0 20	0 25
" " ½'s	0 21	0 25
Green Label, 1's and ½'s	0 24	0 30
Blue Label, 1's and ½'s	0 25	035
Red Label 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, ½'s and ¼'s	0 55	0 80
Embossed, ½'s and ¼'s	007	1 00



	Wholesale	Retail
Pink Label 1's and ½'s	30c.	40c.
Gold Label 1's and ½'s	35c.	50c.
Lavender Label 1's and ½'s	42c.	60c.
Green Label 1's and ½'s	50c.	75c.
Canisters		
Gold Tins, 5's	35c. 1.75	50c. 2.50
Gold Tins 1's	35c. 1.05	50c. 1.50
Gold Tins, 1's	36c. each	50c. each
Gold Label, ½'s	18c ea. 36 lb.	25c ea. 50 lb.
Red Tins, ½'s	35c ea. 70 lb.	50 ea. 100 lb.
Red Tins, ¼'s	18c ea. 72 lb.	25c ea. 1.00 lb



MELAGAMA TEA.

MINTO BROS., 55 Front St. East

	Wholesale	Retail.
Black, green, mixed, ½s	0 70	1 00
" " ¼s	0 55	0 80
" " ½	0 44	0 60
" " 1 lbs. & ½s	0 40	0 60
" " ¼s	0 38	0 50
" " 1 lbs. & ½s	0 35	0 50
" " 1 lbs., ½s	0 30	0 40
" " ¼s	0 32	0 40
" " ⅛s	0 25	0 30
" " 1 lbs	0 24	0 30

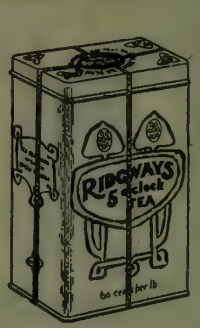
We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c		$0 20
" " ½-lb., " "		0 21
Blue Label, retail at 30c		0 [illegible]
Green Label. " 40c		0 30
Red Label, " 50c		0 35
Orange Label, " 60c		0 42
Gold Label, " 65c		55

RIDGWAYS.
London, Vancouver, Winnipeg and Ceylon.



	Wholesale. Retail.
Capital Household, 1's and ½'s	0 30 0 40
Old Country, 1's and ½'s	0 35 0 50
5 o'clock, 1's and ½'s	0 42 0 60
H M S, 1's and ½'s	0 75 1 00

Ridgway's Standard Bulk Blend in stock at all our branches in Canada.



THOMAS WOOD & CO.

Montreal and Boston

	wholesale	reta
Wood's Primrose, per lb.	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ½-lb. tins. All grades—either black, green or mixed.

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED

Smoking—Empire, 4s, 6s, and 12s	$0 46
" Amber, 8s and 3s	0 60
" Ivy, 7s	0 50
" Rosebud, 7s	0 [illegible]
Chewing—Currency, 12s. and 6½s	0 46
" Old Fox, 12s	0 48
" Snowshoe, 6½s	0 51
" Pay Roll, 7½s	0 [illegible]
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s	0 45
" 10 oz. bars, 6½s	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s	0 47
" Dixie, 7s	0 56

JOS. COTE, QUEBEC.

Cigars	
St. Louis (union), 1-20	$33 00
St. Louis, 1-40	35 00
St. Louis, 1-100	35 00
Champlain, 1-20	35 00
Champlain 1-40	36 00
El Sergeant, 1-20	55 00
El Sergeant, 1-40	55 00
El Sergeant, 1-10	55 00
Cut tobaccos.	
Petit Havana, ¼, 1-12—1-6	0 40
Quesnel, 1-4, 1-2	0 65
" 1-9	0 68
Cote's Choice Mixture, ½-lb tins	0 75
" " ¼-lb "	0 70
" " 1-lb "	0 00

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz.	$18 00
Absorbine Jr., per dozen	9 00

Yeast.

Royal yeast, 3 doz. 5 cent. pkgs	$1 10
Gillett's cream yeast, 3 doz. in case	1 10



TANGLEFOOT FLY PAPER The Standard throughout the world for more than twenty-five years. ALL OTHERS ARE IMITATIONS.



"GLOBE" with Percolator.

This pot speaks for itself. When tea is drawn take the Percolator out and tea remains free from tannin.

We make seven sizes of this, also The Champion Tea Pot. Send for price list.

R. CAMPBELL'S SONS

HAMILTON POTTERY

HAMILTON, - ONTARIO

Certain grocery necessities require little talking—Among, and leading, this class is

"COW BRAND"



BAKING SODA

The housewife needs but one trial package to convince her that it is just what she requires to do her best work—

Sell Her Only "Cow Brand"

CHURCH & DWIGHT

Manufacturers

MONTREAL

UNDER SUNNY SOUTHERN SKIES

Our new booklet under this title is out now and will be sent to anyone interested in a trip to the British West Indies from Halifax. A delightful thirty-eight day trip.

PICKFORD & BLACK

HALIFAX

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

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For best values in

CURRANTS

Get quotations on fruit exported by

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Cleaners and Exporters, Est. 1878

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You can talk across the continent for two cents per word in a Canadian Grocer Want Ad.

SALT for Butter

SALT for Cheese

SALT for Animals

VERRET, STEWART & CO.
LIMITED
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In Sorting Up Your Stock of Canned Fruits and Vegetables

have you considered

Laurel Brand?

If your jobber cannot supply you, write us direct

The best of goods Attractive labels

Every can guaranteed

J. H. WETHEY, LIMITED
ST. CATHARINES



A Bargain List

Our Travellers have it.

Empire Brand

These prices talk for us.
Don't overlook this chance.

4 FREE PHONES

Use Freely. If you can phone Hamilton we are glad to hear from you.

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CIRCULATES EVERYWHERE IN CANADA

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CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

MONTREAL, 232 McGill St. TORONTO, 10 Front St. East. WINNIPEG, 511 Union Bank Building. LONDON, ENG., 88 Fleet St., E.C.

VOL. XXIII. PUBLICATION OFFICE: TORONTO, JANUARY 22, 1909. NO. 4.



It stands out alone and above every other Laundry Blue in the world.

Keen's Oxford Blue

is the premier blue and is the most satisfactory for the grocer and the housekeeper—

Every jobber sells it.

FRANK MAGOR & CO., 403 St. Paul Street, MONTREAL

Agents for the Dominion of Canada

More Syrup Suggestions

We are selling you the best Table Syrup when we get you to buy "CROWN" Brand.

Then we sell it FOR YOU, because we advertise it well to the consumer.

You can have no better guarantee.

We stand behind every can or pound of "CROWN" Brand Table Syrup.

You make a good, sure, safe profit.

ORDER FROM YOUR JOBBER

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, Toronto, Ont. Works, Cardinal, Ont. 164 St. James St., Montreal



No Boiling
No Scalding
No Hard Rubbing

What better assurance than these could you give a woman who asks why **"SURPRISE"** is such a popular soap.

"SURPRISE" has no padding of filling. It is all soap.

The St. Croix Soap Mfg. Co.

Factory at St. Stephen, N.B.

Branches:—Montreal, Toronto, Winnipeg, Vancouver, West Indies.



CODOU'S

MACARONI
VERMICELLI
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(Genuine) FRENCH

Made in a Model Factory, absolutely new and up to date. Made only from the finest Taganrog Russian Wheat—the only wheat from which the finest quality of Macaroni can be made. Nothing better can be produced.

ORDER NOW BEFORE FURTHER ADVANCE

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Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of The Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

HAMILTON

I PUSH BUSINESS IN HAMILTON
FOR LIVE CONCERNS
Do you want your goods sold on this market? Every detail look d after thoroughly.
WRITE ME TO-DAY
G. WALLACE WEESE
Manufacturers' Representative. Hamilton, Can.
Offices, Myles' Fireproof Storage Warehouse.

HALIFAX, N.S.

J. W. GORHAM & CO.
JERUSALEM WAREHOUSE
HALIFAX, N.S.
Manufacturers' Agents and Grocery Brokers.
WAREHOUSEMEN
can give close attention to few more first-class agencies. Highest references.

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FOR SALE
Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.

J. T. ADAMSON & CO.
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General Commission Merchants
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Fish, Oils, Beans, Peas and Produce.
Agents: "Royal Crown" Skinless Codfish.
Representing Morris & Co., Chicago, Pork and Lard.

J. WALTER SNOWDON
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Open for exclusive representation of one or two more reliable houses with good grocery lines. Correspondence solicited.
Address
23 Burton Ave., Westmount, Montreal

D. McL. BROPHY
414 St. Paul St. - Montreal
Broker and Manufacturers' Agent
Open to represent one more up-to-date house desirous of utilizing my excellent connection with the grocery trade.
Correspondence will receive prompt attention

MOOSE JAW

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GROCERY AND FRUIT BROKER
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Goods Stored and Distributed
Warehouse, City Spur Track
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MANUFACTURERS' AGENTS and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's.
Codes: A, B, C, 5th edition, and private.

REGINA.

G. C. WARREN
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Manufacturers' Agent and Commission Merchant. Direct Importer of all grades of pure Ceylon Teas, and Grocery and Drug Specialties. Dealer in Coffees, Spices, Mustard, etc. Established eleven years. More lines desired.

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Manufacturers' Agents and Grocery Brokers
WAREHOUSEMEN
ST. JOHN, - N.B.
Open for a few more first-class lines

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ON SPOT
RAISINS, CHEESE, BEANS
EVAPORATED APPLES
AT LOWEST PRICES
W. H. MILLMAN & SONS
GROCERY BROKERS
TORONTO

W. G. A. LAMBE & CO.
Toronto
Grocery Brokers and Agents.
Established 1885.

TORONTO.

"EXCELSIOR"
Maple Syrup Compound
(Wine quarts)
On spot
Anderson, Powis & Co.
Agents
15 Wellington Street East, Toronto

DOMINION STORAGE & FORWARDING CO., LTD.,
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Consignments stored at lowest rates in city. All facilities for handling and shipping goods.
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Manufacturers' Agents and Importers
29 Melinda St., Toronto

MacLAREN IMPERIAL CHEESE CO. Limited
AGENCY DEPARTMENT:
Agents for Grocers' Specialties and Wholesale Grocery Brokers
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Don Storage & Cartage Co. Limited
81 Front Street East
PHONE M. 2823
Storage facilities unequalled in city — Special cartage delivery — Lowest rate of insurance.

WINNIPEG

STUART WATSON & CO.
Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG, - MAN.
Domestic and Foreign Agencies Solicited.

(Continued on page 4).

A GREAT COMBINATION

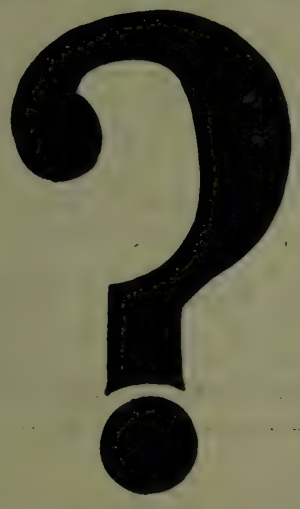
AND ESPECIALLY GOOD SELLERS JUST NOW

"PICKANINNY"
PANCAKE and
BUCKWHEAT
FLOUR Sells at— 2 for 25c.

"ANCHOR"
brand
MAPLE FLAVOR
—SYRUP—

WINE MEASURE TINS
PINTS, QUARTS, HALF-GALS., GALLONS
IMPERIAL MEASURE, 5-GAL. TINS

EBY-BLAIN, LIMITED
Wholesale Grocers TORONTO



Are all your customers satisfied with the Tea they are using?
Blue Ribbon Tea pleases the most exacting palates.
We have it for sale in the following grades: 25c., 30c., 35c., 40c., 50c., 60c., 80c., $1.00, in Black, Mixed and Green.

The Blue Ribbon Tea Co., Ltd.

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141 Bannatyne Ave.
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Wholesale Grocery Broker

Representing:

The Hills Brothers Company, New York

The Dominion Molasses Company Halifax, N.S.

Underdown and Crichton, London, England, Valencia and Denia, Spain

The White Swan Spice and Cocoanut Mills Toronto

ESTABLISHED 1887

Carman Brokerage Co.

Wholesale Grocery Brokers
WINNIPEG CALGARY and EDMONTON
GOODS STORED AND DISTRIBUTED
141 Bannatyne Ave. WINNIPEG, MAN.

BASKETS

You can make money as well as oblige your customers if you handle our

Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

The Oakville Basket Co.,
OAKVILLE, ONT.

When writing advertisers kindly mention having seen the advertisement in this paper.

SASKATOON.

CLARE, LITTLE & CO.
WESTERN DISTRIBUTORS
Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business Solicited.
PHONE 159 SASKATOON,
P.O. BOX 257. Western Canada

THE PEOPLE OF
JAMAICA
are now buying things in the United States which they ought to buy in Canada They don't know what we can do. A small advertisement in the
KINGSTON "GLEANER"
might bring inquiries Better write for rates to
J. C. STEWART, Halifax.

Why Have Bad Debts?

No need to! Let us handle the overdue debts of your slow-paying customers and we'll get the money for you. We've been in business a year, now, and all our clients are still sending us business.

They are Satisfied
You'll be, Too!

The Beardwood Agency
313 New York Life Building - MONTREAL

ESTABLISHED 1849

BRADSTREET'S

Capital and Surplus, $1,500,000. Offices Throughout the Civilized World
Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claims as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

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THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

EXPORT TRADE DEPARTMENT.
Firms Abroad Open for Canadian Business.

DAVID SCOTT & CO.
Established 1878. 10 North John St.
LIVERPOOL, ENGLAND.
Splendid connections and references. Try us with a shipment of CANNED GOODS.
T. A.—Scottish, Liverpool.

SPRAGUE
CANNING MACHINERY CO.,
CHICAGO, ILL., U.S.A.



Ridgways TEA

is without a peer in the Canadian market.

No tea is more extensively advertised or better known.

Good tea is a magnet which always draws trade.

Ridgways Tea will be a trade winner for your store.

CANADIAN OFFICE, VANCOUVER, B.C.

Agents—Richards & Brown, 314 Ross Avenue, Winnipeg, Man.



Seldom See

a big knee like this, but your horse may have a bunch or bruise on his Ankle, Hock, Stifle, Knee or Throat.

ABSORBINE

will clean them off without laying the horse up. No blister, no hair gone. $2.00 per bottle, deliv'd. Book 8 D free.
ABSORBINE, JR., for mankind, $1. Removes Painful Swellings, Enlarged Glands, Goitre, Wens, Bruises, Varicose Veins, Varicosities, Old Sores. Allays Pain. Book free.
W. F. YOUNG, P.D.F., 204 Monmouth St., Springfield, Mass.
LYMAN, SONS & CO., Montreal, Canadian Agents.

ASPARAGUS

We desire to call the attention of the fancy Retail Grocery Trade to our Simcoe Asparagus Tips.

These Tips are green and tender, with the full Asparagus flavor retained.

We claim for our Asparagus that it is superior in flavor and tenderness to anything that is imported, and the price is less. Why not PUSH the sale of Canadian Asparagus instead of the foreign article, especially when the quality is better and the price lower?

Simcoe Asparagus Tips can be secured from any wholesaler, and we will gladly send a sample tin to any grocer interested.

NEVER FORGET
"Canada for Canadians."

CANADIAN CANNERS, Limited

CANADIAN CANNERS LIMITED

Satisfied Customers

It does you a lot of harm for a woman to come into your store and say—"That can of tomatoes you sent me the other day wasn't very good—kind of sour and musty." But when she comes in and says: "Send me some canned tomatoes—same kind as you sent the other day as they were real nice" it does you a lot of good. It certainly pays to think of quality first when ordering canned goods.

Old Homestead Brand Canned Fruits and Vegetables

are the acme of excellence in quality. We solicit your business mainly on the quality argument. We know we can hold your future orders when we get the first because Old Homestead Brand will evoke the spoken appreciation of your discerning customers. We attain the highest quality by expert selection of raw stock and by our perfectly sanitary, thoroughly up-to-date processing methods.

Steady Sales

ORDER FROM YOUR JOBBER.

The Old Homestead Canning Co.

Picton, - Ont.

THE AGE OF SPECIALISTS

is right here with us. The man who makes the biggest success is invariably the specialist in this, that or the other line. You can be a specialist, too—a specialist in

FARMER BRAND
CANNED FRUITS AND VEGETABLES

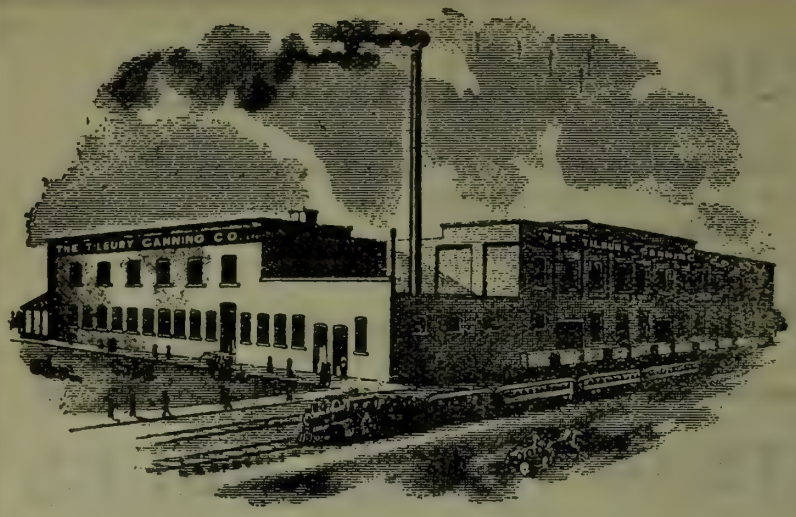
It is not like an ordinary brand—it is the one brand made from stock grown on 3,000 acres of garden belonging to the company. We make a hobby of really high quality. Not only is our stock the best that can be grown, but our plant is strictly modern and sanitary in every respect; and our employees are skilled, cleanly people. These are the arguments that will increase your profits if you specialize on FARMER BRAND.

Farmers' Canning Co., Limited, BLOOMFIELD Ontario

Unequalled in Quality
and a Producer of Permanent Profit

QUAKER
Canned Goods

THE BLOOMFIELD PACKING CO.
BLOOMFIELD, - ONT.



"Tilbury Brand" Canned Goods

are in a group of their own—the **A1 GROUP**

Nothing Better Packed

One of the best-equipped factories on the Continent situated in the heart of the best Tomato District in Canada.

RYAN BROS., Winnipeg
WESTERN SALES AGENTS
{ Sales Agents for Manitoba, Saskatchewan and Alberta.
A large stock carried in Winnipeg warehouse.

The Tilbury Canning Company, Limited, Tilbury, Ont.

The Wise Grocer

is placing his order for 1908 pack and buying

"PEERLESS" Brand Canned Goods

Put up by the Beamsville Preserving Co., Limited.

SOLE DISTRIBUTORS:

WARREN BROS. & CO., - LIMITED

TORONTO and KINGSTON

TO THE TRADE:

Have You Seen the Latest and Most Striking Evidence of the

Increasing American Demand

for

CEYLON TEA

READ THIS

EXPORTED TO AMERICA

Jan. 1st, to Oct. 31st, 1907

Black, 7,053,900 lbs.
Green, 1,918,600 lbs.

Jan. 1st, to Oct. 31st, 1908

Black, 8,296,500 lbs.
Green, 2,912,100 lbs.

An Increase in Direct Shipments of 24.92%

And in a Year of Trade Depression, Too!

British Columbia Trade

can obtain supplies of

"Pure Gold"

Extracts
Jelly Powder
Quick Puddings
Baking Powder
Condiments
Salad Dressing Powder
Borax
Cream of Tartar
Quick Tapioca

from Agents at VANCOUVER and VICTORIA
of the PURE GOLD MFG. CO., Ltd., Toronto

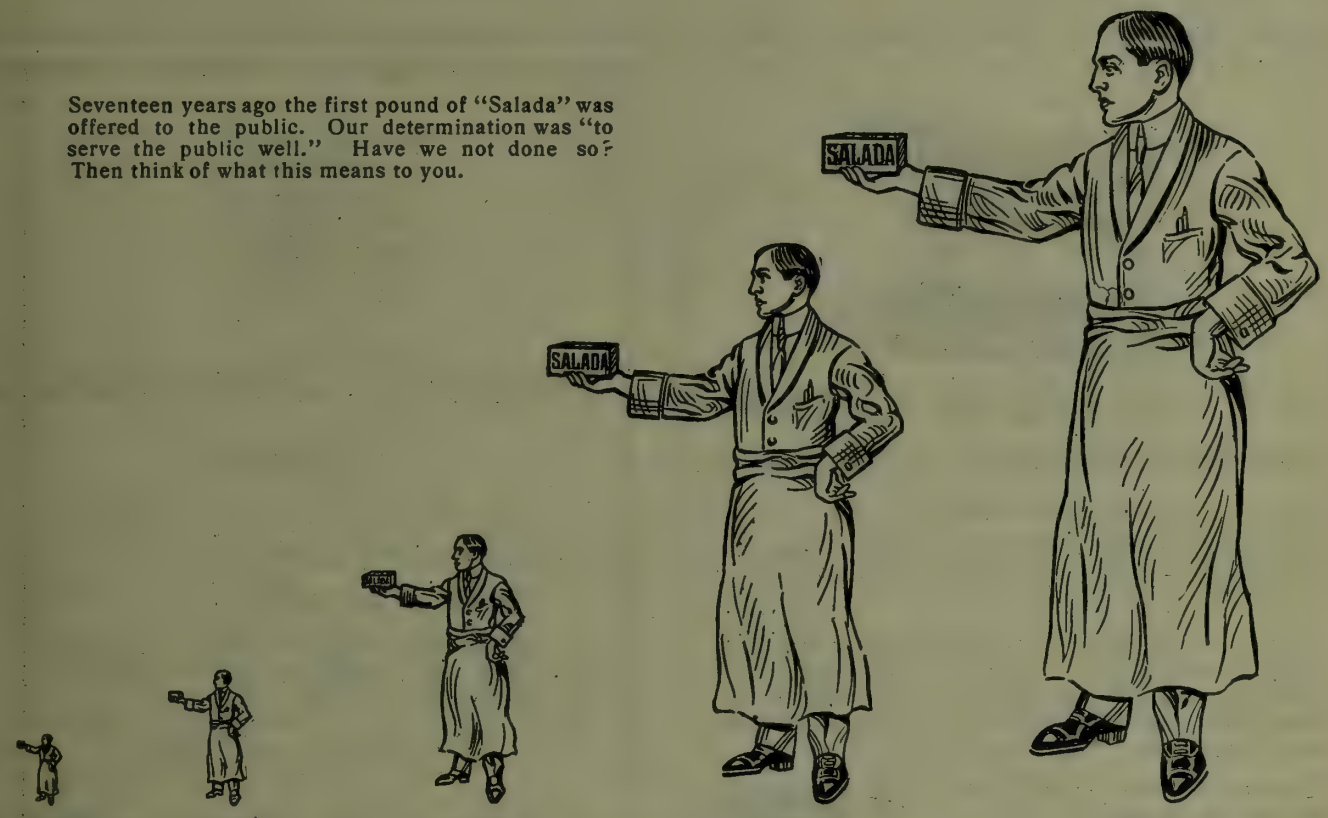
W. HARRY WILSON & CO.,

or from all Wholesale Grocers in British Columbia

The Tea That Quality Made Famous

A reputation for reliability, the securing of the public confidence, account for the extraordinary fact that "Salada" is the only tea in the world that holds the remarkable record of doubling its enormous sales every four years—a fact which proves that the public don't care for imitations, they don't care for inferior goods.

Seventeen years ago the first pound of "Salada" was offered to the public. Our determination was "to serve the public well." Have we not done so? Then think of what this means to you.



This diagram drawn on an exact mathematical basis represents the growth of "Salada" sales in seventeen years.

THE LOBLAW CREDIT SYSTEM

Cuts your bookkeeping in half.

The less writing you do in bookkeeping, the less chance to make mistakes.

A perfect system leaves a good impression which means more business.

WRITE OR PHONE TO

THE CARTER-CRUME COMPANY, LIMITED

TORONTO and MONTREAL

Business is Booming in the West

Are you getting your share, Mr. Manufacturer, of the active and profitable business in the West? Are you satisfactorily represented? We can handle one or two more lines.

Correspondence invited

R. B. Wiseman & Co.

123 Bannatyne Avenue East **WINNIPEG, MAN.**

Manufacturers' Agents and Brokers

We make a specialty of distributing cars for Eastern Manufacturers. Consign to us and we will distribute the goods among your customers.



Borden's Brands



Unsweetened

THE CONDENSED MILK AND EVAPORATED CREAM of the People

Richest, cleanest, purest and most profitable brands. Sold by all jobbers.

WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man. Shallcross, Macauley & Co., Vancouver and Victoria, B.C.



ST. CHARLES CREAM

UNSWEETENED—STERILIZED

THE PUREST AND BEST

Prepared with the greatest care from the highest grade milk obtainable in the famous Oxford County district in Ontario.

Our sweetened brands, Silver Cow, Purity and Good Luck Milk, are the best that science can produce. Persons preferring sweetened milk will find any of these brands of the highest quality and every can guaranteed. A trial will convince you that there is no superior.

We are prepared to make prompt shipment of any of the above brands.



St. Charles Condensing Co.

INGERSOLL, - ONTARIO

CANADA



Imperial Evaporated Cream

True to its name in every respect, this cream is imperial indeed.

Its superior has yet to be found.

The public seem to think so, judging from vastly increased sales in the last few months

HAVE YOU A STOCK?

The Canadian Condensing Co.

CHESTERVILLE, ONT.

GENERAL SALES AGENTS:—S. H. Ewing & Sons, MONTREAL



WHY CARRY IN STOCK

Canada First Evaporated Cream?

Because it is Highest in Butter Fat.

SURE TO PLEASE YOUR CUSTOMERS.

EVERY CAN GUARANTEED. NO DEAD STOCK.

Manufactured by

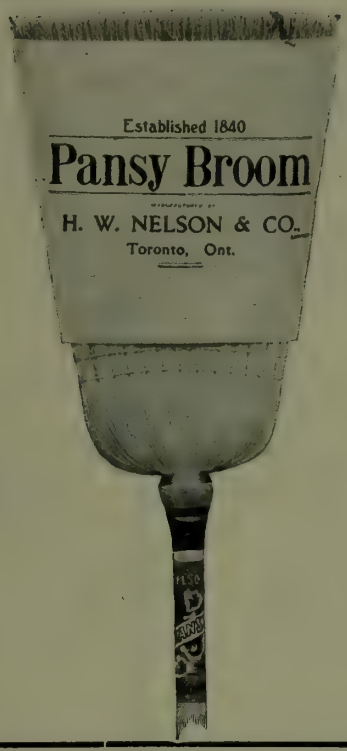
AYLMER CONDENSED MILK CO., Limited

AYLMER, - ONTARIO

ESTABLISHED A. D. 1840

You Can Make Money Selling

"Pansy" Broom



This is the best broom value in the market. The "Pansy" is just the right weight and thickness and has the springiness that pertains only to the highest grade of broom corn. Housekeepers who have once used the Pansy will have no other brand.

We can supply you with brooms in a variety of grades to suit a variety of demand; but you can make more money by pushing the Pansy. If you haven't got our price list, write for it to-day.

H. W. Nelson & Co., Limited

Toronto

Ontario

E. D. S. Brand Jams and Jellies

Guaranteed Absolutely Pure



Unequalled in Flavor

Agents: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; R. B. Colwell, Halifax, N. S.; J. Gibbs, Hamilton.

E. D. Smith's Fruit Farms, Winona, Ont.

As Pure as Windsor Salt

$1.00 Sold $25 Worth of Groceries

It was a thirty-mile trip to town and the instructions of Mrs. Smith to husband John were to get a dollar's worth of Windsor Salt at the grocer's—naturally husband John secured his entire list of groceries at the store that was stocked with "Windsor." He spent twenty-five dollars in that particular store.

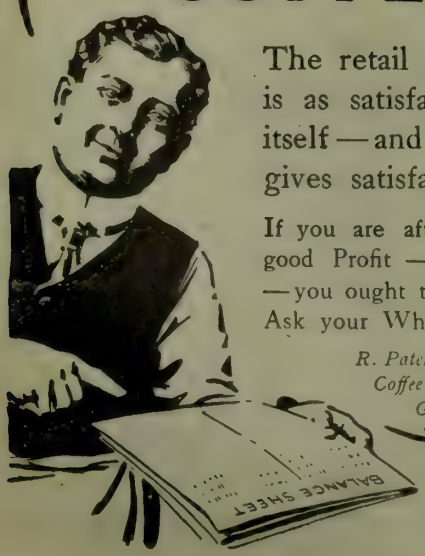
The reason why Mrs. Smith was determined to have Windsor Salt was and is plainly evident—its uniform excellence, purity, whiteness and dryness. It pays to sell the salt that helps to sell other goods in the store.

Windsor Salt

CANADIAN SALT COMPANY, LIMITED,
Windsor, Ont.

Profits !

'CAMP' COFFEE



The retail profit on 'Camp' is as satisfactory as 'Camp' itself—and 'Camp *always* gives satisfaction.

If you are after good Coffee—good Profit — good Customers —you ought to be after 'Camp' Ask your Wholesaler.

R. Paterson & Sons,
Coffee Specialists,
Glasgow

GASTRONOMICALLY PERFECT
and Purity backed up by $5,000

MASON'S O.K. SAUCE



Giant Bottle retails at 25 cents.
Secured profit 33⅓%

Sole Manufacturers:
GEO. MASON & CO., Ltd.
LONDON, ENGLAND.

Represented by
S. T. Nishimura & Co.
55 St. Francois Xavier St.
MONTREAL

N.B.—The trade are cautioned to avoid imitations.



The Real Live Selling Line

is what you want. H.P. Sauce is what you are looking for.
It has all the necessary qualifications for a leading line.
It is extensively advertised, and sells freely. Customers are delighted with it. It is the Sauce of the 20th Century.
Write our agents for samples and prices. Try it on your own table and you will see why it has caught on.

W. G. Patrick & Co., Toronto and Montreal. R. B. Seeton & Co., Halifax, N.S.
Georgeson Co., Ltd., Calgary, Alberta. Ellis & Co., Ltd., St. John's, N.F.
Kelly, Douglas & Co., Ltd., Vancouver, B.C.

MIDLAND VINEGAR CO., Ltd. BIRMINGHAM AND LONDON, ENG.



If you want a line of pickles that will sell readily

STERLING BRAND PICKLES

is the brand you are looking for. This famous Canadian made pickle has become known all over the country as the most delicious pickle made.

ORDER FROM YOUR JOBBER, OR DIRECT.

THE T. A. LYTLE CO. LTD.

Sterling Road, Toronto, Canada

Marsala Wine

A Most Profitable Side Line

With the margin in groceries cut down to such a fine point every side line which will yield a good profit for little trouble is appreciated by the grocer.

We offer you a money-maker in **Marsala Wine**, a beverage from sunny Italy, of finest quality, and the best substitute discovered for the conventional Port or Sherry.

Profit most satisfactory. The wine sells itself after first sale.

Secure a supply to-day.

Price: $7.00 a case and up.

Museo Commerciale Italiano

43 St. Antoine St., Montreal

Sole Agents American Continent Phone Main 2731



Greatest in Strength Highest in Purity

Shirriff's Flavoring Extracts

Their quality creates new business and keeps old business alive.

IMPERIAL EXTRACT CO., 18-22 Church Street TORONTO, CAN.

Club Jelly Powders

Now is a good time to push this money maker our travellers can offer you. This line is one that merits your particular consideration if you do not already carry it in stock. The Club Jelly Powders (with Club Cream in same packet), are the kind that sell, and they bring customers back. All flavors.

Give Us a Trial Order

S. H. EWING & SONS

98 King St., Montreal
Also at Toronto



PATENT APPLIED FOR

Mr. Grocer !!



PATENT APPLIED FOR

Have you placed your order for KAISER WAX PAD yet? If not, DO IT NOW—you are missing one of the best business-pullers on the market.

Hundreds of gross of this convenient domestic necessity have been sold throughout Canada during the past five weeks, and repeat orders are flowing in already. MAKE A HIT! Be the first in your town to have them on sale. WOMEN DO THE BUYING of groceries and provisions!

EVERY WOMAN takes a pride and wishes to excel in her laundry-work. Now, where she can procure an article at small cost—5 cents—that REDUCES IRONING TIME BY HALF—REDUCES LABOR TO A MINIMUM—ADDS TO THE FINISH OF CLOTHES—MAKES IRONING A PLEASURE—there she is sure to leave her order for other things.

Advertise Your Business!!!

In each gross we pack 500 descriptive circulars with space for you to stamp or print your firm name, etc. These are attractively gotten up and will not only pull you customers for KAISER WAX PAD—and by so doing pull you customers for your other lines—but makes a good general advertisement. Send your order to our nearest agent or direct.

Manufactured by

The Ancker-Thiem Co.

CHICAGO, U.S.A.

WANTED — Agents throughout Canada in unrepresented distributing centers.

Canadian Agents:

Howe, McIntyre Co., 91-93 Youville Sq., Montreal, Que.
W. L. Mackenzie & Co., Winnipeg and Calgary.
G. C. Warren, Regina.
Whitlock & Marlatt, Moose Jaw.
Howard Bros., Brantford, Ont.
W. S. Clawson & Co., St. John, N.B.
D. B. Brubacher, 199 Pape Avenue, Toronto.
W. A. James, Vancouver, B.C.



Gives a good, durable polish—QUICK!

You know how friendly it makes a customer to sell her an article that really has outstanding excellence. That's the effect of every tin of

Black Knight Stove Polish

It makes a friend for you with every sale, because it gives a quicker, easier and more durable polish than other stove polishes do, and that without staining the woman's hands.

Your Jobber knows—He can fill your orders.

THE F. F. DALLEY CO., Limited

Hamilton, Canada **Buffalo, N.Y.**

"Salad, Edible and Cooking Oils"

WINTER PRESSED



"Sun Burst" Reg'd.

"Non-Pareil" Reg'd.

To know these oils is to stock them. The finest substitute for lard on the market. Guaranteed under the Pure Food Act.

We carry a stock and will be pleased to send you samples, with prices.

You will find our oils a good proposition all the way, owing to the number of uses to which they can be put.

WRITE US TO-DAY

J. M. BRAYLEY,

MANAGER KENTUCKY REFINING CO., Incorporated

Cotton Seed Oils

55 ST. PAUL ST., - - MONTREAL

OUR AD. MAN

has been so busy keeping warm of late that he has not had time to write any new advertisements about

QUAKER SALMON

but the price is still the same:

TALLS, $2.00 **FLATS, $2.15**

GET A SUPPLY.

Mathewson's Sons

Wholesale Grocers

202 McGill Street - - Montreal

Walter Baker & Co.'s

Cocoas and Chocolates

In single box lots we will supply at the following prices:

Baker's Cocoa, ¼s - - - -	35½c. per lb.
" " ½s - - - -	35½c. "
Premium No. 1 Chocolate, ¼s -	32½c. "
" " " ½s -	32½c. "
Webb's Cocoa, ¼s - - - - -	29½c. "

W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House—Sault Ste. Marie

WAGSTAFFE'S

Fine old English

Pure Orange Marmalade

Season 1909, now ready.

WAGSTAFFE'S

Jams, Jellies and Sealed Fruits

are better than the imported. Once tried always used.

WAGSTAFFE, LTD.

Pure Fruit Preservers

HAMILTON

Brooke Bond's Tea.

Our long experience, our large trade in Great Britain, and our system of buying *for cash* in the countries of production, enable us to offer you the highest quality at very moderate prices.

With every facility in our own Bonded Warehouses we blend and pack tea for all markets in foil, tin, lead, parchment-lined bags, or any other style of packing desired.

We pack under your own label and with any style of printing you may choose.

Agents for Western Canada:

Messrs. Hamblin & Brereton,

Corner of Notre Dame and Victoria Streets,

WINNIPEG, MANITOBA.

Fruit Jars

Gem, Crown, Schram

Butter Tubs

20, 30, 50 lb. **White Spruce**

G.V. Parchment Paper

Brooms

Splendid Value

Wrapping Paper and Twines

ASK FOR OUR PRICES

Walter Woods & Co.

Hamilton and Winnipeg



HOLBROOK'S WORCESTERSHIRE SAUCE

HOLBROOKS LIMITED

CANADIAN BRANCH
40 Scott Street, Toronto
Canadian Manager, H. Gilbert Nobbs

MADE AND BOTTLED IN ENGLAND.

Men Who Sell Things

By Walter D. Moody

Technical Book Department - - 10 Front Street East

The Condensed Ads. in The Canadian Grocer bring results. Try one.

ESTABLISHED OVER 200 YEARS

CHAMPION'S

LONDON, ENGLAND

IS THE BEST VINEGAR

MADE FROM FINEST MALT

Commands a Preference Over All Others.



ONTARIO AGENTS : The Lind Brokerage Co., 23 Scott St., Toronto
Agent for the province of Quebec, J. Walter Snowdon, 413 St. Paul St., Montreal
W. H. Esoott, 141 Bannatyne Ave. East, Winnipeg

WE ARE OPEN TO DO BUSINESS ON EASY CONSIGNMENT TERMS — WRITE OUR AGENTS FOR PARTICULARS

WHAT LINE IN YOUR BUSINESS SHOWS THE GREATEST PROFIT ?

SPICES

WHAT LINE WILL IT PAY YOU TO PUSH ?

SPICES

DON'T FORGET THAT THERE ARE TWO KINDS

SPICES AND SPICES

ONE IS PURE ——— THE OTHER IS NOT

WE GUARANTEE EVERY POUND OF

"WHITE SWAN" SPICE

TO CONTAIN 16 PURE OUNCES

APPRECIATE THE POINT AND SEND US YOUR ORDERS

WHITE SWAN SPICES AND CEREALS LIMITED - TORONTO

CANADA'S GREATEST SPICE HOUSE

BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE

TRY IT.



SOLD BY ALL JOBBERS

¼-lb tins—3 doz. in case.

A Great Convenience—
McGregor's

Patent Bag Holder



Holds every size bag. It is out of the way, yet permits instantaneous selection and prevents all waste. Write us for full particulars and prices.

KILGOUR BROS.

19 Wellington St. West, - TORONTO

EVAPORATED

APRICOTS

FANCY and CHOICE
BEST PACKS

CHOICE
25-lb. BOXES

PEACHES

The Davidson & Hay Limited

WHOLESALE GROCERS, TORONTO

SUGAR

When next purchasing supplies of Granulated Sugar ask for

Redpath

The purest and best—To be had in original packages—

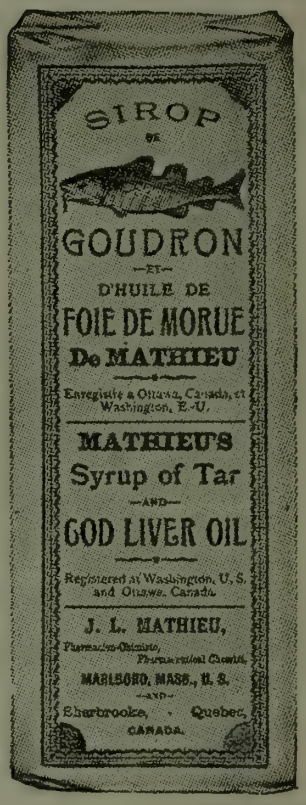
Barrels of about 300 lbs. and Bags of 100, 50, and 20 lbs.

The

Canada Sugar Refining Co.,

Limited

MONTREAL



WHY YOU SHOULD SELL

MATHIEU'S SYRUP

of Tar and Cod Liver Oil

REASON NO. 1

Nine out of every ten people when troubled with a cough or cold call for Mathieu's Syrup.

Hence there is no time wasted in selling it. It almost sells itself. This is the result of its exceptional curative properties in all chest and throat complaints—backed up by good advertising.

This advertising consists of

1. Our newspaper campaign.
2. One person recommending it to another, and probably telling him that he got it at your store.
3. Dealers who know a good article when they see it and gladly recommend it to their customers and friends.

Let us have an order from you to-day.

J. L. MATHIEU CO., Props., SHERBROOKE, P.Q.

L. Chaput, Fils & Cie., Wholesale Depot, Montreal

JAPAN TEAS

We have several very attractive lots on the spot. Jobbers please write for samples.

S. T. NISHIMURA & CO.

MONTREAL and JAPAN

Our Annual Tea Sale

DON'T MISS THE BARGAINS

If open, see our travellers or write for samples.

'PHONE **596** free to buyers.

BALFOUR, SMYE & CO.

QUICK SHIPPERS

Wholesale Grocers, - - HAMILTON, ONT.

You Can Guarantee Balmoral Marmalade

It often means a great deal to a grocer to be able to please fastidious customers by personally guaranteeing goods sold particular people. Cranks about food demand the best and the wise grocer looks after them properly. You and your customer can always depend upon **Balmoral Brand Scotch Marmalade.**

J. W. WINDSOR

MONTREAL



SOFT MINTS—5c. boxes.

ACME PELLETS—5-lb. tins.

M. & R. WAFERS - 5c. bags.

and a complete line of **LOZENCES, ETC.**

Hard and Soft Licorice Specialties

Appropriate for the confectionery, grocery and drug trades.

Price Lists and Illustrated Catalogue on request.

AGENTS

Toronto - -	R. S. McIndoe -	54 Wellington St. E.
Montreal -	J. M. Brayley -	55 St. Paul St.
Winnipeg - -	E. W. Ashley -	123 Bannatyne Ave. E.
St. John -	H. S. Daly	- - - -
Vancouver	J. F. Mowat & Co.	-

DO YOU WANT to buy or sell anything, to engage a clerk or secure a situation? Try a Condensed Ad. in The Canadian Grocer, it will bring results. Two cents per word for first insertion, one cent per word for each subsequent insertion. See page 67 for yearly rates.

Take Advantage of Our Reduced Prices before Stock-taking

We have considerably cut our prices on certain lines of our stock which we wish to reduce before inventory. This means increased profits to the buyer who wishes to add to his stock goods of quality on which he will realize larger profits. Examine this list, make your choice, let us know what you need and we will be pleased to quote you figures which will not fail to give you satisfaction.

Clan Roy Scotch Whisky, in cases of 12-qt. bottles.
Wiser's Rye, very old, in cases of 20 flasks, (1898).
Wiser's Rye, (1902), in cases of 60 flasks.
Chateau Maucamp Claret, vintage of 1900, quarts and pints.
Wines in Casks, Claret, Sherry, Port, Maderia, all qualities.

We will pay freight, during January, on all wines in casks or bottles, Miller's High Life Lager, Miller's Malt Extract, and Garnier's and Pollen and Zoon Liqueurs.

Imported Canned Goods

Soups, Vegetables and Fruits, "Soleil Brand"

Soups - - Chervil, Julienne, Printanieres, "Soleil Brand." — Peas, Beans, Whole Asparagus, large and extra, Medley of Vegetables, Carrots turned and cut, Ribs of Celery, Puree of Spinage, Artichokes bottoms. These are goods which we especially recommend as to quality; made from the choicest vegetables by experienced French cooks. Housekeepers will appreciate these goods, which are always ready to serve after a few minutes' heating.

Canned Fruits - - "Soleil Brand." — Quartered Apricots, Pineapples in syrup, Strawberries in syrup, Raspberries in syrup, Peaches in syrup, Medley of Fruits in syrup, Fruit Jelly in cases of 72 pots. Highly recommended products.

Canadian Canned Goods — We have a complete stock of all popular brands of VEGETABLES, FRUITS, MEATS and FISH.

Special — We have a fine canned ***Salmon*** of good quality which we are in a position to sell at prices defying all competition, and which can be retailed at popular prices and will give entire satisfaction. This is a RARE opportunity.

Teas — We offer to the trade a most complete line of Teas of all grades and qualities at prices most interesting. Do not fail to take advantage of these great reductions which we make in order to reduce our stock before our inventory on the 1st of February. We pay freight on all lots of teas, assorted or not, of 200 pounds or more.

For further particulars, quotations, etc., write, telephone or wire at our expense

LAPORTE, MARTIN & CO., Limited

Wholesale Grocers and Wine Merchants — ***Montreal***



SNAPS

In consequence of heavy fall trade, we discontinued for a short time advertising snaps.

We have now completed our stock-taking, and have made up a big list of snaps, which is now in the hands of our travellers. It is too lengthy to advertise. If our travellers don't call, write us for particulars.

James Turner & Co., Limited

Hamilton, Ontario

INDEX TO ADVERTISERS.

This index is made up on Tuesday. The insertion of the advertiser's name in this index is not part of his advertisement, nor does he pay for it, but it is placed here entirely for convenience of readers. We endeavor to have the index as complete as possible.

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Winner in The Grocer's Ad. Contest

The best test of an advertisement is its ability to sell goods and add to the renown of the advertiser. But, in judging this advertising contest, the judges had to be guided by the acknowledged principles that underlie all good advertising; not knowing the actual results produced by the many contesting ads.

XMAS CHEER at FORSYTH JR'S.

Editorial

Now let us close a successful year with a jolly, old-fashioned Christmas, and let us not keep it all to ourselves either, but as we sit down to our Christmas dinner, let each one have the pleasure of knowing that they have helped to make Christmas happy for someone less fortunate than themselves. Our goods and prices will enable you to do this.

"Plums"

For the "Duff"
Raisins are of excellent quality This years

Valentias
are sound, plump and mouty
3 pounds 25c

California Seeded
were never in better order. Entirely free from stones, of rich flaver and large
18 ounce pkgs. 12c
12 " " 10c

Sultanas
Cant be beaten, unusually free from stems, and just in prime order for the sultana cake.
2 lbs (pkg) 25c

Layer Raisins

Look so tempting that you will have to eat them whether you like raisins or not. Black and fat with the bloom still on them, and tied with brilliantly colored ribbons.
Per pound 20c

Candied Peel

To enrich the pudding and plum cake.
Lemon Peel per lb. 15c
Orange " " " 15c
Citron " " " 15c
Mixed " " " 20c

Extracts

Lemon, Vanilla, Orange, Raspberry, Strawberry.
Per bottle 10c and 25c
We recommend "Sovereign"
2½ ounce bottle 25c

Spices

Don't try to economise upon cheap spices. Use only the pure article. We advise
Mott's.
They are the best, at least that is what the government analyst says, and he knows.
Special until Christmas
4 quarter pound pkgs. 25c

Flour

The flour of known value that makes more and better pastry and more and better bread to the barrel than any flour at a similar price is
McLeod's Special.

Barrel	$4.00
Half Barrel	2.15
" bags	2.00
Quarter " "	1.50
Eighth " "	.75

Currants

(So called, but really a small variety of Raisin.) Bright and clean, packed in cartons right where the fruit is grown, plump and juicy
1 one pound pkg 25c

Figs

Cooking and table varieties Luscious and inviting
4 pounds 25c
and upwards

Dates

Every year as the new dates make their appearance they seem to taste better than the year before This year is no exception.
Delicious and sticky.
3 pounds 25c

Prunes

If people knew more of the good and medicinal value of prunes the already large consumption would be largely increased. They are in fine order this year.
3 pounds 25c

Peaches

Weather conditions favored the curing of dried fruits this year and peaches are in especially fine order.
Per pound 15c

Apricots

are not too well known hereabouts and we invite your attention to them. Try a pound and let us have your opinion
Per pound 15c

Grapes

are also fine this year, but there are good and better, ours are the better. Large, clean, bright, green and heavy with juice
Per pound 15c

Candy

We have a fine assortment of mixed candy.
Hand Molded clear toys, per pound 40c
Boxes Chocolates and Bon Bons 10c to 50c
Mixtures 10c, 3 lbs 25c
15c, 2 lbs. 25c

BUT

The special that we call your attention to is a

French Cream
Chocolate Cream
Caramel
} Mixture
at 15c a Pound

A 5 pound box 70c
Order a box of this, it will do to play Santa Claus with, treat your guests and in fact a box will put you over the holidays. It is without exception the best value we have ever shown.

Herbs

Don't forget the herbs, we have them all
Savory, Marjoram, Mint, Sage, Poultry Spice, Etc.
10c a tin, 3 for 25c.

Oranges

Fine large, sweet and juicy Jamaicas
per doz. 20 and 25c.

Tea

Some people think we talk too much about
Forsyth Jr's Famous 30c Tea.
But there are people who have not tried it (there are perhaps half a dozen in town) most others think we dont say half enough. Try a pound and give us your opinion.

Coffee

The correct way to buy coffee is to get it ground just when you buy it. We grind it for each order. We would like you to pass judgment upon ours
It is 35c and 40c per pound.

Cocoa

We have them all all, but why not use the best—
Mott's Pure Breakfast Cocoa
10c. 15c. 25c.
It is made in Dartmouth, it must be good.

Nuts

Fresh Nuts
Brazil, Filber, Walnut, Pecans, Almonds, Peanuts } Mixed per 17c pound
New shelled Walnuts, New shelled Almonds } 35c.

Vinegar

White Cottles pure malt vinegar is a beautiful golden brown color and has a delightful aroma and a delicious taste
Reputed qt. bottle 20c
Imperial gallon 70c

Fruit Syrups

We have a snap in Fruit Syrups
Sterling
a pure fruit syrup, heavy, and of good flavor Per bottle 20c
Sovereign
The King of fruit syrups
Per bottle 25c

Mince Meat

Without speaking disparagingly of your mother she never made such Mince Meat as
Park, Blackwell's
and if you could make it as good you could not make it as cheap
Per pound 10c

Pickles

You will want the best for Christmas, that is
Lazenby's
MIXED,
PICALILLI,
CHOW CHOW.
Per bottle 35c
Other good brands 20c

Sauce

The Christmas Dinner will not be quite complete without a bottle of good sauce, and you can't beat
Lea & Perrins,
Per bottle 35c
H. P, Banquet, Hindoo } " " 20c
Pan Yan per bottle 15c
Tomato " " 15c
Worcestershire " " 10c

OUR CHINA DEPARTMENT

Our China Department was never so well stocked as it is at present. You will be sure of getting suited with something for holiday gift here, in prices from five cents upwards. We want your trade no matter what amount you have to spend, and we invite you to come in and examine our stock.

Please Remember

You are not under the slightest obligation to buy because you come in and look, we will take it as a favor if you will do so.

We find numbers of people who come in and examine our goods and then go to the city, only to return and purchase from us.

This can have only one meaning, and that is that we are giving better values than they give in Halifax.

Five O'clock Tea Set

Lge ornamentation, very pretty.
Per Set $1.75 & $2.00

Teasets

What more acceptable gift to a sister, wife or mother than a nice China teaset. We have a pretty new set of 40 pieces in three colors, chastily decorated, prettily shaped and of good material.

We have seen this set catalogued by a Canadian house at $5.00.
Our price is $3.50

This is a leader, we have other sets, both higher and lower in price.

Dinner Sets

A nice dinner set is something which would keep the giver in remembrance for many years. We have a good range from $6.50 to $15.00. Our $18.00 set is a
Crown Derby Effect
and is so near the real thing that not one in twenty could tell that it is not the genuine which would cost ten times the amount we ask for ours.

Toilet Sets

We are showing some beauties, our Five Dollar Set would delight the heart of any housekeeper Then we have them down as low as $1.50.

Chocolate Set

of pretty shape and chaste ornamentation. Per set $2.00

Fans

Neatly decorated Jap Fans, Each 10c

Bon-Bons

in shape, design and decoration that would lead you to believe they cost many times what we ask for the. Each 15c and 20c.

Fern Pots

You will be pleased with our display of Fern Pots. There is nothing nicer for a gift.
Each 15c to $2.00

Berry Sets

If you could see the way this line is admired by our lady customers you would not have any doubt as to whether it would be appreciated as a gift or not.
Per Set, 50c to $2.00

Vases

We are showing some very pretty Vases which would make some women's heart glad.
Per pair 50c

Biscuit Jars

Many a housekeeper longs for articles of this kind and never just feel that she has the money to spare to buy one.
Each 80c and $1.25

Match Safes

A unique little production of a Japanese head.
Very convenient.
Each only 5c

Pintray

Another fancy little line of Jap goods. Each 5c

Crumb Brush and Tray

Beautifully Lacquered and Ornamented.
The two for 20c

Crumb Brush and Tray

Heavy Metal. A Handsome piece of Workmanship.
The pair 65c

Match Box

A neat pocket match safe, brass. Jap ornamentation.
Each 20c

Jap Laquered Glove & Handkerchief Boxes

Very rich looking. 25 & 30c

Egg Cups

of quaint design, pale blue color.
Per dozen 60c

3 Piece Set

Sugar, Cream and Butter.
Beautifully hand painted.
Per Set $1.75

Cheese Dishes

Also a useful article in every home. A pretty one for $1.00

Jardiniers

Useful and ornamental. A nice one for $1.25 or $1.50.

Cups & saucers

Come and see our assortment. You will most assuredly be pleased.
We can sell you a fancy decorated China cup and saucer for 10c that you would never suspect could be bought for any such money, and equal value up to 35.

Wine Glasses and Tumblers

Cut and Plain.
It would be vain to try to describe these goods. Suffice it to say we will show you values which you will find it difficult to match.

Water sets

We have a very nice assortment of Water Sets which always make attractive gifts. $1.25 and upwards.

Lamps

You cannot go wrong in giving a Lamp, we have them.
Parlor, Library, Hall, Kitchen, Bedroom, Etc. 25c to $6.00

Pitchers

We have Pitchers in great variety and where you want to give a small article these suit admirably
10c to 50c

Jap Salvers

Very handsome ones, just the thing that many ladies need and do not know where to get.
Three sizes,
18 in. x 14 in. 75c
16 x 12 50c
9 x 12 25c

Table Sets

Are not to be overlooked in the matter of making gifts and our display will please you.
Prices 35c to $2.50

Tea Pots

Never have we shown a nicer array of tea pots, all English goods, in elegant and quaint designs with pretty and chaste decorations, also plain.
10c to 80c

Cut Glass

We have added to our already good stock of Cut Glass and now have a nice selection. Cut by the best manufacturers and the price is at least a quarter less than the same goods could be bought for in Halifax.

FORSYTH JR., **The man who makes good his ads.**

The Prize Winner.—Christmas Ad. of Forsyth, Jr., Dartmouth, N.S.

The contest was a fairly close one; but we venture to think all the contestants will agree that the price has been fairly won by Forsyth, Jr., Dartmouth, N.S.

This ad. occupied full-page space. Its size, together with its clean, readable set-up, and the sprightly persuasiveness of its paragraphs makes it one of the most attractive grocery ads. we have ever seen. The Christmas sentiment which commences in the well-written brief editorial, permeates the entire page. Read some of the paragraphs. It just shows what can be said about commonplace groceries by a man who knows his business and the taste of his public as well. Forsyth, Jr., has also made the most of his china department in the way of gift goods suggestion; and the footnote of his ad. (which, we understand, is a permanent feature of all his advertising)—"The man who makes good his ads."—is calculated to inspire confidence. If there is any criticism we might offer to the winning advertiser it is that he persuade the publisher of his advertising medium to get in some display type figures for use in bringing out the prices in a stronger manner.

The Runners Up.

There are no second or third prizes in this contest, for which the judges are sincerely thankful. There are so many close "runners-up" that the awarding of any additional prizes would have to take the form of an even distribution of the money between quite a number of people.

We are reproducing one of several attractive ads. sent in by Kirkup & Wilkie, Fort William, written by W. H. Thompson, manager of their china department, as an example of excellent set-up in four-column space. The cut and the caption are very appropriate; and the inquiry, "What have you forgotten for the Christmas dinner?" is well calculated to inspire a reading of the list of groceries which follows. Here is a list of the contestants whose efforts merit special mention. Lack of space forbids us going into the details of these ads. this week, but we hope to do so in the very near future:

T. A. Rowat & Co., London, Ont.
Bradley & Son, St. Catharines, Ont.
J. A. McCrea & Son, Guelph, Ont.
Deans & Walker, Galt, Ont.
Mrs. C. E. Harkness, Iroquois, Ont.
Laceys, Hillsburg, Ont.
Bryson & Graham, Ottawa, Ont.
(Duncan Bell, grocery dept.).
R. R. Powell, Carleton Place, Ont.
(By T. Stevens, clerk).
C. A. Farmer, Perth, Ont.
P. Shier, Little Britain, Ont.
(By F. Homer Moore, ad.-writer).
John Diprose, London, Ont.
Geo. J. Harp, Brantford, Ont.
(By Ernest Wall, clerk).
D. D. Butler, Brantford, Ont.
Prentice & Sproule, Collingwood, Ont.
John Goos, Walkerton, Ont.
W. Dowling & Co., Brandon, Man.
R. G. Joy, Nelson, B.C.

LOWNEY'S ANNUAL MEETING.

The annual meeting of the Walter M. Lowney Company, of Canada, took place in Montreal on Tuesday of this week. Walter M. Lowney, of Boston, was present, and was re-elected President. Other officers were re-elected as follows: Vice-President, Arthur Lyman; Secretary-Treasurer, T. W. Dodds, and Managing Director, E. Littler.

On Monday 100 employes of the company participated in the annual profit-sharing of the company. By this plan every employe who has been with the concern over a year is made the recipient of a portion of the profits.

Tuesday afternoon the employes presented Mr. Lowney with a loving cup.



The Christmas Ad. of Kirkup & Wilkie, Fort William, Deserving of Special Mention.

AFTER BRANDY CHOCOLATES.

Provincial Revenue officers in Montreal on Friday last seized a quantity of brandy cordial chocolates from the factory of the Walter M. Lowney Company, of Canada, William Street, and also took possession of a few jars of brandy used in the manufacture of this sweetmeat. On Tuesday summonses were served upon some thirty retail confectioners charged with selling such chocolates, and they will appear in the Police Court to-day to explain why they are "selling liquor without a license," as the Revenue officials allege they are. The Lowney Company will have to answer to the same charge.

These chocolates, which are known in the trade by various names, such as brandy cordial chocolates (which they actually are) and other names less suggestive of one of the substances used in their manufacture, are composed of sugar, chocolate coating and syrup flavored with brandy. Many Canadian confectionery houses manufacture the line, while some imported chocolates contain the same liquid.

"By Their Fruits Ye Shall Know Them"

Kimpton's King Pins Go Down to Defeat at the Hands of the Guelph Trundlers—Toronto Fruiters and Grocers Royally Entertained in the "Royal City"—But Are Crestfallen Over Result of the Games—Story of the Memorable Trip.

The Toronto wholesale fruit dealers have caught the fever and believe they can bowl. A large party of them, and some of their grocery friends, went to Guelph on Wednesday, Jan. 13, with the object of teaching their friends and enemies in the Royal City the game of bowls.

In the party were Dave Spence, H. J. Ash, E. Oake, Jno. McBride, Art McBride, W. B. Stringer, Geo. Stronach, J. J. McCabe, Geo. Everist, Frank Everist, W. Radcliffe, Geo. Olcott, Norman Peters, Tom Clark, Geo. Kent, J. Langskill, C. Husband, D. Radcliffe, Allen



"KING PIN" KIMPTON,
The Daddy of Them all, and he Knows how to Play Euchre, too.

Leadley, of the Delaware, Lackawanna & Western Railroad, H. W. Dawson and A. Hutcheson.

The Toronto crowd were so sure of success, seeing that the Guelphites did not know even the rudiments of the game, that they did not bring along enough money to pay for the games, but, sad to relate, the unexpected happened, and Guelph trimmed the Torontonians good and sure.

Kimpton's King Pins.

Charlie Kimpton was as usual chief agitator and master of ceremonies, and he handled the bunch well. A luxuriously appointed box car was attached to the G.T.R. morning train for the exclusive use of the party. Dave Spence's first impression on entering it was: "We hadn't better smoke in here." Immediately some joker started singing, "We're here because the Duke and Duchess were never here." The excursionists evidently did not care to look at the beautiful scenery, and could not if they would, for some of C. K.'s admirers had tastefully decorated the windows with life-size cards bearing mottoes such as "Kimpton's King Pins" and "The Tenpin Ticklers of the Toronto Fruit Trade."

At Parkdale the "not early risers" got on. Geo. Everist, with his indispensable "picture frame," was there, and "Phoebe Snow" Leadley, who brought out a box of cigars, and he surely struck the right chord, too, for Jim Langskill forgot his cigarettes.

First Taste of Defeat.

The "picture frame" being displayed Frank Everist and W. Radcliffe started in to play euchre with Cameron Husband and Charlie Kimpton. They got such a walloping, however, winning but one game out of seven, making Radcliffe remark that Cameron Husband had hypnotised Frank Everist.

But they should not have forgotten Kimpton's prowess in being the champion euchre player in Canada. However, the losers were "awfully" glad when the conductor shouted "Guelph." They had heard "Chicago" sung out so often that they thought they were near 'Frisco.

Some Classy Bowling.

Geo. Walker, of Hugh Walker & Son, met the party at the Guelph station and played the part of host while the Torontonians were there. He showed the fruit bowlers over his palatial fruit warehouse before proceeding to the alleys; and it certainly was a revelation to even the Toronto fruit kings.

Oh, my, didn't Frank Everist try hard to beat Dave Spence when the games began, both being coached by Harry Ash, who has developed into a bowler of "class." Norman Peters showed "good results" with his "graceful" delivery; but Geo. Everist took the lead with his 270 game. Geo. Stronach was always on the job, and Cameron Husband would have done better only he seemed afraid to hurt the pins. The only trouble with him was that the tenpins looked like a hundred and he invariably left a pair of horns staring him in the face. He made the remark to a nearby fruit man that "if he could only have his youth back again what he would not do."

J. J. McCabe couldn't get up to the century mark and handled the bowls as if he were trying to keep the baby quiet. He thought they were lemons and threw them so far that he nearly knocked the nose off one of the fruit men. Oke, Hutcheson, Radcliffe, Stringer and Langskill, of the "Old Guard," gave a good account of themselves, and Geo. Kent was good on splits, but bad on spares. Jim Langskill started off as though he were a boy again in the Orkneys, but he soon found how old he was when the pins refused to fall. George Stronach told a friend he did not want to make McCabe feel bad, as he was a particular friend of his, and had promised not to beat him. In consequence, he rolled up but 61 to McCabe's 62.



GEORGE STRONACH,
The Man Who Rolls the Bowles Nearly as Well as His Rs.

Had Seen Better Days.

Tom Clark, the grocer, is an enthusiastic sportsman, but is only a beginner at bowling, so that much must be overlooked for his attempts to turn the pins over. He said he had done better in the past, but Charlie Kimpton will have to see him do it again before he will believe the yarn. D. Radcliffe is another Toronto grocer who thinks he can bowl. He went on the alleys as if he owned them, but when the Guelph boys got through with him he could have been bought for a two-cent postage stamp. Had there been a train leaving for the city just then he would have been aboard on his way home. After refreshments his courage came back, and he was ready

for another defeat. Allen Leadley is a good sport, but a bad bowler. As a consolation, C. K. promised to route his next car of lemons through his office. Art McBride covered himself with glory and proved himself the peer of all. His brother, John, not quite so demonstrative, did exceedingly well, but he will never be the bowler his brother promises to be.

The Tale Left Untold.

The most disappointed man was Charlie Kimpton, who had been bowling low all day. In the evening he, George Stronach, J. J. McCabe, Norman Peters and George Walker bowled against Ryan's celebrated team, but charity prevents telling the result. Charlie, however, came back to his "old-time" form and rolled up 200. W. B. Stringer, the winner of the D. & L. cup, had been going around the alleys all day with his chest bulged out, but it was noticed that he came off the alleys in the evening looking pretty much like Tommy



FRANK EVERIST,
Who in His Spare Moments is An Amateur "Picture Framer."

Burns. It would be a shame to tell what was done to him.

The boys had been bowling all day and all evening, finishing up about midnight. A few afterwards "slid off" to bed, evidently trying to escape the fitting climax. This was regarded as an offence, and they were punished by having to prepare for retirement a second time. Five hours' sleep was allowed the party before the Thursday morning train left.

A Prolonged Visit.

Some of them caught that, others who slept in came back in the evening, and the rest of them are there yet.

The Guelph fruiters and grocers united to give the Toronto fruiters and grocers a good time, and there is no question about it that the Toronto men had the time of their lives.

Strikes and Spares.

When Charlie Kimpton held the ace, king, queen, jack and ten-spot of diamonds he wanted to change the game right off. Is it any wonder?

McCabe went off worse than the Messina earthquake when he was bowled over.

Harry Dawson wanted the train to stop for an hour at Brampton. It looked like home to him.

Geo. Stronach's burr nearly threw the train off at Limehouse.

What a lot of lemons the Toronto bunch looked like after the Guelph boys got through with them.

Oke's artistic delivery was the envy of his beholders. Geo. Stronach thought he was trying a hop, skip and jump.

"Earnest" Geo. Everist had one of his good days, and cleaned up more spondulex than the last time he went to the Woodbine and had to walk home.

Wm. Radcliffe found it just as difficult to pick the winners at Guelph as he did to pick up a "sure thing" at Cobalt.

Olcott, White & Co.'s bowling wonder, distinguished himself by "nearly" knocking down the pins.

Norman Peters, the "boy orator," surprised everyone by having nothing to say. Speak up, Norman, what's wrong?

Geo. Kent was the prize beauty and looked fresh coming out of cold storage. He had a glass arm, however, which prevented him doing damage to the pins.

"Soapy" Hutcheson was there trying to induce the fruitmen to clean their stock with his "new process" brands.

It was a great day for the Georges.

HAMILTON GROCERS.

The retail grocers of Hamilton, Ont., met on Thursday night, January 14, and elected the following officers:

President—Ald. John Forth.
First Vice-President—George Cann.
Second Vice-President—J. P. Boyd.
Secretary—M. R. Hill.
Treasurer—James Main.
Executive Committee—A. G. Bain, W. Smye, J. M. Semmens, A. Lavis and J. Kirkpatrick.
Auditors—J. Kirkpatrick and A. G. Bain.

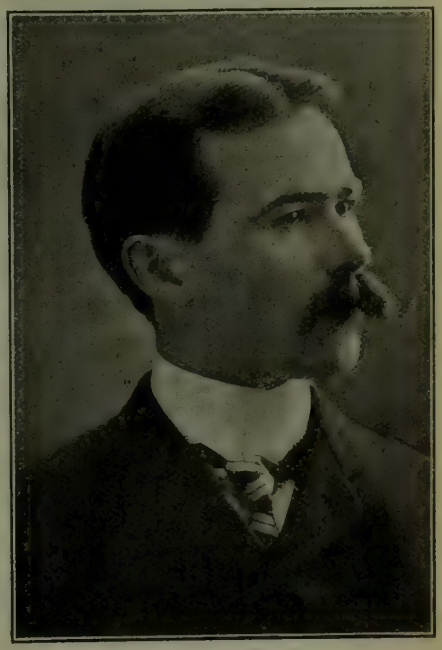
A resolution of condolence with the family of D. Henry was passed.

The association donated $25 to the day nursery.

A MONSTER PRESENTATION.

Seventeen Thousand Pounds Tea Given by Ceylon Planters' Association to Men of U.S. Warships.

The Weekly Times, of Ceylon, December 12, says: The Ceylon Planters' Association presentation tea, which is to be formally handed over to Rear-Admiral C. S. Sperry, on board of the Connecticut next Friday, is composed of some 15 different estate teas blended to suit the American taste, specially selected at the Colombo tea sale by Messrs. Bois Bros. & Co., at the request of the Planters' Association and packeted by them at their mills at Hunupitiva. There are about 13,000 one-lb. packets for presentation to each member of the crew, and about 800 five-lb. boxes for presentation to the officers. The one-lb. quantities are in lead oblong packets and are encircled over the longer circumference by a yellow and gold label, specially prepared and very attractive. On the front there is a picture of a Tamil girl plucking tea, printed in different colors, with the word "Hillgrown. Specially selected and packed for presentation to the American fleet." On the reverse side is a design, embodying the two national flags and a shield bearing the Ceylon coat-of-arms. Underneath are directions how to make a cup of Ceylon tea. At one end are the words, "Finest hillgrown, pure Ceylon tea," and on the other end is "With greetings and good wishes from the Planters' Association of Ceylon. Colombo, December, 1908." There is also stamped the crest of the Planters' Association.



"ST. NICHOLAS" McCABE,"
Who Said the Bowls were too Large for "November Cuts."

The 5-lb. boxes are stencilled on all sides with similar wording as on the packages. Special attention was given by Mr. Percy Bois to the stencilling of the national flags and coats-of-arms which have been printed in eight different colors.

A special 10-lb. box has been made for presentation to Rear-Admiral C. S. Sperry. The wood of the box is satinwood, and as it would have spoilt the wood to put lettering on it, the box was covered with Holland cloth, and the lettering has been done on the cloth.

Mr. Percy Bois had a photograph of the tea taken at the mills this morning. Immediately the officials of the Planters' Association make the formal presentation to the Rear-Admiral, the tea will be despatched, in the required quantities, to each of the ships.

Retail Grocers Elect Officers

Hold Important Business Meeting—T. Clark, the New President—The Peddlers' License Question to Come Before Toronto City Council—Increase in License Asked for—Grocers Interested in Bowling—A Presentation Made.

Peddlers' licenses, bowling, the annual excursion, election of officers and a presentation to the retiring President were the features under consideration at the annual meeting of the Retail Grocers' Association, of Toronto, on Monday



T. CLARK,
The New President of the Retail Grocers' Association of Toronto.

night, Jan. 18th. The meeting was held in the hall of the Association in the Temple Building and proved to be one of the best from an educative as well as from a social standpoint in some time.

President C. F. Thorne occupied the chair, and conducted the business of the meeting until the election of new officers. There was a feeling of mutual regard for each others' best interests pervading the meeting, each member in a most unselfish spirit giving the information at his command which would benefit his fellow grocer, demonstrating the value of such an association to the retail grocers of any town or city.

Want Higher License.

One of the first items of business arising was the question of a deputation of the Retail Grocers' Association waiting on the City Council at its next meeting. This had previously been decided upon and as the Council is likely to meet towards the end of the month something more will be heard of this important question.

The present peddlers' license is ten dollars annually and five dollars for six months. The worst feature of this to the grocers is the fact that most peddlers take out a half-yearly license in July thereby selling in the season of the year most detrimental to the retailers who are permanent taxpayers and who have to keep up houses and stores.

The act governing peddlers' latitudes states that they cannot sell within 200 feet of a retailer's store, but some of the grocers at the meeting maintained that "they come right up to my door and laugh at me."

"I wouldn't mind so much," said another, "if they would confine themselves to fruit alone, but they sell butter, eggs, canned goods and vegetables, and everything a man keeps in his store."

Statistics show, one member stated, that 70 per cent. of the peddlers take out their licenses in July and take them out half-yearly.

"What we want," he said, "was a license fee of $30 annually, with the restriction that the licenses are taken out near the beginning of the year."

Since the grocers have begun the agitation they have been given a promise that no more licenses would be issued



DONALD McLEAN,
Who Will Occupy the Vice-President's Chair of the Association During the Coming Year.

before February 1, when it is expected the matter will be cleared up. Everything now depends on the attitude of the Council towards the change.

Have the Bowling Fever.

The grocers as well as the wholesale fruiters have broken out into bowling and during the meeting there was considerable talk about the high scores made. The others were, of course, not alluded to, but from all accounts the association is going to have some pretty fair trundlers within a week or two. They held a practice last night at the Minerva alleys and some of them are proving to be classy rollers.

Only members of the Association will be allowed to compete in any tournament or challenge games which may be held from time to time.

Annual Excursion.

David Bell, one of the committee to look after the securing of a boat for the annual summer excursion, reported on what had been accomplished. The committee was asked to go ahead with arrangements.

The excursion last year proved a very successful affair, the total receipts amounting to more than $880, and after all expenses were paid, over $113 remained.

Election of Officers.

Only one officer was elected by acclamation. That was T. Clark, who will occupy the President's chair for the year to come. The other offices were almost all keenly contested, showing that the members display interest in their Association. The list in its entirety is as follows:

President—T. Clark.
Vice-President—D. McLean.
Treasurer—B. Snow.
Secretary—J. C. Beaumont.
Executive Committee—D. Bell, R. Van Loan, D. W. Clarke, R. W. Davies and ex-President C. F. Thorne.
Trustees—F. W. Johnston, D. Bell and D. W. Clarke.

Appreciate Their President.

Before the close of the meeting a pleasing event took place when a pre-



C. F. THORNE,
Retiring President of Toronto Retail Grocers' Association, Who Was Presented With a Clock.

sentation of a handsome chime clock was presented to C. F. Thorne, the retiring President. The presentation was made by B. Panter, who in a verbal and informal address referred to the sterling services of Mr. Thorne as leader of the

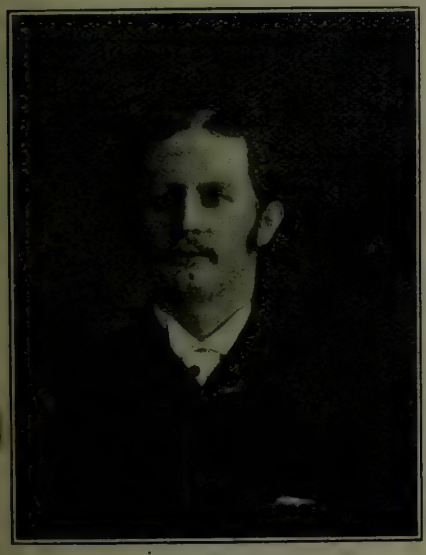
Association during 1908. He had been a worker in the interests of the grocers for years and all appreciated what he had done. The clock was presented, not only in recognition of his services, but also as a memento of the good times enjoyed together and of the good fellowship that always marked the meetings.

In reply, Mr. Thorne was more than surprised and delighted at receiving the gift. He was glad to know of the good feeling among the members of the Association, and pledged himself to continue to work in its interests.

A vote of thanks, moved by C. F. Thorne, and R. Van Loan, was tendered to David Bell, the retiring Secretary, who has occupied that position for two years. Mr. Bell made a suitable reply. A committee composed of C. F. Thorne, D. McLean, F. W. Johnston and B. Panter was appointed to prepare a testimonial to him.

New President's Address.

On taking his seat in the President's chair, Mr. Clark, in his address, asked



BAILEY SNOW,
Elected Treasurer of the Association.

for the co-operation of all his fellow officers in making the year 1909 the banner one in the history of the Association. The new ideas advanced, which, if carried out, would mean many new members and more interest in the work.

The newly-elected Vice-President, Treasurer and Secretary, after being installed, also made some brief remarks, thanking their fellow members for the honors conferred on them.

The Auditors' report showed a balance on hand of $98.16, the receipts for the year being $227.16.

ERROR IN AN AD.

In the advertisement of the Canada Brokerage Co., Ltd., wholesale grocers, which appeared in last week's issue of The Grocer, an error occurred. Thompson's California Seedless Raisins should have read "10 oz. pkgs." instead of "103 pkgs."

OFFICIAL PROGRAMME.

National Canners' Convention at Louisville From Feb. 1st to 6th—Badges Must be Worn.

Secretary Frank T. Borrell, of the National Canners' Association, has issued the official programme for the big convention at Louisville from Feb. 1st to the 6th, together with much valuable information for canners and others who intend attending the sessions.

The immense Armory building where the sessions will be held gives exceptional facilities for the display of the magnificent line of machinery, which it is expected will surpass anything of former years. All offices will be in the Armory and visitors are urged to proceed to the registration offices immediately upon their arrival.

The programme will be as follows:

Tuesday, Feb. 2nd—Morning Session.

10 o'clock—Joint meeting of all associations, Fred. W. Keisker, president Louisville Commercial Club, presiding.

Address of Welcome — Honorable James P. Grinstead, Mayor of Louisville.

Response—Henry Burden, 2d, Cazenovia Canning Company, Cazenovia, N.Y.

Addresses of presidents:

National Canners' Association — Charles S. Crary.

Machinery and Supplies Association—Edward M. Lang, jr.

National Canned Goods and Dried Fruit Brokers' Association—Walter A. Frost.

Report of secretary and treasurer.

Announcement of convention and special committees.

Afternoon Session.

2 o'clock—"Better Standard of Tinplate," L. A. Sears, the Sears & Nichols Co., Chillicothe, O.

Greetings to our guests.

Response—William Judson, president National Wholesale Grocers' Association.

4 o'clock—Preliminary meeting of the National Canned Goods and Dried Fruit Brokers' Association, headquarters room, Armory Hall.

Evening Session.

Entertainment by local committee.

Wednesday, Feb. 3rd—Morning Session.

10 o'clock—"Pure Food Advertising," Gerald Price, Chicago, Ill.: (1) "Tomatoes," R. L. Polk, J. T. Polk Co., Greenwood, Ind. Practical canning: (2) "Corn," Walter Davis, Portland Packing Company, Portland, Me.; (3) "Peas," Frank T. Stare, Waukesha Canning Company, Waukesha, Wis.

Afternoon Session.

2 o'clock—Address, Hon. Frank H. Hitchcock. Reports of all convention and special committees, except committee on nominations and location of convention.

Address — Dr. Harvey W. Wiley, chairman Board of Food and Drugs Inspection, Washington, D.C.

Evening Session — Open — Thursday, Feb. 4th.

Morning Session

10 o'clock—"The Division of Profits," Rufus M. Gibbs, Gibbs Preserving Company, Baltimore, Md.

Address—Hon. Augustus E. Willson, Governor of Kentucky.

Executive session National Canners' Association.

Report of committee on nomination of officers.

Election of officers.

Report of committee on location of convention.

Brokers' Headquarters Room, Armory Hall.

Annual meeting Canned Goods and Dried Fruit Brokers' Association.



J. C. BEAUMONT,
Elected Secretary of the Association.

Reports of committees.

Election of officers, etc.

Afternoon Session.

2 o'clock—Annual meeting of the Western Canned Goods Association.

Thursday evening.

Theatre party.

Members of the convention and their ladies will be the guests of the American Can Company this evening. As it is impossible to get one theatre in Louisville large enough to entertain all of the guests, arrangements are now being made to care for the party in the two largest theatres of the town. It is impossible yet for the host to announce particulars.

Friday, Feb. 5th—Evening Session.

Annual meeting of the Machinery and Supplies Association.

Views on Insurance Rates

Claims Underwriters Have Lived Up to Their Agreement—City Must Go Farther and Complete Pumping Capacity of the High Pressure System—A Further Reduction Then—What the Key Rate is.

By C. McKnaught.

Toronto's long looked for high pressure system is now an accomplished fact. The tests made were passed upon as satisfactory by Mr. Howe, expert of the Canadian Fire Underwriters' Association. In making his report, Mr. Howe points out that the system is only fully effective while the present set of pumps are both in good working order; the disablement of one would seriously reduce the pressure—the vital requirement in the efficiency of all high pressure systems.

The necessity for increased fire-fighting equipment was most completely demonstrated by the conflagration which wiped out a large part of the wholesale and light-manufacturing district of this city in April, 1904, and insurance companies were compelled to reckon with a serious "conflagration hazard."

The immediate effect was the imposition by the companies of a surcharge or "conflagration extra" of $1.00 to the then existing rates in the congested district—a district in which buildings containing large values were closely grouped together and which were subject to complete annihilation should a fire get beyond control—as it was self-evident that the city's water service and fire-fighting equipment were utterly inadequate to cope with such a condition.

Risk Rated on Its Merits.

After the adjustments of the many losses occasioned by the conflagration were completed, the city was "specifically rated" by the underwriters,—that is, each individual risk was rated on its merits under a schedule rating system.

This rating system superceded the "conflagration extra" rates. It is made up of certain fixed charges for items, such as "defects of construction," "class of occupancy," etc.; and to these various charges is added the "key rate" of $1.00, which is based largely on the efficiency of the fire-fighting equipment.

Thus we come to the consideration of the conditions existing immediately after the fire of 1904. Merchants and insurers of all classes affected by the increased rates, while, in most cases, recognizing the justice of the action taken by the insurance companies, immediately began to co-operate with the underwriters in their effort to remedy the condition—and the grant for the high pressure system and the betterment of the fire-fighting equipment was the result.

After conferences between the city and the underwriters an agreement was entered into under which it was agreed that the "key rate" was to be reduced a certain definite amount for each of the several items of improvement that should be completed by the city—aggregating 50c in all.

More for City to Do.

When the city has completed the pumping capacity of the high pressure system, as promised, it will, with the other items now completed, have effected improvements which entitle it to a reduction of the key rate from $1.00 on contents and 75c on buildings to 75c and 50c respectively, in the congested district.

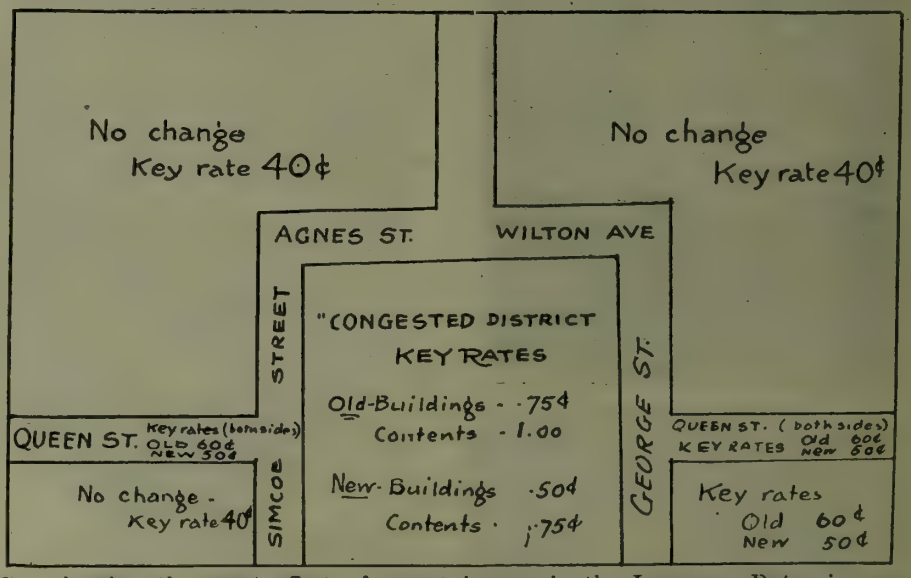
The underwriters, however, in endeavoring to show their absolute good faith and also in just recognition of the improvements completed and to be completed, immediately granted the reduction of 25c in the "key rate" in the congested district and have gone farther than their agreement with the city by also reducing the "key rate" of the intermediate district from 60c to 50c. They regarded the improved conditions as warranting this reduction.

Therefore, from January 1, 1909, all buildings in the congested district now rated on a key rate of 75c, contents $1, and all buildings and contents in the "intermediate" district now rated on a key rate of 60c, will be re-rated on "key rates" of 50c and 75c in congested district and 50c in the "intermediate," these reductions to affect all policies placed or renewed subsequent to Jan. 1, 1909. No refund for reductions in rate are to be granted on existing policies placed or renewed prior to January 1, 1909, unless they are cancelled at short date rates and replaced at the new rates.

This action on the part of the underwriters I think is only fair in view of the fact that when the rates were increased the extra rate was not charged on current policies and was only collected on renewals or new business placed after the increase went into effect.

Some Suggestions.

As a final word I would like to take this opportunity of urging insurers to have their ratings carefully gone into by some competent insurance man. I feel sure that in many cases suggestions for improvement and betterment of the insurers could be offered, which would lead to reduction in rate, altogether aside from the reduction granted because of the high pressure system, etc.; and, equally as important, would result in a lessening of the chance of fire.



Cut showing the exact effect of recent changes in the Insurance Rates in congested districts.

BIG COCOA CROP.

"The cocoa crop of the State of Bahia for the 1908-9 season promises to be the most abundant on record. The local returns show an excess of over 71,000 bags, equivalent to over 4,000 metric tons, up to the end of October last, as compared with the output for the corresponding period of the 1907-8 season. It is the opinion of competent judges here that the total output of cocoa in the State of Bahia for the 1908-9 season will exceed by some 35,000 bags, equivalent to over 2,000 metric tons, the total output during the 1907-8 season, which amounted to 419,716 bags (25,182 metric tons.")—British Consular Report.

W. C. Christmas, Montreal, is in Toronto at present.

CALENDARS AND DISPLAYS

The Grocer's Sacrifice to Christmas Traditions—Experiences That Have Proved Beneficial—Simple, Attractive Displays Advocated—The Troubles Attending a Pretty Calendar.

By Victor Lauriston.

The Christmas season with its flaring decorations is all over, and has proven very successful to some grocers. Evergreens and holly, tinsel and tissue paper and Christmas bells, have been everywhere in evidence. Never have the grocery stores of your town or mine presented an appearance so dazzling. But, when it is all over, and the debris cleared away, many are apt to ask the question:

"Does it all pay?"

As a matter of fact, it is a grave question whether in most cases the grocer expects his Christmas display to pay him. It is not devised because the grocer sincerely expects that it will bring him results; but solely because it is the custom to decorate to an extraordinary degree at Christmas time. It is not a bid for business on the grocer's part so much as a sacrifice at the altar of tradition.

The Window Dressing That Pays.

In a certain Ontario town with which I am fairly familiar, there is a clean, attractive, well kept grocery store, the king-pin of which is an enterprising young man who does not mind work.

A year ago Christmas he went to work and decorated that store in a fashion that was the wonder of the whole town. His were no mere surface decorations, designed to tempt the passerby; the entire store, from the front window to the rear wall, was consistently glorious with streamers, tissue paper, Christmas bells and evergreens. A conspicuous feature in the window was a Christmas tree brilliant and gaudy with Christmas stockings and tinsel, and rearing its head proudly amid a descending cloud of snowflakes which looked real, if they were not.

From stem to stern that store was veritably Oriental in its magnificence. It was a nine days' wonder. In that particular town there certainly was not a single store which could equal it for general brilliancy of effect.

The display was one in which the cost of the materials in itself by no means small, was probably a minor item compared with the time and study involved.

A Striking Contrast.

This Christmas the passerby looked in vain for a repetition of the magnificence of a year ago. Instead of the streamers and the tissue paper, the interior presented just the clean, bright, attractive aspect common to every other day in the year; and the window displays were simple and tasty, comprising Christmas confectionery in boxes and articles likely to be attractive to Christmas customers, each item carefully tagged with the proper price.

"We are not going in for any big display this year," remarked the proprietor, in response to a query. "We are just plugging for business for all we are worth. Next year, maybe, we'll astonish the people, but this year——"

He left the rest to be inferred.

He told me at another time that his Christmas sales during the Christmas season of 1908, when he hadn't any decorations of any kind beyond the ordinary clean, bright interior and simple attractive window display were between $600 and $700 in excess of those during the Christmas season of 1907, when his Christmas display was on all sides freely admitted to be the handsomest in town.

It is Just Tradition.

True, business conditions a year ago were unfavorable. This Christmas they were much improved. But in any event the difference in business conditions, gauged from the statements of other grocers similarly situated in the same town, could at the most be responsible for an increase in business of no more than $500 at the most. The credit balance remains in favor of the year when the grocer, instead of devoting his attention altogether to decoration, devoted it to his customers.

And the result serves to emphasize the previous statement, that the Christmas display—that is, the excessively brilliant Christmas display—is not a matter of business, but solely one of tradition; that decorations are indulged in, not because they are wise from a business point of view, but because the custom demands them; that they are, in short, part of the grocer's annual sacrifice on the altar of the Christmas spirit.

Why the Difference?

Examine into the case in point.

A grocer's business is to sell that miscellaneous aggregation of articles of household utility which come within the scope of his business. He should make use of every means calculated to facilitate sales; he should discard everything which does not facilitate sales, and he should particularly discard anything which hampers sales, even in the least degree.

In the display of his goods, as in advertising, he should aim at simplicity and directness. As another repentant grocer once said:

"All this holly and tissue paper just distracts the attention of the customers from the subject of buying. They forget what they came for. More, it serves to keep them from seeing things which they did not come for, but which, if they saw, they would be very likely to buy."

After all, a little green stuff in the way of garnishing is not out of place, but always the foremost item in the grocer's display should be what he is interested in and what the customer is interested in—the things the grocer has to sell, and the customer is likely to buy. A display of Christmas confectionery in attractive boxes, with price tags, is a very direct hint at Christmas giving on the customer's part—far more direct than any amount of evergreens, which he isn't going to buy.

And Then the Calendar.

But the ornate Christmas display is not the grocer's only sacrifice at the altar of Christmas tradition. There is the calendar.

It is a sign of the times that the calendar is gradually passing into disuse. Advertising lithographs have become so common that the calendar is no longer prized as it once was; and it is becoming more and more the monopoly of the insurance companies, banks and other financial concerns. In the words of an eminent politician, such corporations have "neither bodies to be kicked, nor souls to be damned"—and hence, resentment on the part of the man who has been overlooked in the distribution of calendars is rarely forthcoming, because likely to be futile.

But the grocer has both soul and body, and they are, under certain contingencies, subject to the dire possibilities expressed by the politician. And it is represented that the calendar has brought down more wrath upon the grocer's head, and caused more heartburnings among his customers, than all the other business crimes of which he may have been guilty.

One Man's Experience.

There was one enterprising merchant who, in 1907, undertook to excel every other merchant on Main Street in the style of his calendar. He picked a particularly brilliant design, with a multitude of colors and a scroll work border. His calendars must have cost at the least twenty or twenty-five cents each.

He didn't send out any calendar this year. Instead, he sunk about $100 more than usual in newspaper advertising during the Christmas season. He said:

"Yes, there was a rush for calendars. We ordered one big supply, and they went like hot cakes. Then we had to get another. We cut it out when that supply was exhausted, and thereby probably saved an assignment. There were old customers who thought we should supply a copy of that calendar to every member of the family, from Paterfamilias and Materfamilias down to the baby, including Aunt Mary and Uncle John and twenty-third cousin Ted, and the folks over in the Old Country, and the nephew, who was a missionary in Central Africa. And there were the old customers who were accidentally overlooked, and swore they would never purchase anything from us again. And there were the little kindergarten boys and girls who came in and pestered us for calendars, and if they got them, came in a second and a third time and pestered us for more, and if they didn't getthem, made faces and threw snowballs at us when we went home to dinner. And there were the people who never bought anything from us and never will who came in and purchased a postage stamp and asked for a calendar, and the people who are simply deadbeats and whose trade is a liability pure and simple, who came in and asked for a calendar and wanted us to add another charge to an account already too long; and there were the people who had never bought anything who came in and wanted calendars without pausing to buy anything at all. And, to cap the climax, when we sent out our errand boy with a supply of calendars, to deliver to old and tried customers, instead of doing so he catered to the public demand by selling them to passersby at five cents each—and you may judge the effect that had on the buying public. A business firm charging for its calendars!"

THE GROCER'S ENCYCLOPEDIA

Introduction of the Abogato Pear—A New and Delicious Fruit Having a Vegetable Nature—Used as a Breakfast Food—Cost to Canadian Consumers.

ABOGATO PEARS—Abogato or Alligator pears from the Hawaiian Islands are a tropical fruit constantly increasing in demand in the principal markets. The Abogato tree is of medium height, grows rapidly and bears its first fruit four or five years after planting, and then regularly for many years. The tree will admit of being cultivated and this cultivation shows itself in the improvement in both size and quality, and especially in flavor.

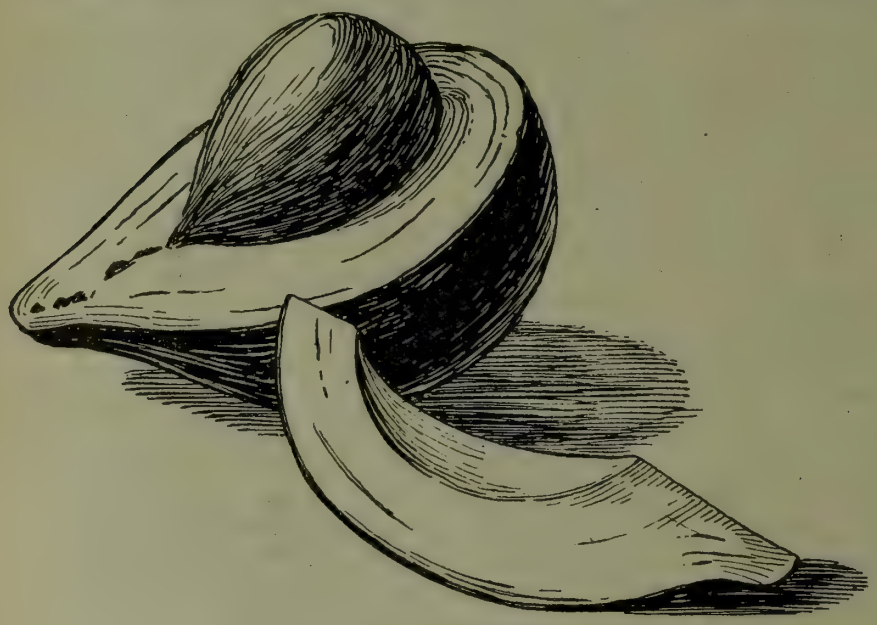
The experimental station of Hawaii has proved by tests and trial shipments that the Abogato pear can with proper packing and cold storage system in transport be shipped to every market having direct sailing connections, etc., with Hawaii. In Honolulu the fruit sells from 5c to 20c apiece ; in San Francisco from $2.50 to $4 per dozen, the demand in the latter port being usually greater than the supply.

A Breakfast Fruit.

The Abogato pear is a breakfast or salad fruit. The meat is oily, with a very rich, nutty flavor. The fruit is cut apart lengthwise, the large seeds removed and the meat served with salt, pepper, vinegar or sugar, according to one's taste.

Hawaii offers opportunities for the setting out of Abogato pear plantations to further stimulate the commercial demand. The trees frequently bear 200 to 500 fruits are are easily propagated through transplanting and pruning. There are over 40 different varieties of the tree, some of them being among the best of other tropical lands. The tree requires good soil, a fairly abundant supply of water (moisture), and protection against wind. The tree will grow on the islands at any altitude from sea level to 1,800 feet above.

Lately arrangements have been considered to place the fruit on the European markets.—Translated for The Grocer from the German paper Die Kolonialwaren-Woche, Dec. 16, 1908.



THE ABOGATO PEAR.

The Abogato or Avocado pear, as it is known in Canada, is a native of the West Indies, where it is grown quite abundantly. Especially is it cultivated in the Barbadoes. Central and the northern parts of South America also grow this fruit, and even as far south as Brazil is it well known. Possibly the best market to-day for avocadoes is British Guiana, that country taking pretty large quantities every year. Canada and the United States take little. In fact, there are few people in the northern part of this continent who know the fruit even by name.

Vegetable in Nature.

It is served at breakfast in many of the hotels in the West Indies, and hardly a steamer plying between the tropics and eastern Atlantic ports but has it on the bill of fare. While classed as a fruit, the avocado has the properties and taste and is put to the uses of a vegetable. At breakfast it is served alone, but many persons who have become accustomed to its taste, desire it served with steaks and meats of various kinds. Its principal use, however, is as a salad and as such the avacado has many devotees.

It resembles very much a Canadian Bartlett pear, slightly larger is size and in color the skin is a green-turning-to-yellow shade. The meat is white and juicy, just like a pear. There is a single large brown nut in the centre, as shown in the illustration, which is removed before serving. The principal reason so few of these avocadoes have come to Canada is on account of their poor keeping qualities, the fruit not being able to stand up after two days. Of course, the method of handling and caring for them has been crude. There has, too, been no demand for the fruit. With improved methods of packing and shipping something might be done, but as yet the person willing to take a risk and import a fair consignment has not come forth.

The Price in Canada.

Some samples of the Avocado are sold in Toronto during the autumn months being handled by one of the high-class fruit dealers, but the price at which they are sold, 50c each, is rather high for the ordinary consumer of fruit or vegetables.

DIVIDING THE LOSSES OF AN ESTATE.

A subscriber writes: "A and B form a partnership, A contributing 75 per cent. and B contributing 25 per cent. of the capital. A, in his will, provided that his interest shall be left in the business in the event of his death, to be under the sole control of B. A dies within a few months afterwards, and B elects to carry on the business. In the articles of agreement the profits were to be divided equally between A and B or the estate of A and B. Business was continued under this arrangement for 15 years, the balance sheets being signed yearly by the executors of A, and were always entirely satisfactory to them. The estate interest decided to wind up the business and forced it into liquidation, and afterwards forced it into court for settlement. They now claim that in winding up the business that the loss of about 14 per cent. on the capital of the two interests must be divided equally between the two interests. I claim that this loss should be divided pro rata with the capital of each. Interests of each at liquidation were both slightly reduced from amounts as standing at the time of death of A."

Remarks: The answer depends upon how the loss of 14 per cent. on the capital is made up. If in this loss are included any expenses of winding up the business, then B pays one-half of such expenses. If, however, the accounts have been correctly kept, and the loss of 14 per cent. represents the difference between the amount of cash put into the business and the amount received in payment for the business, then the division of the assets should be pro rata 75 per cent. and 25 per cent., and B would, therefore, bear only 25 per cent. of the loss. If B were entitled to pay one-half of the depreciation he would be entitled to receive one-half of the assets. If A's executor wishes to establish B's right to a half interest in the capital of the business, they should pursue their present claim. This opinion is given on the facts as presented and on the supposition that B had not altered his position by any definite agreement at the time of commencing the liquidation.—Editor Canadian Grocer.

Walter M. Lowney, Boston, was in Montreal this week attending the annual meeting of the Walter M. Lowney Company of Canada.

BUILDING UP SMALLER PLACES

Why Winter Fairs and Similar Events Have a Higher Educational Value and Greater Strength When Held in Rural Communities—How Assistance Given to Such Institutions Helps the People of the Country as a Whole.

After the annual Winter Fair of Ontario, held each year in Guelph, there is generally an agitation in certain quarters to have the institution removed from the Royal City to some larger centre of population. The ground urged for shifting the scene is that hotel and other accommodations are not sufficient in a small city. Directly, the fair is not of live interest to business men, but indirectly it is of the greatest importance. It has been held regularly at Guelph in specially fitted-up buildings for many years and is steadily growing in strength and value.

On the face of things the proposal to remove the show would appear reasonable, but a close study of the whole situation strongly favors that the fair and all similar events should be held at the most advantageous outside points. Why? Montreal, Toronto, Winnipeg and other cities are now so big that their natural attractions will draw all the crowds they deserve without artificial aid or taking from the smaller cities and rural towns what properly belongs to them in the shape of institutions of the character and scope of the one at Guelph, which is designed primarily to be of practical, educational and instructive value, and secondly, competitive and spectacular, reaching as large a number of farmers, dairymen and stockmen as possible. The result is that those who patronize this and other like events, get the full benefit of them without any rival or counter attractions, which would not be the case in a populous centre. During its progress, the fair is the biggest thing in the place and naturally all visitors gravitate to it. The outcome is that the object sought—reaching as great a number as possible—is attained. Were such an attraction to take place in Torono, for instance, what would happen? The sidelights of a big city would prove a more powerful magnet to the majority of the visitors than the fair itself, and the result would be that, instead of witnessing the practical demonstrations, experiments and displays, as well as being present at the lectures and conferences on important matters, the attendance or rather those who should attend, would be visiting the Parliament buildings, the theatres, the department stores the large hotels and the other sources of amusement, sight-seeing or pleasure. The intent and purpose of the fair and its allied interests would thus be defeated for, after all, human nature is fond of enjoyment, and would naturally follow the city throng. At gatherings of this nature in smaller cities, so long as the latter are centrally situated, are reasonably easy of access by rail, and have hotel accommodation, the fruits of the assembly are more satisfactory. Any assistance given by the Government toward holding such events in less crowded places helps the people of the country as a whole.

Fairs of this character emphasize the interdependence of the business man and the farmer and bring home the lesson that they have many interests in common. Any medium that tends to increase the productivity of the farm and put more money into the pockets of the farmer, thus adding to his spending power, is one that should be encouraged. The greater the prosperity of the individual the greater is the progress and development of a community. These self-evident facts have been pointed out many times by C. C. James, Deputy Minister of Agriculture for Ontario, and others. The farmer, generally speaking, is to-day a good business man. Modern conveniences and facilities such as electric roads, rural mail delivery and telephones have made him so. He now buys and sells for cash, goes in for mixed farming and new lines of enterprise, studies the markets and the needs of those around him, and undertakes things on a broader basis and more intelligent scale than he ever did. The closer the mutual relations of the farmer and the business man, the more rapid and substantial will be the advancement of the smaller cities and country towns, many of which, in the absence of large industrial concerns, depend solely upon the agricultural districts in which they are located. The farmer is also closer in touch with the citizens of a country town than he is with the residents of a large city. He deserves attention from the merchants, as he is the controller of the food products and the producer of surplus cash. He has a moral effect or influence upon the country. The banks have recognized this by opening branches in nearly every village which have had the result of greatly increasing savings deposits.

A healthy, active, progressive rural life is one of the best assets of any people, and the more educative agencies at work among rural residents the greater the solidity and permanency of the country. Holding such events as the Provincial Winter Fair and Fat Stock Show at centres like Guelph, therefore, touches the farmer more closely than if they were held in Toronto, Montreal, Ottawa or other big places. The indifferent farmer, like the indifferent citizen, is a decided obstacle. Anything that will arouse him to a more liberal conception of his possibilities, any missionary movement that will stimulate him to enter new avenues of activity, offers a solution of a vexed and far-reaching problem, tending to inaugurate a revolution in the conditions of rural life and render it more happy, contented, remunerative and attractive. No man can stand alone. We all depend on one another, and, as unity is the highest moral ideal in our national, educational and religious life, any institution that has in view this great and important end, should be warmly supported, having, of course, a just appreciation of the greatest good to the greatest number.

Henri Jonas has left Montreal to spend a month in Mexico.

ONTARIO TOBACCO CULTURE.

Grown Extensively in the Western Peninsula—Just Becoming Profitable.

(By A. R. Ferris.)

The culture of certain varieties of tobacco has been carried on to quite a large extent for a number of years along the north shore of Lake Erie, in the Counties of Essex and Kent, and, I might say, with varying success both as to culture and marketing. As to culture, a great many farmers went into the production without giving it any study or without making any preparation for taking care of the crop, after it had been grown. They knew nothing of the selection of the proper soil adapted to the production of the variety of tobacco that grows here, and, consequently, made mistakes. A large percentage of them lost financially, and, in addition to this there was placed on the market a considerable quantity of inferior tobacco which was the worst feature of their failures to the trade generally. This should have been sold for insect powder, or as a fertilizer, instead of being used as a soother to the feelings of man.

Instead, it was sold a few cents cheaper than the good article, to the detriment of the honest grower, the manufacturer and the consumer. It takes the place of the best grade on account of its cheapness and spoils the opportunity of raising the standard of the Canadian leaf.

The marketing has not been as satisfactory as it should be, and it is hoped there will be an improvement along that line in the next few years. Until the present time the price for good quality has not been any or very little better than the poorer grade. This was not giving very much encouragement to a grower to be careful and attentive to his crop, and to place it on the market in good shape when his neighbor was getting the same price for an inferior product.

The industry at the present time looks as if we had passed over the experimental stage, and are making rapid strides in both Burley and Comstock varieties. The latter is a cigar leaf and has been grown quite extensively on limestone soil in the Township of Colchester this year. The samples produced have been in every case that came under my notice of an extra fine quality, with first-class burning qualities, and a very large percentage of wrappers which should take the place of foreign leaf to a large extent. This increases the acreage of cigar leaf, reduces the acreage of chewing, or Burley, and lessens the chance of over-production of either—an unfortunate position we as growers found ourselves placed in 1906 and 1907.

Mr. Wm. Aldcorn, of Priceville, was in Toronto last week on a buying trip.

W. H. Halford, of S. T. Nishimura & Co., Montreal, has returned from a trip to Europe.

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KNIFING THE OTHER FELLOW.

This heading at the first glance suggests murder, but is not used in such connection. It is practically what thoughtless business men are doing daily by the iniquitous practice which many of them unconsciously possess of starting and retailing gossip injurious to the reputation of their fellow-toilers.

During the past year the work of slippery tongues has been particularly noticeable. Many firms labored under a financial strain, serious enough, but which gave rise to needless rumors as to their solvency. Had they been left alone to fight their battle, without the handicap of dangerous gossip, everything would have righted itself eventually. But no, this could not be. Busy bodies interfered, starting stories which shook the credit of the temporarily embarrassed firm. In many instances this was the last straw needed to send them to the wall. They would have weathered the storm could they have secured the credit denied them as the result of nasty rumors spread by those who knew nothing about the actual state of affairs, but saw them through dark spectacles. Or, were they able to get through, despite the gossip, irreparable injury was done them. Years will not wipe out the stigma placed upon their reputation financially.

Other firms had narrow escapes, but, fortunately for them, gossip-retailers did not learn of their plight and they are still doing business at the old stand in the same old way. But the man across the street, in less shaky condition right through, has his work cut out for him to get back his credit standing.

Let us all begin the new year right. Boost, rather than knock. If you hear Smith is hard up, keep it to yourself. Do not tell it to Jones, who informs Brown that Smith will probably assign within a month. You do your little part. Do not repeat these stories and they will neither spread nor grow. If you do not believe in the Christian charity of this suggestion, then, from a selfish standpoint, refrain from gossiping of this nature, for it hurts business generally and indirectly injures you.

Another thing, resolve to shut down upon that man whose invariable greeting is: "Did you hear about So-and-so?" Tell him you did not; that you do not want to, and that unless he puts a clamp on his tongue in matters of this sort the less you see of him the better. That will give him something to think about.

Seventy-five per cent. of the rumors that do such incalculable harm arise from some innocent remark from which a double meaning may be taken. Somebody starts the story, and, like the snowball, it gathers volume as it proceeds. If the story is helped along in proper style, to make a simile again, the firm has about as much chance of continuing to exist as the proverbial snowball.

Do not gossip; do your utmost to stamp out the practice.

MESSINA LEMONS DESTROYED.

Authentic news has at last arrived from the East regarding the exact condition of the source of the Messina lemon market. There is no doubt now that a large quantity of lemons has been destroyed by the earthquake and the effect will likely be an advance in the price. The importation of fruits from the earthquake-stricken district has been badly disorganized and reports from New York indicate an advance in prices of from twenty-five to three hundred and fifty per cent. There was only one sale of Sicily lemons in New York last week, the cargo being that of the steamship Alice, consisting of about 18,000 boxes.

A local firm has secured information from its representative in Sicily, who, while he escaped himself, he cables that all the lemons stored have been destroyed. Well-founded reports indicate that some 500,000 boxes, November cut lemons, stored at Messina for America, have been lost, so that the market may be expected to be strong for some time. Of the above-mentioned number, 350,000 boxes were intended for New York and 150,000 for Canada, making the shortage considerable. In New York the price has advanced from 75 cents to one dollar per box, and, therefore, there is every prospect for a raise in Canadian prices.

To make the situation worse, hundreds of fruit handlers with their employers have suffered death from the catastrophe.

The November cut of lemons which were stored at Messina were probably the best the district could produce, as all those not suitable for shipment, if it were delayed, were culled. Shipments are usually made in January, February and March, those coming in the second month being the best. By the rapid moving vessels used for carrying lemons, cargoes have come from Messina in the Mediterranean to New York across the Atlantic in eight days.

There is no immediate prospect of "famine" prices, according to advices received by local dealers. A fair quantity of the fruit will be coming along in the no distant future.

POLICE COURT EXPOSURE.

Food adulteration is something which should be attended to with more promptness by the Dominion Government. As was pointed out in last week's Grocer, a report from the Inland Revenue Department showed considerable adulterations in pepper samples. What is the penalty for such an offence and who pays it? It seems that as a general rule the retailer who is guilty of the wrong has to pay the fine, but that he is refunded by the manufacturer, if the latter is responsible, and nothing more comes of the case. Probably in nine cases out of ten the adulteration of the same food goes on among the same parties.

What should be done to stamp out the evil is to expose the retailer, wholesaler and manufacturer, or whoever is to blame, in police court before the public and have the fine imposed by the police magistrate. That would tend to eliminate food adulteration infinitely better than a fine imposed by an inspector and which is only known to

him and to the party who has to pay the penalty.

There are honest retailers who are undersold by those who adulterate goods and who can therefore afford to sell cheaper. Exposure in court seems to be the only effectual course and the Dominion government appears to be lax in its policy when it allows the present unsatisfactory state of affairs to exist.

What adulteration of food means and the penalty for a conviction appears in another column of this issue.

A WAR IN CORN SYRUPS.

In order to meet American competition in the West a heavy reduction in corn syrups has been announced by the Canadian manufacturers. At the present prices of corn it is probable that the reduced prices might be justifiable but as the manufacturers use corn that is at least a year old the product now on the market has been manufactured from very expensive raw material. American manufacturers are making a strong bid for Canadian business and a war of prices is the result.

POOR QUALIFICATIONS.

Information secured regarding the qualifications of W. K. Snider to suitably fill the position of special hotel commissioner does not impress one with the idea that he is the man for the position. He has been called upon by the Government of Ontario to look after the interests of the commercial travelers by ordering improvements in hotels and giving advice to hotel proprietors. The Government has done the proper thing in providing a special commissioner, but has it secured a man whose experience will teach him what is best to do?

For three years Mr. Snider was Conservative organizer. Prior to that he was interested in farming and lumbering, and also has organized companies, having been connected with the organization of the Wallaceburg Beet Sugar Company and others.

None of these would appear to give to any man qualifications that would make him a successful critic of what was lacking in a hotel. It is not probable that he has traveled extensively in the villages and smaller towns where proper hotel equipment is seldom met with, and, therefore, it seems quite improbable that he would be acquainted with the details that go to make a safe, sanitary and well-equipped public house.

A commercial traveler is the man who should have been appointed to take care of the safety and interests of the commercial travelers, and not a man who has had nothing heretofore to do with the knights of the grip and who naturally would not be much interested in their welfare.

ON BUSINESS PRINCIPLES.

The trouble arising out of the recent raising of rates by the express companies seems to be universal in the older Provinces of the Dominion. The action of the companies has not been a businesslike one. After leading Judge Mabee and the Railway Commission to believe that the rates were being lowered, they went up. However, upon hearing the evidence from both the shippers' and the companies, Judge Mabee has annulled the new classification, which shows the justification for the appointment of such a commission.

Evidence has shown that the employes of the companies have been indifferent towards the pleasing of their patrons, but that the fault lies not so much with these employes as with the system under which they have been working. This lofty action of the express companies has caused numerous losses in shipping, and it is none too soon that the commission is looking into their system and prices. They should be compelled to do business on business principles.

ADVANCE IN THE WEST.

Prospects for the future in the canning industry in Western Canada are very bright. So far it has developed much beyond the expectations of easterners, who, until a few years ago believed that fruit available for canning could not be produced outside the provinces of Ontario and Quebec. But now we find canneries being established in the Okanagan district, and in various other important fruit valleys in British Columbia. Within the past two weeks alone there have been two companies formed to establish canneries as will be observed from western correspondence in last week's issue of the Grocer.

The development of this industry out west has been phenomenal, due no doubt to the prominence given at recent big fruit exhibitions to the quality of the fruit produced in the province on the Pacific. Many of us in Ontario have been introduced to the pears, peaches and apples grown there and we know they are of a splendid quality.

Similar conditions are being experienced in the United States. Until a short time ago the fruit canning industry was confined almost solely to New York and a few other Eastern States. It has now spread to the middle west and is rapidly approaching this coast.

The fruit ranches in British Columbia are growing in number and with the genial climate there, the production is bound to be successful

NO CAUSE FOR COMPLAINT.

There appears to be a feeling general among the retailers that the grocery business since the opening of the New Year has been dull. But a lull in the trade at this time of the year is always to be expected. Grocers old in the business claim that such has been the case as long as they can remember, and it will likely continue in future years.

It is not anticipated that this will last much longer. There is every prospect for a good business in the coming year. Manufacturers claim that generally speaking there is a better trade outlook and this means more work for the labourers and a freer circulation of money. The grocer will certainly come in for his share. There is therefore not much use in complaining just now of a dull trade for at this season of the year business is invariably dull.

BUTTER PACKING IN STRAW BOXES.

The increase in commerce all over the civilized world is depleting at a very rapid rate all the forests of the world, and especially soft woods. Paper, of course, is the source of the greatest drain on the wood supply, but this is largely augmented by the manufacture of wooden boxes, for packing purposes. In Queensland they have perfected a process for the manufacture of butter boxes, out of straw. Butter shippers have used pine exclusively for this purpose, but owing to the rapid increase in the industry, and other demands upon the forestry reserves of the country, it has become necessary to look about for something to take the place of wood, as the price of this product has become prohibitive. To meet this contingency a new box composed chiefly of straw and clay has been invented. At the present time over three million boxes are used annually, representing an expenditure of something like two hundred thousand pounds a year in Australia in this trade alone. The new box costs only a few pence, and by its use farmers will be saved annually nearly fifty thousand pounds.

The box is odorless, damp-proof and strong, and compares very favorably in weight with the wooden article.

ADULTERATION OF FOOD.

What it Consists of and the Penalties That May Be Incurred.

Since the report of the Inland Revenue Department of the Dominion Government concerning the adulteration of pepper has been circulated, grocers will probably be interested in knowing what adulteration of food really means and what are the penalties inflicted upon a convicted party. These points are made clear by the act relating to this matter in the Revised Statutes of Canada, the substance of which is as follows :

Food shall be deemed to be adulterated if any substance has been mixed with it so as to reduce or lower or injuriously affect its quality or strength ; if any inferior or cheaper substance has been substituted wholly or in part for the article ; if any valuable constituent of the article has been wholly or in part abstracted ; it it is an imitation of, or is sold under the name of another article ; if it consists wholly or in part of a diseased or decomposed, or putrid or rotten animal or vegetable substance, whether manufactured or not, or in the case of milk or butter, if it is the produce of a diseased animal, or of an animal fed upon unwholesome food, or if it contains any added poisonous ingredient, or any ingredient which may render such an article injurious to the health of a person consuming it.

Some Exceptions.

The statute goes on to give a number of exceptions. The foregoing definitions as to the adulteration of food do not apply when the ingredient added is not injurious to the health and is required for the production or preparation of it as an article of commerce to make it fit for consumption or carriage and not done fraudulently to increase the bulk, weight or measure of the food or to conceal the inferior quality of it, providing such articles are distinctly labelled as a mixture in conspicuous characters forming an inseparable part of the general label which shall also bear the name and address of the manufacturer. Neither do the definitions apply when the food is a proprietary medicine or if it is unavoidably mixed with some extraneous matter in the process of collection or preparation.

Men have been appointed as food analysts who are supposed to possess competent medical, chemical and microscopic knowledge. Inspectors in cities, towns and villages are appointed by the municipal authorities to collect from time to time samples of food and have them analyzed by the Government officials.

Such an inspector may prosecute any person manufacturing, selling, or offering or exposing for sale any article of food which has been certified by any public analyst to have been adulterated within the meaning of the act.

Every person who wilfully adulterates any article of food or orders any other person to do so shall, if such adulteration is deemed to be injurious to the health, for the first offence incur a penalty not exceeding $50 and not less than $10 and costs, and for each subsequent offence a penalty not exceeding $200 and not less than $50 and costs. If the adulteration is deemed not to be injurious to the health the offence shall incur a penalty not exceeding $30 and costs and for each subsequent offence a penalty not exceeding $100 and not less than $50 and costs.

Fine for Selling.

The penalty for selling the adulterated article, if injurious, for a first offence is a fine not exceeding $50 and costs and for each subsequent offence a fine not exceeding $200, and not less than $50 and costs, and if not injurious the penalty is between $50 and $5 for any offence. But if it is shown that the person accused proves satisfactorily that he did not know of the article being adulterated and shows that he could not with reasonable diligence have obtained that knowledge he shall be subject only to the liability to forfeiture.

MORE HOCKEY GAMES.

In the Toronto Whclesale Grocery League Eby-Blain Co. defeated Brokers I. by 3 to 1 at the T.A.A.C. rink on Monday night. The half-time score was 2 to 1. The teams were: Eby-Blain Co. —Goal, Kelly; point, Thomas; cover, Gory; forwards, Real, Blain, Watson.

Brokers I.—Goal, Ferguson; point, Thompson; cover, Oliver; forwards, Lynn, May, Webber.

Referee—S. Wyllie.

On Wednesday night of this week the Brokers' second team were defeated by the representatives of H. P. Eckardt by a score of 4 to 3. The game was pretty close, the half-time score being 2 all. The line-ups were:

Brokers II.—Goal, Patrick; point, Hortop; cover, P. Millman; forwards, Donaldson, A. Millman, Watt.

H. P. Eckardt—Goal, Joyce; point, Geao. Wilkinson; cover, Brown; forwards, Cowan, Thompson, F. Wilkinson.

Referee—Pyne.

PACKERS HOLD TOMATOES.

The situation in tomatoes in Baltimore as shown by the New York Journal of Commerce is as follows:—There has been a firm undertone to the market for No. 3 standard tomatoes during the last four or five weeks which caused an advance in the price of that article from 67½c to 70c per dozen, and, perhaps, the advance may go farther if there is a sufficient demand during January and February to satisfy the country canners. At present the country packers are not forcing their tomatoes on the market, for they have less cause to do so, and that is the chief basis for the better feeling in that line of goods. The average cost to the jobbers of the tomatoes which they are now carrying is above the present market values, and they would, undoubtedly, welcome an advance to a figure that would show them a profit, and it is up to them to pursue a more liberal policy in buying to help out the situation. As go tomatoes, so goes the rest of the list, is a saying in the trade which generally holds good.

DEATH OF WM. J. BRYAN.

Death removed on Tuesday morning, Jan. 19th, a one-time familiar figure in the wholesale grocery trade, in the person of William J. Bryan, Toronto. His death was due to apoplexy, after a two days' illness. The deceased was 75 years of age, was a native of England, and prior to his arrival in Toronto in 1870, resided in Hamilton and New York. For a number of years he was a member of Bryan, Ewart and Murray, wholesale grocers, and later on was with the Glasgow & London and the British America Insurance Companies.

He was also a past president of the Commercial Travelers' Association.

The funeral was held on Thursday to the Necropolis Cemetery.

UNJUSTIFIED EXPENDITURES.

Economy in the grocery trade is something that should be uppermost in the minds of the grocers. On it depends to a considerable extent the amount of profit at the end of the year, and all merchants are working with the prospect of making money. In working out a system to economize there are found many lines of expense which detract materially from the year's savings, and these should be eliminated if at all possible. But very often to discard such items is not practicable. The greatest care is necessary, for it often occurs that in attempting to save a dollar a grocer spends two in some other way without it being apparent that there is a further loss.

Spending money, for instance, on a large, up-to-date sign will prove a good investment to a retailer, whereas a small sign on the door of his establishment may just as well convey the fact that he is in business there. The external appearance of the store has a good deal to do with business, and it may be made attractive with profit. In such cases it is well to determine the amount of expenditure the plans demand, and secondly, how best these plans can be carried out with the amount at hand to produce the best results.

It has been known in a few exceptional cases that an expenditure not justified by the amount of capital has been followed by rewards, but if facts attending such cases were looked into, it would invariably be found that the success has been obtained by a fortunate conjunction of causes not originally considered in reference to the expenditure at all.

TRADE NOTES.

J. C. Rose, of Rose & Laflamme, of Montreal, returned Tuesday from Boston, where he was on a short business trip.

A. C. Pelton, formerly of San Jose, California, has purchased the grocery business of John Grierson, Ottawa, and will take possession in a few days.

The annual meeting of the Commercial Travelers' Association will be held on Saturday afternoon at 3.30 o'clock, Jan. 30th. The presentation of the annual report will be made and other important business transacted.

A. S. Williamson who represents Eby-Blain Limited in the North West and British Columbia, taking the territory from Regina to the Coast, left Toronto this week on his spring trip. Mr. Williamson has been during the past few months looking over the trade in the East and has gained many pointers which will be to the advantage of his customers in the West.

Markets and Market Notes

SEE ALSO PROVISIONS, CEREALS AND FRUIT VEGETABLES AND FISH DEPARTMENTS, ON PAGES FOLLOWING.

QUEBEC MARKETS

POINTERS—

Eggs—Advanced 1c.
Butter—Declined ½c to 1c.
Cheese—Advanced slightly.
Provisions—Firm.
Beans—Advanced 5c bushel.
Fish—Weaker.

Montreal, Jan. 21, 1909.

Everything taken into consideration the week has been a good one. Travelers in the country report a better feeling generally, and all seem more buoyant with regard to the future than they have been for some time. Collections continue to improve, and country paper is being well met. Locally, a few lines have moved slightly. Molasses continues to hold a strong position, with every indication that another advance will take place before long. Butter has eased off a trifle, but cheese remains firm. Eggs are still mounting higher in price, having advanced 1c for best quality, and ½c to 1c for other grades. Beans are in the upward class also, having gone forward 5c to 10c. The scarcity of live hogs keeps the price of lard at a high figure. Fish have weakened generally, with perhaps one or two exceptions. The shortage in broom corn is responsible for a rise of 25 per cent. in the price of brooms. Rangoon rice is 10c higher, the advance taking place on Tuesday. Cottonseed, which is being used in many cases instead of olive oil, has gone forward, in sympathy with the advance in olive oil. No changes have taken place in other lines.

SUGAR—Demand for sugar continues fairly good, considering the time of the year. No further decline is anticipated, but rather a hardening of prices may be looked for. Local quotations continue unchanged.

Granulated, bbls	$4 40
" ½-bbls	4 55
" bags	4 35
" Imperial	4 10
" Beaver	4 10
Paris lump, boxes, 100 lbs	5 25
" " " 50 lbs	5 35
" " 25 lbs	5 55
Crystal diamonds, bbls	5 55
" " 100-lb. boxes	5 75
" " 50 lb. "	5 85
" " 25 lb. "	6 05
" " 5 lb. cartoons	0 40
Extra ground, bbls	4 80
" " 50-lb. boxes	5 00
" " 25-lb. boxes	5 20
Powdered, bbls	4 60
" 50-lb. boxes	4 80
Phoenix	4 15
Bright coffee	4 10
No. 3 yellow	4 00
No. 2 "	3 90
No. 1 " bbls	4 00
No. 1 " bags	3 95

SYRUPS AND MOLASSES — Prices for molasses have been firmly maintained at the recent advance, and another movement forward is not improbable. A local dealer who has just returned from Boston states that the situation there is quite as strong as here. Stocks are very short and the arrival of new crop molasses is eagerly looked forward to. He reports the market as being in an exceedingly healthy condition. Syrups are being distributed in the smaller sizes for immediate wants only.

Barbadoes, in puncheons	0 42
" in barrels	0 44½
" in half-barrels	0 45½
" fancy	0 47
New Orleans	0 22 0 35
Antigua	0 30
Porto Rico	0 40
Corn syrups, bbls	0 03½
" ½-bbls	0 04
" ¼-bbls	0 03½
" 38½ lb pails	1 75
" 25 lb pails	1 25
Cases, 2 lb tins, 2 doz per case	2 40
" 5-lb. " 1 doz. "	2 75
" 10-lb. " ½ doz. "	2 65
" 20-lb. " ¼ doz. "	2 60

MAPLE PRODUCTS—Dull and uninteresting.

Compound maple syrup, per lb	0 04½ 0 05
Pure Townships sugar, per lb	0 06 0 07
Pure syrup, 8½lb. tin	0 60 0 65

TEA—Reports from primary markets state low grade Indian blacks are decidedly firm, with an upward tendency, and an upward tone also for medium and high grade stock. In Ceylons the low grade teas are firm, with an easier feeling for medium and high grades, which has been due to deterioration by weather conditions. Locally the market is only fairly active, with no changes in prices. Japans are moving out satisfactorily according to some exporters, while others declare business very quiet.

Choicest	0 38 0 45
Choice	0 32 0 37
Japans—Fine	0 27 0 30
Medium	0 22 0 23
Good common	0 21 0 22
Common	0 19 0 21
Ceylon—Broken Orange Pekoe	0 20 0 35
Pekoes	0 19 0 20
Pekoe Souchongs	0 19 0 20
India—Pekoe Souchongs	0 17½ 0 18
Ceylon greens—Young Hysons	0 19 0 25
Hysons	0 18 0 20
Gunpowders	0 17 0 25
China greens—Pingsuey gunpowder, low grade	0 12½ 0 16
" " pea leaf	0 19 0 27
" " pinhead	0 30 0 45

COFFEE—The coffee trade continues good. Prices are unchanged and steady, which condition will continue, in all probability, as the valorized coffee of Brazil will not come into the market for a year at least.

Mocha	0 18½ 0 25
Rio No. 7	0 09 0 11
Santos	0 12 0 15

DRIED FRUITS—The week has been a dull one for dried fruits, with nothing of interest occurring.

Figs—	
Fig figs	0 07½ 0 05
Tapnets	0 03½ 0 05
Femes	0 08 0 14
Dates—	
Hallowees, per lb	0 05 0 06
Sairs, per lb	0 05
Malaga Raisins—	
London layers	2 25
"Connoisseur Clusters"	2 50
" " ½-box	0 75
"Royal Buckingham Clusters," ½-boxes	1 90
" boxes	4 75
"Excelsior Windsor Clusters"	5 75
" ½'s	1 60
Australian raisins	0 07 0 08
California Raisins—	
Fancy seeded 1-lb. pkgs	0 09 0 10
Choice seeded, 1-lb. pkgs	0 08½ 0 09½
Loose muscatels 3 crown	0 08 0 09
" " 4 crown	0 09 0 10
California Evaporated Fruits—	
Apricots, per lb	0 12 0 15
Peaches, "	0 11 0 15
Pears, "	0 13 0 14
Prunes—	per lb.
Prunes 25-lb. boxes, 30-40s	0 10 0 12
" " " 40-50s	0 09 0 11
" " " 50-60s	0 08½ 0 11
" " " 60-80s	0 08 0 10
" " " 90-100s	0 07
Currants, fine filatras	0 06½ 0 07
" Patras	0 08 0 08½
" Vostizzas	0 09 0 09½

SPICES—During the coming year the markets for spices, according to reports from the primary sources, will be steady in character, with the exception of pepper, cassia and nutmegs, which will display an irregularly upward tendency. There will be a rather strong undertone in other lines, but changes will take place slowly. Locally conditions are as last reported, with peppers showing an easier undertone.

	Per lb.	
Peppers, black	0 14	0 20
" white	0 20	0 27
Ginger, whole	0 18	0 20
" Cochin	0 17	0 20
Cloves, whole	0 17	0 30
Cloves, ground	0 20	0 25
Cream of tartar	0 23	0 32
Allspice	0 12	0 18
Nutmegs	0 30	0 60
Cinnamon, ground	0 15	0 19
" whole	0 14	0 16

BEANS AND PEAS—Firmness continues to characterize the situation. Holders are optimistic for the future and are not inclined to part with stocks. Receipts held in the city are consequently not large, only an occasional car being received, same merely keeping up interest in the situation. Wholesalers state $1.75 is the best price they can secure from growers or dealers. Many dealers are devoting more attention to the American markets. An advance has occurred—5c a bushel. Peas are unchanged.

Ontario, pickers	1 75 1 80
Peas, boiling	1 35 1 40

EVAPORATED APPLES — The price has been strongly maintained, under a fair demand.

Evaporated apples, new	0 03 0 08½

FURS—No changes have taken place during the week. Fox skins continue scarce.

Mink	5 0 6 50
Marten, pale	4 00 6 00
" dark	8 0 20 00
Fox red	2 50 4 50
Lynx	5 0 12 00
Otter	15 0 25 00
Fisher	5 00 8 00
Weasel	0 25 0 35
Muskrat	0 15 0 25
Canadian coon	0 75 1 75
Skunk	0 40 1 25
Bear, large	8 0 10 00
" small	3 00 5 00

CANNED GOODS

MONTREAL—Fruits and vegetables are more active this week. Canned meats are also in better demand, than for some time. Canned fish, with the exception of salmon, are very much neglected.

TORONTO—The demand for canned goods in the fruit line is reported good while peas, corn and tomatoes are being called for as much as usual.

The market is represented by several of the brokers interested in canned goods as more active than for some time.

FRUITS.

	per doz. Group 1.	Per doz. Group 2.
Apples, 3's standard	$1.00	$ .95
" 3's preserved	1.45	1.40
" gals. standard	2.55	2.50
" gals. preserved	4.00	3.95

Blueberries, 2's standard	1.20	1.15
" 2's preserved	1.70	1.65
" gals. standard	5.05	5.00
Cherries, red, pitted, 2's	1.95	1.90
" red, not pitted, 2's	1.55	1.50
" red, not pitted, gals		6.50
" red, pitted, gals		8.00
" black, pitted, 2's	1.95	1.90
" black, not pitted, 2's	1.55	1.50
" white, pitted, 2's	2.05	2.00
" white, not pitted, 2's	1.65	1.60
Grapes, white, Niagara, 2's, psvd.	1.45	1.40
" white, Niagara, gals, std.	3.55	3.50
Lawtonberries, 2's, heavy syrup	1.95	1.90
" 2's, preserved	2.20	2.15
" gals, standard	7.55	7.50
Currants, red, 2's, heavy syrup	195	1.90
" red, 2's, preserved	2.20	2.15
" red, gals, standard		5.00
" red, gals, solid pack		7.00
" black, 2's, heavy syrup	1.95	1.90
" black, 2's, preserved	2.20	2.15
" black, gals, standard		5.25
" black, gals, solid pack		8.00
Plums, Damson, 2's, light syrup	1.00	.95
" Damson, 3's, light syrup	1.40	1.35
" Damson, 2's, heavy syrup	1.15	1.10
" Damson, 2½'s, heavy syrup	1.80	1.75
" Damson, 3's, heavy syrup	1.90	1.85
" Damson, gals, standard	2.90	2.85
" Lombard, 2's, light syrup	1.00	.95
" Lombard, 3's, light syrup	1.45	1.40
" Lombard, 2's, heavy syrup	1.20	1.15
" Lombard, 2½'s, heavy syrup.	1.85	1.80
" Lombard, 3's, heavy syrup	1.95	1.90
" Lombard, gals, standard	3.05	3.00
" Green Gage, 2's, light syrup.	1.40	1.35
" Green Gage, 2's, heavy syrup.	1.55	1.50
" Green Gage, 2½'s, hvy. syrup	1.85	1.80
" Green Gage, 3's, heavy syrup	2.05	2.00
" Green Gage, 3's, light syrup	1.85	1.80
" Green Gage, gals, standard.	4.05	4.00
" Egg, 2's, heavy syrup	1.55	1.50
" Egg, 2½'s, heavy syrup	1.85	1.80
" Egg, 3's, heavy syrup	2.05	2.00
Rhubarb, 2's, preserved	1.80	1.75
" 3's, preserved	2.45	2.40
" gals, preserved	3.30	3.25
Strawberries, 2's, heavy syrup	1.95	1.90
" 2's, preserved	2.20	2.15
" gals, standard	7.05	7.00
" gals, solid pack	9.80	9.75
Raspberries, red, 2's, heavy syrup	1.95	1.90
" red, 2's, preserved	2.20	2.15
" red, gals, standard	7.05	7.00
" red, gals, solid pack	9.80	9.75
" black, 2's, heavy syrup.	1.95	1.90
" black, 2's, preserved	2.20	2.15
" black, gals, standard	7.05	7.00
" black, gals, solid pack	9.80	9.75
Peaches, yellow, 1½'s, flats	1.70	1.65
" yellow, 2's	1.95	1.90
" yellow, 2½'s	2.65	2.60
" yellow, 3's	3.05	3.00
" yellow, 3's, whole	2.30	2.25
" white, 2's	1.85	1.80
" white, 2½'s	2.55	2.50
" white, 3's	2.80	2.75
" pie, not peeled, 3's	1.45	1.40
" pie, not peeled, gals	4.30	4.25
" pie, peeled, gals	6.05	6.00
" assorted pie fruits, gals...	(add 5 p.c.)	

CANNERS' SUPPLIES.

TIN—Unsteady. Supplies plentiful. Market price ranges from $31 to $32, though some offering at $30.

SOLDER—Montreal 18½c to 19½c ; Toronto, one half cent less.

TRAVELER WANTED.

WANTED—Experienced tea traveler for prominent English tea house. Territory north and south Carolina and Tennessee. Good salary to good man. Address, W. H. Seyler, care THE CANADIAN GROCER.

ONTARIO MARKETS.

POINTERS—

Canned Goods—Active.

Teas—In good demand.

Nuts—Scarcity continues.

Evaporated Apples—Fair demand.

Toronto, Jan. 21, 1909.

No features are noticeable in the markets of this week. The wholesalers all report business good and one remarked that he was particularly well pleased with the business he had turned over since the opening of the new year.

"It was beyond my anticipation," he said, "and much better than during the corresponding two weeks of last year."

An activity is noticeable in canned goods this week. Some lines of fruit are selling well on account of the lessening of the supplies of the consumers. Dried fruits are also firm.

SUGAR—During the week the market was quiet in sugar beyond the usual steady demand.

Paris lumps, in 50-lb. boxes	5 55
" in 100-lb. "	5 45
" in 25-lb. boxes	5 75
"Crystal Diamonds," barrels	5 [illegible]
" " half barrels	5 85
" " boxes, 100 lbs	5 85
" " " 50 lbs	5 95
" " " 25 lbs	6 15
" " 5-lb. cartons, boxes 100 lbs	8 10
St. Lawrence granulated, barrels	4 50
Beaver granulated	4 20
Redpath extra granulated	4 50
Imperial granulated	4 20
Acadia granulated, (bags and barrels)	4 40
Wallaceburg	4 30
Phœnix	4 45
Bright coffee	4 40
No. 3 yellow	4 30
No. 2 "	4 20
No. 1 "	4 10

Granulated and yellow, 100-lb. bags 5c. less than bbls.

SYRUPS AND MOLASSES—Prices as quoted in last week's issue remain constant. The recent advance in molasses, due to weather conditions in the Barbadoes and Louisiana, is still maintained. The demand is fair :

Syrups—	
Medium	0 30 0 35
Bright	0 40 0 45
	Per case.
2 lb. Tins, 2 doz. in case	2 40
5 " " "	2 75
10 " " "	2 65
20 " " "	2 60
Barrels	0 03½
Half Barrels	0 03¾
Quarter "	0 03¾
Pails, 38½ lbs. each	1 75
" 25 " "	1 25
Maple syrup—	
Gallons, 6 to case	4 50
½ " 12 "	4 80
Quarts, 24 "	4 80
Pints, 24 "	2 50
Molasses—	
New Orleans, medium	0 30 0 35
" bbls	0 28 0 30
Barbadoes, extra fancy	0 45
Porto Rico	0 45 0 50
West Indian	0 31 0 33

TEA—The demand for Indian teas is very good this week, the market being particularly firm in low grades. Ceylons as well are in good demand.

Regarding market conditions last year one broker said they were particularly hard. Selling prices were a little higher, he said, but not nearly enough to offset the higher cost. The markets declined some during the year, the commonest grades to fairly low prices, but medium grades are now very firm and quite distinctly higher than a few months ago ; while teas which retail at 40 to 50 cents are higher than at any time since he went into the business. People seem to be appreciating to a much greater extent than ever before the real value of a tea that can be sold at 40 cents. This is only in line with the fact that people are buying better goods of every kind.

COFFEE—The coffee market has remained rather firm during the past week the demand continuing fairly good on the whole.

DRIED FRUITS—The movement in dried fruits is reported good. The demand for prunes is better, the market being firm. Apricots, too, are selling well. Although no change is noticeable in Valencia raisins, advices from the east tell of the supply being nearly exhausted in Spain. The same applies to figs produced in Turkey.

Prunes—	Per lb.
40-50's, 25-lb. boxes	0 09½
50-60's, " "	0 08½
60-70's, " "	0 08½
60-70's, 50-lb. boxes	0 08½
80-90 " "	0 07½
90-100, " "	0 07
Apricots—	
Choice, 25-lb boxes	0 12½
Fancy, " "	0 16
Candied and Drained Peels—	
Lemon 0 10 0 11 Citron	0 17 0 20
Orange 0 10½ 0 12	
Figs—	
Elemes, per lb	0 08 0 10
Tapnets, "	0 03½ 0 04
Bag Figs	0 03½ 0 04
Currants—	
Fine Filiatras 0 06½ 0 07 Vostizzas	0 08½ 0 09
Patras 0 08 0 08½	
Uncleaned, ½c less.	
Raisins—	
Sultana	0 07½ 0 09
" Fancy	0 11 0 12½
" Extra fancy	0 14 0 15
Valencias	0 05½ 0 06
Seeded, 1-lb packets, fancy	0 09½ 0 10
" 16 oz. packets, choice	0 09½
" 12 oz. " "	0 07
Dates—	
Hallowees 0 05½ 0 06 Fards choicest	0 08 0 08½
Sairs 0 05 " choice	0 07½

NUTS—A scarcity in almonds as well as other varieties of nuts is the chief feature in this market.

Almonds, Formigetta	0 12½
" Tarragona	0 13
Walnuts, Grenoble	0 14
" Bordeaux	0 11
" Marbots	0 12
Filberts	0 10
Pecans	0 16 0 18
Brazils	0 15
Peanuts	0 10 0 12

SPICES—Since the opening of the new year the call for spices has somewhat subsided. This market, however, is pretty steady throughout the year.

Peppers, blk pure	0 14 0 20
" white pure	0 22 0 30
" whole, black	0 18
" whole, white	0 28
Ginger	0 18 0 25
Cinnamon	0 25 0 40
Nutmeg	0 35 0 90
Cloves, whole	0 25 0 35
Cream of tartar	0 22 0 25
Allspice	0 16 0 19
" whole	0 17 0 20
Mace ground	0 80 0 90
Mixed pickling spices, whole	15 0 20
Cassia, whole	0 20 0 25

RICE AND TAPIOCA—Last week's quotations still apply, this market in rice particularly being firm.

	Per lb.
Rice, stand. B	0 03½ 0 03
Rangoon	0 03½ 0 03¾
Patna	0 05½ 0 05¾
Japan	0 05½ 0 06¼
Java	0 06 0 07
Sago	0 05 0 06
Seed tapioca	0 06
Tapioca, medium pearl	0 05

BEANS—There was a good movement in beans during this week and prospects for the future appear to be better.

Beans, prime No. 1, "	1 85 2 00
" Lima, per lb	0 07

EVAPORATED APPLES—The call for evaporated apples has been good, due principally to the fact that preserved fruits of the consumer are diminishing with the approach of spring. No change in the price is quoted since last week.

Evaporated apples	0 07½

THE WHEAT OF WESTERN CANADA

Story of How the Alberta Variety Sprung From a Farmer's Forgetfulness—Left a Few Grains in His Pocket—Superiority of Alberta Turkey Red—Important Real Estate Changes—The Western Situation.

The Western Viewpoint, by our Special Correspondent.

Winnipeg, Jan. 19.—The sharp, cold weather has given place to a strong wind from the south that is blowing something of a blizzard, but is very mild. Railway traffic is being delayed to some extent, but nothing serious is anticipated. Further west, in Alberta, the sudden rise in temperature is a great relief as the continued extreme cold was very bad for stock. Fortunately there was not much snow at the time, so that forage was not covered and the cattle when they ventured from the shelter of bluffs and sheds were able to get plenty to eat. This puts matters on a very different footing to what they were two years ago when the snowfall was heavy and followed by very cold weather.

One of the surprises to people arriving in Winnipeg is the fact that during the very coldest days we have had this winter, the erection of the structural steel has proceeded steadily on the new Union Depot for the C.N.R. and G.T.P., several thousand tons having been put in place in the past two weeks. This is not the only building on which steel is being erected during the winter months, but it is the largest.

A real estate deal of more than usual interest went through during the week. This was the sale of the northwest corner of Lombard and Rorie Streets to the Great West Life Company. The block sold was 100 feet square and the price was $1,000 per foot. The price was nothing out of the way, though it is a good one, but the old and extremely ramshackle building that now occupies the premises was, in the days that have gone by, the home of Winnipeg's first Post Office. At that time Lombard Street was known as Post Office Road, and this building was marked No. 16 on the very crude little map which appears in Begg's "Ten Years in Winnipeg," which is now out of print.

The property mentioned is right across Rorie Street, from the new Grain Exchange, and as soon as possible in the spring the Great West Life will commence the erection of a handsome three storey re-enforced concrete office building for their own use. History repeats itself, for in the days when the Red River was the chief means of communication Lombard Street, or Post Office Road, was one of the business centres. For years all business drifted away from it, excepting of the poorest and most peddling kind, and now business is going back to it by leaps and bounds. A few years ago one of the largest cold storage and creamery plants was erected at the foot of the street close to the river, and transfer tracks; next came the Kemp Manufacturing Company; then the Great West Wire Fence Company; then Telfer Bros., biscuits, and MacNab & Roberts, manufacturers' agents, all erecting fine brick and concrete buildings; last year the Winnipeg Grain Exchange and now the Great West Life Assurance Company. Each additional business planted on this street has witnessed a substantial increase in the prices paid for real estate.

To Erect Sub-Station.

Another real estate deal that carries with it much more than the mere transfer of a block of land at a good figure, is the purchase by the Canadian Pacific Railway just north of Portage Avenue on the spur track of the Great West Development Company on the Western boundary of the city of a large block. This site has been secured by the railway for the purpose of erecting a sub-station for freight. The C.P.R. has bought the spur as well as the land along it, and this purchase and the erection of the freight sub-station is necessitated by the rapid development of manufacturing of various kinds in that part of the city. In addition to a number of factories already in the neighborhood several large industries have under consideration plans for the erection of buildings next spring. Four years ago this section of Winnipeg was open prairie, and now it needs a sub-station for freight. The matter needs no comment.

A Romance in Wheat.

A new and very interesting development in the culture of winter wheat has come to light in Alberta.

It is some 25 years ago that Francis Wilcock, formerly of Ontario, made the first attempt at growing winter wheat in Alberta and the experiment was made at Pincher Creek. Mr. Wilcock farmed for a time in Manitoba, and having decided to try his fortunes in the then just opening Territory of Alberta, sold out his Manitoba farm and went to his old home in Ontario for a visit before starting for the further west. When he reached his old home, fall wheat cutting was in progress. It was some years since he had seen fall wheat, and struck with the beauty of some of the heads—the variety was Dawson's gold chaff—he plucked them and put them in his pocket intending to show them to his wife when he reached the house. His attention was taken by something else and he forgot about the wheat. The coat was packed hastily when the time came to leave and the wheat was still in the pocket. When he reached Alberta it was about the middle of August, and coming across the wheat one day, he thought he would try it. There was a little patch that some previous occupant had used for a garden. This he dug carefully and planted the grain taken from the three or four heads. The wheat came up quickly and showed a fine, strong growth, but one morning he found that the gophers had eaten all but about a dozen stalks. Over these he placed a puncheon that had held the family crockery on its trip, having first removed the bottom. This preserved the few stalks, and the next spring it came up all right, and in due time was reaped and rubbed out by hand. It was sown again that year and from this small beginning has come the fall wheat industry of Alberta. A great many Americans, and, alas, a great many Canadians, continue to delight in attributing the first growing of fall wheat in Alberta to the Mormons. This is the true story.

But to return to the present developments. With the passing of the years and the increase of farming, came the introduction of Kansas Turkey Red wheat into Alberta. The first seed was brought in by the C.P.R., and was distributed for experiment in 1899. It was an almost immediate success. It seemed as if Alberta had been waiting for Turkey Red. The writer has a sample taken from the first car of seed brought in and a sample of the wheat raised from that seed on the second crop, and it is hard to realize that the two are the same variety of wheat. Not only are the berries large, and more uniform, but they have attained much of the flinty appearance so characteristic of Red Fyfe and not in appearance only, for Turkey Red grown in Alberta is nearly as hard again as Turkey Red grown in Kansas. And now comes the crux of the story.

While Turkey Red in Alberta has been forging ahead, giving large yields, increasing in density and in beauty of appearance, Turkey Red in Kansas has been growing steadily behind until that State is confronted with the necessity of getting seed from outside or going out of the wheat raising business. The eyes of the farmers of Kansas have turned to Alberta as a source for good seed, and one of the big commission houses of that State sought the assistance of the C.P.R. land department. The commissioner, Mr. Griffin, furnished them with an average sample, and this company has reported that in their opinion this is the very best seed that Kansas can procure. Of course the duty at the present time is prohibitive, but the farmers of Kansas are making a most strenuous effort to have Congress view this need for good and pure seed in the right light, and to have regulations that will permit of Kansas securing seed from Alberta to take the place of what has so completely run out.

A Wonderful Development.

Up to the present there has been inspected out of Alberta this year 2,271,610 bushels of winter wheat, and of this 1,526,000 was Alberta Red Winter. This development is certainly a great encour-

agement to the Alberta farmers to grow winter wheat. It not only opens a market for their wheat in Kansas if the duties can be adjusted, but it calls the attention of the milling world to the fact that Alberta can produce a winter wheat of superior milling quality.

In stock and wheat circles the week has been singularly barren of news. Great Britain is inclined to take a little wheat on our low spots, but outside of that she is shy. The weather has been too cold for cattle movement.

Retail and wholesale trade are moving quietly and indeed there is nothing very new in any line of trade.—H.

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 9 a.m. Thursday, January 21, 1909.)

Business is active for the season. Country collections are in fairly satisfactory condition, sales are large for the month of January in spite of the cold weather which has hindered the movements of travelers, and the members of the grocery trade are in an optimistic mood.

Values are steady in nearly all lines, but there are one or two exceptions. Corn syrups have been reduced again owing to sharp competition. California raisins are weak. Broom corn is costing at least 50 per cent. more than formerly, and the result has been an advance in practically all makes of brooms. A recent advance of 25 cents per dozen is likely to be followed very soon by another advance of the same amount.

SUGAR—Prices continue as follows:

Montreal and B.C. granulated, in bbls	5 00
" " in sacks	4 95
" yellow, in bbls	4 60
" " in sacks	4 55
Wallaceburg, in bbls	4 9
" in sacks	4 95
B.C. gunnies granulated, 5-18's to bale, per cwt	4 95
" " 5-2's " "	4 95
" hard pressed lump, 25's, per cwt	6 15
" " " half bbls., per cwt	6 50
" icing	5 80
bar sugar	6 60
Icing sugar in bbls	5 60
" " in boxes	5 80
" " in small quantities	6 10
Powdered sugar, in bbls	5 30
" " in boxes	5 80
" " in small quantities	5 65
Lump, hard, in bbls	5 95
" " in ½-bbls	5 95
" " in 100-lb cases	5 95

SYRUPS AND MOLASSES—There has been another decline in corn syrups due to sharp competition. We quote:

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 16
" " 5-lb tins, per 1 "	2 60
" " 10-lb tins, per ½ "	2 43
" " 20-lb tins, per ¼ "	2 55
" " ½ barrel, per lb	0 03½
" " Sugar syrup, per lb	0 03½
Beaver Brand, 2 lb tins, per 2 doz case	3 10
" 5 " " 1 "	3 60
" 10 " " ½ "	3 90
" 20 " " ¼ "	3 20
Barbadoes molasses in ½-bbls, per gal	0 40
New Orleans molasses in ½-bbls, per lb	0 03½
Porto Rico molasses in ½-bbls., per lb	0 04½
Blackstrap, in bbls., per gal	0 31
" ½ "	0 33
" 5 gal. kgs., each	2 25

MAPLE PRODUCTS — Selling very slowly. Prices continue as below:

Sugar, 25 lb. boxes, ½s. and ¼s	3 00
Syrup gallons ½ doz. to case, per case	5 60
" ½ " 1 doz. to case, "	6 15
" ¼ " 2 doz. to case "	6 55

FOREIGN DRIED FRUITS—California raisins are likely to be reduced very shortly as the market is reported weak. Other items in the foreign list are stable. We quote:

Sultana raisins, bulk, per lb	0 09
" cleaned, "	0 10½
" 1 lb pkgs "	0 11½
Table raisins, Connoisseur clusters per case	2 90
" extra dessert, "	3 85
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 70
" Connoisseur clusters, boxes (5½ lbs)	0 85
Trenor's Valencia raisins, f.o.s., per case, 28's	2 05
" " " 14's	1 00
" " selects " 28's	2 15
" " " " 14's	1 15
" " layers " 28's	2 35
" " " 14's	1 25
California raisins, choice seeded in ½-lb. packages per package	0
" " fancy seeded in ½-lb. packages per package	07½
" " choice seeded in 1-lb packages per package	0 08½
" " fancy seeded, 1-lb. packages, per package	0 09
Raisins, 3 crown muscatels, per lb	0 0½
" 4 " " "	0 07½
Prunes 90-100 per lb	0 05½
" 80-90 "	0 06½
" 70-80 "	0 06½
" 60-70 "	0 07½
" 50-60 "	0 07½
" 40-50 "	0 08½
" 30-40 "	0 08½
Silver prunes	0 09½
Currants, uncleaned, loose pack, per lb	0 06½
" dry cleaned, Filiatras, per lb	0 06½
" wet cleaned, per lb	0 07
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 08
Pears, per lb	0 08½
Peaches, standard, per lb	0 08
" choice	0 08
Apricots, standard, per lb	0 0½
" choice, per lb	0 11½
Plums black pitted, per lb	0 11½
Nectarines, per lb	0 09½
Dates, new, per lb	0 07

RICE AND TAPIOCA—The market is quiet and featureless. Japan rice is quoted at 4¼c. per lb.; Patna at 4¼c; Rangoon at 3¾c. Tapioca, 5c per lb.

EVAPORATED APPLES—There is a good staple demand at 8½c per lb. The market is steady and no change is expected in local prices.

HONEY—Supplies are hard to obtain. Prices are quoted as follows:

Honey, 2½ lb. tins, in case 24	3 75
" 5 " " 12	3 50

SPANISH ONIONS—New stock is quoted at $1.15 per crate.

NUTS—Advanced prices on new stock. We quote:

Shelled Walnuts, in boxes, per lb	0 28
" " small lots per lb	0 30
" Almonds in boxes, per lb	0 28
" " small lots, per lb	0 30

ROLLED OATS—The local market is steady, prices showing a slight decline.

Rolled oats, 80 lb sacks, per 80 lbs	2 10
" 40 " " 80	2 15
" 20 " " 80	2 20
" 8 " " 80	2 50

CORNMEAL—We quote the following reduced prices:

Cornmeal, per sack	1 90
" per ½ sack	0 95
" per bale (10, 10's)	2 15

BEANS—The market is weak. Handpicked are quoted at $2.10 to $2.15 per bushel and the three-pound picker at $2 per bushel.

POT AND PEARL BARLEY—Pot barley is quoted at $2.55 per sack, pearl barley at $3.75 per sack and $1.95 per half sack.

CANNED GOODS—

FRUITS.

	Group No. 1	Groups No. 2 & 3
	Group No. 1	Groups Nos. 2-3
Apples—3's standard, per case	$2.44	$2.34
" Gallons, standard, per case	1.55	1.52½
Cherries—Red, pitted, 2's	4.18	4.08
" black pitted 2's	4.18	4.08
" white pitted 2's	4.38	4.28
Currants—Red 2's	4.18	4.08
" black 2's	4.18	4.08
Gooseberries—2's	4.58	4.48
Lawtonberries—2's	4.18	4.08
Peaches—Yellow 2's	4.18	4.08
" yellow 3's	6.54	6.44
" pie, unpeeled 3's	3.34	3.24
" pie, unpeeled, gallons	2.42½	2.40
" pie, peeled, gallons	3.30	3.27½
Pears—Flemish Beauty 2's	3.68	3.58
" Flemish Beauty 3's	4.74	4.64
" Globe 1.s. 2's		2.76
" Globe 1.s. 3's		4.14
Plums—Damson 1.s. 2's	2.28	2.18
" Lombard 1.s. 2's	2.28	2.18
" Green Gage 1.s.	3.08	2.98
Raspberries—Red 2's	4.18	4.08
" red, gallons	3.80	3.77½
" black 2's	4.18	4.08
" black, gallons	3.80	3.77½
Strawberries—2's	4.18	4.08
" gallons	3.80	3.77½

VEGETABLES.

Asparagus—2's	6.28	6.18
Beans—2's	2.08	1.98
Corn—2's	2.08	1.75
Peas—		
No. 4 standards, 2's	1.88	1.55
Early June, 2's	1.98	1.85
Sweet Wrinkle, 2's	2.18	1.85
Extra fine sifted, 2's	3.08	2.75
Pumpkins—3's	3.14	2.94
Succotash—2's	2.68	2.58
Tomatoes—3's	2.44	2.10
Tomatoes, 2's	2.08	1.74
Tomatoes—gallons	3.70	3.65

MEATS.

Clark's 1 lb., pork and beans, plain, per case	2 50
" 2 " " " "	1 90
" 3 " " " "	2 50
" 1 " tomato sauce, per case	2 50
" 2 " " "	1 90
" 3 " " "	2 50
" 1 " Chili "	2 50
" 2 " " "	1 90
" 3 " " "	2 50
Soups, per doz	1 25
Corned beef " 2's per doz.	2 10
" " 1's "	1 75
Roast beef	
" 1's, per doz	1 07
" 2's "	2 55
Potted meats, ½'s, per doz	0 65
Veal loaf ½ lb., per doz	1 25
" 1 lb. "	2 50
Ham loaf ½ lb. "	1 25
" 1 lb. "	2 50
Chicken loaf ½ lb. "	1 25
" 1 lb. "	3 50
Lunch tongue 1's, "	3 65
Sliced smoked beef ½-lb. tins, per doz	1 80
" " 1-lb. tins, "	3 10
" " 1-lb. glass, "	3 35
Chipped " ½-lb. tins, "	1 45
" " 1-lb. tins, "	2 50
" " 1-lb. glass, "	0 05
Sliced bacon, 1-lb. tins, "	3 10
" 1-lb. glass, "	3 25

BRANTFORD MERCHANTS' TROUBLE.

A Brantford correspondent calls the attention of The Grocer's readers to what he believes to be a fradulent practice of an oil and soap traveler. He was supposed to represent a new United States firm and wanted to introduce his goods. Samples were to be given away from a quart to a gallon of oil. If satisfactory he would be around again in about four weeks to take orders. The merchants were to sign blank forms to show they wanted samples, but they now claim they signed order blanks for oil from 5 gallons up to a barrel. The goods came and the merchants accepted them in the belief that the firm was reliable. The days of trial expired and drafts were passed on them. Some have paid to avoid trouble, while others have refused. The prices are represented to be excessive.

BUYERS SEEN IN MONTREAL.

T. Marleau, St. Thimothe, Que.

J. Philippe, Latutippe, Que.

G. Daoust, of G. Daoust & Co., St. Anne de Bellevue, Que.

Francois Robert, St. Hubert, Que.

L. Robert, St. Bruno, Que.

M. Raymond, of Raymond Freres, St. Hyacinthe, Que.

D. Leonard, St. Monique, Que.

Michael Downey, G. T. P. Construction camps, Winnipeg.

Grocery News from Coast to Coast

Western Canada Notes

An Advance in Prices of Potatoes at the Coast on Account of Cold Weather—Bean Jar Contest at Saskatoon.

REGINA.

Jan. 19.—For the first time in our history the large demand for poultry for the Christmas trade was all supplied by the province itself, and this in spite of the fact that the sale of turkeys was nearly double that of last year. The only thing that had to be shipped in from outside the province was geese, of which there were not quite enough forthcoming in the local market. For chickens at the beginning of the season from 12c to 15c per lb. was the ruling price, but later the price dropped to from 10c to 13c, according to quality. Ducks about the same price and quality very good on the whole. Turkeys about 18c, supply plentiful; geese about the same, supply insufficient to meet the demand. The quality in all lines was very good on the whole and compared very favorably with what we have been shipping in from Ontario in past years, but there is still room for improvement. If farmers would keep pure bred poultry of the general utility breeds, it would, without doubt, be greatly to their advantage. At the season of the year when eggs are cheap they would be able, for some years to come, to sell a considerable number at remunerative prices for setting, and the difference in the size and quality of the chickens when they came to market them would well repay them. Great improvement might also be made in the construction of the poultry houses on most farms, and the slight additional cost would be more than repaid by getting eggs early in the winter when fresh eggs command top price. Regina has always been an excellent market for farm produce of all kinds. At the present time a farmer can get 35 cents a dozen and sometimes even forty cents for really fresh laid eggs that can be depended upon.

Butter is another article to the making of which farmers might well devote more careful attention. There is always a good demand here for butter of first-class quality and the supply frequently does not meet the demand. Price for first-class butter at the present time runs from 30 to 35c per pound. The quality of butter offered by farmers is not uniformly as good as it might be, and here again it seems that a great improvement might be made in the class of buildings erected. A first-class milk house is an essential for anyone who intends to make butter for the market and is not too frequently met with on the farm. The cellar is no place to keep milk either in summer or winter, and the cream is too often tainted before the butter is made up. There is a good opening here for a cold storage plant. The establishment of such a plant would facilitate the economical handling of all farm produce and guarantee a far more reliable market.

Cameron & Heap are just about completing stock-taking and report a thoroughly satisfactory season's business.

One or two brokers or commission agents would find it very profitable to establish here, and could look after the business of the province from this point.

W. B. Lanigan, assistant freight traffic manager, C.P.R., and Geo. H. Shaw, traffic manager Canadian Northern Railway, met the Board of Trade this week by appointment to discuss freight rates, more particularly fourth and fifth class. The wholesale houses were represented by H. G. Smith, of Campbell Bros. & Wilson S. C. Burton, of Cameron & Heap, and M. B. Peart, of the Western Hardware Co., while the retailers were represented by J. F. Bole, M.L.A., of the Regina Trading Co.,; E. McCarthy, of the McCarthy Supply Co. and Ald. A. D. Wright, besides several other members of the Council of the Board of Trade. The conference lasted practically all day and the result was an amicable settlement which was very fairly satisfactory to the shippers as a whole.

The wholesale houses here have always been in a position to look after the local L.C.L. business pretty well, but have been handicapped in the matter of carload shipments. Now, however, they will be in a position to extend their business very considerably in this direction and are looking forward to doing a very much larger volume of business this year in consequence.

H. G. Smith, manager for Campbell Bros. & Wilson, spent a week in Winnipeg, combining business with pleasure. He returned Jan. 4th in time to conduct the freight rates case before the railway officials, more especially on behalf of fifth-class shippers. This he did in an able manner, and he had certainly spared no pains to master all the intricate details of his case.

SASKATOON.

Jan. 19.—Now that the holiday business is over merchants are casting around for ways and means to attract customers to their stores. At the departmental stores bargain sales are announced in all departments previous to stocktaking. Goods must go at any price sooner than carry them over until next season. A reduction has been made in canned fruits and goods specially ordered for the Christmas trade and left in stock.

The bean jar contest held at Speers and Paul's store is now over. The winner of the prize horse was Iva Creed. Several other prizes were awarded.

R. G. Clare will rebuild his store at Warman, which was recently destroyed by fire.

R. F. Preston, butcher, announces that after January first he will do a strictly cash business only.

A case for exposing meat for sale which came from a slaughter house which did not comply with the city health by-law was heard in the police court a few days ago. Gordon and Sparling were the defendants. The case was dismissed on the ground that there was not sufficient evidence to convict.

VANCOUVER.

January 19.—After a week of cold weather, we are beginning to see where we are at, and as a result the prices of all perishables have gone skyward with a bound. This is not a mere advance in price, but one of those increases that shock one almost as the miniature earthquake last Monday afternoon. Potatoes are principally affected. Ashcrofts were $21 before the cold snap, but have jumped to $35 per ton, while local potatoes are firm at $25, having risen from $15. The price may even go higher when reports come in from the country districts as to the effect of the cold. There they are kept in pits, and it is likely that all have been frozen. With the weather such as it has been, no shipments could be made, and with the six inches of snow that came on Wednesday communication is further hampered. Those who held potatoes thought they would be having surplus on their hands, and one of these, who disposed of a considerable stock just before the cold set in, lamented the fact to The Grocer. Had he only known (the usual refrain after a chance to make money) he could have sold at nearly double. But the cold was so unusual that no one expected it.

Local creamery butter has gone up from 40c to 45c. If it goes over 45c, there is a loud call from the consumer, and anything over that proves the last straw. It is not over plentiful even at the top notch.

The market is bare of eastern eggs, not practically bare, but completely. Some of the stores have absolutely none, and cannot get any. Surrounding cities are being communicated with in the hope that an odd dealer will be found who may have a few cases stocked away. They went up from 30c to 35c, and are now 45c, an unheard of price. Local eggs are as rare as the proverbial hen's teeth, and if a seller can persuade a grocer that he has a few he gets 65c for them.

In regard to eggs, a grocer remarked yesterday that a man came into his store and offered several cases of genuine freshly laid local eggs. The grocer was doubtful, but he was assured that

the eggs were just as represented, but when he was told how many the man had, the dealer declared he wanted none, though he had none in the store and had demands. He informed the seller that there were not that many in the city, if all were gathered together. It is probable that some specially Eastern selecteds were secured, and advantage taken of the general scarcity to palm them off.

California celery and cauliflower arrived here this week, and are of good quality. The local celery has just disappeared and the market will be kept well supplied now with the stock from the south. Lettuce is grown locally, but that is about all this time of year.

William Peers, who conducted a grocery business in North Vancouver, has left with his family for Australia. The store has been taken over by T. Hutchison, the former proprietor.

The shipment of herring from Nanaimo is now in full swing. They are exported almost altogether to Japan, and it is estimated that 10,000 tons will be shipped this year. The herring fishery is next to coal mining, the principal industry at Nanaimo, which has the run perhaps exclusively among British Columbia cities.

Maritime Provinces and Quebec

Pepper Adulterations in Nova Scotia—Railway Commission to Hear Evidence on Express Charges at St. John — Corn Exchange Committee Meets at Montreal.

MONTREAL.

January 19.—The Castle Blend Tea Co., corner of Stanley and St. Catherine St. W., are giving prominence this week to a fine range of earthenware tea and coffee pots, in the form of a window display. These goods are the products of the Langley Mills in England. They are chiefly remarkable for their simple and artistic forms, and deep green and brown coloring.

Nominations for the Board of Trade elections closed Friday, January 15, at 6 p.m. The chief event of interest was the eleventh hour nimination of Edgar Judge, for the second vice-presidency, in opposition to R. M. Ballantyne, who was placed in the field some days ago by W. I. Gear. Mr. Judge was nominated by R. W. Oliver. With this exception all the higher offices of the board will be uncontested. Sixteen members are in the running for the twelve seats on the council, and the contest has the appearance of being a sharp one, there being an active canvass already on behalf of the sixteen candidates. For the twelve seats on the Board of Arbitration, there are thirteen candidates.

Carsley's are making great preparation for their food fair, which begins the first of February.

The present Corn Exchange Committee of management, held its last regular meeting on Saturday afternoon, there being present R. W. Oliver, vice-president, in the chair ; C. B. Esdaile, W. W. Hutchison, J. S. Norris. The chief business of the meeting was the consideration of the committee's annual report, which was drafted for issuance to the members, who will consider same at the annual meeting of the Association, which this year falls on Wednesday, January 27th. R. W. Oliver reported with regard to the Montreal Industrial Exhibition Association meeting on December 10, which he had attened as the Corn Exchange representative. Mr. Plews was admitted to membership. By a unanimous vote, Norman Wight was nominated, as the representative of the Corn Exchange Association on the council of the Board of Trade.

When competition is so keen as it is at the present time, expenses must be keenly watched, otherwise drains soon extinguish profits. A prominent grocer who has a very fine cellar for storing goods, and which he has very brilliantly lighted in order to facilitate the clerk's work there, found that his electric light bills were running very high. The clerks would go down stairs, turning on all the lights as they descended, and in their hurry would not remember to turn them off as they came up. In this a great amount of electricity was wasted. Now he has a small 3-candle power bulb in the centre of the store which burns if a single light is turned on below. Instead of having all the lights turned on at the same time and at one switch, he has lamps with individual switches, and in this way the necessity for all the lights being turned on, when only one is required, is avoided.

J. L. Dore, of Ardmore, Que., has been in town for a few days. Mr. Dore has been placing orders with various wholesale houses for his spring trade.

A demonstration in tea is being made at Dupuis Freres store on St. Catherine St. E., this week.

ST. JOHN.

Jan. 19.—There was little change in the local wholesale markets last week and business in most lines is quiet. Manitoba flours are quoted at $6.60 to $6.70, and Ontarios at $5.45 to $5.70. Middlings is selling at $28 to $30, and bran at $25 to $26. Sugars are firm at $4.40 to $4.50 for Austrian granulated, $4.50 to $4.60 for standard, and $4.00 to $4.40 for yellows. Eggs are selling at 27 to 40 cents a dozen and butter is quoted wholesale at 23 to 28 cents.

A. I. Megarity's grocery store on Brussels street, was broken into on Sunday night, Jan. 10th, and a quantity of goods stolen. The thieves were apparently frightened away while at work as a large quantity of goods was found piled in readiness for removal near a window that had been broken.

A statement of the value of exports from St. John in the winterport steamers up to January 15th, shows that twenty-nine steamers took away goods valued at $5,537,927, of which $3,768,453 was the product of Canadian manufacturers, and $1,769,474 was from the United States. The value of goods shipped in the same number of steamers last season was $4,912,090, showing an increase for the present season of $625,837. The amount of grain shipped in these steamers was 1,535,694 bushels and there were 7,052 head of cattle.

The railway commission will be in St. John this week to hear complaints against excessive express charges on lobsters shipped from Port Mulgrave, N.S., to Boston via St. John.

The Fishermen's Union at Rexton last week elected the following officers : Edgar Atkinson, president ; Chas. Palmer, vice-president ; Capt. Geo. Irving, sec.-treas ; Percy Kinread, sergeant-at-arms, and James Jardine, auditor.

John K. McDonald, of Whycocomagh, C.B., a well know merchant was married on January 12th to Miss Janet Irene McNeill, of Charlottetown, P.E.I.

Robert Emmett Hughes, grocer, of Charlottetown, P.E.I., dropped dead in his home on Tuesday, January 12th. The coroner's jury found death due to paralysis of the heart. He was about 30 years of age.

Henry G. Weeks, manager of the local branch of the Lake of the Woods Milling Company, has purchased the residence on Douglas Avenue, owned and occupied by Hon. James Holly. Mr. Weeks will occupy his new home in the summer.

Fred Magee, C. Rufus Aulton, Courtney B. Copp and Thomas J. Allen, of Port Elgin and Brougham F. Wells, of Baie Verte, are applying to the provincial government for incorporation as the Port Elgin Trading Co., with a capital of $20,000. The chief place of business is to be Port Elgin and the company proposes to carry on a general wholesale and retail trading business. The provisional directors are : Fred. Magee, C. Rufus Aulton and Brougham F. Wells.

William Sproul, merchant, of Campbellton, has made an assignment for the benefit of his creditors to James E. Stewart, sheriff, Dalhousie.

A commercial bowling league has been formed here in which there are fourteen teams of five men each, selected from various business establishments in the city. In a game on Wednesday, the 13th, the Grocers and Clerks met and the latter won by a score of 1294 to 1170.

HALIFAX.

January 19.—Dealers report some improvement in business since the holiday season, but as yet it is very slight. Fruit is in good demand and apples are bringing high prices. There has been an advance of fifty cents per barrel in the price of cranberries, which are now quoted at six dollars per barrel. Jamacia oranges are also higher and are now quoted at $5.00 to $6.00, an increase of fifty cents per barrel over the prices of last week. Lemons are quoted at $3.00 for 300 count, and $5.50 for 420 count. The sharp advance in the price of apples is attributed to the scarcity of first class fruit, very little of which is now offered for sale on the local market. There are no No. 1 spies or kings available, and No. 2 fruit of the latter variety is very scarce. All the good fruit is said to be in the hands of the speculators, who are holding it back for fancy prices. The speculators are said to be making big money handling apples this season, which have met a good market and netted good returns. A wholesale dealer

states that one lot of five hundred barrels, which were bought on the trees for $1.25 per barrel, sold for $4.00 per barrel. Mrs. P. C. Woodworth, of Elmsdale, Port Williams, has received some handsome prices for good fruit sent to the London market. A barrel of Cox's Orange Pippins sold for 60s. and a box of the same variety sold for 25s, or at the rate of 75s per barrel.

A proposal to establish a fish curing and cold storage plant was before a special meeting of the council of Dartmouth, N.S., this week. Robert Christie, of R. Christie & Son, of Aberdeen, Scotland, appeared before the council and outlined the scheme. A representative of the company had been sent out to Canada to look over conditions, and if they were found favorable, a plant might be established. The firms representative had spent some time in Dartmouth, and while there had secured an option on a waterfront property near the railway station, which would be a desirable site for such an enterprise. If the plant was established Mr. Christie would engage in the fish curing business in all its branches, from the catching of the fish to the packing and shipping.

When the project was started he proposed to bring out experienced hands from Scotland, but in time would engage Dartmouth people. He also proposed to bring out his own steam travelers with which to carry on the fishing operations. The firm would invest about $50,000 in the business for total exemption from taxation for a period of five years, and exemption from all improvements for the next ten years, and free water up to a certain quantity. Mr. Christie stated that if a success of the business is made in Dartmouth, there was a possibility of other firms in Scotland transferring their business to this side of the Atlantic. The matter was referred to a committee for consideration. The Council looks with favor on the proposition.

The report on pepper adulteration which is just issued shows that out of ten samples of white pepper secured from stores in Halifax, every one of the samples was genuine white pepper, while in Prince Edward Island and New Brunswick, several of the samples are reported as "adultered" or "doubtful." In the report of black pepper, the laboratory report shows that nine samples out of ten were genuine, while the other sample was found to be adulterated, it having been forwarded in the original package on which the word "mixture" appeared in small letters over the word "pepper." This sample was obtained in a Halifax store, which obtains its pepper from an upper Canadian firm.

GEORGETOWN, P. E. I.

January 19.—Owing to the poor condition of the roads, there being no snow, trade has been slow this week. Collections are fair for this season of the year, and the wholesale houses report an average amount of business.

James Kelley & Co., Charlottetown, are making a specialty of Island Flour —price 65c per sack of 25 lbs.

Sanderson & Co., Charlottetown, and W. A. Johnstone, Montague, are using considerable space in the local papers at present. The former firm is advertising weekly snaps.

Prosperity has marked the past year in Prince Edward Island, and the farmers can view the results of their labors with complacency, for the prices, although not so good as in 1907, were on the whole satisfactory. Not for many years has the weather in the first three seasons been so favorable for growth and ripening.

Four hundred thousand tons of hay of which 2,000 were exported, an average yield of wheat, about 5,000,000 bushels of oats, 6,500,000 bushels of potatoes, of which 200,000 were exported and a large percentage manufactured into starch; 4,000,000 bushels of turnips, an average crop of fruit, 1,200 tons of cheese, 250 tons of butter; representing the annual dairy output; the former valued at $280,000, and the latter at $135,000; about 45,000 hogs an increase in the poultry production and the number of cattle raised were among the factors tending to make the farmers of 1908 satisfied with their lot and their farms in the garden province of Canada.

The fishing industry was exceptionally remunerative, there being 50,000 cases of lobsters at an average price of $16.00 per case; 100,000 barrels of oysters, bringing from $3.00 to $9.00 per barrel, and a good catch of cod, herring, smelts and eels. Bankers, merchants and traders have pronounced satisfaction on the past year's transactions. Collections have been comparatively easy and there has been a satisfactory amount of money in circulation.

Large quantities of smelts and eels are being exported to New York and Boston. The prices this year are not as high as formerly. A considerable quantity of oats are shipped daily to Halifax, Sydney and other near-by cities.

As expected butter and eggs are both dropping in price. Both commodities are being bought in the country districts for 20c.

Valencia Oranges are plentiful. No. 1 apples are scarce and very high. Almeria grapes are an average price and in splendid demand.

From Ontario Correspondents

Information Bureau at Fort William to Watch Dead Beats — Kingston Broom Factory Burned—Guelph Grocers Troubled With Peddlers — Belated Christmas Raisins Sold by Auction at Peterboro.

KINGSTON.

January 20.—Kingston has had the misfortune this winter of losing two of its important industries by fire. Fire is a good servant but a bad master. Our fire department has been called to account for bad management for not getting at these fires promptly and putting them out. In defence they claim inefficient equipment and of being unable to attack the flames from the inside owing to the inflammable nature of the stock, viz.: varnishes, dried lumber in the piano factory and broom corn in the broom factory. George Crawford, an old grocer who less than a year ago took over the broom factory, is a heavy loser, having a large stock of broom corn on hand, which has recently gone up in price.



MAYOR DANIEL COOPER,

Of Kingston, Elected to the Chief Magistrate's Chair by the Largest Vote in the City's History.

In all my experience I have only run across one grocer, and that lately, who can collect bad debts. His plan is to go personally and warn his victim that unless he or she pay up he will follow them on the street or around the market and shout at them. The first illustration occurred on the market not long ago. He went up to a lady and said, "Now my good woman, I am going to follow you around and shout at you." Out came a dollar bill and in begging tones, "please don't, I'll pay you up, I'll pay you up."

The petition being handed around for the reduction of licenses is being largely signed. The first class hotels which give good service to the traveling public are not anxious for the class who frequent the saloons.

Weather has been severe here, as low as 16 below zero having been registered. Only a few sleighs appeared on the market on Saturday. Fresh laid eggs sold as low as 30c a doz., but the majority got 40c. People find telephones useful during stormy and cold weather.

Kingston never goes back. It has a forward movement at all times. "There is more curling, skating, ice-boating and winter sports to the square foot here than any city I know of," said a commercial man, and he is right.

Dan Couper, Mayor, is a busy man, and he is ready to put on the gloves if he hears of any knockers who are always ready to run down their own city and country. We will likely have a big grocers' picnic this year as we have a grocer as chief magistrate.

Lake Ontario is frozen over at last and now the Islanders can come over in safety and bring their butter and eggs.

Advertising in the local papers is about the best way of telling the public who you are and what you have in stock, but it is responsible for a lot of cutting in prices. We have meat stores selling four cans of corn for 25c, and candy shops selling our staples at cost in order to attract people to their stores.

Circulars asking prices from merchants, regardless of politics, have been issued from our military institutions here under the Dominion Government. "What's up anyway," Ontario institutions did the same last month but did not give any contracts to us poor Grit grocers.

Apples were a poor purchase this winter as they didn't keep well.

Kingston Dairy School is in full blast, 40 students being in attendance studying the art of making butter and cheese. Mr. Publow is acting superintendent.

PETERBORO.

January 20.—An auction sale of 1,000 boxes of fine grade raisins, which arrived too late for the Christmas trade, will be held on January 25th. They have been held at one of the freight offices since the date of their arrival which was too late for sale to the retailers.

Not a few groceries are now handling oysters, that is, outside the large uptown stores that regularly carry this stock on hand. One reason for the increase is that each store has a newly prepared vessel for containing the oysters. They come in sealed crocks and are then placed in these white enamelled or crockware tubs, which are impressively suggestive of cleanliness and care in handling them. Quite a number of the grocers have recently secured these vessels and they state that they find the sales very encouraging.

The farmers' market has apparently been effected by the cold weather of late. The best eggs sold at 35 cents a dozen although there were others that were offered at 30 and 32 cents.

W. J. Coleman, of the firm of Coleman Bros., caterers and confectioners, left last week for England. He is combining business with pleasure intending to get latest ideas in his line of business in the English cities and also in New York on his return journey.

One of our grocers, Jas. H. Connel, made a good showing in the recent curling games at the Peterboro bonspiel. He is also in one of the rinks that are playing with Bobcaygeon for a new trophy that has been presented by A. E. Bottum of Bobcaygeon and J. E. A. Fitzgerald of this city. Peterboro has secured a lead of four points.

T. H. Hooper, caterer and confectioner, has decided to enlarge his up town store, increasing the accommodation of his grill room and providing a larger banquetting hall.

The Retail Merchants had a quiet little supper last Wednesday night at Hooper's. They intend to have another on a larger scale in the near future.

Peterboro grocers are showing their progressiveness by holding demonstrations of particular articles in their stores, the work being attended to by special demonstrators. Recently White & Gillespie demonstrated Cowan's cocoa. Another shredded wheat banquet has been held, too, under the auspices of the Murray Street Baptist church, the demonstration being attended to by J. Hewitt.

OTTAWA.

Jan. 20.—A good attendance of buyers and sellers were out in a temperature of 21 degrees below zero on the Ottawa market on Saturday. It was one of the coldest mornings of the year. Everything was cold and in fact a frozen beef tongue would have been as valuable a weapon of defence if necessary, as if it had been made of steel. Another anxious phenomenon which is generally accounted for by the farmers as a result of the zero weather was that chicken prices had gone as high as the temperature was low, and reached a record price for the year. It may have been that the farmers think cold mornings should command high prices. Fowl of all kinds were however up. Chickens sold as high as $4.00 pair, but most sales were made around $1.50 a pair. Beef was valued at 4½ to 5c for fronts, and from 6c to 7c for hinds. Pork at from $10 to $10.50 and lamb 10c to 12c. Turkeys were an absent class, while geese—well there were just a few. Prices for butter were 28c to 30c for good quality and it is not likely to drop for the next two or three weeks. Potatoes were sold around $1.00 a bag, and new laid eggs were rapidly picked up at 55c per doz.

Ottawa will be quite gay this week and expects thousands of visitors from all parts, especially those people who love the horse. The chief attraction will be the big ice races which will be held all this week on the Ottawa river. Merchants reap a harvest from these money spending people—the horse men—and look forward to this great yearly event. Two retail grocers are responsible for this big meet, namely P. H. Wall of Wall & Co., who is president, and Ald. Walter Cunningham, who holds the office of vice-president. Both named gentlemen have been connected with the Central Canada racing association for a great number of years.

The fat stock and horse show promise to be attractive features for this week. Grocers and butchers attend the auction sale at the conclusion of the show—when all dressed beef and poultry are auctioned off.

E. M. Trowern, Dominion Secretary of the Retail Merchants Association, was in town last week on behalf of the Retail Coal Dealers' Association, who ask for a series of regulations respecting the receiving of coal from railways, its weighing, monthly statements, and shortages, etc., in fact a code of rules governing many points of frequent dispute. The case was heard by the Railway Commission, who have reserved judgment.

H. H. Livingstone, with the new firm of Mayell & Co., Toronto is in the city, calling on the trade. It seems funny not to connect this gentleman with Pure Gold Goods. The change was effected the 1st of the year.

Arthur Carson, formerly with Lipton, now with Sheriffs Imperial Extract Co., is renewing old acquaintances in this city.

W. G. H. Marcon, representing the N. K. Fairbank Company, Montreal, is at present in the city.

Chas. E. Bucklee, of Park Blackwell Co., Limited, has spent this week in the Capital in the interests of his firm.

FORT WILLIAM.

January 20.—The scarcity of apples is beginning to be felt, some of the best varieties being already out of stock, and the prices ranging from $4.75 to $5.50 to the retail purchaser.

For the protection of the retailer from the "deadbeat," who goes from store to store and stays with each only so long as he can get farther and farther into its books, a new organization has been formed in the city under the name of the Retailers' Information Bureau. It is somewhat of the nature of a local Bradstreet, dealing with the customers, instead of the merchants. The fee to each retailer is $10 per year, in return for which he has the privilege of referring to the Bureau for information regarding any parties who may be seeking to secure a line of credit with him. This will particularly affect the grocery trade and if worked out successfully will result in any man who has once got into the books of a retail store and not met his obligations, being compelled to pay his bills or deal for cash wherever he may go in the city. This Bureau, which is only local, dealing solely with this city, is in connection with the collection office that has already been doing business as the Sovereign Accounting Agency.

CHATHAM.

January 19.—The new City Council held its organization meeting this morning, when the committee slate was adopted. The three grocer members—comprising one-third of the total membership of the Council—are well distributed. John McCorvie is on the Finance and Industrial Committee; Wm. Anderson on Finance and Property, and Harry A. Andrew on Parks and Railways. Two hold chairmanships, Ald. McCorvie that of the Industrial Committee, and Ald. Andrew that of the Railway Committee.

There is every likelihood that, despite the defeat of F. H. Brisco, the chief advocate of excluding the grocers from the market, the question of the 10 o'clock clause in the market by-law will be reopened and again threshed out by this year's Council. Mayor Westman's inaugural address contains a recommendation to the Property Committee to consider "the framing of a new by-law protecting the rights of the citizens on the market, by restricting the wholesalers to certain hours." Just what the outcome of the struggle will be, is uncertain. The general public, if they suffer at all, suffer more, it seems, through buying by wholesalers for shipment than through buying by grocers for retail, and it is probable that an effort will be made to ascertain the true status of the wholesalers on the market. At present the general impression is that they cannot legally be restricted.

The possibilities of Chatham as a location for pork packing, beet sugar and canning industries was also emphasized by Mayor Westman in his address. Chatham's chief advantage in this re-

spect lies in the presence of an abundant supply of the raw material right at the city's doors.

The consensus of opinion among the grocer aldermen is that the new Council will probably grant some measure of restriction on the market, as against buyers for wholesale and retail. A majority of the members of the new Council have committed themselves to a restoration of the ten o'clock clause against grocers and butchers. It is freely admitted that despite the defeat of several strong advocates of the 10 o'clock provision, there is a strong public feeling in favor of closing the market to all but the general public. The matter is likely to be the theme of warm discussion. Much depends on whether or not wholesale buyers can be excluded. If they cannot, it hardly seems fair to exclude local retailers, thus discriminating against local men in favor of outsiders. If the restriction is restored, the grocers with the smaller stores on the side streets will be the men hardest hit. The bigger grocers never need to go near the market, having their regular clientele of country people who bring them produce; but the little fellows, who have little if any country patrons of this sort, will be hurt by the discrimination.

The agitation against the present open market has been much strengthened by recent high prices of produce, and particularly by the scarcity of turkeys and other poultry. It is generally believed that the wholesale buyers raid the market first thing in the morning and carry off the poultry before the general public arrive. The fact is, however, that there have been practically no turkeys, as compared with former years; and the few that were to be had would have lost money to the buyers, as the latter could not have afforded to purchase turkeys at 25c a pound. As a matter of fact, higher prices are due, partly to general scarcity, and partly also to the improved facilities the wholesalers have for buying direct from the farms.

Business is holding up very well, and not a few grocers state that they miss the annual rest due to arrive with the after-holiday lull in business.

Butter and egg prices continue high. Grocers state that deliveries are prety free, though offerings on the general market are small. Prices will depend largely on whether or not the cold weather continues. If there is a protracted spell of warm weather, egg prices are bound to drop.

The long promised free mail delivery system was inaugurated in Chatham on Wednesday of last week. The city has been divided into seven routes, and there are three deliveries daily to the business sections, two to thickly populated, and one to thinly populated residential sections.

P. B. McQueen, manager of Bradley & Son's local store, has inaugurated a system of order taking in connection with the business here, and during the past week or so has been energetically campaigning for new patrons in outlying districts, with the result that he has added a large number of names to the firm's regular order-taking route. Mr. McQueen is an old hand at order taking, having had considerable experience in that line elsewhere, though the system is an innovation in connection with the local business.

Russell Parrott, for the past three years connected with the grocery staff of his brother, Wesley E. Parrott, left last week for New Mexico, where he will spend a three months' holiday.

William A. Dumas, who a quarter of a century ago conducted a grocery at the corner of King and Forsyth Streets, passed away last week, aged 72. He was a veteran of the American Civil War, and was at one time very prominent in Chatham's business life.

High hog prices were a feature of last Saturday's market, live hogs selling at $6.50 and dressed at $8.25 per cwt., with the market strong. Export cattle commanded 5c a pound, store cattle 3c and 4c, with a good demand, and dressed beef from 5c to 7c. Veal, lamb and poultry prices were high. Butter sold from 25c to 28c, and eggs from 28c to 30c, this being the first indication this winter of a decline in egg prices. Bean prices are practically unchanged, ranging from $1.35 to $1.50 a bushel. Potatoes are $1 a bag.

The stock of R. I. Weaver, the St. Clair St. grocer-butcher, who recently assigned to W. G. Burrows, was sold by public auction on Monday last. The grocery stock was sold to Mr. Broderick of London, at 41c, and the butcher stock to Chas. Thomson at 32c. The premises are already leased to W. H. Curran, who intends to open a meat shop; and to the fact that the stock had to be moved, the low prices were largely due. The stock is now being sold off at slaughter prices—a temporary detriment to the grocers of the vicinity, though with the elimination of one competing grocery from St. Clair street, life there will be more worth living to the remaining grocers. Mr. Weaver's future intentions are unknown.

Last Tuesday evening there was a well attended meeting of the Board of Trade, when it was decided to invite Hon. Wm. Pugsley to visit Chatham, with a view to impressing upon him the necessity of the proposed dredging of the river. Insurance rates, and a number of other items of interest were also discussed.

C. E. Lister, proprietor of the Maple City Creamery, was in Brantford last week, attending the Butter and Cheese Makers convention.

The grocery of H. G. Reed, King St., was visited by a slight blaze last Thursday morning, though little damage was done.

J. A. Wilson, the Queen St. grocer, has been reappointed to the board of West Kent License Commissioners. This is Mr. Wilson's fourth year.

In consequence of the discovery of large deposits of almost pure silica near Amhersburg in Essex county, a glass factory will shortly be erected at Leamington, for the manufacture of bottles and jars. The new concern will, it is understood, supply the new Heinz factory in Leamington, and abundance of natural gas at that town proving an added incentive. Whether the new concern will enter into the manufacture of fruit sealers is uncertain as yet.

The Heinz Pickling Company are arranging to send men to Leamington shortly to make contracts for the growth of vegetables and fruits, and in the spring will erect several buildings in addition to the factory purchased for them by the town.

H. H. Shaver and W. W. Jackson, of the Tilbury Canning Company, were in Toronto recently attending the independent canners' convention.

E. J. Buzzard, of Blenheim, has sold his general store at Erieau to Lorne Handy, formerly of J. W. Fleming & Sons. The new proprietor takes possession Feb. 1.

John Curtis has opened a new butcher shop at Wheatley.

J. H. Allen of Wheatley has made final arrangements for building a creamery at Comber. The new concern will be in operation next spring.

The growth of the onion industry in Essex has called into existence the Leamington Onion Growers' and Shippers' Association. John A. Campbell is president, and John C. Ross, secretary. The session was devoted to an interchange of experiences and ideas on onion growing.

Redmond Coleman, the Virginia tobacco expert, who during the past two years has been engaged in preparing tobacco for shipment to the Erie Tobacco Co., is once more back at his old post. Mr. Coleman has several "steaming houses" at Ruthven.

Commencing January 21, all the stores in Ridgetown closed at 6 p.m. every evening, except Saturdays. This is a marked advance for the early closing movement.

Albert Gunning, the Ruthven general merchant, on January 6, joined the ranks of the benedicts, being united in marriage to Miss Marilla Esseltine, of Ruthven.

Jehiel Walker, formerly a grocer at Charlemont, recently lost his only son, Corey, 17 years of age, by drowning at Tupperville.

C. G. Elliott, of Comber, contemplates purchasing the premises, owned by R. O. Y. Ainslie, which he now occupies, and has secured an option.

S. G. Morse, of Leamington, is in receipt of a letter from the Heinz Pickling Company, stating that just as soon as the town completes arrangements for turning over the Ward building to them, they will be prepared to begin work. They intend making Leamington headquarters for the whole of Canada.

The Wallaceburg Sugar Company, following the completion of the beet sugar campaign, will commence work on refining raw sugar about the middle of January, and expect to continue along this line pretty steadily till the opening of next fall's beet campaign.

Wallaceburg's new creamery is under way. The proprietors, Geo. Wooliver and Geo. Wales, have commenced the erection of a new and up-to-date building on Lafontaine Street, and expect to have everything in shape to commence operations in February.

Tobacco growers in Essex County are busily engaged in stripping the 1908 crop and preparing it for shipment. Quite a number have completed shipping and are ready to bale the product. The

sample is fine this year, and the growers are looking for correspondingly good prices.

As showing the extent of poultry business in some small country places, Wm. Bird & Son, of Ennett, a small station on the Pere Marquette, bought during the fall season, 31,560 pounds of poultry, for which $3,120 was paid out.

George Mahler, of Chatham, and Harry Mahler, of Dresden, have gone into partnership with John Tolmie, formerly of Tolmie & Graham, in the basket business at Dresden, and have secured the Hicks block for factory purposes. The Mahler family are largely interested in the evaporated business in this county.

LONDON.

January 20.—Wholesalers report business to be on the upward incline, and they regard the prospects to be of the best. Travelers find dealers in this section more free in giving orders than for some time, which is a pretty good sign of returning confidence. Prices of Ceylon and Indian teas are higher, and coffees are also advancing. Raw sugars keep very high and refined is steady and firm. Spices and tapioca are advancing and rice for spring shipment is easy. Seeded raisins are lower, but an advance is looked for. Other staples show little change.

Mrs. Blasshell, grocer, corner of Bathurst and Talbot, has sold out to W. T. McBride.

A meeting of the Retail Grocers' Association was held on the evening of Wednesday of last week, President Shaw, in the chair. The most important matter taken up was the annual banquet, and a committee composed of President Shaw, Secretary Hayes and Treasurer Ryan, was named to get estimates and report back to the Executive who have power to act. R. J. Donaghy, of T. A. Rowat & Co., was elected chairman of the Reception Committee. He did good work last year in the same office. Several committees brought in satisfactory reports.

The grocers' banquet will in all probability be held on some evening during the third week of February, at either the City Hotel or the Grigg House.

STRATFORD.

January 19.—Since the passing of Christmas and New Years business has naturally been quiet and the grocers here are taking advantage of this slow time to re-arrange their stocks so as to sell off the left-overs before stock-taking. Most of the window displays have been changed, making the holiday season a thing of the past.

The municipal elections made a lively time for Stratford this year. We had five aspirants for Mayor and sixteen for aldermen; these with water commissioners, school trustees and four by-laws to vote on made a very full slate. Upon entering most stores previous to the election the first words of greeting were "Whom will we have for Mayor?" Well, we are sorry to say that we got an editor instead of a grocer, although the editor will fill the office with dignity and ability. Mr. McIlhargey made a good fight, and to use the oft repeated expression, we would say, "If at first you don't succeed, try, try again."

At last something definite in the way of a radial railway for the city has been brought to our notice, under the name of "The People's Railway." The grocers and merchants in general are quite jubilant over the new proposition, as it will bring more business from the surrounding country. It is expected that the line between Guelph, Stratford and Woodstock will be built this year, and that by December the city of Stratford will be enjoying the advantages of a city street car service. The radial line will handle both passengers and freight, the latter being handled almost wholly at night.

I. W. Steinhoff attended the annual meeting of Swift & Co., in Chicago, on Thursday, as the manager of the Canadian branch of the produce department, which has its office in the Beacon building. Mr. Steinhoff reports a drop of ten millions from the volume of trade during 1907, but an increase of the profits.

Geo. McCully has taken a position on the traveling staff of Jas. Lloyd, wholesale fruit merchant. Goderich, Kincardine and the northern district is the ground Mr. McCully is covering at present, and he reports good business for his first trip.

Mr. McLeod, of the McLeod Milling Co., is showing something new in the line of advertising this week. He has a few sample cakes of toilet soap through each of which is printed an advertisement in colored letters, telling the virtues of a special brand of flour. In using this sample of soap the user will read the advertisement as long as the soap lasts.

Max Brisson, who has been for the past year with the E. O'Flaherty, grocer, relinquishes his position with that firm to enter the priesthood. Mr. Kastner, formerly with R. S. Jones, has succeeded him.

Monday must have been travelers' day in the city this week. One grocer reports having been visited by fourteen.

The Stratford Wholesale Grocery have just completed stock-taking this week and report very favorable business for last year.

The Mooney Biscuit and Candy Co. have sent a communication to the Mayor of our city stating that they are prepared to supply the city relief officer or any other body of citizens organized for the purpose of relieving the distress of those in need with two barrels of biscuits per week, from now until the time that the requirements may cease.

BARRIE.

Jan. 20.—Mr. Quigley, for The H. P. Eckhart & Co., made his initial trip last week to Barrie, and he reported business very good for this time of year.

Barrie is to have another commercial traveler residing here. Mr. Taylor, formerly with the Western Canada Milling Company, and now with the Collingwood Packing Company, has decided to locate in this town.

This week shows the first weakness in the egg market and the strictly new laid eggs that have been selling retail for 35c a dozen down to 32c, took a drop to 30c and even as low as 28c a dozen was the price paid this week.

At the inaugural meeting last week of the town's new council, Mayor Vair explained that to get the best results and service from our civic bodies, it was necessary that all should work in harmony. To that end, he had taken the liberty of inviting the Press, the Ministers and all the ex-mayors. The mayor thanked the press for their services in the past and hoped he would have their support in the future criticizing the public questions fearlessly and give their strong opinion. This would greatly assist the Council and at the same time serve to enlighten the people. Another of Barrie's old grocery men in the person of J. J. Brown, past president of the Board of Trade, and chairman of its Transportation Committee, followed. He said there had been a great depression in manufacturing, and this had accounted for the stagnation of trade. We had however got to the bottom, and things were now looking up. He hoped the Council and Board of Trade would have plent to do this year. The Trent Valley Canal matter was still undecided, but whichever way it went the canal would have a tendency to control freight rates, more especially in regards to coal transportation. The Grand Trunk Railway would make great improvements during the coming summer.

Poultry was very scarce on last week's market, as high as fifteen cents a pound being paid for chickens. Turkeys also took a jump and sold at from 18c to 20c a lb. Geese sold at 12 and 12½c a pound and old fowl at 10c. Butter remains the same price, 25c a pound.

BELLEVILLE.

January 20.—Both the wholesale and retail grocers are well satisfied with the volume of business since the rush of the Christmas trade and they are very optimistic for a bright prospect in the future. Owing to the extremely mild weather work has been much more plentiful and as a result money is more plentiful. There has been no call for relief so far this winter beyond a few families who arrived last summer from the Old Country, and these are being looked after by the W.C.A., who get a grant of $1,200 per year from the council.

Much interest was taken in the recent civic elections here, there being no less than four grocers among the seventeen candidates, two of these four being elected, namely Ald. A. G. Vermilvea and Ald. H. E. Fairfield, the latter a new man, but he succeeded in heading the list for aldermanic honors. Mr. Fairfield recently purchased the grocery business of the late Adam Henry, and his well-known ability as a business man will come in handy in his civic duties. J. W. Harker, one of the first subscribers to The Canadian Grocer, was defeated by a narrow majority of eleven votes. W. H. Panter, one of the best known grocers in this city and for the past thirteen years had been a valuable member of the city council, was defeated by L. W. Marsh by 185 majority, after a very exciting contest.

Market prices here have been breaking the record this winter in butter, eggs and poultry. Butter from 25c to 30c; strictly fresh eggs 35c to 40c, and scarce at that; potatoes are plentiful at 75c to 80c per bag.

Customers worth having

PURITY Flour will attract the most desirable class of housewives to your store—The kind that appreciate quality, and willingly pay a higher price to secure a higher grade of goods.

PURITY FLOUR

The excellence of PURITY flour is due to the high quality of the hard wheat used and to superior methods of milling. It makes "more bread and better bread." You cannot recommend PURITY too highly to your most particular customers. And particular housewives, who are not now customers, will be attracted to your store when they know you have PURITY flour for sale.

Western Canada Flour Mills Co., Limited

TORONTO	MONTREAL	WINNIPEG
GODERICH	ST. JOHN, N.B.	BRANDON

TRADE 

MARK

It is rumored that it is the determination of the Canadian Canners Co., Ltd., to cut off work in the Picton canning shops in connection with the canning factories and in the future all cans will be made at the chief shop in Hamilton. This matter, it is understood, will come up for a "threshing out" at the annual meeting soon to be held in Hamilton. The settling of the matter and the answer at the annual meeting is anxiously being looked for by many workmen in this district whose work during the winter months depends on this employment. There are two canning factories in Picton, one at the Little Chief factory, and the other at the Lion Brand, and these two employ 50 or more men and boys, and if the Canadian Canners Co. decide to make all the cans at Hamilton in the future, these men and boys will be thrown out of work at a very bad season of the year.

The local grocers have been making a big run on canned corn, peas and tomatoes during the last couple of weeks, and are advertising three of any variety for 25c. This does not look as if there was very much of a scarcity in canned goods.



GEO. L. LAMOTHE,
Re-Elected Mayor of Mattawa, Ont.

Local grocers feel the benefit of the re-starting of the Rolling Mills, when last week 100 extra men were put on and these mills are expected to continue in full blast.

"Co-operation" was the theme that brought some 200 farmers to Picton on Saturday last, with the mercury at 10 below zero, and kept them interested in the town hall, whose interior temperature was keeping even with Jack Frost out of doors. Mr. Macdonald, of Glasgow, Scotland, an erstwhile Torontonian, was the speaker, and he told of the workings of co-operative concerns in England and Scotland, where the people are said to benefit by the purchase of needful commodities of life in bulk. It was pointed out that not only could people buy, but that farmers could sell their produce to advantage under this system, and being members they came in for declared dividends. He urged that the movement be taken up locally, and over 180 rose to their feet to signify favor with the scheme. He said a co-operative store would be started in Picton if 150 $5 shares were subscribed. This amount, however, was not reached, for when he stepped down in the audience to get signatures there was the customary rural reluctance to put up the wherewithal.

PAISLEY.

January 18.—R. B. Putman, who has for many years conducted a general store here, was burned out on Tuesday, Dec. 29th. He is at present conducting a fire sale in the adjoining store.

W. Hern is removing his stock of dry goods and general groceries from Lyon's Head, where he has been in business for some time, to Southampton, where he is putting in a large general stock. He is occupying the premises of Mr. Eby at the upper end of the town.

PERTH.

January 18.—The arrival of two carloads of New Brunswick potatoes last week relieved a want in that line. Although about 3,500 bushels of these were brought in last fall the supply for sale was about exhausted, and one firm had commenced to import a few bags by express.

The Perth Creamery Company discontinued operations last week after a fairly successful season. Since starting November 1 they manufactured about 2,500 lbs. of butter weekly. Price to dealers has been 27c.

Local dealers are paying 25c for dairy butter. Eggs, strictly fresh, are being retailed at 30c, but the supply is far from sufficient to meet the demand.

GUELPH.

January 20.—Mr. R. D. Doyle has started a grocery store on Paisley St., with an entire new stock, in the stand formerly occupied by E. Lehman. Mr. Lehman has moved his stock out and has also purchased the stock of Mrs. J. R. Robinson, on Fergus Street. He also bought the house and store from Mrs. Robinson.

The Clerks and Salesmen's Association are sorry to lose their vice president, Mr. Best, who is about to remove from the city. He was one of the greatest workers from the origin of the association. There is some talk of a banquet to be held before he leaves.

I noticed a grocer busy recently shining a lot of apples for his window and asked him what he was using and he said just olive oil. It made quite an improvement in the looks of the apples.

Guelph has her share of peddlers from house to house, and they carry all kinds of lines, tea being the principal. There are about ten different tea peddlers and all seem to do quite a business. It is almost a wonder that the grocery stores ever sell a pound of tea at all. In some houses they have from one to six months' tea and coffee ahead. Long before they run out another supply is left and in some cases the people say "We do not want it," but at the same time it is left and generally used. Baking powder, spices, etc., are also handled by some, but in the majority of cases tea and coffee is what they try to sell. Some housekeepers will tell you some funny stories of the time they have trying to get out of using the tea. Others buy from sympathy. Again some say that the fact of these men giving up all other lines and being direct importers, etc., of their tea, that it is better than what is kept in a grocery store, which is subject to all kinds of abuse, such as being exposed to coal oil, etc., a very bad argument to be used against some of the grocery stores. Grocers very often are quite satisfied to sell a good customer half a pound of tea when it would be just as easy to sell from five to ten pounds and get the money. There are hundreds of pounds of tea sold here every year by men who never had any practical experience, but who are good talkers. Some of the peddlers will offer a hundred pounds of granulated sugar to a good paying customer at regular wholesale price just to get the tea order. Then he buys the sugar from a grocer or wholesaler and hands it over at cost. There are other ideas they work from time to time which helps their sales. In fact they have always something on the go while the grocer keeps on the same old way year in year out and making no special effort to hold his own.



F. O. CREED,
Who Has Left to Represent the F. F. Dalley Co., Hamilton, in France, Germany and Spain.

The Primeau grocery business, which has for the past few years been run by A. Primeau and L. Primeau, father and son, Lindsay, was sold out last week by the former to Adams Bros., but was again bought back by L. Primeau, who will in the future carry on the grocery business in the old stand.

Every Merchant Can Advertise Without Cost

Customers pleased with their tea will talk favorably of your store. That is the very best kind of advertising. You can please more customers with Red Rose than with any other tea.

You know that the most interesting development in the Canadian tea trade in ten years has been the increased sales of Red Rose Tea.

Advertising has helped, salesmanship has helped, but the real reason has been its remarkable quality.

Recommend Red Rose Tea and your customers will recommend your store.

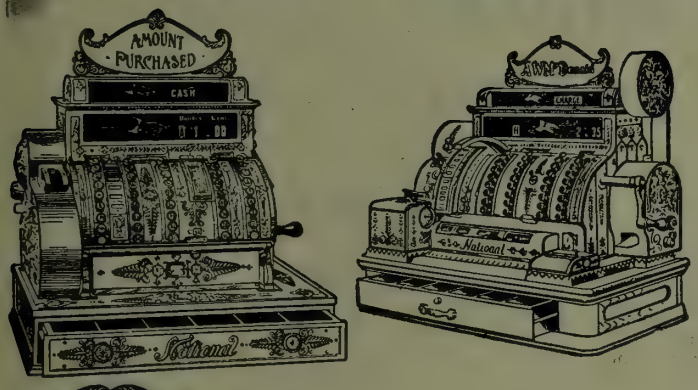
RED ROSE TEA

Will draw trade and hold it

3 Wellington St. E., Toronto, Ont.
315 William St., Winnipeg, Man. } Branches.

T. H. ESTABROOKS,
St. John, N.B.

They Pay!





Ask the Man Who Has One!

Guaranteed the Cheapest Registers on Earth

THE NATIONAL CASH REGISTER CO.
Corner Yonge St. and Wilton Ave., Toronto, Ont
F. E. MUTTON, Canadian Manager

MOLASSES AND SYRUPS

GINGERBREAD BRAND MOLASSES
(IN TINS)

2's, 3's 5's, 10's, 20's
1, 2, 3, 5 gal. Pails

GOLDEN SLING SYRUP
(IN TINS)

2's 3's 5's 10's 20's
1, 2, 3, 5 gal. Pails

"THE BEST THERE IS"

Agents

C. E. Paradis. - - Quebec.	W. H. Escott, - - - Winnipeg.
C. DeCarteret, - - Kingston.	R. G. Bedlington & Co., - Calgary
Jas. N. McIntosh, - - Ottawa	Tees & Pearse, - Edmonton.
Geo. Musson & Co., - Toronto.	Wilson & McIntosh, - Vancouver
J. W. Bickle & Greening, - Hamilton.	C. Leonard Grant, - P. E. Island
S. H. Gillespie, - - London	

Dominion Molasses Co.,
LIMITED
Halifax, - Nova Scotia

A Guarantee that Means Something

Back of every product that leaves the Heinz plant there is the experience of thirty-eight years and the reputation of the largest food establishment of its kind.

The consumer understands this. Isn't it good business to take advantage of this confidence by carrying a stock of

HEINZ
57 VARIETIES
Pure Food Products

(The kind that contain no preservatives)

You are perfectly safe in selling Heinz goods. They are well advertised, absolutely guaranteed and thoroughly reliable. Should any of them ever fail to please, dealers have full authority to refund the purchase price.

Anything that's HEINZ is safe to sell

H. J. HEINZ COMPANY

New York Pittsburg Chicago London

CHEESE

Look out for higher prices. Stocks are much lower than they were last year and shipments to England have begun after some weeks of dullness.

We can give you old cheese and new cheese, cheese white and cheese colored. Stiltons, large cheese and twins.

F. W. Fearman Co.

LIMITED

HAMILTON

The Government Analysis decides absolutely the Superior Quality of

TRURO QUALITY BRANDS

Reindeer Milk
and
Jersey Cream



All Brands sell at same price.

A guarantee of increased value, goes with every tin of Reindeer and Jersey.



The best way to get custom is to give the best value.

The Truro Condensed Milk Co., Ltd., Truro, N. S.

Butter
Eggs
Cheese
Poultry

(Live and Dressed)

We handle large quantities of these lines. Shipments and correspondence invited

The WM. RYAN CO.

LIMITED

70-72 Front Street East

Toronto - Ont.

Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN

Montreal, Jan. 21, 1909.

The export cheese business has increased wonderfully during the week, The English buyers were not able to ignore the Canadian market as long as they anticipated. Some time ago, when they were rather independent of the Canadian market, they intimated that Canadian prices would have to climb down considerably before they would be attractive to them. This, however, does not seem to be the case, and they have displayed decided anxiety, in accepting terms which are higher, rather than lower, contrary to their expectations.

Cables are being received from Bristol, Glasgow and London, as well as from Liverpool, enquiring for Canadian stock, and Canadian prices have proved attractive enough to lead to considerable trade.

The despondent state of the English market has totally disappeared, and instead there is a buoyant feeling in all quarters. Locally there is an increasing conviction that stocks are much smaller than were held last year at this time. Receipts since May 1 up to Jan. 16 were 1956,526 boxes, against 2,053,407 boxes for the corresponding period of last year. Quotations are steady at 12⅜c to 12¾c for Westerns and 11½c to 11⅝c for Easterns.

Supplies of butter arriving are much increased, and there is more enquiry from the local trade. Fall creamery continues to be very much sought after, and prices are a shade easier, in spite of this, owing to much improved supplies of other lines.

Shipments are being made to western points, which with increased local demand has depreciated stocks very much, which were held in the city. The holders of September and October makes who have been waiting for an advance, are somewhat disappointed, at the turn affairs have taken, as they thought the scarcity of really high grade early fall butter should have, by this time, been called for at a higher figure than it is commanding. Receipts since May 1 to Jan. 16, have been 413,700 packages, against 408,552 packages for the same period of last year. These figures made a commendable showing, in view of the adverse conditions which have prevailed. Local quotations are 26½c to 27c for finest creamery and 25½c to 26c for fresh receipts.

THE PROVISION SITUATION.

Toronto, January 21, 1909.

The provision situation is active, with prices for hogs too high to suit the packer. The demand for cured meats is normal and business fair. English markets are too low for the price of hogs here, and therefore packers must depend on local demand for their output. Butter is plentiful and on account of its poor quality is accumulating and will be sold for less money than the regular prices. Cheese is very quiet, but firm. New laid eggs are sufficient to meet the demand. The stock of held eggs will likely all be required before we can depend on new laid eggs to meet all demands. Poultry is firm, but very little on the market.

PROVISION MARKETS

MONTREAL.

PROVISIONS—The undertone of the market for live hogs continues strong, and prices are tending toward a higher level, due to reduced supplies arriving, and good demand. Lard is firmly held at the recent advance in both compound and pure lines.

Compound Lard—	
Tierces, 375 lbs	0 08½
Parchment lined boxes, 50 lbs	0 08½
Tubs, 50 lbs	0 09
Wood pails, 20 lbs. net	0 09½
Tin pails, in cases	0 09½ 0 09½
Heavy Canada short cut mess pork, in bbls	22 50 23 00
Selected heavy Canada short cut clear boneless pork	22 50 23 00
Heavy Canada short cut clear pork	22 00 24 50
Very heavy clear pork	24 00 25 50
Plate beef, 100-lb. bbls	7 75
" 200 "	15 00
" 300 "	22 00
Pure Lard—	
Tierces, 375 lbs	0 12½
Boxes, 50 lbs., grained	0 12½
Tubs, 50 lbs., "	0 12½
Pails, wood, 20 lbs., parchment lined	0 12½
Tin pails, 20 lbs., gross	" 12½
Cases, tins, 10 lbs. each	0 12½
" " 5 "	0 12½
" " 3 "	0 13

BUTTER—Fresh rolls are arriving more freely, therefore prices are a shade easier, although demand continues good. Fresh creamery is in good demand at easier prices. Fall creamery continues active, and prices have shaded off slightly, due to larger arrivals of other lines. Altogether the butter market is steady, under a good demand.

Fall creamery, solids	0 27 0 27½
Fresh Creamery, solids, lb	0 25½ 0 26
" " prints, lb	0 27
Dairy, tubs, lb	0 19 0 21
Fresh large roll	0 21 0 21½

CHEESE—The cheese situation has brightened up owing to some business having been done with England during the week, and as a result prices are higher. Locally the demand continues good at the advance.

Cheese, old	0 15½
" large	0 13½
" twin	0 13½
" small	0 13

EGGS—Receipts of new laid are increasing, but demand continues to increase also, and the market remains steady at a slight advance. Storage stocks are low, and dealers will soon have to look to other sources for their supplies. In spite of larger quantities of fresh stock arriving this approaching end of storage stock keeps the market firm, with an upward tendency.

New laids	0 35 0 40
Selected cold storage	0 29
No. 1 Candled	0 26
No. 2 Eggs	0 21 0 22

HONEY—Trade in honey is quiet, and prices are unchanged.

White clover comb honey	0 13 0 14
Buckwheat, extracted	0 08 0 09
Clover, strained, bulk, 30 lb. tins	0 10 0 11

POULTRY—Small supplies, and increasing demand maintains prices for dressed poultry at the figures quoted last week.

Spring chickens, per lb	0 13 0 14
Hens, per lb	0 10½ 0 11½
Young ducks, per lb	0 11½ 0 12
Turkeys, per lb	0 18 0 19
Geese, dressed	0 09½ 0 10½
Ducks	0 11½ 0 12½

TORONTO.

PROVISIONS—The market this week is somewhat excited. Hogs were considered dangerously high last week, but this week they are almost a dollar a hundred higher. The cause of this is difficult to find. Opinions differ, but the most likely cause is the anxiety of the packers to get stock enough to keep their factories running. As a result, all cured meats are from ½ a cent to 1 cent a lb. higher.

Long clear bacon, per lb	0 10½ 0 11
Smoked breakfast bacon, per lb	0 14½
Roll bacon, per lb	0 11½ 0 11
Light hams, per lb	0 13½ 0 14
Medium hams, per lb	0 13½
Large hams, per lb	0 13
Shoulder hams, per lb	0 10 0 10½
Backs, plain, per lb	0 15 0 16½
" pea meal	0 16½ 0 17
Heavy mess pork, per bbl	20 00
Short cut, per bbl	22 00
Lard, tierces, per lb	0 12½ 0 12½
" tubs "	0 12½ 0 12½
" pails "	0 13
" compounds, per lb	0 08½
Dressed hogs	0 10

BUTTER—From week to week the fact becomes more apparent that the butter makers are again going backward instead of forward in the art of butter making. The butter this year, for some reason, is considerably below the average quality of last year. Why is this the case, and who is to blame? Invariably it is the case when butter has been in good demand. For some time the buyers seem to have become less particular and the farmers more careless. This is owing to the old custom, still in vogue in some parts of our country, to pay the same price for all qualities of butter, by the merchants who dare not criticize the quality for fear that they might lose a customer. This pernicious system is unfair and always results in loss to the trade and the country. In looking through the market carelessness is evident on every hand—butter badly made, cream allowed to get stale and tainted from odors peculiar to its surroundings. The blame, however, is not all on the farmer. The merchants are perhaps more to blame than the farmers. They should point out to the farmers the defects in their butter and urge them to be more particular. Not only neglecting to do this, they keep it in their stores, where it becomes tainted and spoiled in 12 hours in some cases from odors peculiar to a general store, where coal oil, onions, and thousands

of other things are kept. Then to wind up their part in bringing this delicate article of food to the consumer they pack it in soap boxes, fish boxes, and even match boxes, in which it arrives in the city. Such a process can be carried on as long as the supply is not sufficient to meet the demand, but the people will not continue to pay high prices for stuff they cannot eat, and in due time it begins to accumulate and must be sold at a great loss.

The market seems to be loaded up in many cases with this kind of butter, and it is of the utmost importance that the merchants of the country should draw attention of the farmers to this matter. Butter all through is about 3 cents lower this week, and if the quality does not improve it may drop at least 10 cents more.

	Per lb.	
Creamery prints	0 27	0 28
Creamery solids	0 26	0 27
Farmers' separator butter	0 24	0 25
Dairy prints, choice	0 23	0 24
" " ordinary	0 22	0 23
" tubs, choice	0 24	0 23
Large rolls	0 22	0 23
Baking butter	0 18	0 20

EGGS—As may be expected at this time of the year, with exceptionally mild weather, new laid eggs are coming in freely and prices are coming down. It is a very peculiar fact that as soon as the high price of eggs begins to drop the demand falls off. The reason for this is, the grocers, as a rule, have some of the high price eggs on hand and they hang on to get their money back and the people are waiting to buy them cheaper. Held eggs are firm.

Strictly new laid, per doz	0 30	0 32
Select cold storage	0 28	0 29
Cold storage	0 25	0 26
Limed	0 24	0 25

CHEESE—Very little doing: stocks are light and prices are firm.

Cheese, large, prime		0 13½
" twins	0 13½	0 14

POULTRY—Very little in the market, with no change from last week. Good chickens are selling from 16c to 18c, and turkeys, 20c.

Spring chicken, dressed	0 14	0 18
Hens, per lb., dressed	0 10	0 11
Young ducks, per lb., live	0 11	0 12
Ducks per lb., dressed	0 14	0 16
Turkeys, per lb., dressed	0 18	0 20
Turkeys, per lb. live	0 16	0 17
Geese, per lb., dressed	0 11	0 13
Geese, per lb., live	0 09	0 10

HONEY—This cheap, wholesome but largely neglected article of food is almost entirely confined to a few dealers who hold it at a given price and only fill orders as they come in.

60-lb. tins	0 11	0 11½
Smaller sizes, tins and bottles	0 09½	0 12
Combs, doz	1 50	2 50

BARRELS

For Flour, Butter or packing any kind of merchandise, manufactured and for sale by

H. CARGILL & SON

CARGILL, ONTARIO.

SALT

Car lots of Fine, Medium or Coarse, in Barrels, Sacks or Bulk.

TORONTO SALT WORKS

128 Adelaide Street E. Toronto

ESTABLISHED 1892

Rutherford, Marshall & Co.

Wholesale Produce and Commission Merchants,

TORONTO, ONT.

Solicit Correspondence. Always buyers of Dairy Products. Write us before selling.

Poultry Wanted!

Persons having Poultry to ship to Montreal market should make a trial shipment to

P. POULIN & CO.

39 Bonsecours Market, - Montreal

Buyers of Poultry, Game, Eggs and Feathers. Prompt remittance. No commission. Reference, any bank.



USE OVAL WOODEN BUTTER DISHES.

THOMAS BROS., St. Thomas, Ont.

WINNIPEG.

BUTTER—Owing to the cold weather there is a tendency towards higher prices for daity butter, as supplies from country points are falling off. No change has been made yet and for No. 1 dairy the local buyers are paying 21c per lb.; for No. 2, 17c per lb., f.o.b. Winnipeg.

EGGS—There are practically no Manitoba eggs on the market, receipts during the last week amounting to only a few cases. The price is 30c per dozen f.o.b. Winnipeg. Eastern eggs are sold to the trade at the same price, 30c per dozen.

CHEESE—Manitoba cheese is very scarce. Ontario is selling at 14½c to 14¾c per lb.

POULTRY—Buying prices f.o.b. Winnipeg are as follows:

Chickens, per lb	0 11
Fowl, per lb	0 08
Turkeys, per lb	0 16
Ducks	0 11
Geese	0 11

ADVICE TO BEGINNERS.

The beginning of the new year is often the time for beginning a new business, and it may be expected that many will enter the grocery business within the first two months of the year. Some words of advice, therefore, on starting a store may not be amiss from one who has had the experience and who has seen the stumbling blocks upon which many have tumbled. He writes that the man who contemplates opening a grocery business in a retail way should be sure of certain premises before he makes up his mind fully. There are certain premises which should be satisfactory before he begins.

First, he should be convinced that he is fitted for the work. Nobody decides offhand to become a lawyer without considering whether he has a legal mind or not. Nobody decides to become a physician without weighing in his mind whether or not he has those qualifications which go to make up a physician's mental and physical being. Perhaps there are some who have done even these silly things, but the results have been disastrous if they made mistakes. The making of a merchant is just as important as the making of an attorney or a doctor. There are certain mental attributes which are absolutely essential for a grocer. First, then, be sure you will make a good merchant.

Second, the prospective grocer should be able to decide in an unbiased manner as to the time and place of venturing into business. He must not allow himself to be hoodwinked by desire, by the wishes of others, by seeming opportunity. Because his wife would rather live in Podunk rather than to move away from her folks to Jimtown is not sufficient to alter the wise man's realization that Jimtown offers the best opening. Time, place and location are vital for the new merchant.

Third, he should have enough capital. The camel has numerous stomachs, but a camel is an idiot if he ventures forth upon a long desert journey without first filling his tanks with water. One drink may satisfy his momentary thirst, but he has to have a reserve when he finds himself away out on the sands with no friendly oasis near and the sun extremely torrid. Have a reserve of some kind. Be prepared for the evil days, for they are almost sure to come.

Fourth, make up your mind that merchandising is hard work, and accept it as it comes. It is a great mistake to nourish the thought that selling goods is a "snap." The man who cherishes the idea that with a store he can furnish his own household with goods free and who conceives that that is the chief end and aim of retailers is going to wake up busted.

There are other things that might be said—without number. But these will give the young man with leanings towards retailing as a business a hint as to what is before him.

To the Grocery Trade of Canada

Gentlemen,—

"GET A MOVE ON"

Add

Mason's Number One Sauce

to your stock. Its use "makes eating a pleasure and life worth living."

A 3-dozen case of ½ pints Mason's Number One Sauce will cost you $4.95 and sells at $7.20. That'll do, won't it?

ALL JOBBERS

THE MASON, MILLER COMPANY

Toronto, Canada

Agents Wanted Throughout the Dominion

MADE IN CANADA.



MAGIC BAKING POWDER

SOLD and USED EVERYWHERE in the Dominion.

Makes Baking Easy, Dependable and Economical,
All Canadian Dealers Have It. REFUSE SUBSTITUTES.

E. W. GILLETT COMPANY LIMITED
TORONTO, ONT.

A RUSH OF ORDERS

That is what my last advertising campaign brought me from dealers everywhere. The chief features of my present campaign are:

CLARK'S PORK AND BEANS
" POTTED MEATS
" CORNED BEEF
" OX TONGUE

These advertisements are being seen and read from Coast to Coast by housekeepers.

Get ready to meet the demand—overhaul your stock and order without delay.

WM. CLARK
Manufacturer
MONTREAL

YOU NEED NOT
LOSE TRADE IN

BOVRIL

for full stocks of

Bovril
Bovril Cordial
Johnston's Fluid Beef (Vimbos)
Johnston's Fluid Beef Cordial

are held at

R. S. McIndoe, 54 Wellington St. East, Toronto
W. L. MacKenzie & Co., 306 Ross Ave., Winnipeg
A. C. Urquhart & Co., 524 Noonby St., Vancouver
A. B. Mitchell, Mitchell's Wharf, Halifax

BOVRIL Ltd.
27 St. Peter St. MONTREAL

THE NAME

Cowan's

on Chocolate Confections stands for clean, honest manufacture — absolute purity — wholesomeness—and above all, captivating flavor.

Maple Buds
Chocolate Cream Bars
Milk Chocolate Medallions
Nut Milk Chocolate
and many others

The Cowan Co., Ltd.
Toronto, Canada



White Moss Cocoanut

has been sold for so many years that it is just as much a staple with the housekeeper as sugar. That is why it is the most satisfactory brand for the grocer to handle.

Have you learned this?

The Canadian Cocoanut Co., Montreal

The delicious flavors of

Nation's Custard Powder

with Stewed Fruit is an ever pleasant memory.



Agents:
GREEN & CO.,
25 Front St. E. Toronto
W. H. ESCOTT,
Winnipeg

Made by Edward J. Nation & Co., Bristol, England

PURE SOLUBLE COCOA

WE ARE MAKING A SPECIAL OFFER OF HIGH GRADE PURE COCOA POWDER, EITHER IN BULK OR BARRELS OR IN 1-lb., ½-lb. and ¼-lb. CANISTERS, WITH LABELS BEARING YOUR OWN NAME OR BRAND.

IT WILL PAY YOU TO GET SAMPLES & PRICES

FROM OUR WHOLESALE AGENTS:

A. B. LAMBE & SON, 27, Wellington St. East, Toronto.
H. & A. B. LAMBE, Hamilton.
C. A. PARKER, 10, Albert Street, Ottawa.
CHAS. DUNCAN, P.O. Box 22, Winnipeg.
MITCHELL & WHITEHEAD, 92, St. Peter St., Quebec.
A. E. CURREN, 54, Bedford Row, Halifax.

GEORGE PAYNE & CO., Ltd.,

Wholesale Tea, Cocoa and Coffee Merchants,

LONDON, Eng.

WE ALSO SELL CHOCOLATE COVERING AND COCOA BUTTER.

THE FLOUR AND CEREAL MARKETS

Not Much Exporting Done in Flour—Nothing New Regarding Rolled Oats.

Nothing new has yet occurred in the rolled oats market, in spite of the fact that some anticipated a change. Jobbers generally report a fair trade for the season. Rolled wheat remains the same as quoted last week.

A rather dull feeling exists in the flour situation locally. Winter wheat is scarce and as Mexico has now become an important importer of Canadian wheat and have taken considerable quantities recently the feeling is decidedly strong.

In Montreal the trade is reported good considering the time of year, with the country trade improving. There is not much export business doing in flour.

MONTREAL.

FLOUR—The recent decline of 10c has given the market an added zest, and trade is reported good for this time of the year. The country trade is continuing to improve. Stocks held in the country are on the light side. The offerings of winter wheat flour from the west are light, but there is a fair supply on the spot, and the demand is only limited, as buyers seem to have enough on hand to meet their requirements. Export business is dull.

Winter wheat patents	5 50
Straight rollers	4 70 4 80
Extra	4 00 4 10
Royal Household,	5 90
Glenora	5 40
Manitoba spring wheat patents	5 90
" strong bakers	5 40
Five Roses	5 40
Harvest Queen	5 40

ROLLED OATS—Some jobbers in rolled oats report a very good trade for this time of the year, and other dealers also state that there is a decided improvement in the demand. There have been rumors of cutting prices in certain quarters, but so far nothing has occurred of this nature. Prices remain as last quoted.

Fine oatmeal, bags	2 72½
Standard oatmeal, bags	2 60
Granulated " "	2 60
Golddust cornmeal, 98-lb bags	2 10
White cornmeal	2 00 2 05
Rolled oats bags	2 35
" bbls	5 05

FEED—Firmness prevails in the bran market, owing to an exceedingly good demand. Up to the present moment no advance has been announced and prices are firmly maintained at last quotations. The tone of the shorts and middlings is easier, but no change in prices has yet taken place. Other lines are unchanged.

Ontario bran	21 50 22 00
Ontario shorts	25 00
Manitoba shorts	24 00
" bran	21 00
Moullie, milled	25 00 27 00
" straight grained	30 00 32 00
Feed flour	1 50 1 60

TORONTO.

FLOUR—There is not now much export trade going on in flour, although the inquiry is good. Business is generally reported dull, but the feeling is strong, principally on account of the demand being made by Mexico on Canadian wheat. The same prices quoted last week still prevail.

Manitoba Wheat.

1st Patent	5 70 5 80
2nd Patent	5 40
Strong bakers	5 00

Winter Wheat.

Straight roller	4 20 4 30
" atents	4 80
Blended	5 00

CEREALS—The demand for rolled wheat continues good, with no change in the price as quoted a week ago. Something was expected to occur in the rolled oats situation, but nothing yet has happened. Oatmeal is the same price as quoted last week.

Rolled wheat in barrels, 100 lbs	2 85
" oats in bags, per bag 90 lbs	2 50
Oatmeal, standard and granulated, in bags 98 lbs.	2 75

THE REASON WHY.

Customer—"Why doesn't that spinster, Miss Jones, deal at your shop any more?"

Grocer—"One of my assistants insulted her."

Customer—"How?"

Grocer—"She overheard him telling some one else that she was our oldest customer."

TRADE NOTES.

A new firm known as the United Soap Company is installing a plant in Brantford to manufacture a special laundry soap to be called "Canada's Best."

Harold H. Hughes, of F. Hughes & Co., Canadian Agents for Spratts Dog Foods, is leaving for a business and pleasure trip to England and the Continent the end of this month.

The Codville Company, wholesale grocers, Brandon, who were burned out recently, have secured new premises in the Hughes block and it is not anticipated that their business will suffer materially.

HINTS TO BUYERS.

Jos. Cote, the tobacco merchant, Quebec, has just terminated stock-taking, and announces a record year's business. He advises customers to await the coming of his travelers, or to write him direct, as he is in a position to give special values in tobaccoes and smokers' requisites.—Advt.

January is the bargain month par excellence and the right month for the retailer to stock up with standard products when these can be bought at reduced prices. Laporte, Martin & Co., Montreal, offer genuine bargains in wines, liquors, whiskies and imported and domestic canned goods. They ask the retailer to let them know what they are in need of to complete their stock, and they will be pleased to quote prices which will not fail to prove interesting. On another page of this issue will be found their advertisement.—advt.

Good-will Counts

mighty high in the sale of a business. You can buy the ordinary one-horse grocery at a rate on the dollar because there's no good-will to speak of. But a grocery whose proprietor has built up a reputation based on selling **quality** goods, gets dollar for dollar in stock and as much again for the good-will. In the line of soda biscuits you cannot do better than specialize on Mooney's Perfection Cream Sodas. Their delicious lasting crispness adds to your reputation and to the value of your store's good-will.



The Mooney Biscuit & Candy Company,
LIMITED

STRATFORD, - CANADA

We want to buy

Goose Wheat

or

Ontario White Wheat

If any of your customers have any or you know where we can get it write us. Will pay for good quality. Send sample.

Cummings Mills
Cummings Bridge, Ottawa

CANADA.
No better Country

MOTT'S DIAMOND CHOCOLATE
JOHN P. MOTT & CO. HALIFAX, N.S.

MOTT'S.
No better Chocolate

The very fact that for over a quarter of a century the housekeepers of Canada have had faith in and bought

MOTT'S

"Diamond" and "Elite" Brands of

Chocolate

should lead you to make it a leader in this line.

There's nothing better—why not stick to it? Every jobber sells them.

John P. Mott & Co.,
HALIFAX, N.S.

SELLING AGENTS:
J. A. Taylor, Montreal — R. S. Mclodoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver
Arthur M. Loucks, Ottawa — R. G. Bedlington, Calgary

By Royal Letters Patent

Nelson's Opaque, Brilliant, Isinglass, Leaf, and Powdered **Gelatine**

NELSON'S
Granulated Jellies, Tablet Jellies, Creams, Custards, Fruit Puddings, Bottled Jellies, Lemonade Crystals, and Baking Powder.

Nelson's Gelatine and Liquorice **Lozenges**

NELSON'S SOUPS
(SIX VARIETIES)

Sole Proprietors and Manufacturers of
GORDON'S GRANULATED GRAVY

G. NELSON, DALE & CO., Ltd.
EMSCOTE MILLS, WARWICK

The above can be had from any of the following agents:
The Smith Brokerage Co., Ltd., St. John, N.B.
Watt, Scott & Goodacre, P.O. Box 1204, Montreal.
J. L. Watt & Scott, 27 Wellington St. East, Toronto.
W. E. Ashley Winnipeg.
Geo. A. Stone, 34 Inns of Court Buildings, Vancouver, B.C.

MAPLE SUGAR

I am able to ship the finest grade on short notice. You will need it for fall trade. Order early.

P. J. GIRARD, - Richmond, Que.

French Vermicelli and Macaroni
The only factory in Canada producing these goods.
H. CONSTANT
Manufacturer
Sales Agent: L. FONTANEL, 187 Commissioners St., Montreal

OPEN TO BUY
From 5 to 10 Cars Choice Cooking Peas
Clean and White
Quebec's leading Flour and Grain House.
C. A. PARADIS, Dalhousie St., Quebec

SUCHARD'S COCOA
This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes. Delicious in flavor; prices just right.
FRANK L. BENEDICT & CO., Montreal
Agents.

EPPS'S GRATEFUL AND COMFORTING

IN ¼-LB. LABELLED TINS. 14-LB. BOXES

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg

NUTRITIOUS AND ECONOMICAL **COCOA**

The GRAY, YOUNG & SPARLING CO., Limited
SALT MANUFACTURERS
Granted the highest awards in competition with other makes.
WINGHAM *ESTABLISHED 1871*



TRADE WINNERS.
Pop Corn Poppers, Peanut Roasters and Combination Machines.
MANY STYLES.
Satisfaction Guaranteed.
Send for Catalog.
KINGERY MFG. CO., 106-108 E. Pearl St., Cincinnati, O.



COX'S INSTANT POWDERED **GELATINE**

A Pure Powdered GELATINE dissolving instantly in HOT WATER. MANUFACTURED and PACKED by Messrs. Cox under the control of their scientific staff.

Canadian Agents:
C.E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

J. & G. COX Ltd
Gorgie Mills
EDINBURGH

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

SHAREHOLDERS COMPLAIN.

Provincial Secretary Hanna Hears Both Sides of Story in Co-operative Association Case.

Provincial Secretary Hon. W. J. Hanna on the morning of Jan. 13th listened to the complaints of a number of the shareholders of the Dominion Co-operative Association regarding the manner in which some of the business of the formation of the company was transacted. On hearing their testimony, as well as the other side of the story from the solicitor of the company, he reserved his decision.

The shareholders, who were present to the number of about fifteen, asked Hon. Mr. Hanna to either cancel the company's charter or to make an investigation into the workings of the company.

The principal objection to the company's course of procedure was the alleged allowance of 15 per cent. commission on all stock to the promoters; the "illegal appointment" of the Board of Directors, and to the neglect of those in charge to present the by-laws and prospectus to the shareholders.

A. W. Holmstead, solicitor for the company, was present in its interests, with the secretary, H. Macdonald.

Mr. Hanna declared he would look into the facts on both sides, and hinted that some legislation regarding company formations might follow. Hearing of the 15 per cent. commission, he remarked: "Well, 15 per cent. on the $1,000,000 of stock would mean $150,000 to the promoters. Had I known there was such a clause in a co-operative charter that charter would not have gone out."

W. C. GADEN WINNING PRIZES.

Walter C. Gaden, widely known among retail grocers, and acquainted with travelers throughout the country, has just won a beautiful silver cabinet service and also a splendid golden locket, set with twelve diamonds, as a result of excellent work done for the Sun Life Assurance Company, of Canada, in closing insurance. It is just about a year ago that Mr. Gaden gave up the traveling business for insurance, and he has certainly made good in his new field. The locket is a special prize awarded to him individually, and was not for competition. The silver cabinet service was competed for by agents of the company in all parts of the civilized world.

TRADE NOTES.

Kenny Bros., who have been conducting a bright grocery in Parry Harbor, have recently opened another store in Parry Sound.

The Marine Grocery, Fort William, Ont., lately operated by Hayne & Campbell, has been taken over by the Geo. McDaid Co. A. Lalonde has been secured as salesman.

Arthur P. Tippet, Montreal, left on Jan. 13th for a holiday trip to the Pacific Coast. Mr. Tippet does not often leave the helm, and will appreciate the short holiday he is taking.

PERSONAL NOTES.

H. Brittain, of H. Brittain & Co., Montreal, and Mr. Earl, the company's Ontario representative, were callers at The Grocer office in Toronto during the week.

J. C. Burt, a commercial traveler, died at his home in Listowel on Monday of last week, at the age of 55 years. For many years he was engaged in the general store business in Listowel.

POT and PEARL

FOR CLOSE QUOTATIONS WRITE

JOHN MacKAY Caledonia Mills **BOWMANVILLE, ONT.**

BARLEY and FEED



To show **CARR'S BISCUITS** is to show the **perfection** of modern baking—

Variety, style, quality, purity, richness, nourishment, healthfulness, — all the best attributes of biscuits and cakes—order trial lot.

CARR & CO., CARLISLE, ENGLAND

AGENTS:

Wm. H. Dunn, Hamblin & Brereton, The Standard Brokerage Co., Ltd.,	Montreal and Toronto, Winnipeg, Vancouver, B.C.,	Eastern Provinces Lakes to the Rockies British Columbia

Bringing Business To You!

That's what we're doing. We're advertising

KORN KINKS

all over the country in a way that **compels** trade. We tell the people to **ask their Grocer** for **KORN KINKS**—*the only malted corn flakes.* Every package you sell brings you a good big profit. Don't let your stock run out!

The H-O Mills, Hamilton, Ont.

CALIFORNIA LEMONS

— AND —

ORANGES

Can fill your orders with best stock shipped.

Let us have your orders also for

California Celery
Boston Head Lettuce
Cauliflower
Hothouse Cukes, etc.

McWILLIAM
Mc. AND E.
EVERIST

25-27 CHURCH ST. - TORONTO

The first

"St. Nicholas"

AND

"Home Guard"

MESSINA LEMONS

since the

QUAKE

Have been shipped. Ask your Wholesaler.

J. J. McCabe

Agent

32 Church Street - Toronto

FRUITS, VEGETABLES AND FISH

No Further Advance in Lemons—Onions and Cabbage Go Up in Price in Montreal—A Good Demand Locally for Fruit—Big Change From 20 Years Ago.

MONTREAL.

GREEN FRUITS—Extra sweet Jamaica oranges are quoted at $2 to $2.25 this week. Heavy Jamaica grape fruit is offering at $3, and California navels are selling at $3. No further advance in lemons has taken place. Bananas are a trifle firmer, the best stock selling at $1.75. The prices of apples have been fully maintained and there is a strong feeling in the market owing to a scarcity.

Almeira grapes, extra choice		5 50
California navels, 96, 126, 250, 288 size		3 00
" " 150, 17 , 200, 216 size		3 00
Floridas, 126, 15 , 176 200		2 50
Mexican oranges, 176, 200, 216, 250 size		2 00
Valencia 420 size		3 75
Extra sweet Jamaicas	2 00	2 25
Grape fruit		3 50
Jamaica grape fruit		3 00
Lemons, choice, 300 size	3 75	4 00
Bananas crated		1 75
Pears, boxes		3 50
Pineapples, extra fancy, 24 size	4 50	5 00
Cranberries, Nova Scotias, early blacks, bbl	8 00	9 00
Apples, Fameuse, XXX, bbl		5 50
" " XX, "	3 50	3 75
" winter		4 50
Spies, XXX		5 50
Baldwins, Greenings, Russetts, XXX		4 25
" " " Spies, XX		4 00

VEGETABLES—Onions are growing scarcer rapidly, and prices have firmed up, advancing 50c on bags, and $1 on barrels. Cabbage is stronger this week, having advanced 25c a barrel. Celery is 50c higher a crate. Other lines are the same as last quoted.

Tomatoes, lb		0 20
Oyster plant doz		0 50
Artichokes bbl	2 50	3 00
Leeks, dozen		1 40
Parsnips, bag	0 50	1 00
Sweet Potatoes, basket		2 50
Marrows, dozen	1 00	1 50
Cal. Cauliflowers, crates		3 00
Parsley, per doz. bunches	0 50	1 10
Sage, per doz		0 60
Savory, per doz		0 50
Can. celery, bunch		0 75
Celery, crate		7 00
Water cress, large bunches, per doz	0 60	0 75
Spinach, barrels		3 50
Green peppers, basket		1 25
Beets bag		0 90
Carrots, bag		0 75
Spanish onions, large cased	3 50	4 00
Lettuce, early		0 60
Lettuce, per doz		1 10
Radishes, doz		0 60
Horse radish, per lb		0 15
Cabbage, bb's		1 75
Montreal potatoes, bag		0 85
Green Mountains		1 00
New Brunswick potatoes		0 85
Onions large bag		2 00
Red onions, barrel		4 00
Turnips, bag		0 60
Pumpkins, doz		3 00
Squash, doz		2 50
Brussels sprouts, quart	0 22	0 25

FISH—A general feeling of easiness prevails in the fish market. Qualla salmon is a ½ cent lower, also fresh halibut, whitefish and lake trout. Mackerel are 2c lower. Tom cods are quoted at $1.75 this week instead of $2. Kippered herrings are scarce and not available. Other lines are quoted at unchanged prices, which are weakly maintained. Trade is rather slow.

Fresh and Frozen Fish.

Codfish	0 03½	0 03½
Qualla salmon	0 07	0 07½
B.C salmon, frozen	0 08½	0 09
Haddock, per lb	0 03½	0 04
Fresh halibut	0 08	0 08½
Mackerel, "		0 08
Dore, "	0 07½	0 08
Steak cod	0 04½	0 05
Frozen Grass Pike	0 05½	0 06
Whitefish, lb. Fullibees	0 05½	0 06
Lake trout	0 09½	0 10
Sea trout, lb		0 10
Flounders, lb		0 10
American live lobsters		0 24
Bullheads (dressed)		0 10
New Smelts		0 08
Sea herring, per 100	1 60	1 70
Tom cods, bbl		1 75
Smoked—		
Haddies (exp) 15 lb. bxs., per lb		0 06½
Bloaters, per box, large, Yarmouth		1 10
Smoked herring, per box		0 17
Prepared—		
Skinless cod, new, 100 lb. cases		5 25
Shredded cod, ½ lb. cartons, 2 doz. cartons in box, per box		1 80
Dry cod, in bundles 112 lb., per pound		0 06
Boneless cod, 1 & 2 lb. bricks, 20 lb. boxes		0 06
Boneless cod, 20-lb. boxes		0 08
Boneless cod, 20-lb. boxes		0 09
Boneless fish, 20 lb. bxs., 2 lb. blocks		0 05
Boneless fish, 25 lb. bxs., loose		0 04½
Pure cod in crates, 1 and 2 lb. bricks		0 05
Salted and Pickled—		
No. 1 Labrador herring, brls		5 50
" " " ½ brls		3 25
Oysters, bulk, per gallon		1 30
Standards, bulk		1 40
" quart tins, sealed		0 40
Paper pails, per 100 qt. size		1 50
Boiled lobsters, lb		0 18
Live "		0 18
Standards, 4 gals		6 80
Selects "		7 60

TORONTO.

GREEN FRUITS—Without exception all fruit men this week report no change in prices on all their lines. At the same time business is steady, quite satisfactory and much better than last year, during the same period. The demand is good. All kinds of fruit are picked up, and accounts are well paid.

Grapes, Almeria, keg	6 00	7 00
Apples, Spies	5 00	6 00
" Kings	3 00	3 50
" Greenings	3 00	3 25
" Tolman Sweets	3 00	3 50
" Ben Davis	2 50	3 25
Oranges, Mexican boxes, new	1 65	2 00
" Florida, boxes, new	2 25	2 50
" Valencias, case		5 00
" Cuban	2 25	2 50
" Porto Rico	2 40	2 60
" California navels	2 35	3 25
" Seville Marmalade, chest		5 50
Lemons, Messina	2 75	3 50
" California, box		4 00
Bananas, Jamaicas, firsts	1 50	1 85
" Jamaica eights	1 00	1 25
Cranberries, Cape Cod bbl		16 00
" " crate		5 50
Grape Fruit, Florida, box	3 35	3 50
" " Jamaica		3 00
Pineapples, Florida, crate	3 50	4 00

VEGETABLES—One acquainted with the markets of the city the last 15 or 20 years, as he walks through our vegetable houses, cannot fail to see the wonderful change that has taken place within that time. To see fresh lettuce, cauliflower, radishes, cabbage, potatoes, tomatoes, spinach, beans, etc., in January was never thought of, and yet to-day these articles are here. Although the most of these come from Florida, a considerable quantity of it is grown in hot houses here. With fresh tomatoes at 35c a lb., potatoes at $3.50 a bushel, cucumbers $2.25 a dozen, radishes 45c a dozen, spinach $1 a bushel, the grocer should be even tempted to go into the hot house business.

Beets, Canadian, bag	0 45	0 50
Potatoes, Ontario, per bag	0 75	0 80
" sweet, barrel	4 00	4 50
" " hamper	1 75	2 00
" Bermuda, per bushel		3 50
Lettuce, Boston head doz		1 25
Onions, Canadian, dried, bag	0 75	0 90
" Spanish, half crate	1 85	2 25
Tomatoes, Florida, small basket		1 00
" Canadian, hothouse, per lb		0 35

Cucumbers, doz	2 00	2 25
Carrots, new, per bag	0 35	0 40
Cabbage, per ton	20 00	22 00
" " barrel	1 50	1 75
Squash, basket doz	0 75	0 90
Cauliflower per case		4 00
Celery native, doz	0 25	0 40
California celery, per case		6 50
Pumpkins, dozen	0 50	0 65
Turnips	0 30	0 35
Radishes, per dozen	0 40	0 45
Spinach, per bushel		1 00

FISH—The fish market is brisk, prices well maintained and business on the whole very satisfactory. With the exception of the arrival of a car of New Brunswick kippered herring and a car of Newfoundland large sea herring, the stock is all cold storage, which, however, is all in first-class condition. Oysters are now nearly all sold in patent carriers, which is considered a great improvement on the old method, and are sold, solid meat. Standards, $1.60 a gal.; selects, $1.95 a gal.

Perch, large, per lb	0 06	0 07
Herring, medium, per lb	0 04	0 05
Whitefish		0 09
Cod	0 07	0 08
Halibut	0 09	
Haddock, frozen		0 06
Sea salmon Silverside		0 10
" Steelhead		0 12
Pike	0 05	0 06
Pickerel, yellow	0 08½	0 09
Herring, Digby, smoked, bundle 5 boxes		0 85
" Kippered, 15-lb. box		1 40
" Labrador, keg		3 00
Mackerel, each		0 10
Smelts, per pound N. I	0 09	0 10
" " extra	0 12	0 14
Oysters, Long Island		1 50
" " medium selects		1 75
" " extra		1 85
" shell, per 100		1 50
Ciscoes, basket	1 00	1 10
Finnan Haddie, smoked, 15-lb. package	0 07½	0 08
Boneless cod, quail on toast		0 05½
" " imperial		0 06
" " steak		0 07
Shredded cod, doz		0 90
" " 24 packages 1 lb. box		3 12
" " 12 packages, 2 lb. box		2 40
Acadia cod, cake		2 40
" tablets, box		1 60
Bloaters	1 15	1 25
Qualla		0 09
Catfish, dressed		0 10

IMPROVEMENT IN STRATHROY.

Mr. Geo. La Motte, of Strathroy, whose store was gutted by fire three months ago, has got back into his old stand which he has had handsomely refitted throughout. He has installed the Walkerbin system of shelving and silent salesman. The store has double plate-glass windows, one of which is used for groceries and one for china crockery. His trade is splendid. The move to the refitted store was made in time for the Christmas trade, and it was exceptionally good. Mr. La Motte, jr, is in the business and father and son are getting their full share of the revival in trade activity.

TO THE FRONT.

Young & Co., of Alvinston, known to all the traveling men as "Billy" Young, have removed into the centre of the town's business section and now occupy the store vacated by John Walker, who has retired from business and removed to Toronto. Mr. Young formerly kept groceries and crockery, and he has added boots and shoes. The change has already proved a good one for him. He got into the new store in time for the Christmas trade, and it was the largest he had ever had. All the travelers are glad that "Billy" is moving to the front.

Navel Oranges

Now in prime condition and very reasonable.

California Lemons

Car due Monday, Fancy Fruit.

California Celery

Regular cars arriving.

SEND US YOUR ORDERS.

WHITE & CO., Limited

Phone Main 6565 ***TORONTO and HAMILTON***

FLORENCE VILLA

is famous as a Winter resort in Florida. Its Oranges, Grape Fruit and Tangerines are the best.

From tree to car the fruit is carefully handled—For Extra Fancy stock ask the wholesaler for "Florence" and "Seminole" brands.

W. B. Stringer, Toronto, District Agent

"Squirrel" Brand California Lemons

Packed by Arlington Heights Fruit Company

NONE BETTER

Bright, Handsome, Waxy Fruit, every Lemon same from top to bottom of box. Another car just arrived, price very reasonable, cost very little more than Messinas.

HUGH WALKER & SON

GUELPH, ONT.

ANOTHER CAR OF THOSE FINE, SWEET CUBAN ORANGES

150, 176, 200, 216, 250 sizes, at $2.25 per box.

THE DAWSON COMMISSION CO., TORONTO

Fresh killed poultry—a good price. We need your consignments.

SPECIAL FOR THIS WEEK

We have just received two cars of large

Newfoundland Herrings

also mixed car of

Steak Cod, Market Cod and Haddock

Write us at once for prices, which are interesting.
Stock selling fast.

The F. T. James Co., Limited

Church and Colborne Streets : : : : : : : : : Toronto

A Few Words About Domestic Sea Foods

Right here in your own Canada, Mr. Grocer, are packed the finest sea foods in the world. This never occurred to you before, possibly. But, come to think of it, why shouldn't Canadian sea foods rank first? Our Atlantic coast abounds with the most delicious edible fish, such as herring, haddies, clams, scallops and lobsters. And we have large factories, equipped with modern machinery, and employing skilled help, to pack these goods and distribute them. What magnificent possibilities for the upbuilding of an unrivalled national business, a great industry.





Let us get together.

Yourselves and Ourselves can develop this business to our mutual profit, while we are, at the same time, building up this great Canada of ours.

We Have More to Tell You, So Watch for Our Ad. Which Will Appear Next Week.

CONNORS BROS., LIMITED

BLACK'S HARBOR, N.B.

AGENTS—Grant, Oxley & Co., Halifax, N.S.; C. H. B. Hillcoat, Sydney, C.B.; J. L. Lovitt, Yarmouth, N S.; D. Rattray & Sons, Quebec; Leonard Bros., Montreal; Arthur M. Loucks, Ottawa; C. De Carteret, Kingston; James Haywood, Toronto; Chas. Duncan, Winnipeg; R. G. Bedlington & Co., Calgary; Drexel & Co., Vancouver.

FISH and OYSTERS

SOME LINES TO PUSH FOR PROFIT:

Haddies
Very seasonable.

Bloaters
Always sellers.

Labrador Herrings
Barrels and half barrels.

Large Frozen Sea Herring
Very choice fish.

We have the stock and the facilities to look after your wants ***promptly*** and ***satisfactorily.*** Tell us your requirements.

Some other of our lines:

Skinless Cod ***Salmon*** ***Whitefish***
Boneless Cod ***Haddock*** ***Pike***
Pickerel ***Halibut*** ***Cod***
Smelts

SEALSHIPT OYSTERS — STANDARDS AND SELECTS. UNAPPROACHABLE

Largest Assortment. ***Attractive Prices.*** ***Prompt Shipment.***

PRICE LISTS MAILED ON REQUEST.

4 LONG DISTANCE TELEPHONES.

LEONARD BROS.,

20, 22, 24 and 26 YOUVILLE SQUARE,
MONTREAL
P.O. Box 639

"THE LARGEST FISH WAREHOUSE IN CANADA"

Branches:
MONTREAL,
ST. JOHN, N.B.,
GRAND RIVER,
GASPE.

Grocers

Make Your Wants Known
BY ADVERTISING IN

The Canadian Grocer

Through this paper you reach the retail trade, and let those interested know what you want to sell or buy. We circulate among those who read this kind of wants.

SEE PAGE 67

They Taste Like More

So deliciously fresh and piquant are "Sealshipt" Oysters that they bring customers back for more. The true oyster flavor of

"SEALSHIPT" OYSTERS

is the result of our improved way of packing them—in sealed airtight cans—solid meats without water, but with ice on the outside of the can. They come to you just as plump and natural in shape and color as when tongued. Absolutely pure.

"Sealshipt" Oysters will give you increased trade among the class of customers you most desire to have come into your store.

Get an agency in your town—"Sealshipts" sell like hot cakes.

SEALSHIPT OYSTERS

AGENTS:
Leonard Bros., Montreal — Samuel Egan, Toronto
R. M. Cline, Hamilton — Steele Fruit Co., London
W. J. Guest Fish Co., Ltd., Winnipeg
Winnipeg Fish Co., Winnipeg

National Oyster Carrier Co.
South Norwalk, Connecticut

BUSINESS TRADE CHANGES.

Ontario.

Daniel Henry, grocer, Hamilton, died on Thursday of last week.

I. R. Millman, general merchant, Sparta, is retiring from business.

Samuel Lederman, grocer, Toronto, has sold to F. Annie Lederman.

Mary Attripp, merchant, Port Colborne, has assigned to Jas. E. Neff.

Valleau & Co., grocers and butter manufacturers, have assigned to N. L. Martin.

John Bloor, baker, grocer and confectioner, Belleville, has sold to Hodgson & Bedggood.

Thos. Cook has sold his grocery business in Brampton to M. Clarkson and will open a bowling alley in that town.

Alfred Goudie, fruit merchant, Hamilton, has assigned to W. G. E. Boyd. A meeting of the creditors was held on January 18.

Quebec.

McBride Bros., fruit merchant, have dissolved partnership.

J. A. Tremblay & Co., general merchant, La Tuque, has assigned.

G. Brousseau, general merchant, Quebec, sustained loss by fire last week.

V. E. Paradis has been appointed curator of Jos. Soucy, grocer, Rimouski.

J. U. Bourassa, general merchant, St. Jude, has assigned to Chartrand & Turgeon.

V. Lamarre has been appointed curator of Jos. Gervais, general merchant, St. Canute.

Western Canada.

J. J. Efford, Sapperton, B.C., sold to C. A. Welsh.

Alexander Hogg, grocer, Vancouver, B.C., died recently.

S. C. Thomson, grocer, Victoria, B.C., has sold to W. J. Chave.

Loree & Co., Ltd., general merchants, Davidson, Sask., are incorporated.

McKenzie & Jackson, general merchants, Port Essington, B.C., lost by fire last week.

P. Frumento, general merchant, Cowichan Station, B.C., has been granted an extension of three, six and nine months.

New Companies.

The Tillsonburg Packing Company, Limited, has been incorporated and given a Provincial charter, to carry on a general produce and packing business, etc.

A Provincial charter has been given to the Clark's Seed Co., Limited, with headquarters at Leamington, Ont., to deal by wholesale and retail in seeds, plants, nursery stock, fruits, grain and feed. The share capital of the company is placed at $3,000, divided into sixty shares of $50 each.

The Farmers' Produce Company, Limited, with head office at Chatham, has been granted a Provincial charter to manufacture and deal in cereals and cereal products. The company is capitalized at $10,000, divided into 400 shares of $25 each. The provisional directors are George Crow, Theodore Carron, James Laidlaw, Frederick Dolson and Alfred Pinnsoneault.

THE ORANGE CUCUMBER.

A report from Gardner, Mass., states that a New England man has procured a new fruit which is a cross between a cucumber and a orange. Howard S. Hill, the discoverer, tells that without thought one day he mixed the meat of an orange with that of a cucumber, and the flavor was so delicious that he conceived the idea of blending the two into one growth, with the result that he has produced a fruit which he calls cucumber orange. It is larger than an orange and has little cells similar to that fruit, particularly close to the skin. The centre is similar to a cucumber, but the seeds are not like either the fruit or vegetable.

Highest price paid for
DRIED APPLES
O. E. ROBINSON & CO.
Established 1880
Ingersoll - Ontario
WOULD YOU LIKE OUR WEEKLY CIRCULAR

SEASON 1908-9
Dried Apples
Shipments Solicited
Settlements Prompt
W. A. GIBB COMPANY
HAMILTON
JAMES SOMERVILLE, Manager

Credit Without Risk

The credit customer "we have always with us" — until he gets "in" too deep for comfort.



ALLISON Coupon Books

not only eliminate the "risk," but they make it a "cinch" to hold the customer, and likewise make it easier to deal with him.

HOW THEY WORK — A man wants credit. You think he is good. Give him a $10.00 Allison Coupon Book. Have him sign the receipt or note form in front of the book, which you tear out and keep. Charge him with $10.00—no trouble. When he buys a dime's worth tear off a ten-cent coupon, and so on until the book is used up. Then he pays the $10.00 and gets another book. No pass books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best.

For sale by the jobbing trade everywhere
MANUFACTURED BY ALLISON COUPON CO.
INDIANAPOLIS, IND.

BRONCO BRAND
Navel Oranges

from the Celebrated Redlands Heights in California are now in prime condition. Fresh cars arriving weekly. The heaviest, juiciest and most deliciously flavored fruit coming to Ontario.

SOLE AGENTS
WHITE & CO., Toronto

FROZEN LAKE FISH
For Prompt Shipment. Get Our Prices
The Canadian Fish and Trans. Co., Limited
Wholesale Fresh, Salt and Frozen Fish
BLIND RIVER - - - - - - ONTARIO

Make the Goods Talk

BY JOHN WANAMAKER

Advertising is making the goods speak. It is putting a truthful, animate tongue into inanimate merchandise.

Merchandise itself cannot lie. Sooner or later its true character will develop—in its use—in the satisfaction it gives to the owner.

When exaggerated or false statements are made about goods it is a human tongue that talks or a human hand that writes; it is not the merchandise that speaks—therefore it is not advertising.

Advertising is also news—news more vital to the family than nine-tenths of the so-called news that goes into the newspaper.

Whoever makes the goods talk—whoever exhibits the true nature and uses of an article of commerce—whoever correctly and interestingly tells the news about his merchandise—he is the true advertiser.

INGERSOLL'S NEW GROCER REEVE

S. M. Fleet, an Active Merchant, Climbs to the Chief Magistrate's Chair.

S. M. Fleet, who at the recent municipal elections, was promoted from the position of deputy reeve to the important office of reeve by an overwhelming majority, is one of Ingersoll's most progressive and public spirited citizens. That his genial personality and executive ability have won admiration and confidence, was strikingly emphasized by the manner in which citizens rallied in support of his candidature for the reeveship.

Mr. Fleet has been a highly esteemed resident of Ingersoll for the past fourteen years, during which time he has been successfully engaged in the grocery and meat business. He has two stores, one on either side of Thames St. north, and his determination to "get there" by carrying what the people require and honest selling has always been apparent. He enjoys a large and well-merited patronage.



REEVE S. M. FLEET,

Of Ingersoll, a Grocer Who Won Success in the Recent Elections.

In conducting his own business Mr. Fleet is methodical. He knows and appreciates the value of a system in all undertakings and this fact has enhanced his worth as a member of the council. Outspoken and fearless, yet with a determination to deal fairly and conscientiously with all his constituents, he has insisted that municipal affairs be considered with the same degree of economy and thoroughness that the wide-awake business man would exercise in handling his own private affairs.

All told, Mr. Fleet has had five years of municipal experience in Ingersoll. Last year he occupied the position of deputy reeve and was chairman of the Board of Works. Chief among the work which came under his department was the construction of permanent roadwork on a portion of Thames St., the town's main thoroughfare. In connection with this work his services should perpetuate his name.

Under his supervision an excellent piece of road was constructed which has been strongly endorsed not only by grateful townspeople, but also by people from the neighboring districts.

By reason of his position as deputy reeve, Mr. Fleet was and still is, a member of the County Council. At the sessions of this body he was a prominent debater on all matters of moment and he did much to emphasize his worth both in connection with town and county affairs. He was particularly attentive to all matters relative to the town of Ingersoll, and his elevation to the reeveship is a fitting reward for his services.

Mr. Fleet is a native of Yarmouth, Nova Scotia. Early in his career he was employed as a book-keeper in a marine insurance office in Yarmouth, where he gained a valuable business training. He also spent several years filling an important position as book-keeper in Boston, Mass. Later he became a "Knight of the Grip," representing the Minards Liniment Co., covering the territory from Cape Breton to the western limits of Ontario. Since throwing in his lot with Ingersoll, Mr. Fleet has demonstrated that he is a citizen of the right stamp. He is loyal to his town and public spirited enough to join heartily in all movements calculated to advance the interests of all. While he will have plenty of work on his hands this year in discharging the duties of his new office, it is needless to mention that he will not overlook his own business interests.

John Tritt, Neepawa, general merchant, has sold to a Winnipeg company, with Jno. Kerr as manager.

Tell Your Customers That :

SHAMROCK

BIG PLUG

SMOKING TOBACCO

When cut never dries up or becomes hard. The leaves are so firmly packed that the plug remains fresh and moist

CLAY PIPES

A perfect article. Sell it
Insist upon having McDougall's.

D. McDOUGALL & CO., Glasgow, Scot.

Imported Cigars from Philippine Islands

Germinal { Pikaninny, 1/20, $37.50 / Damas, 1/20, 55.00 / 2a Cortado, 1/20, 55.00 (Philippine Shape)

25 varieties of Leaf Tobacco in ¼ and ½ lb. hands, packed in bales from 25 to 50 lbs., and from 10 to 35c. Prices sent on request. Terms, Net Cash.

JOS. COTE
IMPORTER AND WHOLESALE TOBACCO DEALER
Office & Store, 186-188 St. Paul St. Phone 1272
Branch - 179 St. Joseph St. Phone 2097
QUEBEC

Tel. Up 2076 Tel. East 5964
YOUNG'S PATENT PIPE
in Seven Shapes
W. J. GRANT
Sole Agent for Canada
506 Lindsay Building, MONTREAL.

BLACK WATCH

The Big Black Plug Chewing Tobacco.

Already a Big Seller

Sold by all the Wholesale Trade



PAILS and TUBS with wire Hoops



Can always be depended on because they are **scientifically constructed** of the **best material,** and by best workmen. The **hoops are welded by electricity** and **sunk in grooves,** making it **impossible for them to drop off.**

Our Pails and Tubs

continue to be the favorites of discriminating dealers as well as of manufacturers using Wood packages, who find the **sweet and clean natural wood package** more **durable** and preferable in every way to the many substitutes such as Tin, Paper, Pulp, etc. There is no prejudice against Wooden Packages.

Manufactured by UNITED FACTORIES, Limited.

Branches: London and Montreal. **Head Office, Toronto**

Are You Keeping Your Tobacco Stock Up-to-Date ?

IF NOT—WHY NOT?

"Tuckett's Special"

the new 10c. plug is the latest

Order from Your Wholesaler

Manufactured from **Imported Leaf Exclusively**

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

THE WALKER BIN SYSTEM OF GROCERY STORE EQUIPMENT

has become a large factor in meeting the demand for pure, clean food products and the public is not slow in showing its appreciation. A Walker Bin installation will mean a great deal to your regular and transient customers and to you it well mean ***LARGER BUSINESS—BETTER SERVICE—REDUCED EXPENSE*** and ***LARGELY INCREASED PROFITS.***

Write for Illustrated Catalogue: **"Modern Grocery Fixtures."**

Representatives:
Manitoba: Stuart Watson & Co., Winnipeg, Man.
Saskatchewan and Alberta; J. C. Stokes, Regina, Sask.
Montreal; Kenneth H. Munro, Coristine Bldg.

The Walker Bin and Store Fixture Co., Limited
Designers and Manufacturers of Modern Store Fixtures
Berlin, Ontario

Keep Your Gasolene Outdoors

Store it in a Bowser Outdoor Cabinet

The Bowser will keep your property absolutely safe from gasolene fires and explosions because it keeps explosive gases from forming.

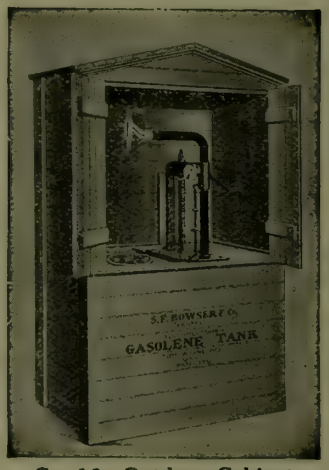
It will increase your profit on gasolene because it stops the usual loss of from 15 to 50 per cent., through evaporation, leakage and waste. It draws new trade because it is placed in front of the store where it continually advertises the fact to automobilists and others that you sell gasolene.

The Bowser costs you nothing because it pays for itself by its own saving of gasolene. Ask us to send Gasolene Catalog 5045. It's free.

S. F. Bowser & Co., Ltd.

66-68 Fraser Ave., - - TORONTO

If you have an old Bowser and want a new one, write for our liberal exchange offer



Cut 10—Outdoor Cabinet



The
Elgin National Coffee Mills

40 Sizes and Styles

They are the
Fastest Grinders
Easiest Runners

Ask any wholesale grocer, tea and coffee house or jobber for prices

WOODRUFF & EDWARDS CO.
MAKERS
ELGIN, ILLINOIS, U.S.A.



We make a specialty of
COUNTER CHECK BOOKS
for all kinds and makes of
LOOSE LEAF SYSTEMS
Write for prices and samples.
We manufacture
SHIPPING TAGS
The Merchants' Counter Check Book Co., Ltd.
TORONTO - MONTREAL
Canada

If you have anything for sale which a Grocer or General Merchant will be interested in, advertise it in our "Condensed Ad." column. It will bring you good results.

Classified Advertising

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

Yearly Contract Rates.

100 words	each	insertion, 1 year.....	$30 00
"	"	6 months...	17 00
"	"	3 months...	10 00
50	"	1 year.....	17 00
"	"	6 months...	10 00
25	"	1 year.....	10 00

PERIODICALS.

ADVERTISING writers and business men interested in good printing should subscribe to Canada's only printing trade paper, THE PRINTER AND PUBLISHER. Subscription price $2 per annum. Address, 10 Front Street East, Toronto.

CANADIAN MACHINERY AND MANUFACTURING NEWS, $1 per year. Every manufacturer using power should receive this publication regularly, and also see that it is placed in the hands of his engineer or superintendent. Every issue is full of practical articles, well calculated to suggest economies in the operation of a plant. Condensed advertisements for "Machinery Wanted" inserted free for subscribers to the GROCER. "Machinery for Sale" advertisements one cent per word each insertion. Sample copy on request. CANADIAN MACHINERY, 10 Front St. East, Toronto.

COMPLETE information on books, stationery, fancy goods, music, photo supplies and kindred lines is given each month in THE BOOKSELLER AND STATIONER, of Canada. Subscription price $1.00 per annum. Address, 10 Front Street East, Toronto.

THE BUSY MAN'S MAGAZINE is the most popular periodical of its kind. Why? Because each issue contains a strong list of original articles of interest to every Canadian. It also reproduces the most timely, instructive and interesting articles appearing in the other magazines and periodicals of the month. The cream of the world's periodical press is too valuable to overlook. BUSY MAN'S is on sale at all news-stands. Better still, send $2 for one year's subscription. Mail it to-day. THE BUSY MAN'S MAGAZINE, Toronto.

THE market reports make HARDWARE AND METAL a necessity to every hardware merchant, paint and oil dealer in Canada. It is mailed every Friday. Subscription price is $2 per year. Address HARDWARE AND METAL, Montreal, Toronto or Winnipeg.

SITUATION VACANT.

A FIRST-CLASS position open for a first-class salesman in the North West or British Columbia to represent eastern wholesale grocery house. Apply, stating experience, connection, references and salary, Box 271, THE CANADIAN GROCER, Toronto.

WANTED—A smart young man to take an interest in a wholesale brokerage business. One who has been in touch with the wholesale grocery trade and can bring new agencies to increase the business preferred. Correspondence confidential. Box 273, CANADIAN GROCER, Toronto. [6]

WANTED—Traveller for wholesale fruit house, with $5,000 to invest in the business. Have been established for a number of years and making big profits. Company being formed now for $49,000 capital. Situated in one of the best importing centres in Canada. If interested communicate at once with Box 282, CANADIAN GROCER, Toronto.

FOR SALE.

FOR SALE—A general store in a live country town in western Ontario where a large and profitable business is being done. Ill health the only reason for selling. Will be sold on easy terms. Box 285, THE CANADIAN GROCER, Toronto. (p,5)

BOOKS FOR THE GROCER.

ART AND SCIENCE OF WINDOW DRESSING, by S. W. Roth. Every retail grocer should learn the methods set forth in this book—which is specially written for Grocers—on how to make grocery windows attractive and thus draw trade. Every means of successfully displaying goods is treated of in its 14 chapters and 30 illustrations. Price $2.00, postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

COFFEE, its history, classification and description, by J. M. Walsh. This interesting and instructive book deals with the commercial classification and description, adulteration and detection, and the art of blending and preparing of coffee. Price, $2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include special sales, getting holiday business, co-operative advertising, money-making ideas, contests, etc. Price, $2.50 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

TEA BLENDING as a fine art, by J. M. Walsh. This work is especially designed for the use and instruction of those engaged in the tea and grocery business, containing formulae for the scientific and judicious combination of the different varieties and grades of tea. Price, $2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

TEA, its history and mystery, by J. M. Walsh. The contents of this practical and exhaustive work include cultivation and preparation; adulteration and detection; arts of testing, blending and preparing; chemical and medicinal properties, etc. Price, $2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

THE GROCERS' MANUAL—New edition, enlarged and illustrated, 1188 pages. All about Groceries, Provisions, Fruits, Spices, Drysalteries, and Chandlery, their sources, varieties, manufacture, adulteration, &c. Specimen pages free. W. Clowes & Sons, Ltd., 23 Cockspur St., London, S W.

SITUATIONS WANTED.

GROCERY CLERK—A young Scotchman is open for change of position; 13 years' experience; 2 years in Canada. First class references. Box 281, CANADIAN CROCER, Toronto. (5)

WORKING PARTNER WANTED—Young man, with dry goods experience preferred, and some capital for general store, now doing a good business in a new town short distance from Brandon, Man. A splendid chance for a man. Box 275, CANADIAN GROCER, Toronto. (5)

WANTED—By young man, 22 years of age, good appearance, five years' experience in grocery trade, position as representative for an A1 tea and coffee house, western territories preferred. Box 274, CANADIAN GROCER, Toronto. (6)

WANTED—Position as traffic manager or claim correspondent for manufacturing concern, by railroad man of many years experience—now employed. Box 284, THE CANADIAN GROCER, Toronto. (5)

WANTED—Position as manager general store in good town on Canadian Northern Railway. Thoroughly experienced; capable of taking entire charge. Would entertain partnership or purchase. Apply Box 283, CANADIAN GROCER, Toronto. (p,5)

BUSINESS CHANCES.

GROCERY stock and fixtures in a first class stand in the progressive city of Fort William. Small capital required. Address, J A. McKenzie, Room 8, Murray Block, Fort William, Ont. (4)

DUPLICATING DEVICES.

IF INTERESTED in a Duplicating Machine for getting out circular letters, reports, price-lists, etc., or for printing various office forms, write for booklet and samples of work. The "POLYGRAPH" is the newest, latest and best and sells for a lower price than the others. Is unexcelled by any similar device on the market. F. W. Tenney, Canadian Sales Agent, Stair Building, 123 Pay Street, Room 116, Toronto, Canada.

MISCELLANEOUS.

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, 129 Bay Street, Toronto.

A MARKET OF BUYERS, backed up by money to spend, is open to you in the Busy Man's Magazine. Every territory in Canada is represented. If you have something to sell, something you want to buy, a condensed advertisement in the Busy Man's Magazine will put you in touch with the classes you want to reach. Four cents per word will carry your message from Atlantic to Pacific. Send copy of your advertisement along with order to cover cost of insertion. Your announcement will appear under a special heading. Busy Man's Magazine, Montreal, Toronto, Winnipeg.

BETTER, CHEAPER, SAFER LIGHTING.—The Pitner System of Gasoline Lighting is the best system yet produced for lighting a store, hotel or public building. In cities and towns Pitner Systems are used because of the superior quality and quantity of light obtained for small cost. They are just as successful in any village or country place. A small outlay secures a complete and independent Pitner lighting plant. Free illustrated booklet and full particulars on request. The Pitner Lighting Co., Limited, Toronto, Canada.

HIGH CLASS COLOR WORK—Commercial stationery, posters. The Hough Lithographing Co., Limited. Office, No. 3 Jarvis St., Toronto. Telephone, Main 1576. Art, good workmanship, business methods.

IT PAYS FOR ITSELF.—The money you are now losing because you haven't a National Cash Register would pay for one in a short time. The National Cash Register Co., F. E. Mutton, Canadian Manager, cor. Yonge St. and Wilton Ave., Toronto.

PROPRIETARY MANUFACTURERS desiring to introduce their goods to Grocers and Stores throughout United Kingdom, can secure thorough representation. Experienced staff of travellers and complete sales organization. William Hill, McAlpine Street, Glasgow.

THE RELIABLE LIGHT will light your store 100% better than gas, electricity or acetylene. 600 candle power light costs 1 cent per hour to operate. Thousands in use. A safe, reliable, pure white light of intense brilliancy. Write for booklet M. The Rice, Knight Mfg. Co., Limited, 40 Lombard Street, Toronto.

WANTED.

WANTED in every town and village, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine. Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

TRY A

Condensed Ad.

IN THE

Canadian Grocer

Salesmen Wanted!

Be a high grade Traveling Salesman and earn from $1,000 to $10,000 a year and expenses. We will prepare you by mail in eight weeks to be one and assist you to secure a good position. Hundreds of our graduates now holding good positions we secured for them, with reliable firms. Many who had no former experience now earn $100 to $500 monthly and expenses. If you want to secure a good position and increase your earnings our Free Book, "A Knight of the Grip" will show you how. Send for it today. Address nearest office. Dept. 287, NATIONAL SALESMEN'S TRAINING ASSOCIATION, Chicago, New York, Kansas City, Minneapolis, San Francisco.

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

Baking Powder.

W. H. GILLARD & CO.

Diamond—

1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
½-doz.	5lb.	19 75

MAGIC BAKING POWDER



Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 80
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes	Per Doz.
Cleveland's—Dime	$0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
3 lb.	13 20
5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—

1 lb. tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Baking Powder—

1-lb. tins, 3-doz. in case, per doz.	2 00
½-lb. " " "	1
¼-lb. " " "	0 8

Blue.

Keen's Oxford, per lb	$0 17
In 10-box lots or case	0 16
Gillett's Mammoth, ½ gross box	2 00

Brooms

	Per doz.
Nelson's—	
Pansy	$3 65
Good Luck	35 3 25
"	30 2 85
"	25 2 35
Bamboo A	3 85
" B	3 65
" C	3 40
" D	3 10
" E	2 95

Cereals

H-O. COMPANY, ROCHESTER, N.Y.

Per case.		Per case.
Force, 36s	$1 50	Gusto, 36s $2 85
Korn-Kinks, 36s	1.45	H-O. oatmeal, 24, 3 10
Presto, 36s	3.40	Buc' wheat, 36s . 3 50
Pancake 36s	3 50	Corn Starch, 36s 2.50
Tapioca, 36s	2.85	Farina, 24s 1.70
Hominy, 36s	2.50	



WHITE SWAN SPICES AND CEREALS LTD.

White Swan Breakfast Food, 2-doz. in case, per case, $3 60.
The King's Food, 2-doz. in case, per case, $5.
White Swan Barley Crisps, per doz. $1.
White Swan Self-rising Buckwheat Flour, per doz., $1.20.
White Swan Self-rising Pancake Flour, per doz., $1.20.

White Swan Wheat Kernels, per doz., $1.40.
White Swan Flaked Rice, per doz., $1.
White Swan Flaked Peas, per doz., $1.

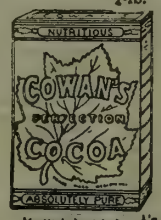
Chocolates and Cocoas.

Cocoa— THE COWAN CO., LIMITED.

Perfection 1-lb. tins per doz.	$4 80
Perfection, ½-lb., per doz.	2 40
" ¼-lb., "	1 30
" 10c. size "	0 90
" 5-lb. tins per lb.	0 37
Condensed cocoa, cream and sugar, doz	2 25
Soluble, bulk, per lb	0 18
" " "	0 15
London Pearl per lb.	0 22

Special quotations for Cocoa in bbls., kegs, etc.

Unsweetened Chocolate—	Per lb.
Plain Rock, ½-lb. cakes, 12-lb. boxes.	0 40
" ¼-lb. " "	0 40



Sweet Chocolate—

Queen's Dessert, ½-lb. cake, 12-lb. boxes, per lb.	$0 38
Queen's Dessert, 6's, 12-lb. boxes, $0 40	
Vanilla, ½-lb., 12-lb. boxes per lb.	$0 35
Parisian 8s, lb.	$0 30
Royal Navy, 7's, ½-lb. boxes per lb.	0 33
Diamond, 7's, 12-lb. boxes, per lb.	0 24
" ½'s " " "	0 25
" 8's " " "	0 28

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., 2-doz. in case.

Chocolate—

Maple buds, 5-lb. boxes, lb.	0 35
Vanilla wafers, " "	0 35
" " nonpariels, 5-lb. box	0 35
" " 2's, 5-lb. boxes, lb	0 28
" " 2's, nonpareils "	0 28
Ginger, 5-lb. boxes, lb	0 30
Milk sticks, box	1 35
Milk cakes, 5c. size, box	1 35

APPS'S.

Agents, C. E. Colson & Son, Montreal.

In ¼, ½ and 1-lb. tins, 14-lb boxes, per lb.	0 35
Smaller quantities	0 35

BENSDORF'S COCOA

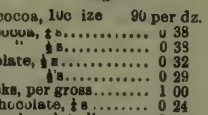
A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

10c. tins, 4 doz. to case, per doz.	$ .90
¼ " " ¼ " "	2.40
½ " " ½ " "	4.75
1 " " 1 " "	9.00

JOHN P. MOTT & CO.'S.

R. S. Malcolm, Agent, Toronto.
Arthur M. Loucks, Ottawa.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
R. J. Bedlington & Co., Calgary, Alta.
Standard Brokerage Co., Vancouver, B.C.

Elite, 10c size (for cooking), doz	0 90
Prepared cocoa, ½'s	0 28
Prepared ½'s	0 25



Mott's breakfast cocoa, 10c size	90 per dz.
" breakfast cocoa, ½'s	0 38
" " ¼'s	0 38
" No. 1 chocolate, ½'s	0 32
" Navy ½'s	0 29
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 24
" Plain choice chocolate liquors	0 32
" Sweet Chocolate Coatings	0 20

WALTER BAKER & CO., LIMITED. Per lb.

Premium No. 1 chocolate, ½ and ¼-lb. cakes	$0 38
Breakfast cocoa, 1-5, ½, ¼, 1 & 5-lb. tins	0 41
German Sweet chocolate, ½ and ¼-lb. cakes, 6 lb. boxes.	0 28
Caracas Sweet chocolate, ½ and ¼-lb. cakes, 6-lb. boxes.	0 35
Auto Sweet chocolate, 1-6 lb. cakes, 3 and 6 lb. boxes.	0 35
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins.	0 47
Soluble cocoa (hot or cold soda 1-lb. tins.	0 38
Cracked cocoa, ½-lb. pkgs., 6-lbs. bags	0 34
Caracas tablets, 100 bundles, tied 5s, per box.	3 00

The above quotations are f.o.b. Montreal

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—

5c., 10c., 20 and 40c. packages packed in 15 lb. and 30 lb. cases Per lb.

1 lb. packages	0 26
lb "	0 27
lb. "	0 28
1 and ½ b. packages assorted	0 26½
½ and ¼ b. " "	0 27½
½ lb. packages assorted in 5 lb. boxes	0 28
½ lb. " "	0 29
¼ lb. " in 5, 10, 15 lb. cases	0 30

Bulk—

In 15	15 lb. pails and 10, 25 and 50 lb.
boxes.	Pails. Tins. Bbls.
White Mose, fine strip.	0 19 0 21 0 17
Best Shredded	0 18 0 16
Special Shred	0 17 0 15
Ribbon	0 19 0 17
Macaroon	0 17 0 15
Desiccated	0 16 0
White Moss in 5 and 10 lb. square tins, 21c.	

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Cocoanut—

Featherstrip, pails	0 16
Shredded	0 15
In packages 2-oz., 4 oz., 8-oz., lb.	0 28

Condensed Milk

BORDEN'S CONDENSED MILK CO.

Wm. H Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
"Eagle" brand (4 doz)	$6 00	$1 50
"Gold Seal" brand (4 doz)	5 00	1 25
"Challenge" brand (4 doz)	4 00	1 00
Evaporated Cream—		
"Peerless" brand evap. cream	4 70	1 20
" hotel size	4 90	2 45





TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case 4 doz.)	$4 85
Reindeer" brand per case (4 doz.)	5 75





Coffees.

EBY, BLAIN CO. LIMITED.

Standard Coffees.

Roasted whole or ground. Packed in damp-proof bags and tins.

Club House	$0 32
Nectar	0 30
Empress	0 28
Duchess	0 6
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" " ground	0 17½
Golden Rio	0 14

Package Coffees

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, ½ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

THOS. J. LIPTON retail wholesale

Lipton's "Special" blend coffee, 1 lb. tins, ground or whole	0 40	0 30

JAMES TURNER & CO. Per lb.

Mocca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

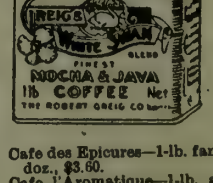
PATTERSON'S "CAMP" COFFEE ESSENCE

Agents, Rose & Laflamme, Montreal and Toronto.

5 oz. bottles, 4 doz, per doz.	1 75
10 " " 4 " "	3 00
Rep. quarts, 1 " "	6 50
Imp. " 1 " "	9 00

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Blend.



1-lb. decorated tins, 32c. lb

Mo-Ja, ½-lb. tins 30c. lb.

Mo-Ja, 1-lb. tins 28c. lb.

Mo-Ja, 2-lb. tins 28c. lb.

Cafe des Epicures—1-lb. fancy glass jars, per doz., $3.60.

Cafe l'Aromatique—1-lb. amber glass jars, per doz., $4.

Presentation, with 3 tumblers, $10 per doz



THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy lithographed canisters	0 30

Cheese —Imperial

Large size jars, per doz.	$3 25
Medium size jars, "	4 50
Small size jars, "	2 40
Individual size jars, per doz.	1 00



Imperial holder—

Large size, doz.	18 00
Med. size "	17 00
Small size "	12 00

Roquefort—

Large size, doz.	2 40
Small size, "	1 40

Peanut Butter.

MACLAREN'S IMPERIAL CHEESE CO. LTD

Imperial Peanut Butter "Bobs," the Perfect Confectionery.

Large size, cases, 25 cartons	$3.50 each
Small " " 50 "	3.60 "
Assorted, cases, 25 small, 12 large	3.55 "

Net 30 days.

Confections

THE COWAN CO., LTD.

Cream Bars, 6's, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box. "	1 35
" " 10c cakes, 36 in box "	2 55
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
" No. 2, " "	0 25
Maple Buds 5-lb. boxes, lb	0 36
Nut Milk Chocolate, ½-lb. cakes, 12-lb. box, lb	0 40

These prices are F.o.b. Toronto.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co Ltd Toronto. C. O. Beauchemis & Fils. Montreal $2, $3, $5, $10, $15 and $20.

All same price one size or assorted.

UN-NUMBERED

Under 100 books	each 04
100 books and over	each (3½
500 books to 1,000 books	(3

For numbering cover and each coupon, extra per book ½ cent.

Cleaner.



	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent

The Davidson & Hay, Limited, Toronto

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.

"Vita" Pasteurized Extract of Beef. Per case.

Bottles	1-oz.,	case of 2 doz			$3 20
"	2 "	"	1	"	3 00
"	4 "	"	1	"	4 50
"	20 "	"	½	"	4 75
"	20 "	"	1	"	9 00

THOMAS J. LIPTON

Prices on application.

Infants' Food.

Robinson's patent barley	½-lb. tins		$1 35
" "	1-lb. tins		2 25
" " groats	½-lb. tins		1 25
" "	1-lb. tins		2 25

Flavoring Extracts.

SHIRRIFF'S

1 oz. (all flavors), doz.			1 00
2 "	"	"	1 75
2½ "	"	"	2 00
4 "	"	"	3 00
5 "	"	"	3 75
8 "	"	"	5 50
16 "	"	"	10 00
32 "	"	"	18 00

Discounts on application.



Sanitary Cans

For Hand Filled Goods

Tomatoes, Stringless Beans, Asparagus, Spinach, Etc., Apples, Peaches, Pears, Plums, Etc.

Sanitary Enamel Lined Cans

For Color Fruits And Goods Of Strong Acidity

Strawberries, Red Raspberries, Black Raspberries, Blackberries, Sour Cherries, Blueberries, Beets, Rhubarb, Etc.

"The Can Without The Cap Hole"
"Bottom Like The Top"

Write for Samples

SANITARY CAN COMPANY, LTD.
NIAGARA FALLS, - ONTARIO

FRUIT CANS
All sizes—All kinds.

SYRUP CANS
For products of Maple, Corn and Cane.

MILK CANS
For Sweetened Milk and Evaporated Cream.

MEAT CANS
Bevelled, Round and Square.

BISCUIT TINS
of any description.

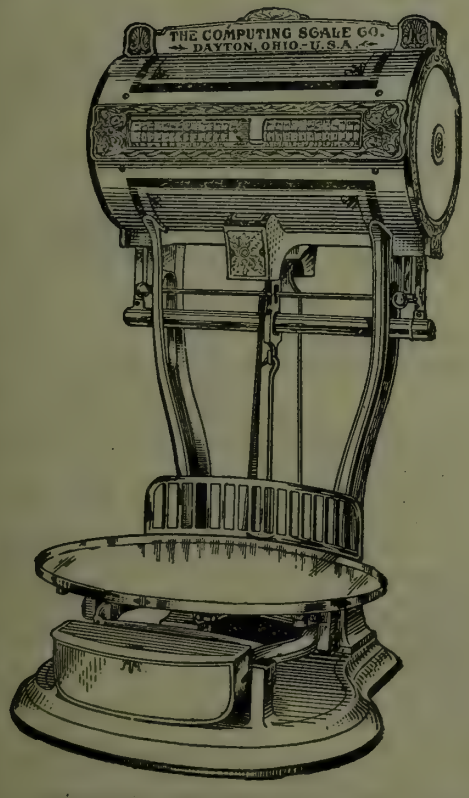
BAKING POWDER AND SPICE CANS

PROMPT SHIPMENT SUPERIOR GOODS

THE

Norton Manufacturing Co.

HAMILTON



DAYTON MONEYWEIGHT SCALE
NOTE THE LOW PLATFORM

Overweight Problem

Solved!

With this 1909 visible, self-weighing, self-computing, Automatic Scale, a child can easily, quickly and correctly divide the wholesale purchase into retail packages without a grain of overweight.

This is the simplest, easiest to operate form of

Automatic Weighing Machine

—accurate, reliable, durable.

Gives the exact weight for the exacting dealer.
Gives the exact weight to all customers.
True as steel and built for a lifetime of exact weighing.
Weighs to an ounce, computes to a cent.
Low platform—only 6½ inches from the counter.
Our Automatic scales are equipped with a thermostat, like a watch, which makes them weigh with absolute accuracy in any temperature.
No swinging pendulum, no moving indicators, no poises to shift, no beams to bother with, no ball to forget, no friction to pay for.

This scale saves time and money.

THE SCALE THAT SAVES IS NO EXPENSE.

Drop us a line for full information.

The Computing Scale Co.

of Canada, Limited
164 W. King St., Toronto, Ont.

RISING SUN STOVE POLISH IN CAKES



SUN PASTE STOVE POLISH IN TINS

WITH EVERY EMPLOYEE from end to end of our immense factory doing his utmost to produce a uniformly high grade of goods, each individual package just right—means that our goods will be right when they reach you and your customer—result, storekeepers are our friends and push both ***RISING SUN*** Stove Polish in Cakes and ***SUN PASTE*** Stove Polish in Tins everywhere. Second result—the storekeeper makes his friends our friends—enormous sales for our goods; just the facts, that's all.

MORSE BROS., Props. - Canton, Mass., U.S.A.

HOTEL DIRECTORY.

WINDSOR HOTEL, HAMILTON, BERMUDA

This House is pleasantly and conveniently located on the East Side of Queen Street. The rooms are bright and cheerful. Every attention paid to guests. Billiards and pool. Hot and cold water baths. A. McNICOL, Prop

TOWER HOTEL, GEORGETOWN, DEMERARA, BRITISH GUIANA.

This first-class hotel is most conveniently situated in the coolest and healthiest part of the city. Five minutes from railway station and steamer stallings, and near to all principal public buildings. Cool and lofty bedrooms. Spacious Dining and Ladies' Rooms. Billiard Room. Electric light throughout.

HALIFAX HOTEL

HALIFAX, N. S.

WINTER RESORT—QUEEN'S PARK HOTEL

PORT OF SPAIN, TRINIDAD, B.W.I.

JOHN MCEWEN, Manager. For Rates, etc., apply Trinidad Shipping & Trading Co. 29 Broadway, New York.

THE GRAND UNION

The most popular hotel in

OTTAWA, ONTARIO. JAMES K. PAISLEY, Prop

VICTORIA LODGE

Mrs. J. F. SMITH, Proprietress. HAMILTON, BERMUDA

Opposite Victoria Park and Cedar Ave. Private Board $12 to $14 per week.

Open Now. Closes on May 1.

Jenkins & Hardy

Assignees, Chartered Accountants, Estate and Fire Insurance Agents, 15½ Toronto St., Toronto. 465 Temple Building, Montreal.

British America Assurance Company

A. D. 1833

FIRE & MARINE

Head Office, Toronto

BOARD OF DIRECTORS

Hon. Geo A. Cox, President W. R. Brock, Vice-President

Robert Bickerdike, M.P., W. B. Meikle, E. W. Cox, Geo. A. Morrow, D. B. Hanna, Augustus Myers, John Hoskin, K.C., LL.D. Frederic Nicholls, Alex. Laird, James Kerr Osborne, Z. A. Lash, K.C. Sir Henry M. Pellatt, E. R. Wood.

W. B. Meikle, General Manager; P. H. Sims, Secretary

CAPITAL	$1,400,000.00
ASSETS	2,162,753.85
LOSSES PAID SINCE ORGANIZATION,	29,833,820.96

WESTERN ASSURANCE COMPANY.

Incorporated 1851

FIRE AND MARINE

HEAD OFFICE—TORONTO, ONT.

Assets over - - $3,570,000
Income for 1906, over 3,609,000

HON. GEO. A. COX, President,
W. R. BROCK, Vice President
W. B. MEIKLE, General Manager
C. C. FOSTER, Secretary

ONE BAG OF

MOLASSINE MEAL

Will work wonders with a sick Horse. Try it and see for yourself.

I will ship a sample bag, freight paid, for $3.00, cash.

SOLE IMPORTER

ANDREW WATSON

91 Youville Square - - MONTREAL



CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat Put up in ¼ gross cases

Bulk in 7-lb. Pails, ½ doz. in crate.

25-lb. Pails and 75-lb. Tubs.

Capacity one ton per hour. Sold by all wholesale dealers.

The CAPSTAN MFG. CO., - Toronto, Ont.



THE ACME

OF FRUITS IN GLASS

Agents:
Rose & Laflamme, Limited
Montreal and Toronto

Make a Specialty of Specialties

Money is made in handling good specialties, such as

PATERSON'S WORCESTER SAUCE

It pleases your customer, is easy to sell, because low in price, and there is money in it for you.



ROSE & LAFLAMME, LIMITED
Agents, Montreal and Toronto

Jams and Jellies.

SATGER'S WHOLE FRUIT STRAWBERRY JAM
Agents, Rose & Laflamme, Montreal and Toronto.
1-lb. glass jar, screw top, 4 doz., per doz 2 20

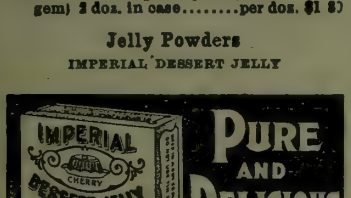
THOMAS J. LIPTON
Prices on application.

T. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case.....per lb.	07½
5 and 7-lb. tin pails, 3 and 2 pails in crate.....per lb.	07
7 and 14-lb. wood pails.....per lb.	0 07
30-lb. wood pails ..... "	0 06½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb.....	0 07½
7 and 14-lb. wood pails, 3 pails in crate per lb.	0 07
30-lb. wood pails..... "	0 06½
Pure Jams—1-lb. glass jars (16-oz. jem) 2 doz. in case.....per doz.	$1 80

Jelly Powders

IMPERIAL DESSERT JELLY



Assorted flavors—gross 10.75.
MacLaren Imperial Cheese Co., Limited

Soap

The GENUINE. Packed 100 Bars to case.



Price: Ontario and Quebec:

Less than 5 cases	5 25
Five cases, or over	5 15



THE ROBERT GREIG COMPANY.

White Swan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.



List price

'Shirriff's" (all flavors), per doz. 0 90

Discounts on application.

Lard.

THE N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND

Tierces....$0 10	
½-bbls. 0 1	¼
Tubs, 60 lbs. 0 1	¼
20-lb. Pails. 2 10	
20-lb. tins.. 2 00	
Cases 3-lb.. 0 11	
" 5-lb.. 0 10	½
" 10-lb.. 0 10	½



F.O.B Montreal.

Li rice

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper....per lb.	$0 40
Fancy boxes (25 or 50 sticks)....per box	1 25
"Ringed" 5-lb. boxes.....per lb.	0 40
"Acme" pellets, 5-lb. cans....per can	2 00
" " " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans.....per can	2 00
Licorice lozenges, 5-lb. glass jars....	1 75
" " 20 5-lb. cans.....	1 50
"Purity" licorice 10 sticks.....	1 45
" " 100 sticks.....	8 75
Dulce large cent sticks, 100 in box....	....

Lye (Concentrated)

GILLETT'S PERFUMED. Per case

1 case of 4 dozen.....	$3 50
3 cases of 4 dozen.....	9 50
5 cases or more	9 40

Marmalade.

J. W. WINDSOR, MONTREAL



Scotch Marmalade, 1 and 2 lb. glass jars
1, 4, 5 and 7 lb. tins.
Orange Jelly Marmalade, 1 and 2 lb. glass
5 and 7 lb. tins

Preserved Ginger Marmalade, 1 lb. glass jars.
Pineapple " 1 " "
Green Fig " 1 " "
Green Fig and Ginger " 1 " "
Lemon " 1 " "
Grape Fruit " 1 " "
Prices and special quotations.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case....per doz $1 00
Home-made, in 1-lb. glass jars " 1 40
In 5 and 7-lb. tins and 7-lb pails per lb. 0 07
Golden shred marmalade, 2 doz. case per doz..... 1 75

SHIRRIFF BRAND

"Imperial Scotch"—

1-lb. glass, doz...	1	55
2-lb. " " ..	2	80
4-lb. tins, " ..	4	65
7-lb. " " ..	7	35

"Shredded"—

1-lb. glass, doz.....	1	90
2-lb. " "	3	10
7-lb. tins, "	8	25



THOMAS J. LIPTON
Prices on application

Mince Meat

Wethey's condensed, per gross net..	$12 00
" per case of 3 doz. net	3 00



ST. CHARLES CONDENSING CO.

PRICES:

St. Charles Cream, family size, per case	$4.70
Ditto, hotel,	4.90
Silver Cow Milk	5.00
Purity Milk....	4.70
Good Luck....	4.00

Mustard

COLMAN'S OR KEEN'S

D.S.F.	¼-lb. tins.....	per doz.	$ 1 40
"	½-lb tins.....	"	2 50
"	1-lb. tins.....	"	5 00
Durham	4-lb. jar.....	per jar	0 75
"	1-lb. jar.....	"	0 25
F.D.	¼-lb. tins.....	per doz.	0 85
"	½-lb. tins.....	"	1 45

Olive Oil

LAPORTE, MARTIN & CIE., LTD.
Minerva Brand—

Minerva, qts. 12's	$	5 75
" pts 24's		6 50
" ½-pts. 24's		4 25

Sauces

PATERSON'S WORCESTER SAUCE
Agents, Rose & Laflamme, Montreal and Toronto

½-pint bottles, 3 & 6 doz., per doz.....	0 90
pint " 3 doz.....	1 75

THOMAS J. LIPTON
Prices on application

Soda

COW BRAND



Case of 1-lb. containing 60 packages, per box, $3.00
Case of ½-lb. containing 120 pkgs. per box $3.00
Case of 1-lb and ½-lb. containing 30 1-lb. and 60 ½-lb. pkgs, per box $3.00
Case of 5c. pkgs. containing 96 pkgs. per box, $4.00

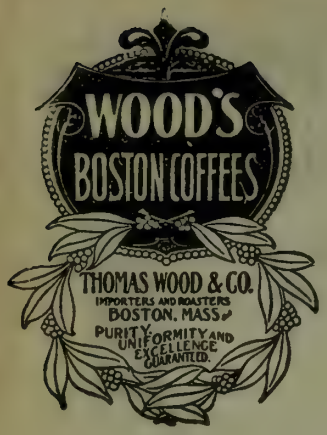
MAGIC BRAND Per case

No. 1, cases	60 1-lb. packages.....	$	2 75
No. 2, "	120 -lb. "		2 75
No. 3, "	30 1-lb. " and 60 ½-lb. "		2 75

No. 5 Magic soda—cases 100—10-oz. pkgs.

1 case	2 85
5 cases.....	2 75

SOME LIKE ONE, SOME ANOTHER



Of our different brands of Coffees.

Let your customer decide on the brand, and we will back you up in suiting him every time whether that "time" is the first purchase or the fiftieth.

In our list the coffee drinker finds everything that is GOOD in coffee to select from. Why say more?—except to remark that

WOOD'S COFFEES

Have for thirty years maintained the highest standard for even and uniform excellence. That is their record.

Canadian Factory and Salesrooms:
No. 428 St. Paul Street, - MONTREAL

Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

Magpie soap, colors	per gross	$10 20
" " black	"	15 30
Oriole soap	"	10 20
Gloriola soap	"	11 00
Crew Nut soap	"	10 20



3 doz. to box..... $3 45

6 doz. to box .. $6 90

30 days.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

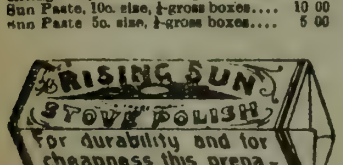
	per lb
Laundry Starches—	
No 1 White or blue, 1-lb. cartons	
No 1 " " 6-lb. "	
Canada laundry	0 06
Silver gloss, 6-lb. draw-lid boxes	0 08
Silver gloss, 6-lb. tin canisters	0 08
Edward's silver gloss, 1-lb. pkg.	0 08
Kegs silver gloss, large crystal	0 08
Benson's satin, 1-lb. cartons	0 08
No. 1 white, bbls. and kegs	0 06½
Canada White Gloss, 1-lb. pkgs.	0 06½
Benson's enamel ..per box 1 50 to	3 00
Ordinary Starch—	
Benson & Co.'s Prepared Corn	0 07½
Canada Pure Corn	0 06½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
" " 1 " or blue,	
4 lb. lumps	0 8½

BRANTFORD STARCH WORKS, LIMITED. Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 6½
Finest Quality White Laundry—	
1-lb. Canisters, cases of 48 lb.	0 06½
Barrels, 200 lb	0 7½
Kegs, 100 lb	0 07
All White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 08
6-lb. toy trunks, 8 in case	0 08
6-lb. enameled tin canisters, 8 in case	0 08
Kegs, ex. crystals, 100 lb	0 07
Brantford Gloss—	
1-lb fancy boxes, cases 36 lb.	0 08
Canadian Electric Starch—	
Boxes of 40 fancy pkgs. per case	3 00

Stove Polish.

	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste 5c. size, ½-gross boxes	5 00



JAMES' DOME BLACK LEAD

	Per gross
6a size	$2 40
2a "	2 50

NICKLE PLATE STOVE POLISH.

Pints	2 90
Quarts	5 40
½ gallons	5 10
Gallons	4 80
5 gallons	4 50

Syrup.

EDWARDSBURG STARCH CO., LTD.

"Crown" Brand Perfection Syrup.

Barrels, 600 lbs	0 03½	per lb.
Half-barrels, 350 lbs	0 03¾	"
Kegs, 150 lbs	0 03¾	"
2-gal. pails 25 lbs	1 25	each
3 " " 38½ lbs	1 75	"

Plain tins, with label— Per case

2 lb. tins, 2 doz. in case		2 40
5 " 1 " "		2 75
10 " ½ " "		2 65
20 " ¼ " "		2 60

(5, 10 and 20 lb. tins have wire handles.)

ST. LAWRENCE STARCH CO., LIMITED.

Bee Hive Brand Corn Syrup.

Barrels, 60 lbs	0 03½	per lb.
Half-barrels, 350 lbs	0 03¾	per lb.
Kegs, 150 lbs	0 03¾	"
2-gal. pails 25 lb	1 25	each
" " 38½ lbs	1 75	"
2-lb. tins, 24 in case, per case	2 40	
5-lb. " 12 " "	2 75	
10-lb. " 6 " "	2 65	
20-lb " 3 " "	2 60	



THE "SALADA" TEA CO.

	Wholesale.	Retail.
Brown Label, 1's, ½'s	$0 25	$0 30
Green Label, 1's and ½'s	0 27	0 35
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60



EMPIRE PACKAGE TEA

Cases 30 and 50 lbs. each—Black, Mixed, and Green Ceylon.

25c	1s, 20c.; ½s, 21c.
30c	1s and ½s, 23c.
40c	1s and ½s 28c.
50c	1s and ½s, 35c.
75c	1s and ½s, Vulcan, 50c.

100 lb. lots freigh paid.

LIPTON'S TEA

Thomas J. Lipton

75 Front St. East, Toronto.



Packed in air-tight tins only.

	wholesale	retail
Blue label ½'s and 1's	0 24	0 30
Orange " ½'s, ¼'s and 1's	0 30	0 40
Pink " ⅛'s & 1's, tins	0 35	0 50
Red " Dominion blend, ½'s and 1's	0 44	0 60
Gold " Afternoon blend, ½'s and 1's	0 50	0 70



Brown Label, 1's and ½'s	0 20	0 25
Blue Label, ½'s	0 21	0 30
Orange Label, 1's and ½'s	0 23	0 40
Brown Label, 1's and ½'s	0 26	0
Brown Label, ½'s	0 36	0 40
Green Label 1's and ½'s	0 36	0 50
Red Label, ½'s	0 46	0 60

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf c, 90 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs	0 19



BLUE RIBBON TEA CO., TORONTO

	Wholesale	Retail
Yellow Label, 1s	0 20	0 25
" ½s	0 21	0 25
Green Label, 1s and ½s	0 24	0 30
Blue Label, 1's and ½'s	0 25	035
Red Label 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
White Label, 1s, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½s	0 42	0 60
Purple Label, ½'s and ¼s	0 55	0 80
Embossed, ½'s and ¼'s	0 67	1 00



	Wholesale	Retail
Pink Label 1's and ½'s	30c	40c.
Gold Label 1's and ½s	35c.	50c.
Lavender Label 1's and ½s	42c.	60c.
Green Label 1's and ½'s	50c.	75c.
Canisters		
Gold Tins, 5's	35c. 1.75	50c. 2 50
Gold Tins 3's	35c. 1.05	50c. 1.50
Gold Tins 1's	36c. each	50c. each
Gold Label ½'s	18c ea. 36 lb.	25c ea. 50 lb.
Red Tins, ½'s	25c ea 70 lb.	50 ea. 100 lb.
Red Tins, ¼'s	18c ea. 72 lb.	25c ea. 1.00 lb

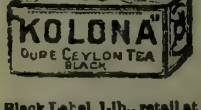


MELAGAMA TEA

MINTO BROS., 55 Front St. East

	Wholesale.	Retail.
Black, green, mixed, ½s	0 70	1 00
" " ½s	0 55	0 80
" " ¼s	0 44	0 60
" " 1 lbs. & ½s.	0 40	0 60
" " ½s	0 38	0 50
" " 1 lbs, & ½s.	0 35	0 50
" " 1 lbs,. ½s	0 30	0 40
" " ¼s	0 32	0 40
" " ⅛s	0 25	0 30
" " 1 lbs	0 24	0 30

We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.

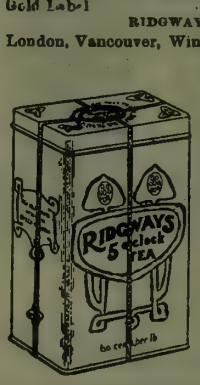


Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c		$0 20
" " ½-lb., " "		0 21
Blue Label, retail at 30c		0 23
Green Label. " 40c		0 30
Red Label, " 50c		0 35
Orange Label. " 60c		0 42
Gold Label "		

RIDGWAYS.

London, Vancouver, Winnipeg and Ceylon.



	Wholesale.	Retail.
Capital Household, 1's and ½'s	0 30	0 40
Old Country, 1's and ½'s	0 35	0 50
5 o'clock, 1's and ½'s	0 45	0 60
H M B, 1's and ½'s	0 75	1 00
Ridgway's Standard Bulk Blend in stock at all our branches in Canada.		



THOMAS WOOD & CO.

Montreal and Boston

	wholesale	retail
Wood's Primrose, per lb.	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ½-lb tins. All grades—either black, green or mixed.

Tobacco

THE EMPIRE TOBACCO CO., LIMITED

Smoking—Empire, 4s, 6s, and 12s	$0 46
" Amber, 8s and 3s	0 60
" Ivy, 7s	0 50
" Rosebud, 7s	0 15
Chewing—Currency, 12s. and 6½s	0 44
" Old Fox, 12s	0 48
" Snowshoe, 6½s	0 51
" Pay Roll, 7½s	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s	0 45
" " 10 oz. bars, 8½s	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s	0 47
" Dixie, 7s	0 58

JOS. COTE, QUEBEC.

Cigars	
St. Louis (union), 1-20	$33 00
St. Louis, 1-50	35 00
St. Louis, 1-100	35 00
Champlain, 1-20	35 00
Champlain 1-40	36 00
El Sergeant, 1-20	55 00
El Sergeant, 1-40	55 00
El Sergeant, 1-10	55 00
Cut tobaccos.	
Petit Havana, ½, 1-12—1-6	0 40
Quesnel, 1-4, 1-2	0 65
" 1-2	0 68
Cote's Choice Mixture, ½-lb tins	0 75
" " ½-lb "	0 70
" " 1-lb "	0 00

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz	$18 00
Absorbine Jr., per dozen	9 00

Yeast

Royal yeast, 3 doz. 5 cent. pkgs	$1
Gillett's cream yeast, 3 doz. in case	1 10



TANGLEFOOT FLY PAPER The Standard throughout the world for more than twenty-five years. ALL OTHERS ARE IMITATIONS.



"GLOBE" with Percolator.

This pot speaks for itself. When tea is drawn take the Percolator out and tea remains free from tannin.

We make seven sizes of this, also The Champion Tea Pot. Send for price list.

R. CAMPBELL'S SONS

HAMILTON POTTERY

HAMILTON, - ONTARIO

Brunner Mond & Co.'s

WASHING SODA

Drums,	336 lbs.	Barrels,	336 lbs.
"	224 "	Bags,	224 "
"	112 "	"	112 "
"	100 "	"	100 "

Concentrated Sal Soda

Casks, 560 lbs.

Winn & Holland

Montreal

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Our new booklet under this title is out now and will be sent to anyone interested in a trip to the British West Indies from Halifax. A delightful thirty-eight day trip.

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OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

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Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

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Agent:

JOHN FORMAN, - 644 Craig Street

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For best values in

CURRANTS

Get quotations on fruit exported by

J. Caramandani & Co.

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You can talk across the continent for two cents per word in a Canadian Grocer Want Ad.

SALT! of any kind

Don't you want a car while winter roads are good?

VERRET, STEWART & CO.
LIMITED
MONTREAL

In Sorting Up Your Stock of Canned Fruits and Vegetables

have you considered

Laurel Brand?

If your jobber cannot supply you, write us direct

The best of goods — Attractive labels

Every can guaranteed

J. H. WETHEY, LIMITED
ST. CATHARINES



Empire Brand

A Bargain List

See our Travellers or let us hear from you.

Rolled Oats, Jams, Brooms, Catsup (2 lb. tins), Catsup (pints), Dried Peaches and Cots, Pineapple in Tins.

4 FREE PHONES
Use Them.

GEO. E. BRISTOL & CO.
Wholesale Grocers
Hamilton, - - - - Ontario

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Also in Great Britain, United States, West Indies, South Africa and Australia.

CANADIAN GROCER

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VOL. XXIII. PUBLICATION OFFICE: TORONTO, JANUARY 29, 1909. NO. 5



It's the Food for Young and Old—

Robinson's Patent Barley

—Seasonable, healthful, nourishing
—Just the thing for this weather

It's a food you should sell. Write for sample and particulars.

FRANK MAGOR & CO., 403 St. Paul Street, **MONTREAL**

Agents for the Dominion of Canada

Still Talking Syrup

Yes, and it will pay you to TALK SYRUP to your customers now.

They want syrup. It's the time of year when young and old best enjoy a good table syrup —particularly the children.

And, besides being healthy, pure, clean, wholesome and strengthening, if it's

"Crown Brand" Table Syrup

you are selling your customers, they will thank you for the reminder.

ASK YOUR WHOLESALE GROCER FOR "CROWN TABLE" SYRUP

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, Toronto, Ont. Works, Cardinal, Ont. 164 St. James St., Montreal



A profit to be good must be sure. Sure profits are made only on goods that have a sure sale.



Quality is essential to make sales sure. In the manufacture of Imperial Products quality is the first consideration.



MacLaren Imperial Cheese Co., Ltd., Head Office, TORONTO

"Shell" Brand Castile Soap





The "Shell" Brand of Castile Soap is packed only by Couret Freres, of Marseilles, France.

The leading brand in the Dominion.

Sixty-seven per cent. pure oil. Seven per cent. more of pure oil than you'll get in ordinary Castile Soap.

In 1-lb. bars and upwards—also in pressed cakes.

"Shell" Brand Sold by Leading Jobbers

Arthur P. Tippet & Co.

Agents

Canned Where Caught

The "THISTLE" Brand of CANNED HADDIES, KIPPERED HERRINGS, and HERRING AND TOMATO SAUCE, are canned right where they are caught—at the water side. How better could you preserve the natural richness and delicate flavor of the fish ? IMPOSSIBLE.

But that is not all, because Captain Austin has the unequalled skill of a lifetime of experience. THERE'S NO DIRT OR SLIME—NO UNCLEANLINESS TO BE FOUND IN THE "THISTLE" BRAND. The reputation of the foremost fish-curer in the country is at stake under the label of the "THISTLE" brand. Buy it and you buy the best.

"THISTLE" BRAND FISH

Arthur P. Tippet & Co.

Agents



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Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of The Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

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I PUSH BUSINESS IN HAMILTON
FOR LIVE CONCERNS
Do you want your goods sold on this market? Every detail looked after thoroughly.
WRITE ME TO-DAY
G. WALLACE WEESE
Manufacturers' Representative. Hamilton, Can.
Offices, Myles' Fireproof Storage Warehouse.

HALIFAX, N.S.

J. W. GORHAM & CO.
JERUSALEM WAREHOUSE
HALIFAX, N.S.
Manufacturers' Agents and Grocery Brokers.
WAREHOUSEMEN
can give close attention to few more first-class agencies. Highest references.

MONTREAL

FOR SALE
Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.
J. T. ADAMSON & CO.
Customs Brokers and Warehousemen
27 St. Sacrament Street, Montreal
TEL. MAIN 778 BOND 28

ROBERT ALLAN & CO.
General Commission Merchants
MONTREAL
Fish, Oils, Beans, Peas and Produce.
Agents: "Royal Crown" Skinless Codfish.
Representing Morris & Co., Chicago, Pork and Lard.

J. WALTER SNOWDON
MANUFACTURERS' AGENT AND BROKER
Open for exclusive representation of one or two more reliable houses with good grocery lines. Correspondence solicited.
Address
23 Burton Ave., Westmount, Montreal

D. McL. BROPHY
414 St. Paul St. - Montreal
Broker and Manufacturers' Agent
Open to represent one more up-to-date house desirous of utilizing my excellent connection with the grocery trade.
Correspondence will receive prompt attention

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Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's.
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G. C. WARREN
Box 1036 - REGINA
Manufacturers' Agent and Commission Merchant. Direct Importer of all grades of pure Ceylon Teas, and Grocery and Drug Specialties. Dealer in Coffees, Spices, Mustard, etc. Established eleven years. More lines desired.

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W. S. CLAWSON & CO.
Manufacturers' Agents and Grocery Brokers
WAREHOUSEMEN
ST. JOHN, - N.B.
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ON SPOT
RAISINS, CHEESE, BEANS
EVAPORATED APPLES
AT LOWEST PRICES
W. H. MILLMAN & SONS
GROCERY BROKERS
TORONTO

W. G. A. LAMBE & CO.
Toronto
Grocery Brokers and Agents.
Established 1885.

TORONTO.

"EXCELSIOR"
Maple Syrup Compound
(Wine quarts)
On spot
Anderson, Powis & Co.
Agents
15 Wellington Street East, Toronto

DOMINION STORAGE & FORWARDING CO., LTD.,
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Consignments stored at lowest rates in city. All facilities for handling and shipping goods.
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and
Importers
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Storage facilities unequalled in city — Special cartage delivery — Lowest rate of insurance.

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Wholesale Commission Brokers and Manufacturers' Agents
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(Continued on page 4).

'Tis Ever Increasing——

The volume of the sales of our "GOLD MEDAL" COFFEE each month, shows marked increase over the preceding month. There must be some good reason for it. We can show you good reasons why you should push the sale of

WHOLE OR GROUND

1 and 2-lb. Sealed Tins Only.

"GOLD MEDAL" COFFEE

PACKED IN AIRTIGHT TINS—making a convenient package to handle.

It reaches the consumer with all its aroma, strength and delicacy of flavor unimpaired.

It pays you a handsome margin, and with its steadily increasing sale is the most profitable coffee on the market.

Our name is on every tin—a guarantee of unequalled quality.

A CARD WILL BRING YOU A SAMPLE, QUOTATIONS AND FULL PARTICULARS

EBY-BLAIN, LIMITED

Wholesale Grocers TORONTO



SOLD AT FOLLOWING PRICES:

PINK LABEL	1s and ½s	Costs you	30c per lb.	LAVENDER LABEL	1s and ½s	Costs you	42c per lb
		You sell at	40c per lb.			You sell at	60c per lb.
GOLD LABEL	1s and ½s	Costs you	35c per lb.	GREEN LABEL	1s and ½s	Costs you	50c per lb.
		You sell at	50c per lb.			You sell at	75c per lb.

CANISTERS

GOLD Tins	5s	Costs you	35c per lb.—$1.75	GOLD Tins	½s	Costs you	18c each—36c per lb.
		You sell at	50c per lb.— 2.50			You sell at	25c each—50c per lb.
GOLD Tins	3s	Costs you	35c per lb.— 1.05	RED Tins	½s	Costs you	35c each—70c per lb.
		You sell at	50c per lb.— 1.50			You sell at	50c each—$1.00 per lb.
GOLD Tins	1s	Costs you	36c each	RED Tins	¼s	Costs you	18c each—72c per lb.
		You sell at	50c each			You sell at	25c each—$1.00 per lb.

Head Office and Factory for Canada: 266 St. Paul Street, MONTREAL

GVIE US A TRIAL ORDER AND BE CONVINCED OF THE QUALITY. Yours Truly,

RAM LAL'S PURE TEA CO., LIMITED

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141 Bannatyne Ave.
Winnipeg - - Canada
Wholesale
Grocery Broker
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Manufacturers' Agent
For prompt service use the Wires

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Carman Brokerage Co.
Wholesale Grocery Brokers
WINNIPEG, CALGARY and EDMONTON
GOODS STORED AND DISTRIBUTED
141 Bannatyne Ave. WINNIPEG, MAN.

BASKETS
You can make money as well as oblige your customers if you handle our
Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.
We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.
The Oakville Basket Co.,
OAKVILLE, ONT.

When writing advertisers kindly mention having seen the advertisement in this paper.

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CLARE, LITTLE & CO.
WESTERN DISTRIBUTORS
Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business Solicited.
PHONE 159 SASKATOON,
P.O. BOX 257. Western Canada

Queen City Water White Oil
GIVES PERFECT LIGHT
The most economical high-grade oil ever sold in Canada.
FOR SALE EVERYWHERE

THE PEOPLE OF
JAMAICA
are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the
KINGSTON "GLEANER"
might bring inquiries. Better write for rates to
I. C. STEWART, Halifax

EXPORT TRADE DEPARTMENT.

Firms Abroad Open for Canadian Business.

DAVID SCOTT & CO.
Established 1878. 10 North John St.
LIVERPOOL, ENGLAND.
Splendid connections and references. Try us with a shipment of CANNED GOODS.
T. A.—Scottish, Liverpool.

SPRAGUE
CANNING MACHINERY CO.,
CHICAGO, ILL., U.S.A.



is without a peer in the Canadian market.

No tea is more extensively advertised or better known.

Good tea is a magnet which always draws trade.

Ridgways Tea will be a trade winner for your store.

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Agents—Richards & Brown, 314 Ross Avenue, Winnipeg, Man.

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Capital and Surplus, $1,500,000. Offices Throughout the Civilized World
Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

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LAMENESS from a Bone Spavin, Ring Bone, Splint, Curb, Side Bone or similar trouble can be stopped with
ABSORBINE
Full directions in pamphlet with each bottle. $2.00 a bottle at dealers or delivered.
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ABSORBINE, JR., for mankind, $1 a bottle, removes Painful Swellings, Enlarged Glands, Goitre, Wens, Bruises, Varicose Veins, Varicosities, Old Sores, Allays Pain.
W. F. YOUNG, P.D.F., 204 Monmouth St., Springfield, Mass.
LYMAN, SONS & CO., Montreal, Canadian Agents.

"Make the Goods Talk"

That's good advice, and that's why Canadian Canners' products hold their supreme position.

It has always been the policy of the Management of the Canadian Canners', Limited, to work for Quality.

The buyer of a can of goods with the Canadian Canners' Label knows that he is running no risks. The quality is guaranteed by a responsible, reliable company.

Why buy inferior goods even if at lower prices only to perhaps incur the ill-will of your customers?

If you secure a name for handling nothing but reliable goods you are on the high road to success.

REMEMBER THE BRANDS :—

"Auto," Aylmer; "Canada First," "Log Cabin," "Little Chief," Bowlby's; "Horseshoe," Lalor's; "Grand River," "Kent," Delhi; "Maple Leaf," Boulter's; "Lion," "Thistle," "White Rose."

CANADIAN CANNERS, Limited

CANADIAN CANNERS LIMITED

Why You Should Handle Old Homestead Brand

You can absolutely rely on its uniform high quality. Uniformity in unbeatable excellence is the claim we advance for OLD HOMESTEAD BRAND—a claim substantiated by every can bearing the Old Homestead label. Old Homestead quality is maintained by very critical selection of stock. Our inspectors reject everything that does not come up to the high standard we have adopted. When stock has been bought it is packed in a factory that is a model of scientific sanitation and up-to-date processing equipment and methods. From tne garden to the can Old Homestead Brand is transferred in the manner that preserves the full, delicious flavor and nutriment of the highest grade fruit and vegetables.

Specify Old Homestead Brand
WHEN ORDERING FROM YOUR JOBBER.

The Old Homestead Canning Co.

Picton **Ontario**

Making the Customers Come Back

That's just what

"Pride of Niagara Falls" Brand Canned Goods

have been doing this Season

They'll keep on doing it. It's all owing to the quality and methods employed in the most modern and sanitary factory in Canada. We have on hand

Select Hand Packed Tomatoes
Refugee Wax Beans

These are not cheap goods but THE BEST. Can be obtained through the following agents:

Eby-Blain, Limited, Toronto. **Frank L. Benedict & Co., Montreal**

F. H. Wiley, Winnipeg, Western Agent.

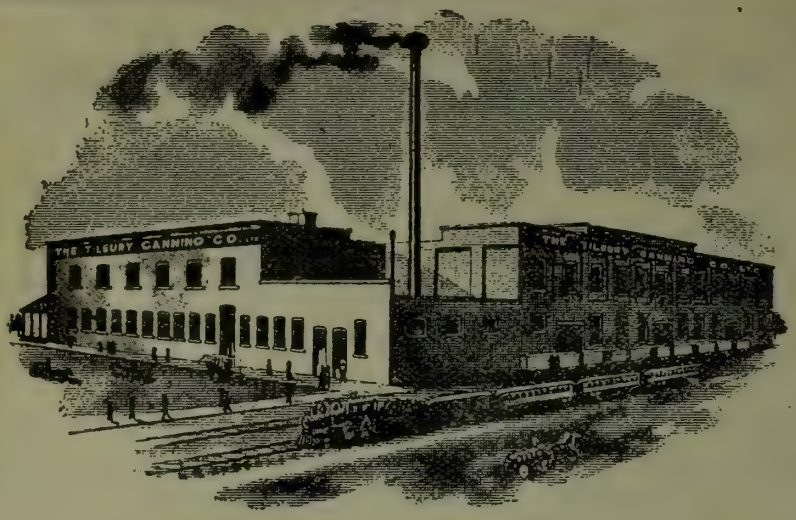
Unequalled in Quality

and a Producer of Permanent Profit

QUAKER
Canned Goods

THE BLOOMFIELD PACKING CO.

BLOOMFIELD, - ONT.



"Tilbury Brand" Canned Goods

are in a group of their own—the **A1 GROUP**

Nothing Better Packed

One of the best-equipped factories on the Continent situated in the heart of the best Tomato District in Canada.

RYAN BROS., Winnipeg
WESTERN SALES AGENTS

Sales Agents for Manitoba, Saskatchewan and Alberta.
A large stock carried in Winnipeg warehouse.

The Tilbury Canning Company, Limited, Tilbury, Ont.

The Wise Grocer

is placing his order for 1908 pack and buying

"PEERLESS" Brand Canned Goods

Put up by the Beamsville Preserving Co., Limited.

SOLE DISTRIBUTORS:

WARREN BROS. & CO., - LIMITED

TORONTO and KINGSTON

TO THE TRADE:

Have You Seen the Latest and Most Striking Evidence of the

Increasing American Demand

for

CEYLON TEA

READ THIS

EXPORTED TO AMERICA

Jan. 1st, to Oct. 31st, 1907

Black, 7,053,900 lbs.
Green, 1,918,600 lbs.

Jan. 1st, to Oct. 31st, 1908

Black, 8,296,500 lbs.
Green, 2,912,100 lbs.

An Increase in Direct Shipments of 24.92%

And in a Year of Trade Depression, Too!

British Columbia Trade

can obtain supplies of

"Pure Gold"

Extracts
Jelly Powder
Quick Puddings
Baking Powder
Condiments
Salad Dressing Powder
Borax
Cream of Tartar
Quick Tapioca

from Agents at VANCOUVER and VICTORIA
of the PURE GOLD MFG. CO., Ltd., Toronto

W. HARRY WILSON & CO.,

or from all Wholesale Grocers in British Columbia

An Unforgetable Link

A man said to us the other day, "I don't see anything wonderful about the enormous sale of "SALADA." Why shouldn't it sell? See how it is advertised." But as we explained to him—No matter how extensive advertising may be the future of any article depends entirely upon the truthfulness or falsity of the claims advertised.

During the seventeen years "SALADA" has been before the public dozens of tea firms and wholesale houses have used every conceivable scheme to get their goods before the public—premiums, bonuses, discounts, long datings, limericks, sampling, demonstrating, newspaper advertising—everything in fact. But of what avail? Everyone of these firms have spent enormous sums in advertising but little or no money was spent on the tea itself.

The fact that "SALADA" has continued to grow in popular favor, year in and year out is because an unforgetable link has been established between "SALADA" advertising and "SALADA" quality.

As we have often stated we first put out a good tea then told the people of its goodness and the people bought it and have continued to buy it because "SALADA" has always been kept good.

Does it not show how willingly the consumer pays a fair price for a good article and how he hates a poor one.

The "Salada" Tea Co., - Toronto and Montreal

Agents for Ontario:
Messrs. W. B. Bayley & Co., Toronto.
Agents for Quebec:
Messrs. F. L. Ben

SYMINGTON'S

ALWAYS READY!
ALWAYS PURE!
ONE STANDARD QUALITY!

COFFEE ESSENCE

UNQUESTIONABLY THE VERY BEST

TO BE HAD OF ALL WHOLESALERS

THOS. SYMINGTON & CO. EDINBURGH

THE LOBLAW CREDIT SYSTEM

Cuts your bookkeeping in half.

The less writing you do in bookkeeping, the less chance to make mistakes.

A perfect system leaves a good impression which means more business.

WRITE OR PHONE TO

THE CARTER-CRUME COMPANY, LIMITED

TORONTO and MONTREAL

Business is Booming in the West

Are you getting your share, Mr. Manufacturer, of the active and profitable business in the West? Are you satisfactorily represented? We can handle one or two more lines.

Correspondence invited

R. B. Wiseman & Co.

123 Bannatyne Avenue East WINNIPEG, MAN.

Manufacturers' Agents and Brokers

We make a specialty of distributing cars for Eastern Manufacturers. Consign to us and we will distribute the goods among your customers.



Every grocer nowadays has a call for Condensed Milk or Evaporated Cream,—Some more frequently than others—When the call reaches you let your answer be:

"Yes, Borden's Brands

We have them—"Eagle Brand" Condensed Milk and "Peerless Brand" Evaporated Cream."

None as good—better not possible.

WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man.

Shallcross, Macauley & Co., Vancouver and Victoria, B.C.



Unsweetened

British Columbia Buyers

PLEASE NOTE THAT

TODHUNTER, MITCHELL & CO.
TORONTO

Can supply your wants for their well known lines of **Coffee, Cocoa, Chocolate**

FROM VANCOUVER

Write Our Agents

W. HARRY WILSON & CO.
VANCOUVER

Imperial Evaporated Cream

If you are desirous of pleasing particular customers who use evaporated cream give them, every time, IMPERIAL BRAND EVAPORATED CREAM.

This brand is put up in the finest dairying district in Canada in the most modern factory it is possible to build. The supply of pure milk is unending, thus ensuring uniform quality all the time.

Secure a supply to-day. will pay you.

REMEMBER THE BRAND



The Canadian Condensing Co.
CHESTERVILLE, ONT.

GENERAL SALES AGENTS:—S. H. Ewing & Sons, MONTREAL



WHY CARRY IN STOCK

Canada First Evaporated Cream?

Because it is Highest in Butter Fat.

SURE TO PLEASE YOUR CUSTOMERS.

EVERY CAN GUARANTEED. NO DEAD STOCK.

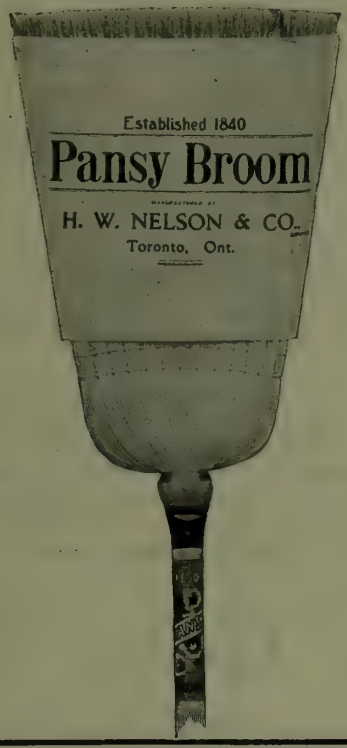
Manufactured by

AYLMER CONDENSED MILK CO., Limited
AYLMER, - ONTARIO

ESTABLISHED A. D. 1840

You Can Make Money Selling

"Pansy" Broom



This is the best broom value in the market. The "Pansy" is just the right weight and thickness and has the springiness that pertains only to the highest grade of broom corn. Housekeepers who have once used the Pansy will have no other brand.

We can supply you with brooms in a variety of grades to suit a variety of demand; but you can make more money by pushing the Pansy. If you haven't got our price list, write for it to-day.

H. W. Nelson & Co., Limited

Toronto

Ontario

E. D. S. Brand Jams and Jellies

Guaranteed Absolutely Pure



Unequalled in Flavor

Agents: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; R. B. Colwell, Halifax, N. S.; J. Gibbs, Hamilton.

E. D. Smith's Fruit Farms, Winona, Ont.



THE A 1 SAUCE

A Fine Tonic and Digestive.
An Excellent Relish For
"FISH, FLESH or FOWL."

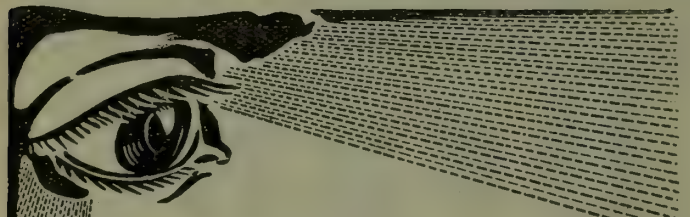
Simply A 1.
Pleases everyone.
The Public WILL have it.
Sold all over the world.

For full particulars and prices write our Agents:

GENERAL AGENT—H. HUBBARD, 27 Common St., Montreal
HAMILTON MORTON CO., 1 Wellington St. E., Toronto
W. H. AHRENS, 396 Victoria St., Winnipeg
J. READ, St. John, N.B.
R. T. TINN, 337 Hastings St. W., Vancouver, B.C.

BRAND & CO., LIMITED

Purveyors to H.M. the King, Mayfair Works, Vauxhall,
LONDON - ENG.



Keep your Eye on 'CAMP'

'CAMP' Coffee grows in favour every day. So easy to make—so delicious when made—so economical—and so sure to give satisfaction,

Besides, the profit is alright too. 'CAMP' customers are *pleased* customers—the kind you want.

Ask your Wholesale House about supplies.



'CAMP' COFFEE

R. Paterson & Sons, Coffee Specialists, Glasgow.

Rose & Laflamme, Limited
Montreal and Toronto, Agents

GASTRONOMICALLY PERFECT
and Purity backed up by $5,000

MASON'S O.K. SAUCE



Giant Bottle retails at 25 cents.
Secured profit 33⅓%

Sole Manufacturers:
GEO. MASON & CO., Ltd.
LONDON, ENGLAND

Represented by
S. T. Nishimura & Co.
55 St. Francois Xavier St.
MONTREAL

N.B.—The trade are cautioned to avoid imitations.



THE PEOPLE NEED H.P.

Bright, "live," aggressive Canadian advertising will send the people to the stores for H. P. Sauce - England's most popular condiment. Stock melts like snow. The people are beginning to appreciate the world's best Sauce, so don't run short of H. P. Our advertising will send the customers ; do your part ; be ready to supply them, and a large and permanent trade is yours.

"Tasting" bottle with quotation (full ordinary size) on application to our Canadian Agents.

W. G. Patrick & Co., Toronto and Montreal. R. B. Seeton & Co., Halifax, N.S.
Georgeson Co., Ltd., Calgary, Alberta. Ellis & Co., Ltd., St. John's, N.F.
Kelly, Douglas & Co., Ltd., Vancouver, B.C.

MID AND VINEGAR CO., Ltd. BIRMINGHAM AND LONDON, ENG.



The grocer who wishes to carry goods for which he will not have to make excuses should have

STERLING BRAND PICKLES

on his shelves. This is a line which if once sold to a customer will be asked for again. Don't turn a customer away without them, but write to your jobber or to us direct.

THE T. A. LYTLE CO. LTD.

Sterling Road, Toronto, Canada

Marsala Wine

A Most Profitable Side Line

With the margin in groceries cut down to such a fine point every side line which will yield a good profit for little trouble is appreciated by the grocer.

We offer you a money-maker in **Marsala Wine**, a beverage from sunny Italy, of finest quality, and the best substitute discovered for the conventional Port or Sherry.

Profit most satisfactory. The wine sells itself after first sale.

Secure a supply to-day.

Price : $7.00 a case and up.

Museo Commerciale Italiano

43 St. Antoine St., Montreal

Sole Agents American Continent **Phone Main 2731**

Pure, Full-Flavored Jelly

Is what your customers expect to get from Jelly Powders, and that is what they do get when you sell them

Shirriff's Jelly Powders

Don't risk disappointing customers by selling inferior goods.



IMPERIAL EXTRACT CO., 18-22 Church Street TORONTO, CAN.

Club Jelly Powders

Now is a good time to push this money maker our travellers can offer you. This line is one that merits your particular consideration if you do not already carry it in stock. The Club Jelly Powders (with Club Cream in same packet), are the kind that sell, and they bring customers back. All flavors.

Give Us a Trial Order

S. H. EWING & SONS

98 King St., Montreal
Also at Toronto



PATENT APPLIED FOR

Mr. Grocer!!



PATENT APPLIED FOR

Have you placed your order for KAISER WAX PAD yet? If not, DO IT NOW—you are missing one of the best business-pullers on the market.

Hundreds of gross of this convenient domestic necessity have been sold throughout Canada during the past five weeks, and repeat orders are flowing in already. MAKE A HIT! Be the first in your town to have them on sale. WOMEN DO THE BUYING of groceries and provisions!

EVERY WOMAN takes a pride and wishes to excel in her laundry-work. Now, where she can procure an article at small cost—10 cents—that REDUCES IRONING TIME BY HALF—REDUCES LABOR TO A MINIMUM—ADDS TO THE FINISH OF CLOTHES—MAKES IRONING A PLEASURE—there she is sure to leave her order for other things.

Advertise Your Business!!!

In each gross we pack 500 descriptive circulars with space for you to stamp or print your firm name, etc. These are attractively gotten up and will not only pull you customers for KAISER WAX PAD—and by so doing pull you customers for your other lines—but makes a good genera advertisement. Send your order to our nearest agent or direct.

Manufactured by

The Ancker-Thiem Co.

CHICAGO, U.S.A.

WANTED — Agents throughout Canada in unrepresented distributing centers.

Canadian Agents:

Howe, McIntyre Co., 91-93 Youville Sq., Montreal, Que.
W. L. Mackenzie & Co., Winnipeg and Calgary.
G. C. Warren, Regina.
Whitlock & Marlatt, Moose Jaw.
Howard Bros., Brantford, Ont.
W. S. Clawson & Co., St. John, N.B.
D. B. Brubacher, 199 Pape Avenue, Toronto.
W. A. James, Vancouver, B.C.

STOVE POLISH

Now is the season for the greatest use of stove polish. This is a line in your business that pays well if you handle reliable goods like

JAMES DOME BLACK LEAD

A stove polish that gives the best satisfaction in its use. Sort up your stock. Sold by all jobbers.

W. G. A. LAMBE & CO., Canadian Agents

Sanitary Cans

For Hand Filled Goods

Tomatoes, Stringless Beans, Asparagus, Spinach, Etc., Apples, Peaches, Pears, Plums, Etc.

Sanitary Enamel Lined Cans

For Color Fruits And Goods Of Strong Acidity

Strawberries, Red Raspberries, Black Raspberries, Blackberries, Sour Cherries, Blueberries, Beets, Rhubarb, Etc.

"The Can Without The Cap Hole"
"Bottom Like The Top"

Write for Samples

SANITARY CAN COMPANY, LTD.
NIAGARA FALLS, - ONTARIO

FRUIT CANS
All sizes—All kinds.

SYRUP CANS
For products of Maple, Corn and Cane.

MILK CANS
For Sweetened Milk and Evaporated Cream.

MEAT CANS
Bevelled, Round and Square.

BISCUIT TINS
of any description.

BAKING POWDER AND SPICE CANS

PROMPT SHIPMENT SUPERIOR GOODS

THE
Norton Manufacturing Co.
HAMILTON

Walter Baker & Co.'s
Cocoas and Chocolates

In single box lots we will supply at the following prices:

Baker's Cocoa, ¼s - - - - -	35½c. per lb.
" " ½s - - - - -	35½c. "
Premium No. 1 Chocolate, ¼s -	32½c. "
" " " ½s -	32½c. "
Webb's Cocoa, ¼s - - - - - -	29½c. "

W. H. GILLARD & CO.
Wholesale Grocers
HAMILTON
Branch House—Sault Ste. Marie

WAGSTAFFE'S
Fine old English
Pure Orange Marmalade
Season 1909, now ready.

WAGSTAFFE'S
Jams, Jellies and Sealed Fruits
are better than the imported.
Once tried always used.

WAGSTAFFE, LTD.
Pure Fruit Preservers
HAMILTON

Brooke Bond's Tea.

Our long experience, our large trade in Great Britain, and our system of buying *for cash* in the countries of production, enable us to offer you the highest quality at very moderate prices.

With every facility in our own Bonded Warehouses we blend and pack tea for all markets in foil, tin, lead, parchment-lined bags, or any other style of packing desired.

We pack under your own label and with any style of printing you may choose.

Agents for Western Canada:

Messrs. Hamblin & Brereton,

Corner of Notre Dame and Victoria Streets,

WINNIPEG, MANITOBA.

Fruit Jars

Gem, Crown, Schram

Butter Tubs

20, 30, 50 lb. White Spruce

G.V. Parchment Paper

Brooms

Splendid Value

Wrapping Paper and Twines

ASK FOR OUR PRICES

Walter Woods & Co.

Hamilton and Winnipeg

Want to Increase It?

The simplest way is to sell only
CHASE & SANBORN'S
HIGH GRADES
Then your coffee trade will grow. Try it!!

Chase & Sanborn, Montreal

THE IMPORTERS

YOU can make no mistake in advising your customers to use

"MELAGAMA" TEA

Its delicious flavor is sure to please, and ***BESIDES,*** there is a coin in every package.

Satisfied Customers is our motto. Make it yours by selling them ***MELAGAMA.***

Bulk Teas—Our stock is complete in every line. Samples and prices cheerfully forwarded upon application.

MINTO BROS., Toronto

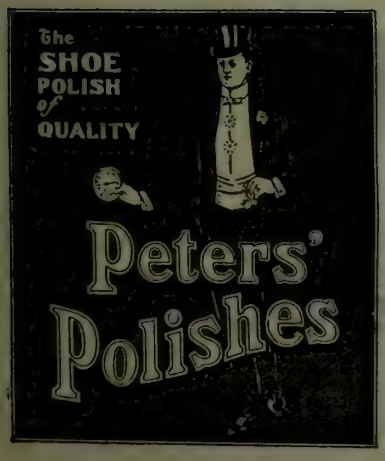
YOU KNOW

CANADA'S GREATEST SPICE HOUSE

ABSOLUTE PURITY

HIGHEST QUALITY

SEND ALONG YOUR ORDERS



PETERS POLISH

A line of shoe polish that has created great enthusiasm among those selling and using it.

Write and get the sale of it for your district. It is a money maker.

M. Peters,
617 Queen St, West
Toronto



A Great Convenience — McGregor's

Patent Bag Holder

Holds every size bag. It is out of the way, yet permits instantaneous selection and prevents all waste.

Write us for full particulars and prices.

KILGOUR BROS.
19 Wellington St. West, - TORONTO

TAPIOCA

We are offering an extra fine quality of Medium Pearl Tapioca—very much finer than anything shown on this market for some years. We have the ordinary quality as well.

The Davidson & Hay Limited

WHOLESALE GROCERS, TORONTO

SUGAR

When next purchasing supplies of Granulated Sugar ask for

Redpath

The purest and best—To be had in original packages—

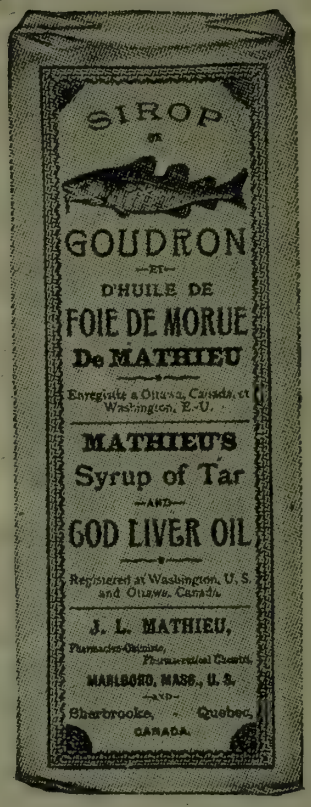
Barrels of about 300 lbs. and Bags of 100, 50, and 20 lbs.

The

Canada Sugar Refining Co.,

Limited

MONTREAL



WHY YOU SHOULD SELL

MATHIEU'S SYRUP

of Tar and Cod Liver Oil

REASON NO. 2

It gives you a decent margin of profit. This profit is all profit. There is nothing to be subtracted from it at the end of the season. No bad or unsalable stock. No time and trouble spent in persuading people to have it

Mathieu's Syrup sells all the year round. It is always on the move from off your shelves into your customer's hands.

Mathieu's Nervine Powder is another good seller. Both are necessities in your business.

MAIL THAT ORDER TO-DAY

J. L. MATHIEU CO., Props., SHERBROOKE, P.Q.

L. Chaput, Fils & Cie., Wholesale Depot, Montreal

JAPAN TEAS

Jobbers please write immediately for samples of the few lines of choice low grade teas remaining.

S. T. NISHIMURA & CO.

MONTREAL and JAPAN

Our Annual Tea Sale

DON'T MISS THE BARGAINS

If open, see our travellers or write for samples.

'PHONE 596 free to buyers.

BALFOUR, SMYE & CO.

QUICK SHIPPERS

Wholesale Grocers, - - HAMILTON, ONT.

Mrs. Jones Tells Mrs. Smith About Balmoral Marmalade

and, wouldn't it surprise you, Mrs. Smith soon becomes a regular buyer of this brand. Must be because of the quality. The wise grocer stocks the best, because if he gets the reputation of carrying the best marmalade people come to him for it and at the same time buy other groceries. One woman tells another about a good line, so you will win new customers every week if you push Balmoral Brand Scotch Marmalade.

J. W. WINDSOR

MONTREAL



SOFT MINTS—5c. boxes.

ACME PELLETS—5-lb. tins.

M. & R. WAFERS—5c. bags.

and a complete line of **LOZENGES, ETC.**

Hard and Soft Licorice Specialties

Appropriate for the confectionery, grocery and drug trades.

Price Lists and Illustrated Catalogue on request.

AGENTS

Toronto - -	R. S. McIndoe -	54 Wellington St. E.
Montreal -	J. M. Brayley -	55 St. Paul St.
Winnipeg - -	E. W. Ashley -	123 Bannatyne Ave. E.
St. John -	H. S. Daly	- - -
Vancouver	J. F. Mowat & Co.	-

DO YOU WANT to buy or sell anything, to engage a clerk or secure a situation? Try a Condensed Ad. in The Canadian Grocer, it will bring results. Two cents per word for first insertion, one cent per word for each subsequent insertion. See page 75 for yearly rates.

TRADE MARK
KEYSTONE
BRAND.
REGISTERED

When deciding where to place your order for

White Wash and Kalsomine Brushes

bear in mind that you can make the ***BEST PROFIT*** and the consumer get the ***most satisfaction*** with Keystone Brand Brushes.

STEVENS-HEPNER CO.
Limited

Port Elgin, Ontario

One Tin of

SNAP

does the work of four times the quantity of soap.



This is a strong point in making sales. Snap is the original hand-cleaner—the first and best. It will not injure the most delicate skin because it contains no harmful ingredients. It will instantly clean the dirtiest, grimiest hands, and is in demand by mechanics, professional men, housekeepers—everyone who appreciates a real hand-cleaner.

YOUR JOBBER CAN SUPPLY YOU

The Snap Company, Limited
Montreal, - Canada

ORIGINAL LANGLEY WARE

Speaks for itself



Finish and workmanship of the finest English Manufacture.

Colors, Plain Green, Plain Green and Gold, Brown and Green, Chocolate, and Fancy Designs.

Tea Pots, with or without Percolators.

Also the

Original Langley Fire-Proof Ware

in **Plain Green and Brown**

The most up-to-date and complete line of earthenware Pottery, consisting of **Art Pottery, Jardinieres, Vases, Flower Tubes, Tobacco Jars, etc.**

Kitchen Ware, **Bake Pans, Egg Poachers, Milk Boilers, Sauce Pans and Butter Jars, etc.**

LOVATT & LOVATT, *Langley-Mills near Nottingham, Eng.*

Write for illustrated catalogue and price list to

CARVETH and COMPANY, Sole agents for Canada.

600 Lindsay Building, - MONTREAL

BLACK KNIGHT STOVE POLISH

is being extensively advertised to your customers. This advertising will bring you business and the genuine quality of Black Knight, the ideal stove polish, will keep that business with you.



Your Jobber Can Supply You.

The F. F. Dalley Co., Ltd.
Hamilton, Canada Buffalo, N.Y., U.S.A.

FREEZE-OUTS

are happening pretty often these days, but Quaker Brand Salmon has not yet had a frosty reception, simply because it possesses undoubted quality.

We maintain it is superior to all other brands upon the market. What we want to know, though, is WHAT YOU THINK.

That's what interests us.

What do you say to prices like these?

TALLS, $2.00 **FLATS, $2.15**

Let's have your opinion

Mathewson's Sons

Wholesale Grocers

202 McGill Street - - Montreal

Grocers

Make Your Wants Known
BY ADVERTISING IN

The Canadian Grocer

Through this paper you reach the retail trade, and let those interested know what you want to sell or buy. We circulate among those who read this kind of wants.

SEE PAGE 75

For You Mr. Grocer Our 1909 Price List

Perhaps you buy our lines. In any case our new Price List is of particular interest TO YOU.

It is complete in every respect, containing beautiful, natural reproductions of our various lines of

Maple Syrup and Maple Sugar Specialties

Confectionery

Jams, Jellies Marmalade

Pickles, Ketchup, Etc., and detailed prices and descriptions.

You will get ideas from it. It is worth having for reference purposes. And IT DOESN'T COST YOU ANYTHING.

A postal brings it *Tell us to-day you want it*

Sugars & Canners

Limited

MONTREAL

Talks To Business Men

NO. 1—GETTING YOUR NAME UP.

Advertisers have a favorite way of thinking that the advertisement that doesn't bring in immediately and directly more than it cost is a failure. Yet they know perfectly well, says the New York Journal of Commerce, that "getting your name up" is a far more valuable asset than the mere sale of a bill of goods; that the big houses of the country have reputations quite as much because they advertise like big houses as because their ads. bring direct sales of goods. There is no more certain way to remain small than by letting the world know that you regard yourself as small—too small and poor to be able to advertise.

It is not the purpose of this article to in any way dispute the fact that advertising to the consumer is profitable. There is too much evidence at hand to prove the contrary. But the manufacturer who "compels" the trade to handle his goods, just because they have been advertised to the consumer —and too frequently neglects to make them profitable—is really bulldozing the trade rather than cooperating. One of the great fruits of organization has been a recognition by manufacturers that the policy which selects the jobber as a channel for distribution is the best one. He has learned to respect the trade. In precisely the same way, it is about time that he carried that recognition to the trade press and realized its power with the trade. The successful advertising campaign of the future will work with both the consumer and the trade, preaching arguments best adapted for each in that medium which reaches it and influences it.



KLEANIT

The Magic Window Cleaner

Special Introductory Scheme.
Our men have full particulars.
If they don't call write us.

James Turner & Co., Limited

Hamilton, Ontario

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This index is made up on Tuesday. The insertion of the advertiser's name in this index is not part of his advertisement, nor does he pay for it, but it is placed here entirely for convenience of readers. We endeavor to have the index as complete as possible.

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He Always Lived Within His Income

How a Penniless and Almost Barefooted Boy Made Money in the Grocery Business—His First Work Brought Him $2 Per Week—Almost 70 Years of Age Now—Still Working But Doesn't Have to—Never Speculated and Was Always Industrious—Believer in Short Hours for Clerks.

"I attribute my success in the grocery business to the fact that I was careful and industrious, that I never speculated and that I always lived within my income."

Such in brief are the reasons for the splendid commercial career of E. K. Scoley, 63 Jarvis Street, Toronto, who prides himself among other things on being one of the two oldest grocers in the Queen City, as well as one of the oldest in the Province of Ontario.

His life, too, has been one of more than ordinary interest to grocers in general. He is a self-made man and he made his money entirely in the grocery business. The story of progress from a boy in his teens doing odd jobs around the city of Toronto for twenty five cents and sometimes less, to a grocery clerk and finally to the proprietor of a store, deserves the attention of clerks as well as of the grocers themselves.

His Boyhood Memories.

Born in Lincolnshire. England, in 1841, he spent a dozen years in the land of his forefathers. Times in the old country were not of the best during the period that followed and twelve years later he sailed for Canada to seek his fortune in the new country of which he had heard so much in his early boyhood.

Therefore in 1853 he became a Canadian and Montreal was his first location. For two years he was engaged as an office boy in that city, during which time he had the privilege of seeing the laying of the corner stone of the famous Victoria Bridge. That was in 1855 and he believes that he is probably the only person living to-day who witnessed the event. No other boys were there and it was only by virtue of his position as office boy with the contractor, that he was allowed to see it. Although this occurred fifty-four years ago, it still remains fresh in his memory.

It Was Westward Ho.

In 1857 Mr. Scoley penetrated deeper into the big Dominion and landed at Toronto. It was just after the closing of the Russian war. He was then sixteen years of age and it is here that the interesting side of his career begins.

On arriving in Toronto he was absolutely penniless. This was nothing, however, to a stout heart and willing hand and this condition was soon overcome. For three months he walked around the city, until the soles of his boots were plainly showing signs of better days, while only occasionally was he getting a twenty-five cent job to do.

Partly disgusted at his ill-fortune, he determined to enlist with the 100th Regiment under Capt. Clark and find food and shelter there. Here again he met disappointment. He was too young and physically he was too small.

Finally he secured work as clerk with a grocer, Wm. Sutherland, corner of Queen St. and Dennistown Avenue at a salary of $2 per week and his board. For two years he worked there from shortly after daylight to eleven and twelve o'clock at night and in that time learned the rudiments of the operation of a grocery store.

Into Business For Himself.

His next employer was Wm. Ramsay, who carried on both a retail and wholesale grocery trade in a store that was situated where now one corner of the new St. Lawrence market is. His



E. K. SCOLEY,

One of Toronto's Pioneer Grocers Who Tells How He made a Success.

duties there as clerk lasted for six years, so that from the year 1859 until the present time—fifty-four years—he has been engaged in the grocery work around the market. This he claims to be the record. His old friend Henry Swan, however, who is still in business near the market, was in the trade one year before Mr. Scoley entered the grocery arena for himself. The highest money he ever received as a clerk was $8 per week."Wages were not so high in those days," he remarked.

When the six years had expired Mr. Ramsay decided to do an exclusive wholesale trade. This gave Mr. Scoley an apportunity. As grocery clerk he had not spent all the money he earned and was in a position to buy—partly for cash and partly on credit—the retail end of the business. That was about 43 years ago and until 7 years ago he occupied the same store which was on a portion of the present market site and an illustration of which appears on this page.

When it was decided to build the new market where it now stands, the old store was pulled down and Mr. Scoley moved to where he now is located—63 Jarvis Street.

The methods which he has followed in making a success of his business are worthy of particular consideration on account of their educative qualities and their benefit to clerks and grocers.

"I make it a point to do a cash business as much as possible," he remarked, "and therefore I have suffered very little from poor pay customers. I find it not difficult to secure cash in these modern times. People don't look for credit now like they used to years ago."

"I have always been an advocate of short hours and I find that the practice of early closing pays."

He explained that his store is closed sharp at six o'clock every night with the exception of Saturday night, when seven o'clock is the limit.

Two Clerks in 36 Years.

"I find that my clerks have appreciated it," he said. "They were always willing to work hard during the day because they knew they had their evenings to themselves. Why, in 36 years I have had only two head clerks," he added.

The present chief clerk is C. Fry, who has been with him for 19 years. He thinks that clerks' hours, generally, are too long.

In buying Mr. Scoley has always made it a point to pay cash and secure the cash discount. In this way he has saved a good deal of the money he now possesses, and has avoided a good deal of unnecessary trouble.

Within His Income.

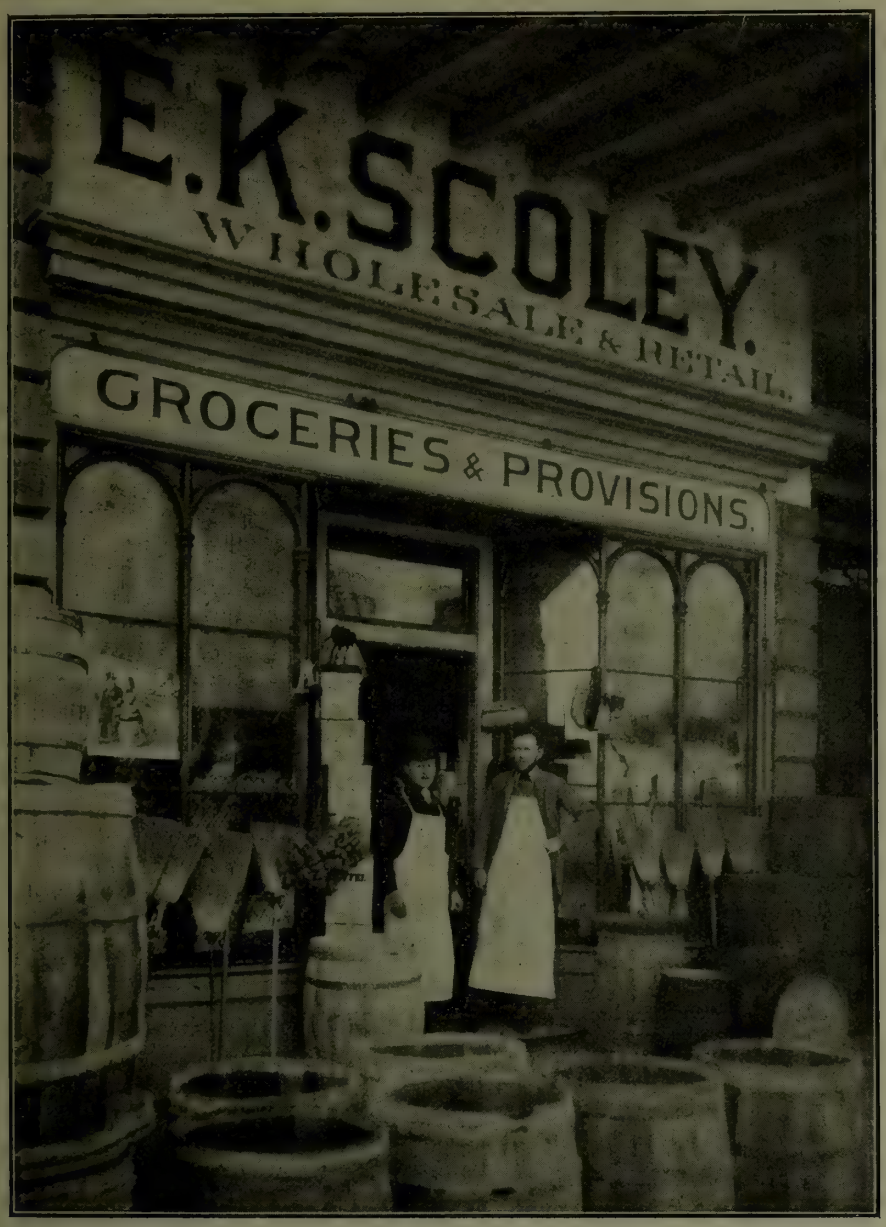
Any person who does not live within his income would find little favor in the eyes of Mr. Scoley. He attributes a great deal of the failures in business to the fact that so many young men spend all the money they earn from their youths up and when they do enter business for themselves, the habit still sticks with them. No matter how small his wages, he has always spent less than he earned.

He has been ever careful in his work, taking every trouble to do it correctly. Added to this he has been a hard worker which, he believes, is the best qualification a man can have in order to succeed in any business or profession. He never lost or won money by speculation, but was content throughout his

lengthy business career with his gradual savings.

Mr. Scoley joined the Queen's Own many years ago and was a member of the guard of Honor to the Prince of Wales—now King Edward VII.—when he visited Toronto in the sixties.

He has been several times across the Atlantic to visit the fatherland, but has always returned to Canadian soil.



Store formerly occupied by Mr. Scoley, which was Torn Down Some Years Ago to Make Way for the New St. Lawrence Market.

PATENT MEDICINE ACT.

This Comes Into Force on April 1st—What it Means and the Penalties That May be Incurred.

On April 1st, 1909, the new "Proprietary or Patent Medicine Act" goes into force in the Dominion, and the Grocer desires to call the attention of its readers to its significance and the penalties that may be incurred if a violation of the provisions is proven against any party.

This will be of particular interest to grocers in rural communities where there are few or no drug stores, and to those who have places of business far from business centers of towns or cities.

The Act stipulates that all proprietary or patent medicines shall be put up in packages or bottles and every one of these intended for sale or distribution in Canada shall have placed upon it, in conspicuous characters forming an inseparable part of the general label or wrapper, the name and member under which the medicine is registered with the words "The Proprietary or Patent Medicine Act," and also the manufacturer's name and address which name and number shall be sufficient identification as to the manufacturer.

Must Secure Certificate.

The Act requires that every manufacturer or importer of Proprietary or Patent medicines shall before offering them for sale procure from the Department of Inland Revenue a certificate of registration. The application must be accompanied by a list of medicines to be covered by the certificate and also by the fee of one dollar.

The actual certificate of registration cannot, however, be issued until the Act comes into force, but, in order that persons may prepare their labels they will as soon as their application is passed upon, be advised of the number alloted them.

The Governor in Council may make such regulations for giving effect to any provisions of the act or in respect of the sale of any patent or proprietary medicine in stock at the time of the passing of this Act, and declaring the true intent of them in any case of doubt, as to him seems advisable and may also add to or remove from the schedule of drugs mentioned in the Act, any poisons or potent drugs, as from time to time he deems expedient, notice of this to be given in The Canada Gazette.

No Cocaine Whatever.

Prohibited medicines in the patent or proprietary line which particularly cannot be sold, are those which contain cocaine, or alcohol when it is in excess of the amount required as a solvent or preservative.

Every person who is convicted of violating the provisions of the Act shall for the first offence incur in each case a penalty not exceeding $50 and costs, and for every subsequent offence a penalty not exceeding $100 and costs, and his certificate of registration may be cancelled.

If the party purchasing the medicine from a company or firm proves that he did not know that the provisions of the act were violated he may be discharged, but he shall be liable to pay the costs incurred by the prosecutor, and the medicine may be declared forfeited to the Crown.

Every penalty or forfeiture incurred for any offence against the Act may be recovered in a summary manner with costs.

THE BURGLAR'S PLANS.

The schemes worked by the light fingered fraternity to secure the coin of the realm are probably innumerable. Merchants are frequently the victims of unique schemes. Here is one from Cincinnati that may well be reproduced to prevent its occurrence to Grocery readers :

Two men went into Henry Schneider's grocery, 997 Martin street, Saturday afternoon and told Mrs. Schneider that her husband had sent them to fix the cash register. They were tampering with the register when Schneider himself loomed up large in their vision, so they made a get away, but not with any of the coin.

W. C. Christmas, Montreal, made a friendly call at the office of The Grocer on Tuesday of this week.

F. W. Thompson, vice-president and managing director of the Ogilvie Flour Mills Company, Montreal, has left for an extended holiday at Nassau.

The rumor that the Tilbury Canning Company was to be absorbed by the Canadian Canners is officially denied. It is stated, however, that some changes are in contemplation.

Produce Pickled Tea in Burma Province

It is Called Lape in the Language of the Burmese People—An Article of Commerce Used Extensively Within That Province—Native of That Land Tells of its Manufacture and How it is Served—Something New for Many Canadian Grocers.

"Pickled tea," perhaps, is a phrase that sounds peculiar to a great many people, including a great many grocers who are supposed to know all about this common commodity, so much of which passes over their counters from year to year. Strange as it may seem, yet there is a certain province in a well-known eastern tea productive country in which the inhabitants pickle the majority of the tea grown and eat it as a condiment—in a somewhat similar manner as we would use horseradish or tomato catsup.

That province is Burma. Any grocer familiar with the geography he studied when a boy will recollect that Burma occupies a prominent position in the eastern section of India. It, of course, is now under British rule.

Well, over in Burma, the Burmese people pickle the tea. Up to the present, foreigners in Burma have not sufficiently cared for this new condiment to have it or its manufacture introduced into other countries and therefore the art of pickling tea is, so far as is known, confined to the Burmese alone.

Used Extensively.

But the extent to which it is used in that province is worthy of more than a passing consideration. The Grocer has been able to secure some authentic information on the matter from a native of Burma, Mr. Solomon, who has come to Canada to be educated in a Canadian college.

Speaking to The Grocer representative, Mr. Solomon, who, by the way, understands and talks English exceedingly well, remarked: "When you come to mention the matter, we do use tea in that way, but it is so common over there that I never thought of its singular nature before. I suppose it was chiefly because no person asked me about it."

Augmented to Mr. Solomon's recollections were some interesting things told The Grocer also by Mr. Armstrong, a graduate of McMaster University, who has traveled rather extensively in India and Burma for the mission cause.

Name and Manufacture.

Tea that has been pickled is known in the language of the Burmese people as "lape," but as yet it has received no English name. Its manufacture is probably the most important part of it, for as yet it has not been used as an article of commerce—except in the province where it is produced. The manufacture is very simple.

The tea leaf is first picked and then put through a boiling process. This is done in peculiar shaped earthen pots known as "chatties" and all that then remains is the flavoring of the tea-pickles. This, however, needs an experienced hand in view of the fact that so many different spices and flavoring condiments are used. Among these are cinnamon and other spices, fried onion, garlic and ginger oil. Sometimes almost all of these are used and at other times only a few, according to the likes and dislikes of those for whom it is made.

How it is Served.

The Burmese are very hospitable people. They do a great deal of visiting among themselves and when these "calls" are made something to drink, smoke and eat is invariably provided by the host.

To drink, a cup of tea is given, a long cheroot for smoking, and to eat, a dish of lape containing probably a couple of handfuls. This is eaten with the fingers, a little at a time, just the same as we would eat horseradish or use mustard with meat, only, of course, we do not use our fingers. Mr. Solomon explained that a cheroot resembled in shape a cigar. It is made from four to six inches in length from the leaf of the teak tree—the most important timber tree in Burma.

Have Street Restaurants.

Lape is principally a household article, very little of it being manufactured for sale. Each house provides itself with its own. There are, nevertheless, several restaurants on the streets of a Burma village or town and at these one can purchase a saucerful for a coin equal to our one cent piece. In this way a considerable quantity is sold to transients. In these restaurants the proprietor flavors the lape as desired, by simply taking a pinch of the spice or flavoring material in his fingers and spreading it on the pickled tea. In the houses themselves it is one of the most common things that appear on the tables.

Confined to the Burmese.

Burma is a province made up of many different classes of people. The population is estimated at 10,500,000, whereas, about 8,000,000 of these are Burmans. The latter represent almost entirely those who make and consume lape. They are a thrifty race and do an immense amount of small trading among themselves. They, as a rule, are plenteously supplied with money, they own their own property and spend freely; they do not believe much in caste and their women are entirely free, unlike some of the other eastern countries. The Eurasians are the mixed population—the English and others who marry Burmese wives and to a large extent have Burmese likes. It is probable that in this way lape may become more widely recognized as an article of commerce when once it becomes palatable to others besides the natives of the province. A like for it has to be cultivated.

Statistics Given.

As intimated above, very little tea is produced in Burma which is not eaten as a condiment. The great tea-raising province is Assam, the one to the northeast and lying next to China. Statistics for 1907, furnished by Consul-General William H. Michael, of Calcutta, show that the total tea production in India that year was 247,514,355 pounds. Of this amount Assam provided 167,545,751 pounds and the remainder of India the rest.

His report goes on to say that "While Burma is a province of India, the tea produced there is not included in the above figures for the reason that most of the Burma tea is pickled and eaten as a condiment. Only 4,175 pounds of black tea was made while the pickled tea amounted to 501,868 pounds."

107 Varieties of Rice.

Grocers will also be interested in the rice production in Burma. The people there make rice their principal food, and a great amount is sent out of the country annually. Mr. Solomon states that it is estimated there are 107 varieties grown in his native country. The Burmese are now interested in modern improvements and in some places use irrigation for the advancement of the crops.

Rice grows dry on the hills and also under water in the lower lands. When the crop is cut it is placed on wickerwork platforms and threshed by oxen tramping on it. The grains fall through the platform. Often the Burmese use lape as a condiment in eating rice.

Rangoon is the great shipping port in Burma.

TAPPED THE TILL.

Alex. Manley, grocer, St. Patrick St. and Denison Avenue, Toronto, had his till tapped one night last week for $25. A man entered the store and asked for some coal oil, and while Mr. Manley was getting it the customer emptied his till and disappeared.

GOVERNMENT OWNED ELEVATORS

A Live Question Among the Grain Growers of Western Canada—Building Advance Predicted for Winnipeg—Plenty of Land Left for Homesteaders Around the Western Metropolis—The Situation in the West.

The Western Viewpoint, by our Special Correspondent.

Winnipeg, Jan. 27.—The annual meeting of the Grain Growers' Association, to which reference has already been made, was held during the past week and very ardently re-endorsed its previously expressed desire of Provincial Government Ownership of Interior Elevators. The promoters of the scheme seemed very confident of success, but while they were in session Premier Rutherford, of Alberta, spoke on the matter in the Alberta Legislature, in reply to a question, and stated that whereas it had been claimed that it would only require $4,000,000 to duplicate the present elevator system of Alberta, from evidence in his possession it looked as if it would be more like $15,000,000, and there were many other grave considerations to be taken into account before embarking upon such a scheme. He was not sure that under the British North America Act provinces had the power to engage in such business. His little speech was cautious but it did not take any great reading between the lines to see that the present Alberta Government is decidedly shy of the scheme. The Saskatchewan Government has already stated that only as an entire monopoly could the scheme be made practical and at this very convention the farmers themselves refused to give the Government a monopoly even if they erected the elevators, clinging to all the loading platform privileges they now have, but still maintaining that the governments should erect and maintain a costly system of elevators without any guarantee that the farmers would use them when they were erected.

The only province that has not yet been heard from is that of Manitoba and some decision in the matter was to have been handed out on the 22nd but did not materialize.

A Monster Problem.

The scheme is a gigantic one, and the Grain Growers' Associations, while they are clamoring for government owned interior elevators and publishing most misleading figures about costs, maintenance, profits, etc., have really no well formulated plan on which the thing could be operated—indeed they seem as if they expected the various governments to do that for them. There seems to be a general impression among grain men that the proposition will be turned down by all the provincial governments at the present time, and it is to be sincerely hoped they are correct.

The export trade of Canada is now on a very satisfactory basis, Old Country buyers are satisfied with the present inspection law and its operation and about the only effect of such a radical change would be a very general upset of the export trade.

Last year the fact that this question was pending had a great effect in deterring line elevators from erecting new houses, but this year up to date contracts are already under way for the erection and equipment of no less than 85 new houses, many of them on the line of the new G.T.P.

Dominion Charters Preferable.

The companies planning the erection of these houses are very reticent at present, but there is every reason to believe that the difficulty of provincially owned interior elevators will be gotten over by the companies securing Dominion charters and building their houses under those charters. Many men in the grain trade are coming to realize the absolute need of having Dominion charters for the carrying on of their business. In the first place, every grain dealer operates in at least four provinces and many of them in five provinces of the Dominion. Experience has taught them that while it is not very difficult for some body of agitators to secure the passage of drastic and often foolish legislation in a province, it is much more difficult for anything of the kind to be done by Dominion enactment and therefore the advantage of Dominion charters.

Business men in the east may think this interior elevator question a purely western one and confined to the grain trade, but once let the government start on the erection and operation of interior elevators and every business man in Canada will find the effect on trade generally. Instead of being a remedy for the present ills of the farmer it will bring about a condition of affairs that will make present troubles look rosy indeed.

Erecting New Elevator.

Fort William is to have another terminal elevator. This will be erected by the Western Elevator Company, of Winnipeg, who have a large line of houses throughout the West. The new house will be located 350 feet north of the present Consolidated Elevator on the banks of the Kamanistikwia River. It will have a capacity of 900,000 bushels and will be of the most modern construction. Work on this elevator will be started immediately.

Winnipeg is starting well in the building line for 1909, which promises to be a very active season. There is much to lend impetus to building this year. Prices of material are fairly reasonable, there is an abundance of lumber on hand, and a heavy cut this winter. The labor situation, although always a doubtful proposition until after May 1, looks rather healthier than it has done for some years. Lastly, the money market is encouraging, for not only can loans be negotiated on good propositions without trouble, but there is apparently a fair prospect of even cheaper money before the building season actually sets in. The architects of Winnipeg already have plans in hand for buildings that will aggregate $2,000,000, all to be erected in 1909. The Canada Permanent Mortgage Company are getting out plans for their splendid office building on Garry St. Several eastern factories are negotiating for sites and the coming of the Great Northern Railway into the city will necessitate the erection of their terminals on the property which they bought up two years ago on Ross Street and in that vicinity. It is quite probable that the station will be erected between the site of the old Princess Opera House, that was dear to the heart of old timers and was destroyed by fire some years ago, and the present city hall. This will bring it right into the business centre of Winnipeg on the west side of Main St. All the present railway terminals are on the east side of that street.

The Winnipeg Stock Yards.

Progress has been made in the matter of the Union Stock Yards to be located in St. Boniface. A trunk sewer was one of the first essentials in laying out the yards and the representatives of the three railway companies interested have filed with the council of the town of St. Boniface assurances of their intention to spend from $300,000 to $400,000 in the laying out and equipping of these yards. F. W. Peters, assistant to the second vice-president of the C.P.R., the chief engineer of the company, and the general superintendent are leaving for the south to make personal and detailed inspection of the stock yards at Chicago, Kansas City, St. Joseph, Omaha and South St. Paul.

The Live Stock Shippers' Association have received the assurance of Mr. Peters that the railway companies concerned are prepared to give to the city of Winnipeg every facility in connection with the construction of a public abbatoir that they would give to any private corporation. The city of Winnipeg will be given land upon the same terms, and will receive the same trackage and operating facilities that will be given to any private corporations.

The subject of a city owned abbatoir and market is quite a live one in Winnipeg at all times.

Land for Homesteading.

The number of homestead entries in the Canadian West in 1908 was 49,154, and of these only 1,754 were in the Winnipeg district. But the year 1909 is likely to have a very different record, for many thousands of acres of the finest land in the province is now being rapidly surveyed and will be ready for entry

about February 23. Many people have the idea that all the land in the Winnipeg district has been homesteaded, but as a matter of fact, there is more land still open for settlement in the Winnipeg district than has yet been settled upon. This land now being thrown open for homesteading is largely in the northern part of the province. There are blocks of open prairie with patches of light scrub in some places, an abundance of water in the form of small clear lakes and good well water to be obtained by boring, on every quarter section.

The fact that these lands are so near the large market of Winnipeg, increases their value ten fold from the standpoint of the homesteader and it is expected there will be a great rush for them.—H.

EFFECT OF TEA ROOMS.

The Grocer has, from time to time, mentioned the possibilities of the tea room in connection with tea and coffee stores, and in fact departmental and grocery stores. Many tea rooms have been started and failed, but few if any fail when run in connection with some other business of a suitable character. Ladies frequently enjoy a cup of superior tea or coffee in one of these places and on their way out of the store order some of the blend which has pleased them, for their own tables. In this way a new customer is made, and as an advertising feature it is difficult to excel. A point which should be borne in mind as a very important feature, and one which will materially affect the future of the business, is that of interior appointment. Women perhaps more than



Ye Old English Tea Room of Castle Blend Tea Co., Montreal.

men, are susceptible to their environment. Simple, but good taste, in the matter of interior decoration, is what is required. Appearances count for much in business. If a woman enjoys a cup of tea amidst harmonious surroundings and is comfortable, the chances are good that she will return, and business from her will ensue.

The illustration on this page showing the interior of "Ye old English Tea Room," of the Castle Blend Tea Co., Montreal, will help those who contemplate establishing a tea room in the matter of decoration and furnishing. This interior is simple and in good taste, and many things might be said about it which are all summed up in the fact that is highly successful. The tea room habit is on the increase, owing perhaps to the influx of English people, who have long been accustomed to them, and to the spread of Continental ideas in America.

THE MANUFACTURE OF VINEGAR

Is the Variety Made From Acetic Acid as Wholesome as Vinegar Made From Grapes and Sour Beer?—Where the Sale of the Former is Prohibited—Argument in its Defence.

Vinegar is a substance made in various ways, and there are probably some grocers who understand little of any method. It seems that in Sydney, New South Wales, there have been a number of prosecutions recently by the government, against traders selling vinegar made from Acetic acid. The Storekeeper of Sydney, commenting on the subject, has the following to say:

The N.S.W. health authorities declare that vinegar must be made from malt, and any other is necessarily adulterated and unfit for human consumption. Now it so happens that malt vinegar is a spurious imitation of true vinegar, which, as the name indicates, is sour wine. Wine vinegar is the only true vinegar, and as such England was supplied from the French makers for many years. But when France and England were at war, French vinegar was at a discount. It was hardly procurable, and also patriotic Englishmen hated anything French. So it came about that vinegar in England was made from sour beer instead of from sour wine.

Then there came a time when the brown vinegar of commerce did not please everybody, and so certain manufacturers began to distil the vinegar to purify it from extractive matter, and produce a finer article. This was practically a somewhat impure form of acetic acid, as it contained certain esters, which were not destroyed, or removed by distillation, but the percentage of these was very low, and they played no important part in the preparation.

The next step was the manufacture of acetic acid by the destructive distillation of wood, yielding in the first place a crude, dark liquor called pyroligneous acid, or essence of smoke. This is converted into acetate of lime, which is again decomposed by sulphuric acid and converted into sulphate of lime and acetate of soda—acetic acid. The acetic is distilled from the liquid. Again, this acid is neutralized with soda, and thus concerted into acetate of soda, which substance is re-crystallized until pure. Again it is mixed with sulphuric acid, which converts it into sulphate of soda and acetic acid. The sulphate of soda is left in the retort, and the pure acetic acid is distilled over, and diluted with water, until it is of the same acidity as vinegar.

Acetic Acid Vinegar Wholesome.

Now the value of vinegar depends upon the percentage of acetic acid which it contains. If a man sold as vinegar a 2 per cent. solution of acetic acid, he would be guilty of a fraud; but if a man sells vinegar of full strength, made with acetic acid, he sells a better article than a man who sells vinegar of the same strength made with beer. In the former, all the impurities have been removed by distillation, while in the latter they are all retained. To say that vinegar made with acetic acid is unwholesome is false. It is just as wholesome as the beer vinegar, if not more wholesome. To say that it is not vinegar is also false. It is as much vinegar as distilled vinegar from grapes or from beer.

No man has a right to say, "Vinegar made from acetic acid is not vinegar, because I say it is not." The Board of Health has no right to stop the sale of acetic acid vinegar if it is sold openly as such. If acetic acid vinegar is sold with a label "Genuine Malt Vinegar," then there is obvious deception. But a certain firm puts up and sells large quantities of vinegar labelled "white vinegar," and analysis show that it is a solution of acetic acid of great purity. Shall anyone dare to say that they are wrong in doing so? Their preparations have a world-wide reputation. But if it is right for one firm to sell a white distilled vinegar, surely it is no worse for others to sell a vinegar of the same composition, only colored with burnt sugar, to suit the popular fancy.

The Recent Prosecutions.

The fact is that the recent vinegar prosecutions inflicted a great injustice upon many shopkeepers. They offered for sale a perfectly wholesome article. They did not pretend that it was malt vinegar. In some instances they distinctly stated that this was not the case. And it is an injustice and a hardship that such should not be allowed. There was no fraud intended or practised. The article offered was perfectly wholesome. And if people are content to use such in place of malt vinegar, they should be allowed to do so.

It is to be sincerely hoped that those who have the matter in hand will not let it drop until they have vindicated their claim to sell a wholesome solution of acetic acid of full strength as vinegar, to all who may be willing to buy the same. There is no question of inferiority, as the acetic vinegar is every whit as good as that made from beer. The temperance people should prefer the acetic vinegar to the beer or the wine vinegar.

An Appeal for Common Sense.

If the law prohibits the sale of acetic acid vinegar, then the sooner the law is altered the better. If this matter is only a question of a regulation of the Board of Health, then as reasonable men the members of this Board will see the force of the arguments used by those who claim their right in this matter.

Let it be distinctly understood that acetic acid vinegar is not sold as malt vinegar; it is not unwholesome in any way; it is of full strength so far as acidity is concerned, and it contains no trace of foreign acids, such as sulphurous or sulphuric acid. It is sold as acetic vinegar, or acetic acid vinegar, and on its merits it will find its way. But to say that it is wrong to sell this article is absurd. If the law prohibits the sale it is only an example of the old proverb, "The law is an ass." At the same time, a gross injustice has been done to many honest traders.

HOW GROCERS CAN BE BENEFITED

Changes Suggested in the Division Court Act—Under Present System Expense is Too Great—Plea for Unity of Retail Merchants to Present Question to the Government.

To the Editor of The Grocer :—

For several years the Retail Merchants' Association of Canada have been endeavoring to secure a change in the Division Court Act, but have not succeeded, on account of the opposition from bailiffs and other officials. Last year the desired amendment was regarded as fair, and met with the general approval of the legislators, but just before the House was dissolved, an army of these officials met at the Parliament House and through their opposition the bill was again laid over.

The thousands of merchants all over this country should ask themselves the question, whether our laws are made for the officials or for the people ? Every retailer knows the complicated and costly machinery of the Division Court, and often the very unsatisfactory results obtained through it.

How Collector Loses.

It has been proven that it costs on an average over $2 to collect $1 throughout our whole country, to say nothing of the annoyance and time wasted. Besides, to do up with this, it appears that the sympathy of the judges, in the majority of cases, runs with the defendants. This seems to be based on the judge's idea that the merchants should not give credit, and for doing so deserves little or no pity. If he understood trade conditions as they exist, especially in our large cities, he might look at it from a different standpoint.

The retail grocers constitute the largest charitable institution in our country, and giving credit is absolutely unavoidable and even necessary. A few days ago about a thousand unemployed men met at the city hall, Toronto, for work. While all these may not be deserving, it is not exaggerating to suppose that at least 200 of them had nothing with which to buy their next meal, and perhaps have wives and children suffering for want of food. The city cannot give them immediate relief, and the only thing for them to do is to get credit from the grocer or starve. With many years of experience, and having met many such cases, I am pleased to say that at least four out of five of these poor unfortunate people will pay such accounts.

Censure Follows Charity.

What would be the result if the retailers would not have compassion on them and do this ? They would either have to beg or steal and run chances of bringing shame and disgrace upon their families, but through the kindness of the retail merchants any number of families are carried over such a crisis and enabled to protect their respectability and the honor of themselves and families. For doing this, should the retailers be subjected to censure, as well as be put to unreasonable expense and annoyance when he has to resort to the aid of the court for collecting ? From the small number who abuse the kindness of the merchant, under such circumstances, why should the retailer not be placed on the same level with the laboring people ? If a man works for another and for some reason the employer does not pay him, he goes to the police court, and without costing him one cent, secures the services of the court. The policeman serves the summons and the matter is attended to.

Many of the workingmen are making more net profit per day than the grocer, and are not tempted once to give credit, when the grocer is a hundred times, and why should they have this simple cheap and effective system for collecting, and the same denied to the merchant ? It seems to me it is simply unfair and unjust. But it shows that the laboring people demand and get what is right to protect their own interests, while the merchants neglect to obtain what they should have.

Some Suggestions Made.

An amendment to the present act, in my opinion, is absolutely necessary, and the merchants should rise in their might and demand it. If it is not possible to secure the same privileges the laboring people have, I would suggest that the court costs for $20 and under should not exceed $2, and when the court finds that the defendant owes the account sued, the court should arrange with him to pay at once or on time, by making him bring it to the court on certain dates. If he appears, and was unable to secure the amount, the clerk or judge should have the power to extend the time, but if he does not appear, he will be liable to be arrested for contempt of court. By this system the one who caused the trouble, and not the innocent grocer, would have to do the walking.

This bill will again be brought up during the next session, and I should like to see it thoroughly discussed through The Canadian Grocer, and delegates appointed from every town to meet at the proper time.

Yours faithfully,
A RETAIL GROCER.

CLERKING AT $4 PER WEEK

Nearly Fifty Years of Age and is Learning the Grocery Business—Pays His Own Board and Buys His Own Clothes—Agreement Lasts Until March.

How many grocery clerks are there who can live in a city like Toronto on $4 a week, pay their own board, and buy their own clothes ?

This is exactly what Chas. McMullen, until recently a citizen of Woodstock, is doing. It might be explained here, however, that Mr. McMullen has just begun to learn the grocery business, although he is more than 45 years of age.

He began his duties on Thursday morning, January 14th, in a King St. East grocery store. On that same day a Grocer representative met the new clerk, who was in the midst of dusting and cleaning the shelves—a job given him by his employer to allow him to find out what kind of goods were there and exactly where they were.

"I was out of work in Woodstock," he remarked, "and came to Toronto on a visit, thinking, too, that I might run across something to do. I have made a contract with my employer to work for him till March at $4 per week."

Work and He Agree.

Mr. McMullen has seen a good deal of life, but he is still active and healthy. He wants to work, and although he has passed the turning post in life, is anxious to learn the grocery trade and is willing to spend his time, ten or eleven hours a day, in a grocery store at $4 a week and pay his own board into the bargain.

This is not the first occasion that he has worked practically for his board. Rather than remain idle he has gone out on the farm to spend the winter choring for simply what he got to eat.

"Some of my friends," he told The Grocer, "are walking around the streets in Woodstock with nothing to do. They wanted me to do the same, but I struck out to get my board, anyway."

One of the best traits of Mr. McMullen's character seems to be that he is willing to learn. In addition to this he is amiable and neat and although late in starting should make a success at the grocery business. His first day in his new position gave him plenty to do. He had washed the plate glass window, and had done it well, although there is, possibly, a thing or two to learn in this connection.

His First Window Dressing.

The art of making attractive a window is not learned in a minute, as all window dressers know. The new clerk was doing his first work and although the display was not a brilliant one, yet to him at least it appeared much above the average. His idea was to get rid of a surplus stock of canned goods and syrup and these were displayed to the best of his ability on the floor of the window.

The manner in which he spoke of his first attempt showed that he was deeply absorbed in the task and that he was anxious to please his employer and do as much for him as possible. Among the canned goods in the window and on the shelves was a considerable quantity of sardines. The proprietor had asked him to mark the price down to 5 cents each and a roughly-printed show card pointed out the reduction.

"If I had my way," he remarked, "I would sell them six for a quarter—might as well keep the money in circulation and get in a supply of fresher goods."

Keeps His Customers.

Mr. McMullen has confidence that once he secures a customer he can hold him. The nearest position he has held to being a grocery clerk was assistant in a restaurant which he made

a paying proposition when it was under a mortgage. He attributes his success to his ability to please his patrons—something very essential in the life of a grocery clerk who makes good.

"When March comes and my contract expires, I hope to be able to earn a little more money than four dollars a week," he told The Grocer representative, "as I shall then have nine or ten weeks' experience. I'm going to stick to it until then if I'm allowed to stay, even if I don't get very much pay."

Strictly Temperate.

Mr. McMullen takes a smoke occasionally, but he says he has yet to learn the taste of liquor. He does not believe a clerk in a grocery store should drink on duty. His contact with so many people, principally ladies, in his opinion, made it almost necessary that he should be temperate or lose custom.

Had Mr. McMullen started in the grocery busintss 25 years ago, with his industry and qualifications he would undoubtedly have made a success.

TRAVELER MAKES A CHANGE.

H. H. Livingstone Joins Staff of Mayell & Co., Toronto—Sixteen Years on the Road.

A traveller who has been on the road for some years is H. H. Livingstone, of Montreal, now with Mayell & Co. Limited, Toronto.

For sixteen years he travelled for the Pure Gold Co. of Toronto, paying especial attention to the trade in Ottawa and Quebec, but also doing an extensive business in other parts. During that time he gained the reputation of being a "hustler" and was a valuable travelling member of the company he represented. In joining the staff of Mayell & Co. he still retains his connection with his old customers on the road as manager of all the Quebec agencies for that firm. He is a man who has always been represented as dealing with his customers on business principles.



H. H. LIVINGSTONE, MONTREAL.

THE FORCES BACK OF BUSINESS

What Prompts Men to Launch Out Into the Mercantile Sea for Themselves—Mistakes That Are Often Met With—A Man's Present Condition Should be Carefully Studied Before He Makes a Change—Experiences of Grocers.

G. B. Van Blaricom

The world is a peculiar place when taken all in all. The ceaseless restlessness and agitated spirit of man is deplored by many, and the quality of stick-to-itiveness is loudly proclaimed as one of the chief elements of success, and so it is. On the other hand, everything has its limitations, and too much of a stated quality may mar the most promising career. The eccentricities all around us manifest themselves in many ways. Here is a young man anxious to get married and on the adjoining street is another resident mentally cursing his foolhardiness for ever undertaking such a step. Another resident in a town abhors the thought of paying rent and is almost beside himself with eagerness until he buys a house in which to reside. Another lives in his own dwelling and is advertising it for sale in the papers. He wonders if a purchaser will come along soon, and is willing to sacrifice his property in order to get rid of the responsibilities of ownership and taxes.

Merchants Make Mistakes.

The field of human activity and endeavor might further be surveyed. Many a young man, who has clerked for years, perhaps, in a grocery store, thinks all his troubles will come to an end as soon as he can find a suitable opportunity to go into business and invest what capital he has saved up. Across the way is a grocer who embarked in the trade himself a few years ago and he is to-day heartily sick of his venture. He wishes he could sell out and avows that he would never again be so unwise as to enter upon the troublesome path of "Going into business for himself." One man breaking his neck, so to speak, to start business, and the next one madly desiring to get out of it, thus demonstrating that it takes all kinds of people to make a world.

It Makes the World Go Round.

And yet, if it were not for this constant wish for change—the expectation of something better in another sphere of activity—the uneasiness of an energetic spirit and the buoyancy of hope—this would be a rather slow going world. It is this impatient disposition implanted within us, and the incessant desire to gratify it, that drives the world of business. It would never do for everybody to lay on his oars. The whole industrial and mercantile arena would stagnate. There would be no opportunities created, no new fields cultivated, no dreams of happiness looming up, and no wealth produced. The spirit of ambition would die, and responsibility would be shunned. Appalling would be the condition of things in general if competition never held sway, if all capital was locked up and every man was content with his lot. Stagnation would become rife and the progressive disposition of the age, the desire to accomplish, to overcome, to master difficulties, expire. Be thankful, then, for an active mind, the gift of imagination, and a happy outlook, even if your hopes are never reached.

Into Business for Himself.

Does it pay a young man to go into business for himself? is a query almost as old as the moral law. It is a problem which will never be satisfactorily solved except on its own individual merits. It depends to a large extent on the man himself, his experiences, his qualifications, his capabilities and his executive ability. The question is one too abstruse and perplexing to answer off-hand. A merchant remarked the other day, "I have gone into business for myself three times now, vowing if I ever got out I would never be so rash as to re-enter upon such a career, with its attendant cares and responsibilities, but will seek the quieter and less troublesome path of a salesman; but you see I am in the game again. I simply cannot keep out of it. When I am in I burn with a desire to get out, and when I am out I am consumed with a passion to get back. The cause is, I suppose, looking at it from different viewpoints."

Another young man who had also had similar experience, when asked if it paid to conduct a business for himself, replied, "Yes, if you invest your own capital and do not take in a partner."

Still another said, "I would not think of going into business on my own capital and would have a partner by all means as two heads are better than one."

Talking to one of many years' experience in the grocery line, he remarked, "I waited ten years until I accumulated enough money of my own to buy out a stock, and now, after these ten years of insight, if I had to start over again, I would go in on somebody else's capital and not wait to secure money of my own. Think of all the time I have lost."

Present Condition Important.

Another man, who had been in business for himself and had held good positions as a salesman, asserted, "Whether it is profitable to go into business and whether there is more money in working for yourself than for another depends entirely upon the kind of job which you hold. My own conclusion is, that if you have a position offering a fair field for advancement and if you are reasonably well situated in your present relations, by all means you should remain in the service of the house or firm with which you are engaged. At the end of ten or twenty years, in all reasonable probability, you will be farther ahead, not only financially, but in contentment, peace of mind and bodily health."

Where British Columbia Stands Alone

Companies Doing Business There Must First Secure a Provincial Charter—Otherwise Accounts Cannot Legally be Collected or Contracts Enforced—What Fees Have to be Paid—Manufacturers Think Dominion Government Should Take Action—How Some Have Suffered Financially.

A matter of importance to incorporated companies doing business in British Columbia, especially where contracts are entered into or orders taken, is that, unless an extra provincial organization has registered upon the commencement of operations in the Pacific Coast Province, it cannot legally collect accounts or enforce agreements. It is, therefore, not safe as one manufacturer expressed it, to do business there unless you have first registered and paid your interprovincial tax.

A case recently tried goes to prove that a company transacting business was non-suited by the Supreme Court of British Columbia, when action was entered to collect, on the ground that the outside company had not previously registered. Extra provincial companies, even if they have a federal charter and are licensed to do business in all parts of Canada, cannot, it seems, live up to the full privileges and powers accorded them, when it comes to securing orders in the far western province; and the regulation now in force would appear contrary to the spirit and intent of Confederation itself.

If outside corporations do not register and take out a license in British Columbia, the provincial courts declare that any contract, even if made through correspondence, is not enforcable. Why should the law apply to mail order business is the query? Surely it is exacting enough in its application to foreign companies selling goods by travelers, resident agent or branch office.

Fees to be Paid.

Here are the fees: Where the nominal capital does not exceed $10,000 there is a fee of $25; for every $5,000 of nominal capital, or part of $5,000 after the first $10,000 and up to $25,000, $5; for every $5,000 of nominal capital, or part of $5,000, after the first $25,000 up to $500,000, $2.50; for every $5,000 of nominal capital, or part of $5,000, after the first $500,000, $1.25. It can easily be seen what it costs to obtain a license. The smallest capital of the average incorporated organization doing business in the West would probably be $40,000, and the highest from $100,000 to $250,000, and in a few instances the capital stock might reach half a million or a million dollars. It would cost a firm with $40,000 capital $47.50 to secure the collection of even a five or ten-dollar account, or in other words, they would have to pay this to register and take out a license, otherwise they could not legally proceed to make clients or customers live up to the letter or spirit of any contract entered into. A business concern capitalized at $100,000 would have to pay $77.50 for a license, and one of $250,000 to hand over $152.50.

The Travelers' Toll.

This tax, it may be explained, has nothing to do with a traveler's tax, the two sometimes being confounded. The only travelers required to take out a license are non-resident representatives, selling or taking orders for liquor or tobacco to be imported. The license fee is $100 for six months and $200 for one year. Practically the same fees are levied in Saskatchewan, Alberta and Manitoba, and it may be added that no license is required in the West for the mere sale of goods with the exception of liquors and tobacco.

Existing Restrictions.

The regulation affecting outside or extra provincial corporations is the one to which serious objection is taken, and to which the attention of many manufacturers has of late been drawn by a number who have had unfortunate experiences with respect to collections. In plain language, the act means that while foreign corporations may do business in British Columbia without registering and securing a license, they are doing so at a risk—the danger of not being able to uphold their rights, make collections, or enforce the conditions of any order if any dispute or quibble arises, unless the courts are shown that a license had been taken out before any business was done.

It may be asked why did British Columbia pass such an act? Probably because the legislative body of that province was aware that eastern firms were all anxious to secure trade and build up a connection in the flourishing West. Realizing that comparatively few houses had branch establishments the provincial authorities evidently thought they might as well augment the revenue and have a generous slice of what was going.

Manufacturers' Opinions.

A prominent manufacturer stated that he believed if an incorporated company, seeking to make a collection of moneys due for delivered goods, was non-suited by the Supreme Court of British Columbia on the ground of non-registration, the company could, on appeal to a higher court, have the law declared ultra vires and the regulation repealed. So far no firm has fought the matter to a finish. Wholesalers and manufacturers want to know exactly where they stand, and if all contracts are void through neglect of registration, will the Dominion government disallow such an act which, to say the least, is evidently selfish, discriminating and contrary to a national spirit of unity and expansion.

The Kemp Mfg. Co., Toronto, when interviewed, said they had a branch office in Vancouver but had not registered in that province. A representative of the company remarked that it did not seem good law that an account or agreement could be annulled on such a flimsy pretext. It was not safe for any company to do business there and exact payment for goods sold, without first registering and taking out a license which involved considerable outlay.

The Macdonald Mfg. Co., Toronto, said that certain terms in a contract which they had with a customer in British Columbia were disputed. As the sum involved was small, the company decided that they would not go on with the suit as they had not taken out a provincial license. To do so would cost considerably more than the contested amount. It was strange that an account could not be legally collected unless an outside firm had secured a provincial license.

One Who Has Suffered.

Alfred Jephcott, president of the Dominion Paper Box Co., is one who has personally suffered, through another company in which he is interested being unable to enter action to enforce what they considered their rights. They were told by their solicitor that, as the organization had failed to register in British Columbia when beginning business there, they would be nonsuited. The legal gentleman cited previous cases of a like character which had been tried and the judgment delivered had stood and would likely stand as a precedent until carried by litigants to the Privy Council and set aside.

"We therefore decided," said Mr. Jephcott, "not to proceed with the case." It is not the duty of any one incorporated firm," he added, "to act as pioneer in this matter and bear all the expense of conducting a campaign on behalf of all the others interested, in order to test the constitutionality of the act. The Canadian Manufacturers' Association is the body to take this matter up, and present the injustice and narrowness of the regulation to the federal authorities, who I believe, would declare such an enactment ultra vires. Personally, I do not see how it can stand if put to the test, that a provincial legislature can frame such a law, and a provincial court put such a construction upon it. In my judgment, and in that of may others, the measure is in contravention of trade and commerce. The whole matter should be pressed home at Ottawa without delay."

To Take Definite Action.

G. M. Murray, secretary of the Canadian Manufacturers' Association, said that he had received a number of complaints as to the British Columbia extra provincial corporation law, more especially with respect to the validity of contracts and terms of agreements. The matter was now being considered by the association and some definite action would likely be taken.

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WORTH CONSIDERATION.

The attention of the Dominion Government should be forcibly called to the law existing in British Columbia which restricts manufacturers outside of that province from doing business within its borders without first registering there. It seems that even those who have been granted charters by the Federal Government and thereby given permission to do business in any part of the Dominion are not allowed the full privileges one would think they should possess when it comes to British Columbia. On the face of it this condition of affairs does not appear to be just but it does appear to be contrary to the principles of Confederation.

For a provincial government to claim that its laws and regulations are not to be ruled by those of the federal government certainly does not seem to be one of the fundamental principles of the unity of the provinces.

The entire nature of the law in British Columbia governing this question with some of its results is given in another column of this issue.

COMPLAINTS FROM ENGLAND.

Complaints have been received from the Department of Trade and Commerce at Ottawa, against the duty that English dealers have to pay on butter which they send back to Canada. They regard the law as unfair and inequitable.

Upon investigating the conditions which lead to the imposition of this duty, it was found that it was levied to protect the farmer, and has proved a great benefit to him. The first time the question was brought to the fore was in 1906, when a very large consignment of Canadian butter was returned from England, and local merchants were notified that they were expected to pay the duty on it. As the exporters here had not been officially notified that this duty would be levied, the department returned the cheques paid to cover the payments. Representations were made in regard to having the duty removed, but the department could not see it in that light, and the duty stood.

The elimination of this duty would tend to demoralize the local market, for the reason that there is practically no butter sent to England on consignment, the sales being made outright, and the only object the English buyers would have in sending it back would be to get higher prices than they could get at home, as would be the case when the English market would sell at considerably lower levels than in Canada. This would have the effect of bringing the Canadian prices down, and the farmer would be the sufferer, as well as the exporter. With the duty of three per cent. this is not possible now, and when once the butter is sold out of the country it is not likely to come back and bother the sellers.

DREAMING BUSINESS MEN.

Dreamers are often the butt of scoffers. But there is one thing to be said in favor of the dreamer. He is a thinker.

The trouble with too many men is that they do not think, and the books, the magazines and the newspapers they read are of a kind to entertain and kill time, not to improve their mind or stimulate their ambition and energy. Their associates are of the same class. There would be no heaven for them in the company of thinking people.

Much of the dreamer's thinking may be in the clouds; but it is better to think away up in the "blue" than not to think at all. The great thing is to think right.

Every business man who has ideas is a dreamer. Dream on, Mr. Business Man, and put your dreams into practical form as soon as possible ere a more energetic man than you who has been having similar dreams steals a march on you.

By all means dream, but at sun rise get busy to make your dreams come true.

SETTLING SMALL ACCOUNTS.

The first of the year is the great settling-up time in the business world, and in the process of squaring accounts and meeting obligations our relationship are so interwoven that in order to secure the best and most satisfactory results it is necessary for all to join in the move. If it is the duty of the retailer to wipe out his account with the wholesaler and the wholesaler with the manufacturer, it is surely the bounden obligation of the customer to clear his indebtedness with the local merchant. This is a matter to which not enough serious attention is given, with the result that persons are often careless and think that the merchant can wait. This is a grave mistake, and, if only those who have been accommodated, would stop to think, they would not ask a local tradesman to tarry longer for his money. If a merchant is kind and considerate enough to extend credit to a customer, surely the least that the latter can do, in return for this favor, is to make an honest effort to settle at the first of the year, in full, or, if that is impossible, then in part. How much happier things would be all around if a united, consistent effort was put forth to carry this out. These accounts are in many instances small, but in the aggregate they amount to a good deal and their payment means that the merchant is able to satisfy the financial demands made upon him.

This is so important and far reaching a question that clergymen have felt impelled to speak out on it in the interest of the community and the good of their people. For several years Rev. Canon Davidson, rector of Peterboro, and one of the leading members of the Anglican body in Canada, has on the first Sunday of each new year delivered an impressive sermon on this subject. At the services in his church on Jan. 3 he again took occasion to refer to this subject by urging prompt attention to all financial obligations, particularly small ones. He dwelt upon our inter-dependence in this particular, and how each could contribute his share in making 1909 bright and prosperous if this system was only followed out. He said that the discharge of this duty was a most important and far-reaching one. It should be done for itself and also because it had the effect of enabling others to meet their obligations. It is noticeable that the words of the reverend gentleman have had a good effect upon the people in general, and a grocery dealer in Peterboro informed a represen-

tative of The Canadian Grocer, that after the delivery of this sound, practical advice from the pulpit each year, several customers, well able to pay, but naturally careless or thoughtless, have awakened up and discharged their indebtedness.

The example of the rector of Peterboro might be worthily emulated by the clergy in other towns.

CATALOGUES FOR REVIEW.

The Grocer will be glad to receive catalogues or booklets issued by manufacturers, jobbers, etc., for distribution among the retailers for the purpose of reviewing them. Retailers sending for these catalogues are requested to mention having seen the announcement of their appearance in the Grocer, to show that they are in the trade. It should be a benefit to all parties to have it mentioned in the Canadian Grocer that booklets and catalogues have been issued and therefore this fact should be made public through the best medium.

DANGEROUS COAL OIL IN THE WEST.

It is now some three months since the people of Western Canada were first startled by a series of accidents resulting from the use of dangerous coal oil. The worst disaster was that in Swan Lake, Man. As a result of which several lives were lost but about the same time there was a series of mishaps all, or nearly all of which, were traced to the purchase of oil from one wholesale oil firm in Winnipeg about the same date. The authorities have conducted an examination into the circumstances without definitely locating the responsibility. It is, of course, the height of absurdity to suppose that a score or more of retailers deliberately adulterated their oil, and no one who knows anything whatever of the character of the men in charge of the wholesale firm in question believes for one moment that they have been guilty of any wrong conduct in connection with the matter. At the same time the fact remains that much loss of life and property resulted from the sale in Manitoba of dangerous coal oil—oil that does not come up to the standard required by law. A thorough investigation which will determine the responsibility for the sale of this oil to the retail trade is urgently required in the interests of the general public and the country dealers.

At the present time proceedings have been instituted against a hardware man in Alexander, Man., for the sale of kerosene which was responsible for a death, and it is said that other prosecutions of the kind are to follow. These prosecutions will probably lead to a judicial investigation which will determine the responsibility, but in the interests of the retail trade we would suggest that the proper course is not to prosecute individual dealers, but to conduct a thorough investigation into all the facts of the case. The retailer who has sold coal oil without any reason to doubt that it is of the standard required by law will suffer particular hardship if he is to be prosecuted for accidents for which he is not responsible. For the protection of the retail trade a searching investigation is urgently required.

VALUE FOR THE MONEY.

In discussing the essential principles of success with those in the trade, some novel ideas are sometimes enunciated.

A merchant in a small Ontario town who certainly has been successful in the grocery business, maintains that his success is due to giving his customers honest values. Now, we all know that honesty is an essential to success, but when this engenders a monetary loss it is difficult to make ourselves believe it, although every man who is honest with himself knows that it brings ultimate gain. Knowing this to be the case, it looks like a good investment, according to this grocer, so, for practical reasons if not from the ethical aspect of the question, it should be practiced. This grocer is honest with his customers in more ways than one. He not only gives his customers full weight and correct change, but he sells the goods which he knows will give the customer the best value for his or her money. If a customer goes to a store and purchases a cheap article, the chances are he will forget the price and only remember that he got mighty small value for what he did spend, and as an adage has it, "the memory of quality will remain long after the price is forgotten." To determine real value is not a difficult matter, and this grocer maintains that when he gives value for the money he receives he wins out in the long run.

SIBERIA AND ITS BUTTER.

On one or two occasions during the past year The Grocer has called the attention of its readers to the rising competitor which Canada has in the British butter and cheese markets, namely, Siberia. It was pointed out that the Siberian products were excluded from the British markets owing to the difficulties in transportation, which precluded the possibility of competing with the Canadian products. It is interesting to contemplate this country for a moment, and dispel from our minds certain delusions which have found root there.

The popular connection which associates Siberia with our thoughts is that of the penal servitude system of Russia. Prose writer and poet have illumined the pages of current literature with its devious workings, and chiefly have featured its terrors as associated with a cruel, cold, and inhospitable climate. In this way people have come to think of Siberia only as a frozen waste, or a wide flung expanse of white, stained with red. While this fact cannot be disputed it can be limited and in its stead a picture more alluring and reposeful presented. We think of our own country with its luxuriant vegetation in the summer and the real beauties of a rigorous winter, without discomfort, without the thought of economic, religious or climatic disorders which leave a trail of blood and wretchedness in their wake. In the same way we may with all truth, think of the largest part of Siberia, which is a wonderful country, lying as it does within the tropic and within the Arctic zones. As a dairying country its resources are superb, and the only difficulties, and those which are being rapidly overcome, are the introduction of modern machinery, and establishment of adequate transportation facilities. When these come, coupled with magnificent natural advantages, and the economic advantage of cheap labor, the world will think, perhaps ironically, that this country has been suddenly transformed into a powerful competitor, and its influence will be world wide in this respect.

POOR PAY CUSTOMERS.

One of the most important reasons why the grocers of a town or city should unite is to protect themselves against what is termed the professional deadbeat. He is the person who goes about from store to store getting himself as far as possible into the debt of those who befriend him.

In Fort William, as will be observed from the correspondence from there in last week's issue, the merchants are raising a barrier against the deadbeat. They have formed a Retailers' Information Bureau. The annual fee of ten dollars is paid by each member and this entitles him to the privilege of determining from the bureau whether a man can be relied upon or not. Where a merchant has lost by giving credit to someone who will not pay, the name of the party goes to the bureau. In this way Fort William merchants expect to rid themselves of a long-existing evil and to save money.

Latest News About Canadian Grocers

Western Canada Notes

Japan Makes More Demands for British Columbia Apples—Decline in Potato Prices—Saskatoon Grocery Window Never Coated With Frost.

VANCOUVER.

January 26.—Retailers have received notice that there will shortly be an increase in the price of canned goods, and the opinion has been expressed that this is an arrangement to enable the wholesalers and the packers to clean out their stocks in preparation of the coming season's trade. If business in these lines has been a little slow, or even if it has not, the announcement that the prices are going to go up will stimulate the retailers to put goods on their shelves. This will relieve the large stocks held by the jobbers and manufacturers. The conclusion is a plausible one, but it is doubtful if either the wholesalers or manufacturers ever had such an intention in view. The matter is quoted just to show what some of the retailers think.

Since the cold snap, which departed last week, potatoes have been a strong feature on the market. The price until Wednesday last was $35 a ton, quoted without exception by the commission and wholesale men, but two days ago the price dropped to $28. Even that figure is $7 above what it was two or three weeks ago. A visitor from New Westminster stated yesterday that he did not think the high price would continue very long, as everybody's potatoes could not have been frozen. He thought that as potatoes were rather plentiful before the cold snap that it would give opportunity for those who had stocks to get rid of them. That may be, but last week there were few stocks in the city. The quantity of potatoes used in Vancouver is large, and the price advanced because potatoes were scarce here, and it was impossible to get more in.

On the Monteagle, which left on Sunday for the Orient, was another shipment of apples to Japan, consisting of fifty boxes of first-class fruit. Some time ago H. Duncan, a commission merchant of this city, went to Japan with the intention of introducing British Columbia fruit in that country, and it looks as if he has been successful, since he has ordered more. No particulars have arrived as yet, simply the cablegram asking that another shipment be forwarded. Rates of freight have been made fairly reasonable and negotiations to have them further reduced are now pending.

Considerable progress has been made toward the readjustment of the affairs of the Kootenay Fruit Growers' Association at Nelson, B.C. At a meeting recently held, when W. H. Ford was elected chairman, a new board of directors was appointed, and they were recommended to endeavor to arrange for the disposal of the season's fruit through a commission agent in Nelson. The Dominion Express Company was waited upon by a deputation and agreed to do all in their power to facilitate the shipping of fruit, and agreed that their agents in the various towns on the prairie should arrange sales, collect money from purchasers and act as settlers of any disputes which might arise as to damaged fruit, etc.

Since the coming seasin is expected to see the big quadrennial run of salmon, some citizens of New Westminster have secured the Industrial Cannery. The purchase price was $25,000, the principals being Martin Monk and Mrs. McDonald, and with them are T. S. Annandale, L. B. Lusby and J. Poingdestre.

Martin Fredenhagen, the new proprietor of the milk condensing factory in New Westminster, started operations on Wednesday of this week. He is operating under the name of the B.C. Milk Company. He formerly conducted a similar factory in Washington state.

Sol. Oppenheimer, who is in the commission business here, has taken over a large warehouse, which will be used for storage purposes.

Harry W. Swain, formerly a bookkeeper in the co-operative store in Chilliwack, has left Haney, B.C., and has gone to Grand Forks.

Harry A. Edgett, of the H. A. Edgett Company, grocers, of this city, was returned at the head of the poll for license commissioner. Mr. Edgett is now serving his second term.

D. A. Simpson, of Glencoe, Ont., has purchased a controlling interest in the Coleman Mercantile Company, from Smith Bros., of Lethbridge. Five years ago Smith Bros. took over this business and under the management of O. W. Benedict, the principal director, steady growth has been made.

SASKATOON.

January 26.—To prevent the goods on display being obscured by frost during the winter, J. F. Cairns has had the windows of his store ventilated by means of small air holes, which keeps the atmosphere on both sides of the glass about the same temperature.

The butchers have asked the city council to raise the license on butchers peddling meat within the city. The reason for the request, they say, is that not only farmers, but others having no place of business, are underselling them and sometimes disposing of meat not fit for food. The matter will be looked into by the city authorities.

A fire at Vonda this week destroyed the store and stock of Boese and Schmidt, and also that of Webb and Beems.

Maritime Provinces and Quebec

Cold Storage Plant Wanted in Georgetown—Montreal Milk and Liquor Problems—Express Companies' Charges Heard at St. John—Halifax Apple Shipments.

GEORGETOWN, P.E.I.

January 26.—Business is very much improved this week. A few inches of snow has made light sleighing and as a result people are able to move about.

One essential that Prince Edward Island is lacking is an up-to-date cold storage plant. At present anything in the shape of fresh cod, herring or mackerel has to be imported from Nova Scotia, while in the summer there is no place to keep eggs, fowl or any commodities of this nature. There is no doubt that there is a good thing in it for any one with some capital and enterprise.

Poultry is very scarce in this town at present. Seldom has the supply been so low.

The wholesale men report business good for this season of the year, and collections good also.

A. Maclean & Co. made a good display of cigarettes by using an ordinary hoop for pinning the cartons on, thus making a striking cigarette circle. A good thing also in an arrangement of package tobaccoes is a long, narrow strip of board with the packages pinned on.

ST. JOHN.

January 26.—In the produce market last week butter and eggs were both reported easier. Tub butter dropped two cents a pound, and hennery eggs are now selling for from 27 to 30 cents a dozen, and case eggs from 27 to 28 cents. Lard advanced another quarter cent and is held for from 13½ to 13¾ cents a pound by the tub. Manitoba flours dropped and are now selling at $6.35 to $6.45 a barrel.

A provision dealer, in discussing the high prices being received by the farmers for their produce, referred to the increase in the prices in late years. Ten to fifteen years ago the average price of pork was 4½ to 5½ cents a pound, to-day 9c; beef, 4¼ to 6, now 7½ to 9c; butter 17, now 27; eggs 17 now 30c; chickens 40 to 70c a pair, now 70c to $1.50; turkeys 15c, a pound, now 23c; geese 60 to 80c each, now $1.00 to $1.50 each. These are the average prices for the year, although eggs have

at times reached 50c per dozen, butter 38c per pound, chickens $2.00 a pair, turkeys 30c a pound, geese $2.00 each.

A correspondent in Sussex, King's County, writes:—"Butter is off in price as compared with the corresponding period last year. Wholesale rates are several cents below the quotation of January of 1908. The trouble is with the markets. The demand for butter this season is not nearly as great as was the case twelve months ago. A large amount of Ontario butter has also found its way into this territory."

Andrew W. Price has opened a meat and provision store in Sussex in the brick block on Church Avenue. The new premises have been fitted up with a refrigerator, etc., and are up to date in every particular.

Thomas Bustin, a retired sea captain and former employe in the Customs service, died here on Sunday, Jan. 17, aged eighty-three years. He was a well known and highly respected citizen and prominent in church and fraternal circles. On his retirement from the sea



W. F. TODD,

A Mount Stephen, N.B., Grocer Elected to Dominion Parliament at Last General Elections.

Mr. Bustin for a number of years conducted a grocery and provision store with a butcher shop on what used to be known as Bustin's corner, at the junction of Charlotte and Princess Streets. He served as alderman for one term, from 1865 to 1866. He is survived by seven daughters. The funeral was held on Jan. 19.

The Railway Commission met here last week and listened to complaints from a number of merchants against charges made by the express companies. Among those who were heard were: Horace Hazzard, broker, of Charlottetown, P.E.I.; G. A. Stanley Hopkins, provision dealer, St. John; Charles Stewart, proprietor of the Maritime Cornmeal Milling Co., and others.

Baird & Peters' team defeated the G. E. Barbour Company men in a hockey match on Saturday night, Jan. 16, in Queen's rink, by a score of 6 to 2. The line-ups were:—Baird & Peters—Goal, Paterson; point, Crocker; centre, Sturdee; rover, T. Ledingham; wings, Wetmore and J. Ledingham. Barbour Co. —Goal, Seely; point, Barbour; cover-point, Leonard; centre, Howard; rover, McKendrick; wings, Stewart and McCavour.

H. E. C. Sturdee was referee.

The Barbour team challenged Baird & Peters to a return match on Saturday, Jan. 30, and the challenge was accepted.—W.E.H.

MONTREAL.

Jan. 27.—The Grocer is pleased to record this week the well deserved promotion of Alf. Foreman, manager of the Carsley Grocery, to the greater sphere of general manager of the entire downtown store of this firm. Mr. Foreman assumes his new duties May 1, when the present management of Carsley Co. take over the store now occupied by the W. H. Scroggie Company. "Alf." has for many years been the manager of the grocery department, under whose management it has met with good success. A celebrated merchant prince once said, that if a man could successfully manage a grocery store, he could manage most any kind of a business. Owing to the immense amount of detail, small profits and in some cases, the perishable nature of the goods handled, no small amount of executive ability is required to make the business a success. In view of this training, Mr. Foreman seems to be qualified to fill his larger and more responsible office.

The officers of the Corn Exchange Association were elected by acclamation, the nominations closing Friday, Jan. 22 at 6 p.m. The following is the result of the election: President, Joseph Quintal; Treasurer, Alfred Haplin; Committee of management, Messrs. R. W. Oliver, P. B. Earle, W. W. Hutchinson, J. S. Norris, E. S. Jaques, James Carruthers, W. I. Gear; Board of Review, Chairman, Edgar Judge, C. Esdaile, J. E. Hunsicker and Alex. McFee.

M. Mercier, late with A. R. Robitaille & Co., and M. Barbeau, have opened a large grocery store at the corner of Villeneune St. and Cadieuso St., Ville St. Louis, under the firm name of Barbeau & Mercier. They are conducting a cash business and so far have met with gratifying results.

The proposed action of the City Council, in taking away the privilege of selling milk from the grocers, and increasing the price of licenses, continue to be the chief items of interest among the trade. The milk question, however, is not of any grave importance to the grocers, but the imposition of a greater license fee to sell liquors is considered extremely unjust, in view of the reasons why it should be imposed as advanced by the City Hall people. It means that the great majority of grocers who use their license as a legitimate adjunct to their grocery lines will have to suffer for the sins of a few. It is felt that if some grocers are selling by the glass, and otherwise acting in contravention to the agreement whereby they received their licenses, they should be punished individually and failure to discover them, and mete out adequate junishment, is a confession of weakness by the detective and police force or whoever is to blame in the non-enforcement in the law.

The Lake-of-the-Woods Flour Mills Co. dropped their prices 30c per barrel and 15c per bag on Jan. 19.

Wild rumors are in the air about further extravagant cuts but at present there is not sufficient evidence to make the statement authoritative.

Tuesday evening, Jan. 26, the first euchre and dance of the Montreal Retail Grocers' Association was held in the Auditorium Hall, Berthelet St. During the first part of the evening cards were played, and after supper, which was served at midnight, dancing became general. The large number in attendance, testified to the popularity of the grocers' latest social venture. Representatives of the other branches of the association were there, and "there was a sound of revelry" until the early hours of the morning. The orchestra was good, likewise the supper, and the floor was in excellent condition and everyone enjoyed themselves.

Sir William Van Horne, who has just returned from Cuba, reports a flourishing condition on the island. Sir William said, in discussing the condition of affairs, "Business in Cuba has taken a decided upward turn since the elections and particularly since the harvesting of the new sugar crop commenced, all crops are good and the usual credits have been resumed.

HALIFAX.

Jan. 26.—Business is fairly good for this season of the year, though not quite as brisk as was expected. The absence of snow and the poor condition of the roads has had a rather depressing effect on trade, and the supplies going out to the lumber camps are smaller than usual. Some lines of canned goods are in fair demand. Prices are steady throughout the list, and collections are about on an average. High prices are still asked for apples. Some excellent No 1 Bishop Pippins were marketed this week and they sold for $3.00 per barrel. Considering the lateness of the season for this class of apples they were in excellent condition. The jobbers who bought this stock however, stated that the demand for pippins is very light at the present time. There is a good demand for spies and Baldwins, but these varieties are held by the speculators. So far this season 356,000 barrels of apples have been shipped through this port; 101,656 barrels were sent to Liverpool; 208,996 to London; 39,995 to Glasgow, and the balance to other ports. This is about 75,000 barrels more than was shipped for the same period last season. There are more apples in the warehouses in the Annapolis Valley to go forward this season.

The people of Yarmouth County, N.S., made money last season shipping blueberries to Boston. From Yarmouth 24,-

210 crates were shipped, for which $53,806 was paid by Boston dealers. All these shipments were in small lots, under $100 each.

Poultry is now very scarce on the local market. All the native raised stock has been cleared up and the dealers are now bringing poultry here from Ontario.

There is only a limited supply of fresh eggs coming in at the present time, and they are quoted at 35 cents per dozen. Case eggs are in good supply and vary in price from 25 to 30 cents.

The butter situation is practically unchanged. There is only a moderate quantity being marketed, and all the creamery stock offered finds a ready sale. Fresh dairy butter is very scarce and there are no small tubs on the market.

J. C. Smith, of Ontario, an extensive shipper of apples, now operating in Nova Scotia, referring to the condition of the apple market says: "Prices were low until about the middle of December, when they suddenly took a big jump and returns coming in now are fully one dollar per barrel better than those of a year ago, and, judging from all known conditions, are likely to continue so, owing to the shortage of the crop, outside of Nova Scotia. Halifax is practically the only exporting part for the balance of the season.

"The great bulk of the apple crop is now sold and owned outside of this Province, largely by English operators. Last year the growers got all the money for the crop, and the dealers lost heavily, but this year, with the December jump in prices, the dealers stand to recover a large portion of the losses of last season.

"Nova Scotia is now taking better care of the apple crop and devoting more attention to it than any other district, except New York State and the Pacific Coast, but there is still room for improvement in this respect. If Nova Scotia aimed more at producing quality instead of quantity it would pay the fruit growers better. If the farmers strove for quality rather than quantity they would double or treble their crop production and always be certain of a good paying market. There is much complaint at home and abroad as to fraudulent packing. When the packers see that the fruit is selected and properly packed and marked the apples shipped to the British market will bring much better prices."

From Ontario Correspondents

Eggs Sell by the Pound at Lindsay—Peterboro Men Open First Store at Gowganda—Blenheim Grocer to Handle Wall Paper—To Rebuild Kingston Broom Factory—Potato Machinery Co. to Locate in Galt.

LINDSAY.

January 27.—For a time the country roads could not have suited the grocers of Lindsay better, and trade was brisk, but there has been a setback of small dimensions. The weather has changed considerably and at present the roads are getting poor. However, on the whole there was a good attendance of farmers in town Saturday, the day that the farmer likes to come to town, and a good deal of trade buying was done.

Several confectionery stores were raided in Montreal last week and brandy chocolates seized, with the result that the proprietors of the same were fined. There are few grocery dealers in Lindsay in favor of selling this kind of confectionery. At one time one or two of the merchants sold this kind of chocolate and as they were refused to the children in the confectionery stores, these grocers sold a goodly quantity, but it is understood that there is not a grocery in town selling brandy chocolates at the present time.

Thos. Blackwell, who oftentimes visits Lindsay, is always welcomed by citizens generally. He at one time conducted a well established business in the premises now occupied by Adams Bros.

Adams Bros. secured the complete stock of groceries in the A. Primeau stand, except the fixtures, at a reasonable rate on the dollar. The stock was moved into Adams' store and is neatly arranged all by itself, so that it is easy to get at. L. A. Primeau is conducting business in the stand formerly occupied by his father. He is selling a much smaller stock than was formerly carried.

Considerable business is done here in the pressed hay line, although the demand at the present is not very brisk. Two grocery firms, Adams Brothers and Spratt & Killen, handle the pressed hay, and they ship it to all parts of Ontario.

Regarding the general grocery trade, apples are scarce and dear, spies selling at $5 per barrel. There is a fair supply of butter and the prices are fairly well maintained. Fresh eggs are coming in fairly well and there is a prospect for lower prices.

Ald. Calvert, who conducts a butcher business, is advertising eggs to be sold by the pound instead of the dozen.

Collections on accounts for January have been good so far.

LONDON.

Jan. 27.—Business, both wholesale and retail, is pretty fair here. The feature of the wholesale trade the past week was the advance of 10c per cwt. in refined sugar. Raws keep very high, and will likely continue so for a time. Teas are also still very high. Coffees continue to fluctuate, but the tendency is upward. Other staples are unchanged.

The Canadian Packing Company is said to have purchased a site for an abattoir. It has also taken over the Flavelle property on William St., and is now turning it into a packing factory.

At a meeting of the executive committee of the London Retail Grocers' Association held last week, it was decided to hold the annual banquet on Thursday evening, Feb. 18. It will be the second that the grocers have held, and President Thomas Shaw, Treasurer Ed. J. Ryan, and the Secretary, Cyril Hayes, are busy preparing a toast list. R. J. Donaghy was appointed chairman of the reception committee and William T. Mullins chairman of the committee to look after the music. The programme arranged will be a most enjoyable one, and invitations will be sent to all the members of the association and to the city travelers. The invitation committee will meet this week to complete its list.

Jos. O'Brien, London West, has sold his grocery business to Ernest Charlton, of Ilderton, who also bought the real estate.

KINGSTON.

January 27.—Many grocers are putting in silent salesmen and intend carrying a line of candies, chocolates, bonbons, etc. Confectioners are selling teas, coffees and canned goods; meat stores are doing the same, and many grocers sell fresh meats. This seems to complicate matters, making it difficult to define what a grocer really is.

The poultry show is on this week and promises to be the best the association has yet held.

The week past has been a notable one. The curlers' bonspiel was held and was a great success. Many grocers were in the contest.

Tenders are out for the reconstruction of the broom factory recently burned out.

A sudden change has come in weather conditions and as a result the markets are small.

Raffles came to town, and many a traveler is collared and taken to the Whig office for identification—no use resisting.

A peddler from Toronto, named Goodman Glassman, was captured by Policeman Arneil and brought before the magistrate. He broke down and cried and was allowed off. He was escorted to the train and sent back again.

PETERBORO.

January 27.—One of the ordinary commodities that grocers now report scarce are apples. One of the leading merchants stated that he did not have an apple in the store, but expected a quantity of snows on the morrow. The best quality of apples, however, he stated, could scarcely be secured and then the people would in most cases be averse to paying the high price that would have to be demanded. The farmers also report a scarcity of the winter varieties and but few bags are offered each Saturday.

The general line of groceries is reported holding its own and doing nothing out of the ordinary. Individual grocers are making their own fortes. For instance, one is advertising Bovril strongly, another is making canned goods his specialty, and thus the busi-

ness altogether is progressing favorably.

It may be said that canned goods are generally strong at present and the sales are above the average. Winter goods of a special nature are also moving rapidly. This includes cocoa, chocolate, Bovril and other liquids which are sought after by the young people in particular. Oranges are inclined towards a rather low price, although the drop is not very noticeable. Thirty and forty cents a dozen is reported the best prices for navel oranges, and the Mexican variety sells considerably cheaper.

E. F. Mason's south store has a striking ad. of Bovril, representing the ghost of the Bovine. It has attracted the attention of a large number of pedestrians, especially at night, as it is then more prominent.

On Monday afternoon the auction sale of 1,000 boxes of Christmas raisins was begun and was attended by a large number of men and women, and a very representative number of the leading grocers. The first price offered was $1.40 a box and several hours later it was down to $1.05 and $1.00. It is expected that some of the grocers will purchase large lots of them, as they are said to be in fine condition.

There is no trouble being experienced from the potato supply, and the price continues at 20 cents a peck generally or 90c a bag.

A farmer was recently fined $15.25 for not delivering meat to a man who had paid him $2 as a deposit that it would be delivered. The man made no effort to deliver it and the police watched the market until he reappeared the next week with a new load. In the meantime he had sold the citizen's quarter.

There are an unusually large number of banquets being held at present—a fact that pleases the grocers, as they are indirectly affected, the goods being all purchased in the city.

It remained for several Peterboro people to open the first store in Gowganda, according to a letter sent home by one of them. David Conroy, of East City, accompanied by Frank O'Connor, Michael Conroy, John Heffernan and John O'Brien composed the party. They drove their own cattle ahead of them, breaking the way, and afterwards slaughtered them and sold them as fresh meat. They also have a small line of general provisions which they have arranged to keep stocked, and it is understood that they will carry on the business for a time at least. Some of the men carry on prospecting work while the others look after the store.

STRATFORD.

Jan. 27.—With such balmy weather as we have been having these last few days and the many farmers coming into the stores telling "how fast the spring plowing is progressing," it begins to make the grocer and butcher alike wonder where the ice for his refrigerator next summer is coming from.

The numerous January sales now in full swing among the dry goods men seem to be helping the grocery trade too. When a lady comes up town to get her bargains she usually drops into her grocery and buys something extra that she sees displayed.

Butter and eggs were in good demand Saturday. The market not being very large therefor a greater demand was created at the stores.

Most grocers report a good day's business on Saturday, two or three firms having their deliveries going till midnight.

Jas. Lloyd, wholesale fruit dealer, received his first car of lemons this week, since the great earthquake. These lemons were shipped from Palermo.

The Whyte Packing Co. have been enlarging their grocery department during the past week, which will help them handle their increasing trade.

W. J. McCully of the McCully and Haugh Grocery, made a business trip to St. Thomas last week.

Albert Lloyd, the Nile street grocer, who has been laid up for a time through illness is able to be around again.

CHATHAM.

Jan. 27.—Following Mayor Westman's suggestion, the civic property committee have held a couple of meetings for the purpose of hearing suggestions from citizens with reference to the closing of the market to retailers and wholesale buyers. The evidence so far submitted does not indicate any very lively resentment on the part of the public at large against the present "open market," only a few individuals being on hand to voice complaints. Nevertheless, some measure of restriction is likely to be enacted, much depending on the city's ability to exclude wholesale buyers.

The Retail Merchants' Association—which is Chatham's nearest approach to a grocers' organization, practically 50 per cent. of the active members being grocers—is having hard luck in the selection of a meeting night. The association deferred the meeting scheduled to take place on Jan. 12, to accommodate the Board of Trade, last Tuesday a concert attraction kept most of the members away. The meeting night has been an old grievance ever since the association started and uncertainty on this point has played its part in keeping down the membership.

A good catchy notion is shown in Harry Andrew's grocery, in the shape of a series of advertising cards tacked along the top ledge of the shelving, a few feet apart. The cards are home-made, of white cardboard, with red and black lettering, each containing half a dozen words calling attention to some particular line of goods, with prices prominently displayed. "The best 25c Japan tea in the city" is a sample. The cards by their very simplicity, attract attention in an age of flaming, bright-hued advertising posters.

Several grocers narrowly escaped being victimized during the past few days by a wily short-change artist. The man was an Abyssinian, John Griffon by name. Ex-Ald. Wm. Potter was one of the victims, the man deftly nailing $2 when Mr. Potter "changed" some bills for him. A similar game was played on Darwin Pelett, though that gentleman nailed the man before he left the store and compelled him to "cough up." Zakoor Bros., fruit merchants, whom he attempted to victimize, were wise, and instructed him to "get out and get." Griffon wound up in the police court this morning, when he was found guilty on two counts and remanded a week for sentence.

At the inaugural meeting of the West Kent License Commission, held this morning, Joseph A. Wilson, the Queen St. grocer, and the only remaining member of last year's board, was unanimously re-elected chairman.

An early closing agreement went into effect in Amherstberg last week, 22 merchants signing an agreement to close their places of business at 6 o'clock every evening, Saturdays excepted, from Jan. 18 to March 31. After that early-closing is to hold good only on Tuesdays and Thursdays.

P. C. Little, a Blenheim grocer, has branched out into a new line. In addition to a well-stocked china hall, he is now handling wall paper. Announcement to this effect has just been made through the Blenheim press.

GALT.

Jan. 27.—The grocery business, in fact all businesses, are brisk in Galt at the present time. The factories are resuming the ten-hour day, and the workers are spending their money more freely.

The price of brooms has been advanced at all the grocery stores, but as yet no public kick has been registered by the users, and it is not anticipated that there will be.

It is rumored that one of the foreign fruit dealers is in a bad way financially and that he will shortly retire from business. He is the largest fruit dealer in Galt and supplies all the other foreigners.

Concentrated Soups are being demonstrated at Sloan's this week. This novelty in the soup line is attracting a great deal of attention, and the quality of the finished article is highly commended by the ladies.

New evaporated apples are finding a large demand among those who cannot afford the genuine article.

John Sloan paid business visits to Hamilton and Toronto this week.

It was definitely decided to-day that a branch of the Potato Machinery Co., of Hammond, Ind., would be established in Galt. The company have purchased four acres of land on the Stone Road and building operations will be commenced immediately. The company is not securing any concessions from the town.

The Retail Merchants' Association is making preparations for its annual banquet. It is understood that the affair this year will be most pretentious. The association had had a very successful year, and has accomplished much in the interests of local merchants.

The Galt market is constantly growing. The attendance on Saturday was most satisfactory. Butter was 30c per pound and eggs 30c per dozen.

GUELPH.

Jan. 27.—"That was a great editorial that The Grocer had last week," said a grocer to-day. "That is getting right home to a few grocers in Guelph." On inquiry as to which one he referred to he said, "Oh, there was only one that caught me as being 'just right,' and that was the one 'Knifing the Other Fellow.'"

Ald. J. A. McCrea, of J. A. McCrea & Son, accompanied by Mrs. McCrea, left this morning on a business trip to New York. He will be away about ten days and we will be glad to hear his opinion on business on his return.

Most of the grocers have finished stock-taking and report that they have done better in most cases than they had anticipated during the past year.

Our attention was called recently to a rubber stamp that is being used by a United States firm which could be used quite successfully in Canada also. It was stamped quite plainly on the invoice and read:

"Our records show that you have in the past allowed us to make drafts for your account and then you send a check to reach us after the draft has gone forward. Kindly correct this by sending settlement far enough ahead to prevent draft being made, thereby saving much labor and expense. Our drafts positively go forward on date advised."

Bell Bros., butchers in A. W. Tyson's old stand, have sold to Warren Bros., of Aberfoyle.

Scott & Manning, a new firm, have opened a new fish store on Quebec St. This firm claim to have had 12 years' experience in Scotland and San Francisco.

The very bad weather on Saturday was the cause of a small market. Very few farmers came in as there was neither good sleighing or wheeling. There was not much change in prices, hay at $9 per ton being the most noticeable.

"I have been 30 years paddling up and down behind a grocery counter," said a grocer on Saturday, "and I want to tell you right here, it costs too much to do business nowadays," and to my mind I think he is right. For instance, and this is one question I would like to see discussed in The Grocer, the cost of delivery. We have anywhere from 30 to 40 grocery stores in Guelph and each has from one to three horses and vehicles on the road all the time. Why could we not have a general delivery system—something after the style of our large dry goods stores, only on a larger and broader scale, and have a delivery system entirely controled by one firm? This might be a good thing for the grocers to get together about and discuss.

BRANTFORD.

Jan. 27.—During the month of February the Grand Valley Radial Company will give cheap rates from Galt and other points to Brantford. Single fare rates during the week and on Saturdays a 50c rate from Galt will be given. The company and the local merchants propose working together in the bringing of people here on market days.

The Hampel Box Co., recently destroyed by fire, started work again this week with a full staff. The adjustment of the insurance involved some $6,000 on contents, building and equipment.

Fred Corey, east ward grocer, who has for the past seven or eight years conducted a large credit business, has announced that as a result of years of experience, he has decided that commencing Feb. 1st he will conduct his business on a strictly cash basis. This is being generously advertised in the daily papers and by circular letters.

There was a small market last week. The poor market accommodation the Saturday previous, which was very cold, seemed to have a tendency of holding the attendance down. The supply of meat was heavy and failed to find buyers on account of the mild weather. Butter sold at 28c to 30c; eggs, 30c to 35c dozen; chickens, 90c and $1 per pair.

FORT WILLIAM.

Jan. 26.—John King, the new wholesale grocer of this city, has gone east to arrange with manufacturers for the shipment of goods as soon as navigation opens. The house has been somewhat handicapped during this winter by not having had its building ready early enough to order supplies before navigation closed in 1908.

Such of the bankrupt stock of the Marine Grocery not yet purchased by other local merchants is now being sold retail through Mr. Mills, of Port Arthur.

Produce is reaching its top notch winter prices. Eggs, in the case, cost wholesale, 28c per dozen, while there is a ready market for local new-laid eggs at 60c per dozen. Very few of these are offering. The prices will probably remain about the same until Easter. New-laid eggs shipped in by express are retailing at 50c.

Potatoes are the same price as has prevailed through the winter—$1.25 per bag of 90 pounds—but the stocks are getting low and it is expected that some potatoes will have to be shipped in before the opening of navigation and these will retail for higher prices. Apples will also be shipped in by heated cars and will cost from $4.75 to $5 wholesale, which is the price for which they now retail.

Express charges seem to be almost as good as 100 per cent. duty on any produce shipped in this way. One merchant says he paid more in express rates than the actual cost of the fresh vegetables that he had ordered, and the same, he states, applied to a shipment of finnan haddie sent by express to the same firm.

Canned goods have remained constant here for some time, being lower than last winter. There is a growing sentiment among buyers in favor of goods put up in the hygiene cans, which are lacquered in the inside and are supposed to be acid proof. There is considerable difference in the prices, tomatoes in the ordinary can retailing for 3 for 25c, and in the hygiene cans at 10c per can straight. Fort William buyers, however, are usually prepared to purchase the best, either in groceries or clothing, and merchants find that it pays to supply the very finest quality in this city regardless of the fact that the cost may be somewhat higher than that of inferior brands. This applies especially to teas, there being not a great demand for any of the cheaper grades, which retail below forty or even fifty cents.

The grocery firm of McLaurin & Dow has just installed the Huber system of accounting, and Mr. Dow expresses himself as well pleased with this method of grocery book-keeping. He stated that he considered the Huber system was ahead of all others. The point on which he laid especial stress when showing your correspondent the methods used in this plan, is that after every sale, that is to say, credit sale, the customer has a complete statement of his account to date. This is done on the counter check itself, on which a space is reserved for the statement of the balance previously due and this amount is filled in by the clerk, making the sale from the readily accessible record in the filing cabinet supplied with the system. The only doubt concerning the working of the system seems to be the possibility of too much extra work and delay being occasioned to the clerks at a time when there is a rush of customers in the store. Mr. Dow, however, considers that there is not enough time lost in making the entries on the counter checks to cause any appreciable inconvenience. The work of getting a statement of outstanding accounts can be got from the cabinet records with very little trouble, and the whole of the interior of the cabinet, with the statements can be lifted out and laid away at night in the fireproof vaults.

TORONTO.

Jan. 27.—Fire broke out in the grocery store of Maxwell Armstrong, 176 Terauley street, on Sunday morning, resulting in a loss of $750. The cause of the blaze is attributed to the appetites for matches by rats or mice. The building is owned by Mrs. E. Teasdall, Shaw street, and was damaged to the extent of about $250. The loss to the contents was about $500 and is covered by insurance.

A. E. Proctor, 239 Wellesley St., made alterations in his store which makes a decided improvement. His large front windows with the upper parts for displaying goods is unique and original.

"It is not now who can sell the cheapest, but who can give the best service," says an up-to-date Toronto grocer.

The clerk who is afraid he earns more than he gets, never earns what he does get.

"If a grocer does not like his business it is proof positive that he knows very little about it," is the opinion of another grocer.

HAMILTON.

January 28.—Our new council has got into line and with such a mayor it looks as if Hamilton will be well governed. On Monday night they put themselves on record as temperance people. Legally the city is entitled to 75 hotel licenses, while there have been only 68 issued by the commissioners. The council, by a vote of 13 to 8, reduced the legal number from 75 to 68, which is sort of "as you were." The trade was highly pleased at the election of John Forth as the president of the Retail Grocers' Association.

It is hoped that through his persistence a number of grievances may be straightened out. Among these are the peddler nuisance, regulation of the produce market, good roads by-law, the prohibiting of dogs on the streets during business hours, the question of transient traders, etc. Mr. Forth is a forcible speaker and being a member of one of the leading committes much is expected of him.

The very sudden death of Daniel Henry came as a great surprise to his friends. He was a grocer of many years' standing, a man of honor and integrity and he was esteemed by all who came in contact with him.

HOME FROM THE EAST.

After a two weeks' business trip through the Maritime Provinces, J. Ernest Clarke, Canadian manager for Thos. J. Lipton, returned to Toronto on Monday. Speaking of trade conditions in that portion of the Dominion, Mr. Clarke had found them particularly bright. This, it is claimed, is due to the immense tourist trade through the Eastern Provinces last year on account of the Quebec tercentenary. Mr. Clarke states that in connection with the tea trade consumers are getting more and more accustomed to buying better tea than in the past. This was noticeable in the Maritime Provinces.

PERSONAL.

H. C. Hawkins, secretary-treasurer for the Canadian Fish and Transportation Co., Limited, Blind River, Ont., called at The Grocer office this week. He visited the fish dealers both in Toronto and Hamilton and the pleasant smile he wore would indicate he was satisfied with his jaunt in this direction.

A MONEY-MAKER.

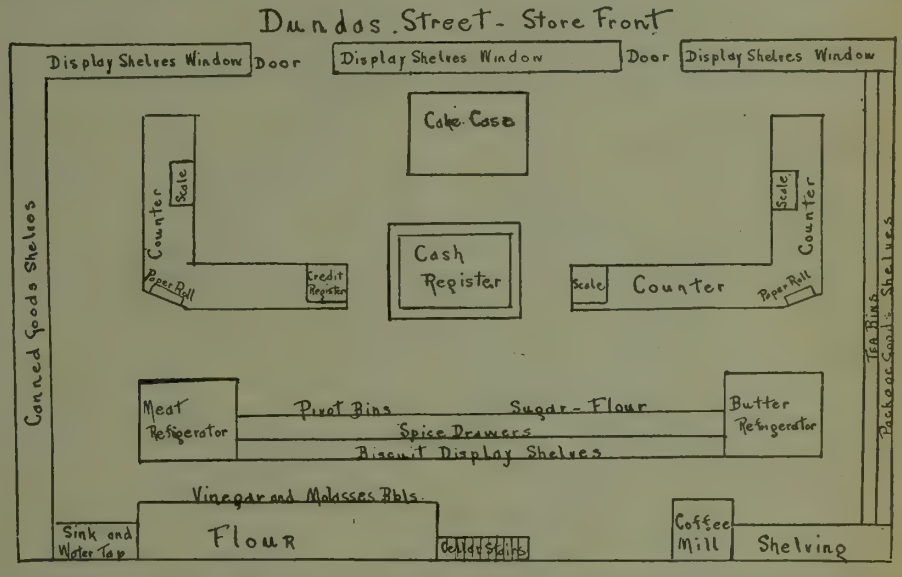
H. E. Fairfield, grocer, of Belleville, who is a close reader of The Grocer, recently noticed our forecast of the bean market. A few days later a farmer drove into Belleville with a load of beans containing 40 bushels. Acting directly upon the article from The Grocer, Mr. Fairfield bought the whole load at from 55c to 60c, selling them at $1, and making a profit of $16.

CASH REGISTER TOO LARGE

And London Grocer Builds His Store Around It—How the Various Departments Are Made Up—A Novel Experience in Merchandise.

Everyone who knows him will admit that John Diprose, the London grocer, is an enterprising man, but for once his enterprise got the better of him—at least for a while. That once was when he decided to instal a cash register in his Ridout Street store.

Mr. Diprose has three grocery stores in London, and some time ago he became imbued with the fact that to conduct a business successfully a merchant must be up-to-date himself and have store equipment in keeping with the times. Hard thinking along these lines made him decide to purchase cash registers for his stores. The registers selected fitted the stores all right—all but the Ridout Street establishment. For that store, which is a large one, John bought a large register; but when the instrument was delivered it would not fit—not fit comfortably. This was a difficulty that was not expected, and for a moment Mr. Diprose was non-plussed. But not for long. A quick survey of the store and a plan to build around the cash register soon evolved itself in his mind and the present arrangement of shelves and counters is the result.



Interior Lay-out of the Diprose Store, London, that was Built Around the Cash Register.

A Convenient Arrangement.

The cash register is the central figure and stands on a cabinet of drawers, each of which is for the use of the various clerks. There is a space all round. To the right and left are the counters which continue their way up the sides of the store. On each end of the counter is a set of scales to one side and a credit register to the other; while just at the corners where the counters turn to the sides are sets of wrapping-paper rolls. The side counters have scales set in the middle. Behind the side counters gre display shelves, those on the right being used for canned goods, and those on the left for bottled goods. The right side of the store is devoted to meats and the left to groceries.

It is at the back, however, where the radical change exists. A partition has been erected behind the cross-counter, either end terminating in a refrigerator—one for meats and the other for butter and cheese. Between these two refrigerators are placed a row of pivot bins for sugar and the heavier lines of groceries; above them is a row of drawers for spices, etc., and still higher a shelf on which are a row of biscuit boxes containing samples of all kinds of biscuits. Canned goods display shelves top off the whole.

Behind the partition and completely out of sight from the floor of the store is the store-room. Here is placed the vinegar and molasses barrels; the flour bins and the coffee mill; and the large and bulky packages of stock goods.

The whole arrangement is a neat, practical and effective one; every counter, shelf and piece of store equipment on one side of the store finding its counterpart on the other side; and yet every class of goods has a distinct place for itself. The front of the store shows three windows with two doorways. One window is devoted to showing meats and vegetables; the middle window to fruits; and the third window to groceries. Behind the centre window is a glass cabinet for confectionery. John Cummings, the brightest-faced man in London, who is in charge of the store, is an effective window-dresser, and the passerby is sure to give more than a mere glance at John's window pictures.

Altogether the re-arrangement is as near perfect as possible. There is plenty of floor space, the clerks have lots of elbow-room, and the stock is conveniently placed for handling and selling. It is as good a layout as can be seen in stores built specially for the grocery trade, and is better than a great many.

THE ORIGIN OF SMOKED FISH

Fire in a Fisherman's Hut in Scotland Said to Have Been Foundation of Present Industry.

An accident was the cause of the present smoked fish industry. It was a fire in a fisherman's hut that first revealed the possibilities of the great finnan haddie trade. The story is an interesting one to grocers and fish dealers, and is told by a Boston writer in an interesting manner.

Boston is represented as the centre of the finnan haddie trade of the United States. About 200,000,000 pounds of fresh fish are brought to T wharf every year by the three hundred or more vessels of the fishing fleet that land their finny treasures of the sea there. Some years, when the catch of haddock is unusually large, the amount cured here exceeds 5,000,000 pounds. The supply depends on the size of the catch of the fresh fish.

To people dwelling away from the seacoast finnan haddie is a mystery. Finnan haddie is the Scotch name for smoked haddock, as that is what the fish is. It is a Scotch creation, and it gets its front name from Findon, Scotland, where it originated, by accident, too, just as did roast pig as told of so succulently by the gentle Elia in his essay on that delicacy. Haddie, of course, is the diminutive of haddock.

Once upon a time, according to tradition, 200 or 300 years ago, as the story of finnan haddie has it, a fish house in the town of Findon, in which a lot of haddock had been hung up to dry, caught fire and was partly burned. When the flames were extinguished the haddock that remained were found to be thoroughly smoked. Some of them were cooked as an experiment, and they turned out to be such very nice eating that the business of smoking haddock was established there and then. Thus came into being F ndon haddock, as the smoked fish were at first called, the name later undergoing the corrupting change to finnan haddie.

Is Low in Price.

Boston is not only a great producer of finnan haddie, but a big consumer of them as well. The fish is low in price and very substantial eating as to quality, two things that no doubt account for its great popularity. It sells as low as seven cents a pound, and for the small outlay of twenty-five cents a fish can be procured large enough to furnish a good meal for a family of four, as a finnan haddie weighing three and a half pounds is considered a good sized fish.

East Boston, the chief seat of the finnan haddie industry of New England, has ten establishments devoted to the business of smoking haddock and other fish. A couple of others are located in South Boston. Oak sawdust is burned to produce the smoke by means of which the haddock are cured. This particular smoke is said to give the very finest flavor to finnan haddie. The fish are hung up to be cured while perfectly fresh no salt or pickle being used on them. Thousands of haddock go through the smoking process in a single batch.

Making Kippered Herring.

Abuot 2,000,000 kippered herring is what Boston's yearly output amounts to. A large share of these are consumed in New England, but big shipments of them, as well as finnan haddie, are made to all parts of the country.

A kippered herring is a combination of a smoked and pickled fish. To produce it the fresh herring is first put through a light pickling process, and is then smoked the same as is any other fish.

This double curing operation is what gives to the kippered herring its own peculiar flavor. The herring used for the Boston product are for the most part those caught in Newfoundland waters, these being considered the finest.

A pair of kippered herring—they are generally sold by the pair in Boston—cost but seven cents here, if you go to the right place for them, or eight cents if you are reckless. As one fish makes a very good meal for one person, kippered herring is pretty cheap eating, and it is wholesome, too.

Smoked salt herring is still an article of very large consumption, as it has always been from the day of its invention. It is eaten by everybody, everywhere. It plays a leading role on the free lunch end of most bars, and as a thirst arouser it is second only to salt cod.

Smoked herring is the cheapest in price of all smoked fish. Smoked bloaters, which sell three for ten cents, are nothing more than large fat herring.

The bloater is a favorite breakfast dish with many people, broiled and served piping hot, and in that form it is largely eaten here.

Other Smoked Fish.

The demand for smoked salmon and smoked halibut, the two most expensive varieties of smoked fish, is fully as heavy as it ever was, so fish dealers says. It costs from twenty-five cents to thirty cents a pound to indulge in smoked salmon, and from twenty cents to twenty-five cents in smoked halibut, but a pound of either kind of fish will go quite a long way in providing a meal for two or three people.

The smoked salmon used in New England comes mostly from the Pacific coast, where the fresh salmon are caught to the extent of 250,000,000 pounds a year.

The bulk of the smoked halibut comes from the smoked fish houses of Gloucester, where about 5.000,000 pounds of it are turned out yearly.

TO PREVENT DUST.

A new article about to be introduced to Canadian grocers is "Dustbane," manufactured at 269 Chesley street, St. John, N.B. It is a powdered compound used on floors and carpets for the purpose of preventing dust from rising, while sweeping. It is also claimed to be a disinfectant thus purifying the air where it is used. Its manner of use is simple. A handful or two is distributed at the starting point and is swept along before the broom, keeping the dirt and powder together in a line. Dustbane too is represented as having sufficient strength to be used over again with good results. Grocers who handle it will be given the privilege by the manufacturers to give out a can to customers who want to try it and if it is not found satisfactory it is taken back and no charge will be made for the quantity used.

The agents for Ontario and Western Canada are Messrs. Espey and Driesbach, 600 Crown Life Building, Toronto, Ont.

DAIRYING IN P.E.I.

On his way from Prince Edward Island, on the Atlantic, to Vancouver, on the Pacific, F. Skinner, traveling representative of the Charlottetown Condensed Milk Co., of P.E.I., is in the city calling on the local agents, Rose & Laflamme. Speaking to The Grocer on dairying conditions in the island in the east, Mr. Skinner states that Prince Edward Island is rapidly becoming prominent for the cleanliness of its farmers engaged in dairying. The water there is almost entirely obtained from springs and is therefore clear as crystal. This spring water is used not only for cattle, but everything else, it is so common. Great pride is being taken, too, by the farmers there in the condition of their cattle stables. They use lime in them and other disinfectants, taking special care to keep them clear of all bacteria. The pastures, too, are splendid, and thus a high grade of milk produced.

The company Mr. Skinner represents has Premier Hazsard for its president. The manager is Harry Winchester.

TRAVELERS' MEETINGS.

The first regular meeting of the board of the Commercial Travelers' Association of Canada will be held on Saturday afternoon, January 30th, in Toronto.

On Saturday also of this week the annual meeting of the Commercial Travelers' Mutual Benefit Society of Toronto will be held.

LIPTON'S NEW YORK FIRE.

The establishment of Thomas J. Lipton in New York was almost completely destroyed by fire on Jan. 8th. The block in which the business was carried on was left in an unrecognizable condition, due to the fact that three large fires occurred simultaneously, so that the forces of the firefighters became distributed. The cause was unknown. The firm immediately secured temporary offices at 113 Hudson St. and were able to meet their deliveries in tea a few days later. New York coffee roasting firms offered their facilities and orders for coffee were also almost immediately filled.

FAT STOCK SHOW.

The Fat Stock Show in West Toronto will be held next week on February 2, 3 and 4.

RECIPROCITY DISCUSSED.

The results of the Board of Trade Council elections in Montreal were announced in the Exchange Hall at noon, January 27th, at a special general meeting of the Board of Trade. The following are the results of the elections to the council: — President, F. Robertson; first vice-president, George L. Cains; second vice-president, R. M. Ballantyne; treasurer, J. R. Binning; W. Agnew, John Baillie, G. F. Benson, J. H. Burland, H. R. Drummond, J. Ethier, W. P. Hunt, Robert Ironside, J. R. Kinghorn, R. Wilson Reford, J. A. Vaillancourt and Norman Wight.

The following were elected to the board of arbitration:—A. A. Ayer, James Carruthers, George Caverhill, W. W. Craig, T. J. Drummond, C. B. Esdaile, W. I. Gear, E. B. Greenshields, A. J. Hodgson, Alex. McFee, John McKergow and Robert Reford.

After the results were announced the new president was asked to assume the chair. Mr. Robertson briefly expressed his thanks for having been elected, and assured those present that the new council would give the Board of Trade good service.

Alex. McFee then made a few remarks relative to what T. J. Drummond said the previous day in his valedictory address on reciprocity. "I think that we cannot but feel that Mr. Drummond in his address gave us somethink that we cannot but feel that Mr. procity. Mr. Drummond will have the hearty support of every member of the Montreal Board of Trade on this matter. I think we should support in the strongest way possible the opinions expressed by Mr. Drummond. There is no favor in the majority of men of business in this city with the proposal of reciprocity with the United States, but there is a feeling here strongly in favor of the establishment of closer trade relations with the Mother Country. In the Mother Country at the present time there is a strong movement along the lines of national union—national union means the establishment of closer trade relations between the various members of the British Empire.

Mr. McFee concluded by stating that much thanks was due to Mr. Drummond for what he said relative to the matter. "If reciprocity is to take any definite and tangible form it must be between Canada and Great Britain." The meeting then closed.

In the elections 850 votes were cast, and two were spoiled.

THE MANUFACTURE OF EDAM CHEESE.

When Month Old it is Washed in Water and Rubbed With Linseed Oil.

So many varieties of cheese are now on the market that it is sometimes difficult for the grocer to keep track of them all and more difficult to understand their manufacture. Grocers who deal in the Edam cheese will be interested in knowing something of how it is made.

Edam, in the red circular tins, well known to the critics, is a hard rennet cheese produced in Holland; it is also known as Katzenkopf, Tete de Maure and Manbollen. The best of the product is made of unskimmed cow's milk, but much of it at the present time is made from milk which has had at least one-half of the fat removed. The cheeses are round and are colored deep red on the surface or wrapped in tinfoil.

The perfectly fresh milk is set at 90 deg. to 95 deg. F. Color is added, and sufficient rennet is used to coagulate the milk in fifteen minutes. The curd is cut, and after a very short stirring is allowed to settle to the bottom, when the whey is dipped off. The curd is gathered in a pile, and pressure is applied for a short time to expel the whey. Care is taken in the meanwhile that the curd does not get below 82 degrees or above 90 degrees. The curd is then ready for the press. Sometimes wooden molds are used, but the best are made of iron. An attempt is made to put just sufficient curd into the mold to make a perfect sphere when pressed. When the mold is half full a little salt is added. When the mold is full, it is pressed lightly until the cheese will hold its form, when it is taken out and immersed in water for two minutes at 125 deg. The cheese is then put in the press, where it remains for twelve hours. It is then removed from the mold and placed in another form resembling the mold but without a cover, and having a hole leading from the bottom. The cheese is salted by rubbing salt on the surface. Sometimes it is kept in a salt bath for a day before putting salt on the surface. Following the salting, the cheese is washed in hot whey, and the surface is scraped smooth. It is then taken to the ripening cellar, which should have a temperature of between 50 deg. and 70 deg. Here it is turned daily for a time, and finally twice a week. In the meantime it is occasionally moistened with cold water or fresh beer.

When the cheese is one month old it is washed in water at 70 deg. for twenty minutes, and then placed in the sun to dry, after which it is rubbed with linseed oil. Before shipping the cheese is colored, usually red, but for some markets it is colored yellow with annatto. This coloring is done with a watery solution of litmus and Berlin red, or with carmine.

OF INTEREST TO TRAVELERS.

White Swan Spices & Cereals Limited, Toronto, have again secured the services of Frank Clarkson, who until a few months ago pushed White Swan Spices, etc., in the Northwest Territories. This company has now divided the territory and Mr. Clarkson will, in future, work south of the main line of the C.P.R., west of Winnipeg to Calgary, while T. Fournier will represent White Swan goods north of this line. We are also advised that the company now has British Columbia well in hand.

POISON IN SOME FOOD.

On Thursday night of last week Mrs. Samuel Grier, her son Reginald, aged 16 years, and her housekeeper, Mrs. Horner, living at 457 Jones Ave., Toronto, suffered from the effects of poison in some food they ate for their tea. They had meat pies and canned tomatoes and it is yet a speculation as to which was the cause. Mr. Grier himself was not in for tea. He is an old grocer. None of the three died from the effects as medical aid was quickly summoned.

COMMISSIONER AT BELFAST.

An Ottawa despatch states that Frank Bickerdike, son of Robert Bickerdike, M.P., has been appointed Canadian Trade Commissioner in Belfast, Ireland. This is the first trade commissioner of the Dominion Government to be established in Ireland.

THEY WILL GET ON.

Boyle & Cragg have purchased the general store business of the late G. W. Burrows, of Conn. They are enterprising men who will make the most of their opportunities and unearth a few that may not lie bare on the surface.

CONDENSED MILK WAR.

At present there is a merry war in progress among some condensed milk companies and they are offering special inducements to the trade. The growth of this business has been wonderful within the last few years, and is yet making rapid strides. The same may be said of evaporated cream.

EARLY CLOSING ADVANCING.

In his letter to The Grocer, one of the correspondents conveys the news that early-closing has been adopted by the merchants of Ridgetown, Ont. They have decided to close their stores at six o'clock every evening with the exception of Saturday. This is a step in the right direction and should be an example to the grocers of any village, town or city to do likewise. What pleasure does a grocer, not absolutely overruled by his business, receive who begins his duties every morning of the year at seven o'clock and sticks to his store until the hour of midnight approaches? Where possible the grocers should endeavor to get together, work out a system of early closing and be bound by the rules and regulations of the agreement made.

If all grocery stores close at a certain hour there is no well-founded reason why any of them should lose money.

TRADE NOTES.

V. Tremblay & Co., general merchant, St. Simeon, has assigned.

All the officers of the Chambre de Commerce were re-elected in Montreal this week. They are: Isaac Prefontaine, president; A. V. Roy, first vice-president; F. C. Lariviere, second vice-president; Joseph Fortier, treasurer, and F. Bourbonniere, secretary.

A new business firm, that of Bishop Sons & Co., Ltd., has come into existence at St. John, N.B., replacing the house of Bishop and Monroe, of which the principal was Hon. R. K. Bishop. The firm expects to do an extensive fish and supplying business as well as dealing in wholesale dry goods, hardware and groceries.

Markets and Market Notes

SEE ALSO PROVISIONS, CEREALS AND FRUIT VEGETABLES AND FISH DEPARTMENTS, ON PAGES FOLLOWING.

QUEBEC MARKETS

POINTERS—

Flour—Declined 30c on barrel and 15c on bags.

Sugar—Advanced 10c.

Vegetables—Declined slightly.

Fruits—Advanced slightly.

Eggs—Steady.

Butter—Fresh rolls in good supply, and lower.

Cheese—Firm.

Montreal, Jan. 28, 1909.

From the information available, indications point to a good spring's business. This is probable, on account of the somewhat greater latitude banks are allowing their customers. In the country conditions are of the very best. The recent thaws have provided sufficient water for stock, and the roads are good. Travellers speak most optimistically of the prospects there. Collections are on the whole very good. Trade although not excessively large, is steady in volume. The chief items of interest during the week, have been the advance in sugar, and the decline of flour. Two of the largest milling companies in Canada dropped their prices, and were soon followed by the others. There has been a stronger tone displayed in the sugar market for some time, and this has finally culminated, in a rise of ten cents by the refiners. Lard continues strong owing to the scarcity of hogs. Sal soda has advanced 5 cents. Owing to a good crop, Rangoon rice is weaker, having declined 10 cents. Vegetables are generally speaking easier, and fruits have shown slightly stronger tendencies. Fish has remained in the aggregate, about the same, some lines declining slightly, while others have gone forward somewhat.

Butter is firm for creamery lines, and rolls are a shade easier, owing to increased receipts. Cheese remains firm with fairly good export demand. Eggs continue in good demand, and prices are firm. New laids are coming forward more freely now, and a decline may take place in the near future. Other lines remain in practically the same position as when last reported.

SUGAR—The sugar market advanced 10 cents on Saturday, owing to a more speculative view of affairs in Cuba. This movement should not cause any apprehension as it is thought the market will remain steady now for some time. Locally the demand is very good for this time of the year.

Granulated, bbls	$4 50
" ½-bbls	4 45
" bags	4 25
" Imperial	4 00
" Beaver	4 00
Paris lump, boxes, 100 lbs	5 15
" " 50 lbs	5 25
" 25 lbs	5 45
Crystal diamonds, bbls	5 45
" " 100 lb. boxes	5 65
" " 50 lb. "	5 75
" " 25 lb. "	6 25
" " 5 lb. cartoons	0 40
Extra ground, bbls	4 70
" " 50-lb. boxes	4 90
" " 25-lb. boxes	5 10
Powdered, bbls	4 50
" 50-lb. boxes	4 70
Phoenix	4 05
Bright coffee	4 00
No. 3 yellow	3 90
No. 2 "	3 80
No. 1 " bbls	3 90
No. 1 " bags	3 85

SYRUPS AND MOLASSES—Molasses continues in good demand at the late advance. Prices may weaken soon as some large shipments are on their way to Canada now. Syrups are neglected and unchanged in prices.

Barbadoes, in puncheons		0 42
" in barrels		0 44½
" in half-barrels		0 45½
" fancy		0 47
New Orleans	0 22	0 35
Antigua		0 30
Porto Rico		0 40½
Corn syrups, bbls		0 03½
" ½-bbls		0 03½
" ¼-bbls		0 03
" 38½ lb pails		1 75
" 25 lb pails		1 25
Cases, 2 lb tins, 2 doz per case		2 40
" 5-lb. " 1 doz. "		2 75
" 10-lb. " ½ doz. "		2 65
" 20-lb. " ¼ doz. "		2 60

MAPLE PRODUCTS—Quiet and featureless.

Compound maple syrup, per lb	0 04½	0 05
Pure Townships sugar, per lb	0 06	0 07
Pure syrup, 8½lb. tin	0 60	0 65

TEA—There has been only a light distributing demand during the week. Low grade lines are being preferred. Supplies in the primary markets are none too large, and consequently some advances may occur before long.

Choicest	0 38	0 45
Choice	0 32	0 37
Japans—Fine	0 27	0 30
Medium	0 22	0 23
Good common	0 21	0 22
Common	0 19	0 21
Ceylon—Broken Orange Pekoe	0 20	0 38
Pekoes	0 19	0 20
Pekoe Souchongs	0 19	0 20
India—Pekoe Souchongs	0 17½	0 18
Ceylon greens—Young Hysons	0 19	0 25
Hysons	0 18	0 20
Gunpowders	0 17	0 25
China greens—Pingsuey gunpowder, low grade	0 12½	0 16
" " pea leaf	0 19	0 27
" " pinhead	0 30	0 45

COFFEE—Steady under a good consumptive demand.

Mocha	0 18½	0 25
Rio, No. 7	0 09	0 11
Santos	0 12	0 15

DRIED FRUITS—The date market is decidedly active and prices have been fully maintained. Currants are going steadily into consumption, buyers preferring the cleaned variety. Layer fig stocks are low, and an advance may be looked for, before long. Smyrna sultanas are firmer, and higher in the primary market, but so far no changes have occurred here. Valencia raisins are not strongly in evidence. Other lines are featureless.

Figs—		
Big figs	0 03½	0 05
Tapnets	0 03½	0 05
Elemes	0 08	0 14
Dates—		
Hallowees, per lb	0 05	0 06
Sairs, per lb		0 05
Malaga Raisins—		
London layers		2 25
"Connoisseur Clusters"		2 50
" " ½-box		0 75
"Royal Buckingham Clusters," ½-boxes		1 30
" " boxes		4 75
"Excelsior Windsor Clusters"		5 75
" ½'s		1 60
Australian raisins	0 07	0 08
California Raisins—		
Fancy seeded, 1-lb. pkgs	0 09	0 10
Choice seeded, 1-lb. pkgs	0 08½	0 09½
Loose muscatels 3 crown	0 08	0 09
" 4 crown	0 09	0 10
California Evaporated Fruits—		
Apricots, per lb	0 13	0 18
Peaches, "	0 11	0 15
Pears, "	0 13	0 14
Prunes—		per lb.
Prunes 25-lb. boxes, 30-40s	0 10	0 12
" " " 40-50s	0 09	0 11
" " " 50-60s	0 08½	0 10
" " " 60-70s	0 08	0 10
" " " 90-100s		0 07
Currants, fine filiatras	0 06½	0 07
" atras	0 03	0 08½
" Vostizzas	0 09	0 09½

SPICES—The spice market is dull and uninteresting this week. No changes in quotations.

	Per	lb.
Peppers, black	0 14	0 20
" white	0 20	0 27
Ginger, whole	0 18	0 20
" Cochin	0 17	0 20
Cloves, whole	0 17	0 30
Cloves, ground	0 20	0 25
Cream of tartar	0 23	0 32
Allspice	0 12	0 18
Nutmegs	0 30	0 60
Cinnamon, ground	0 15	0 19
" whole	0 14	0 16

RICE AND TAPIOCA—Rice and tapioca are quiet, and featureless.

BEANS AND PEAS—Beans are higher owing to short supplies, and good demand. Market for peas is unchanged.

Ontario, pickers	1 85	1 90
Peas, boiling	1 35	1 40

EVAPORATED APPLES—Stocks are low, and demand is fairly good, consequently these conditions have imparted a firm feeling to the market.

Evaporated apples, new	0 03	0 08½

FURS—Furs remain steady and unchanged.

Mink	5 00	6 50
Marten, pale	4 00	6 00
" dark	8 0	20 00
Fox, red	2 50	4 50
Lynx	5	0 12 00
Otter	15	0 25 00
Fisher	5 00	9 00
Weasel	0 25	0 35
Muskrat	0 15	0 25
Canadian coon	0 75	1 75
Skunk	0 40	1 25
Bear, large	8 00	10 00
" small	3 00	5 00

CANNED GOODS

Montreal.

CANNED GOODS—Vegetables are in good demand, but fruits are much neglected. Canned meats are more brisk this week and canned fish are also slighly more active.

Toronto.

The local canned goods market is active in some respects and a good many sales are reported.

FRUITS.

	per doz. Group 1.	Per doz. Group 2.
Apples, 3's standard	$1.00	$ .95
" 3's preserved	1.45	1.40
" gals, standard	2.55	2.50
" gals. preserved	4.00	3.95
Blueberries, 2's standard	1.20	1.15
" 2's preserved	1.70	1.65
" gals. standard	5.05	5.00
Cherries, red, pitted, 2's	1.95	1.90
" red, not pitted, 2's	1.55	1.50
" red, not pitted, gals		6.50
" red, pitted, gals		8.00
" black, pitted, 2's	1.95	1.90
" black, not pitted, 2's	1.55	1.50
" white, pitted, 2's	2.05	2.00
" white, not pitted, 2's	1.65	1.60
Grapes, white, Niagara, 2's, psvd.	1.45	1.40
" white, Niagara, gals, std.	3.55	3.50
Lawtonberries, 2's, heavy syrup	1.95	1.90
" 2's, preserved	2.20	2.15
" gals, standard	7.55	7.50
Currants, red, 2's, heavy syrup	195	1.90
" red, 2's, preserved	2.20	2.15
" red, gals, standard		5.00
" red, gals, solid pack		7.00
" black, 2's, heavy syrup	1.95	1.90
" black, 2's, preserved	2.20	2.15
" black, gals, standard		5.25
" black, gals, solid pack		8.00
Plums, Damson, 2's, light syrup	1.00	.95
" Damson, 3's, light syrup	1.40	1.35
" Damson, 2's, heavy syrup	1.15	1.10
" Damson, 2½'s, heavy syrup	1.80	1.75
" Damson, 3's, heavy syrup	1.90	1.85
" Damson, gals, standard	2.90	2.85
" Lombard, 2's, light syrup	1.00	.95
" Lombard, 3's, light syrup	1.45	1.40
" Lombard, 2's, heavy syrup	1.20	1.15
" Lombard, 2½'s, heavy syrup.	1.85	1.80
" Lombard, 3's, heavy syrup	1.95	1.90
" Lombard, gals, standard	3.05	3.00
" Green Gage, 2's, light syrup.	1.40	1.35
" Green Gage, 2's, heavy syrup.	1.55	1.50
" Green Gage, 2½'s, hvy. syrup	1.85	1.80
" Green Gage, 3's, heavy syrup	2.05	2.00
" Green Gage, 3's, light syrup	1.85	1.80
" Green Gage, gals, standard.	4.05	4.00
" Egg, 2's, heavy syrup	1.55	1.50
" Egg, 2½'s, heavy syrup	1.85	1.80
" Egg, 3's, heavy syrup	2.05	2.00
Rhubarb, 2's, preserved	1.80	1.75
" 3's, preserved	2.45	2.40
" gals, preserved	3.30	3.25
Strawberries, 2's, heavy syrup	1.95	1.90
" 2's, preserved	2.20	2.15
" gals, standard	7.05	7.00
" gals, solid pack	9.80	9.75
Raspberries, red, 2's, heavy syrup	1.95	1.90
" red, 2's, preserved	2.20	2.15
" red, gals, standard	7.05	7.00
" red, gals, solid pack	9.80	9.75
" black, 2's, heavy syrup.	1.95	1.90
" black, 2's, preserved	2.20	2.15
" black, gals, standard	7.05	7.00
" black, gals, solid pack	9.80	9.75
Peaches, yellow, 1½'s, flats	1.70	1.65
" yellow, 2's	1.95	1.90
" yellow, 2½'s	2.65	2.60
" yellow, 3's	3.05	3.00
" yellow, 3's, whole	2.30	2.25
" white, 2's	1.85	1.80
" white, 2½'s	2.55	2.50
" white, 3's	2.80	2.75
" pie, not peeled, 3's	1.45	1.40
" pie, not peeled, gals	4.30	4.25
" pie, peeled, gals	6.05	6.00
" assorted pie fruits, gals	(add 5 p.c.)	
Pears, 2's, Flemish Beauty	1.70	1.65
" 2½'s, Flemish Beauty	2.00	1.95
" 3's, Flemish Beauty	2.15	2.10
" 3's, Bartletts	1.90	1.85
" 2½'s, Bartletts	2.20	2.15
" 3's, Bartletts	2.35	2.30
" pie, not peeled, 3's	1.30	1.25
" pie, peeled, gals	4.05	4.00
" pie, not peeled, gals	3.55	3.50
" 2's, light syrup, "Globe"		1.25
" 3's, light syrup		1.85
Gooseberries, 2's, heavy syrup	2.15	2.10
" 2's, preserved	2.40	2.35
" gals, standard		6.00
" gals, solid pack		8.00
Pineapple, 2's, sliced	1.95	1.90
" 2's, do. grated	1.95	1.90
" 2½'s, do. whole	2.45	2.40

VEGETABLES.

Corn, 2's	.90	.85
Corn on Cob, gals		4.50
Peas, No. 1 extra fine, sifted, 1's	1.12½	1.07½
" No. 4 standards, 2's	.82½	.77½
" No. 3 Early June, 2's	.87½	.82½
" No. 2 Sweet Wrinkle, 2's	.97½	.92½
" No. 1 extra fine, sifted, 2's	1.42½	1.37½
" No. 4, gals	3.77½	3.72½
Tomatoes, 2's	90	.85
" 3's	1.00	.95
" gals	3.30	3.25
Beans, golden wax, midget, 2's Auto	1.25	
" golden wax, midget, 2's	.90	.85
" golden wax midget, 3's	1.40	1.35
" golden wax, midget, gals	4.05	4.00
" Refugee or Valentine (green)	.90	.85
" " " "	1.40	1.35
" Refugee, midget, "Auto", 2's	1.25	
" Crystal wax, 2's	1.00	.95
" Red Kidney, 2's	1.00	.95
" Lima, 2's	1.30	1.25
Pumpkin, 3's	.85	.80
" gals	2.80	2.75
Table Spinach, 2's	1.30	1.25
" 3's	1.85	1.80
" gals	5.05	5.00
Succotash, 2's	1.20	1.15
Squash, 3's	1.15	1.10
" gals	3.55	3.50
Carrots, 2's	1.00	.95
" 3's	1.10	1.05
Cabbage, 3's	.95	.90
Cauliflower, 2's	1.50	1.45
" 3's	1.90	1.85
Parsnips, 2's	1.00	.95
" 3's	1.10	1.05
Turnips, 3's	1.00	.95
Beets, sliced, br, "Simcoe," 2's		.95
" sliced, br, "Simcoe," 2's		.95
" whole, br, "Simcoe," 2's		.95
" whole, br, "Rosebud," 2's		1.15
" sliced, br, "Simcoe," 3's		1.25
" whole, br, "Simcoe," 3's		1.25
" whole, br, "Rosebud," 3's		1.40

CANNERS' SUPPLIES.

TIN—Unsteady. Supplies plentiful. Market price ranges from $31 to $31.50.

SOLDER—Montreal 18½c to 19½c; Toronto, 18½ to 19c.

ONTARIO MARKETS.

POINTERS—

Sugar—Advance of 10 cents.

Spices—Ginger crop short.

Evaporated Apples—Fair demand.

Prunes—Good movement.

Tea—Quiet.

Toronto, Jan. 28, 1909.

An advance of 10 cents in sugar is the feature of the market here this week. This occurred on Saturday of last week. There has been a good demand in sugars, the advance here following that of refined sugar in New York.

Generally the wholesalers report a gradual but slow advance in trade.

There has not been very much movement in teas during the week, this market being somewhat quiet but with a better future.

Some fair sales have been made in canned goods and this market is firmer.

SUGARS—On Saturday there was an advance of 10 cents in almost all kinds of sugar. The demand has been good but at present it is not anticipated another advance will be made in the near future. This raise was unexpected.

"Crystal Diamonds," barrels	5 75
" " half barrels	5 85
" " box s, 100 lbs	5 95
" " " 50 lbs	5
" " " 25 lbs	6 25
" " 5-lb. cartons, boxes 100 lbs	8 10
Paris lumps, in 50-lb. boxes	5 65
" in 100-lb. "	5 55
" in 2-lb. boxes	5 85
St. Lawrence granulated, barrels	4 10
Beaver granulated	4 30
Red, a.h extra granulated	4 60
Imperial granulated	4 30
Acadia granulated, (bags and barrels)	4 40
Wallaceburg	4 40
St Lawrence Golden bbls	4 20
Bright yellow	4 50
No. 3 yellow	4 40
No. 2 "	4 30
No. 1 "	4 20
Red Seal	7 .0

Granulated and yellow, 100-lb. bags 5c. less than bbls

SYRUPS AND MOLASSES—The demand for syrups and molasses during the past week has been fair, the prices being similar to those of a week ago.

Syrups—		
Medium	0 30	0 35
Bright	0 40	0 45
		Per case.
2 lb. Tins, 2 doz. in case		2 40
5 " " " "		2 75
10 " " ½ "		2 65
20 " " ¼ " "		2 60
Barrels		0 03½
Half Barrels		0 03¾
Quarter "		0 04¼
Pails, 38½ lbs. each		1 75
" 25 " "		1 25
Maple syrup—		
Gallons, 6 to case		4 50
½ " 12 "		4 50
Quarts, 24 "		4 80
Pints, 24 "		2 50
Molasses—		
New Orleans, medium	0 30	0 35
" bbls	0 28	0 50
Barbadoes, extra fancy		0 45
Porto Rico	0 45	0 60
West Indian	0 31	0 33

TEA—There has been an easing off in lower grade teas and the market this week is reported as quiet.

COFFEE—Nothing outside of the usual regular demand is noticeable in the coffee market.

DRIED FRUITS—Now is the proper season for prunes and this week the movement is noted as good. There has been added since last week the 30-40's 25 lb. boxes. From now on apricots should sell well as this is the season also for them. The season for peels is over and little stir in them is noticeable. Figs are pretty well cleaned out and if anything, there is a scarcity in them. There is the regular movement in currants and raisins while dates are quiet.

	Per lb.
Prunes—	
30-40 s, 25-lb. boxes	0 11½
40-50's, 25-lb. boxes	0 09½
50-60 s, " "	0 08½
60-70 s, " "	0 08½
60-70 s, 50-lb. boxes	0 08½
80-90 " "	0 07½
90-100 " "	0 07
Apricots—	
Choice, 25-lb boxes	0 12½
Fancy, " "	0 15
Candied and Drained Peels—	
Lemon 0 10 0 11 Citron	0 17 0 20
Orange 0 10½ 0 12	
Figs—	
Elemes, per lb	0 08 0 10
Tapnets, "	0 03½ 0 04
Bag Figs	0 03½ 0 04
Currants—	
Fine Filiatras 0 06½ 0 07 Vostizzas	0 08½ 0 09
Patras 0 08 0 08½	

Uncleaned, ½c less.

Raisins –		
Sultana	0 07½	0 09
" Fancy	0 11	0 12½
" Extra fancy	0 14	0 15
Valencias,	0 5½	0 06
Seeded, 1-lb packets, fancy	0 09½	0 10
" 16 oz. packets, choice		0 09½
" 12 oz. " "		0 08
Dates—		
Hallowees 0 05½	0 06	Fards choicest 0 08 0 09
Sairs 0 05	" choice	0 07½

NUTS—Even though there may be a scarcity of nuts there is scarcely any call for them since the close of the old year, and therefore no changes in prices are quoted.

Almonds, Formigetta	0 12½
" Ta ragona	0 15
Walnuts, Grenoble	0 14
" Bordeaux	0 11
" Marbots	0 12
Filberts	0 10
Pecans 0 16	0 18
razils	0 15
eanuts 0 10	0 12

SPICES—The usual demand exists in spices with no difference in last week's quotations. It is reported that in Jamaica the ginger crop has not been of the best and at present this commodity is firm, but the price remains constant.

Peppers, black pure	0 14 0 20
" white pure	0 22 0 30
" whole, black	0 14
" whole, white	0 28
Ginger 0 18	0 5
Cinnamon 0 25	0 40
Nutmeg 0 25	0 50
Cloves, whole 0 25	0 35
Cream of tartar 0 22	0 25
Allspice 0 16	0 19
" whole 0 17	0 20
Mace ground 0 50	0 60
Mixed pickling spices, whole 15	0 20
Cassia, whole 0 20	0 25

RICE AND TAPIOCA—Rice appears to be a little easier locally, though there is a firmness in tapioca which is inclined to make a slight decline in price.

	Per lb.
Rice, stand. II	0 03½ 0 05
Rangoon	0 03½ 0 03½
Patna	0 05½ 0 05½
Japan	0 05½ 0 06½
Java	0 06 0 07
Sago	0 05 0 06
Seed tapioca	0 05
Tapioca, medium pearl	0 04½

BEANS—This week beans are quoted as a little firmer.

Beans, prime No. 1, "	1 90 2 00
" Lima, per lb	0 04½

EVAPORATED APPLES—In some cases an advance of a quarter of a cent is reported in evaporated apples, the demand being fair. In others a falling off in the market is mentioned.

Evaporated apples	0 07½ 0 07½

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 9 a.m. Thursday, January 28, 1909.)

The volume of business is large for the month of January and all indications point to a record year's business. Collections are improving, but they are not yet so satisfactory as might be desired. There is still a large portion of last year's wheat crop to be realized on and the spring months should see a further improvement in business conditions. Another good crop will mean real prosperity.

While the volume of wholesale business is large there is a great deal of local competition, which is forcing prices in some lines below the level of legitimate profit. Competition of this kind is of little real service to the retailer and it is the one really unsatisfactory feature of the business situation.

SUGAR—Prices continue as follows:

Montreal and B.C. granulated, in bbls	5 00
" " in sacks	4 95
" yellow, in bbls	4 60
" " in sacks	4 55
Wallaceburg, in bbls	4 90
" in sacks	4 95
B.C. gunnies granulated, 5-18's to bale, per cwt	4 95
" " 5-2 's " "	4 95
" hard pressed lump, 25's, per cwt	6 15
" " " half bbls., per cwt	6 50
" icing	5 80
bar sugar	6 60
Icing sugar in bbls	5 60
" " in boxes	5 80
" " in small quantities	6 10
Powdered sugar, in bbls	5 50
" " in boxes	5 60
" " in small quantities	5 65
Lump, hard, in bbls	5 95
" " in ½-bbls	5 95
" " in 100-lb cases	5 95

SYRUPS AND MOLASSES—The demand for corn syrups continues active as this is the season of the year when syrups and molasses are extensively used.

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 16
" " 5-lb tins, per 1 "	2 10
" " 10-lb tins, per ½ "	2 43
" " 20-lb tins, per ¼ "	2 75
" " ½ barrel, per lb	0 05½
" " Sugar syrup, per lb	0 03½
Beaver Brand, 2 lb tins, per 2 doz case	3 10
" 5 " " 1 "	3 60
" 10 " " ½ "	3 30
" 20 " " ¼ "	3 20
Barbadoes molasses in ½-bbls, per gal	0 40
New Orleans molasses in ½-bbls, per lb	0 03½
Porto Rico molasses in ½-bbls., per lb	0 04½
Blackstrap, in bbls., per gal	0 31
" ½ "	0 33
" 5 gal. bsts., each	2 25

MAPLE PRODUCTS—Selling very slowly. Prices continue as below:

Sugar, 25 lb. boxes ½s. and ¼s	3 00
Syrup gallons ½ doz. to case, per case	5 65
" ½ " 1 doz. to case, "	6 15
" ¼ " 2 doz. to case "	6 55

FOREIGN DRIED FRUITS—Local competition has forced a decline of 1-4 cent in prunes. Conditions in the California market are likely to cause an early decline in California raisins. A war between the growers and the packers is disturbing market conditions. Quotations continue as follows:—

Sultana raisins, bulk, per lb	0 09
" cleaned, "	0 10½
" 1 lb pkgs "	0 11½
Table raisins, Connoisseur clusters per case	2 50
" extra dessert, "	3 85
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 70
" Connoisseur clusters, boxes (5) lbs	0 85
Trenor's Valencia raisins, f.o.s. per case, 28's	2 05
" " " 14's	1 00
" " selects " 28's	2 25
" " " " 14's	1 15
" " layers " 28's	2 35
" " " " 14's	1 25
California raisins, choice seeded in ½-lb. packages per package	0
" " fancy seeded in ½-lb. packages per package	07½
" " choice seeded in 1-lb packages per package	0 08½
" " fancy seeded, 1-lb. packages, per package	0 09
Raisins, 3 crown muscatels, per lb	0 0
" 4 " "	0 0
Prunes 90-100 per lb	0 0
" 80-90 "	0 05½
" 70-80 "	0 06
" 60-70 "	0 07
" 50-60 "	0 07½
" 40-50 "	0 08
" 30-40 "	0 08½
Silver prunes	0 09
Currants, uncleaned, loose pack, per lb	0 06½
" dry cleaned, Filiatras, per lb	0 06½
" wet cleaned, per lb	0 07
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 08
Pears, per lb	0 08½
Peaches, standard, per lb	0 08
" choice	0 08
Apricots, standard, per lb	0 0
" choice, per lb	0 11½
Plums, black pitted, per lb	0 11½
Nectarines, per lb	0 09½
Dates, new, per lb	0 07

RICE AND TAPIOCA—The market is quiet and featureless. Japan rice is quoted at 4¼c per lb.; Patna at 4¼c; Rangoon at 3¾c. Tapioca, 5c per lb.

EVAPORATED APPLES—There is a good staple demand at 8½c per lb. The market is steady and no change is expected in local prices.

HONEY—Supplies are hard to obtain. Prices are quoted as follows:

Honey, 2½ lb. tins, in case 24	8 75
" 5 " " 12	8 50

SPANISH ONIONS—New stock is quoted at $1.15 per crate.

NUTS—Advanced prices on new stock. We quote:

Shelled Walnuts, in boxes, per lb	0 28
" " small lots per lb	0 30
" Almonds in boxes, per lb	0 28
" " small lots, per lb	0 30

ROLLED OATS—The local market is steady, prices showing a slight decline.

Rolled oats, 80 lb sacks, per 80 lbs	2 10
" 40 " " 80	2 15
" 20 " " 80	2 20
" 8 " " 80	2 50

CORNMEAL—We quote the following reduced prices:

Cornmeal, per sack	1 90
" per ½ sack	0 95
" per case (10, 10's)	2 15

BEANS—The market is weak. Handpicked are quoted at $2.10 to $2.15 per bushel and the three-pound picker at $2 per bushel.

POT AND PEARL BARLEY—Pot barley is quoted at $2.55 per sack, pearl barley at $3.75 per sack and $1.95 per half sack.

CANNED GOODS—

FRUITS.

	Group No. 1	Groups No. 2 & 3 Group No. 1	Groups Nos. 2-3
Apples—3's standard, per case	$2.44		$2.34
" Gallons, standard, per case	1.55		1.52½
Cherries—Red, pitted, 2's	4.18		4.08
" black pitted 2's	4.18		4.08
" white, pitted 2's	4.38		4.28
Currants—Red 2's	4.18		4.08
" black 2's	4.18		4.08
Gooseberries- 2's	4.58		4.48
Lawtonberries- 2's	4.18		4.08
Peaches—Yellow 2's	4.18		4.08
" yellow 3's	6.54		6.44
" pie, unpeeled 3's	3.34		3.24
" pie, unpeeled, gallons	2.42½		2.40
" pie, peeled, gallons	3.30		3.27½
Pears—Flemish Beauty 2's	3.68		3.58
" Flemish Beauty 3's	4.74		4.64
" Globe I.s. 2's			2.78
" Globe I.s. 3's			4.14
Plums—Damson I.s. 2's	2.28		2.18
" Lombard I.s. 2's	2.28		2.18
" Green Gage I.s.	3.08		2.98
Raspberries—Red 2's	4.18		4.08
" red, gallons	3.80		3.77½
" black 2's	4.18		4.08
" black, gallons	3.80		3.77½
Strawberries—2's	4.18		4.08
" gallons	3.80		3.77½

VEGETABLES.

Asparagus—2's	6.28	6.18
Beans—2's	2.08	1.98
Corn—2's	2.08	1.75
Peas—		
No. 4 standards, 2's	1.88	1.55
Early June, 2's	1.98	1.65
Sweet Wrinkle, 2's	2.18	1.85
Extra fine sifted, 2's	3.08	2.75
Pumpkins—3's	2.14	2.04
Succotash—2's	2.68	2.58
Tomatoes—3's	2.44	2.10
Tomatoes, 2's	2.08	1.74
Tomatoes—gallons	3.70	3.65

MEATS.

Clark's 1 lb., pork and beans, plain, per case	2 50
" 2 " " " " "	1 90
" 3 " " " " "	2 50
" 1 " tomato sauce, per case	2 50
" 2 " " "	1 90
" 3 " " "	2 50
" 1 " Chili "	2 50
" 2 " " "	1 90
" 3 " " "	2 50
Soups, per doz	1 25
Corned beef " 2's per doz	2 10
" " 1's "	1 75

Roast beef		
" 1's, per doz	....	1 07
" 2's, "	....	2 55
Potted meats, 1's, per doz	....	0 95
Veal loaf ½ lb., per doz	....	1 25
" 1 lb. "	....	2 50
Ham loaf ½ lb. "	....	1 25
" 1 lb. "	....	2 50
Chicken loaf ½ lb. "	....	1 25
" 1 lb. "	....	3 50
Lunch tongue 1's, "	....	3 65
Sliced smoked beef ½-lb. tins, per doz	....	1 80
" " 1-lb. tins, "	....	3 10
" " 1-lb. glass, "	....	3 35
Chipped " ½-lb. tins, "	....	1 45
" " 1-lb. tins, "	....	2 80
" " 1-lb. glass, "	....	0 95
Sliced bacon, 1-lb. tins, "	....	3 10
" 1-lb. glass, "	....	3 25

BORROWING TO MEET DISCOUNTS

"If a merchant is unable to discount his bills for merchandize and yet can get credit at the bank, does it pay to borrow and take his discounts?"

This question was put to a leading credit man for a wholesale grocery house this week by the Los Angeles Commercial Bulletin.

"Figure it out for yourself," he replied. "On sugar the cash discount is 25 cents a sack, or an average of about 4 per cent. Cigars pay 3 per cent. and on some brands as much as 5 per cent. Tobaccos pay 3 per cent. Woodenware pays 2 per cent. The ordinary run of groceries pays 1½ per cent. Some goods are billed net, but these will not average much more than 15 to 20 per cent. of the total volume of business. Average up the whole line carried by the retail grocer including sugar and the cash discount will reach fully 2 per cent., if every discount is taken. This average of 2 per cent. can be taken if payment is made within 30 days. Now suppose the merchant does not take his discount but pays at the end of sixty days. He is losing two per cent. for the use of the wholesalers' money for an extra thirty days. Two per cent. for thirty days on a basis of 2 per cent. per annum. He can borrow money at the bank for 7 per cent.—before the financial flurry it was 6 per cent. and will be back there again soon. Thus a thousand dollars borrowed and used in discounting bills would cost $70 for one year and if kept turning would produce $240 in cash discounts. Even if a merchant could get ninety days' time on his goods he would be paying the wholesaler 12 per cent. for the use of the money as against 7 per cent. at the bank. In these modern times the man who can't discount his bills one way or another has a poor chance."

"The man who discounts his bills usually buys cheaper than the 'long timer,' doesn't he?" was asked.

"Well, we are supposed to treat everyone alike, but the natural tendency among most houses is to give the cash man a little bit the edge on the slow pay man. It's natural in any business."

SMALL PROFITS OF THE CONFECTIONER.

"Yes," remarked an Ottawa confectioner recently to The Canadian Grocer, "some persons think there is big profit in our business. They see our shop crowded, especially on Saturday nights and think we take in a lot of money and make big profits. They are mistaken, for the sales of a confectioner are not large and, if he does make a fair margin on what he sells, look at what he loses on the goods that he cannot dispose of. When a cake is two days old it is no longer fresh and there are few things harder to dispose of than a stale cake. We may offer it at a greatly reduced rate and then we frequently cannot sell it. The result is that we have to throw away or give away many cakes and the profit, which we have made on the ones we have disposed, vanishes. Of course, there are a few cakes which we can use in making smaller ones but believe me when I say that we make use of very few of them in the manufacture of other kinds. The majority of our layer cakes, if not sold when they are fresh and nice, are either thrown away or given to the poor. Fruit, confectionery and grocery stores have to suffer in this respect in a way of which the public knows little and probably cares less. These businesses have to shoulder many losses arising from the whim of the public, the condition of the weather and delays in shipment or transit."

CHINESE TEA INDUSTRY.

The Manner of Preparation for the Market, and for Shipment.

(By Charles Denby, Shanghai.)

Tea is not placed on plates for drying and withering,, but on protected bamboo mats, from which it is impossible for the wind to blow it. Green tea and black tea are prepared quite differently. The leaf of the green tea, immediately after picking, is partially dried in the sun or by artificial heat, and subsequently, at the pleasure of the tea man, is dried, rolled, and colored in iron pans over a slow charcoal fire. Then the leaf is sifted according to its size and shape, making such grades as Gunpowder, Young Hyson, and Hyson, as known in the foreign markets. After this process is finished it is put into packages or chests, weighing between 60 and 70 lbs., ready for export.

The color of black tea is due in no way to coloring matter, as is commonly supposed, but is caused by the withering or fermentation. Immediately after picking it is slightly withered or fermented by being placed in the sun, and the expertness of the tea men is shown in his being able to know just when to stop the withering or fermentation. After this leaf is rolled in bamboo trays and fired in pans until thoroughly dry and ready for packing. These teas are packed in chests and half-chests for export, and in case it comes from the tea man in smaller packages, it is repacked to suit the wishes of the purchaser. Tea chests are practically all made in the same manner—of wood, lead lined, and when ready for export are wrapped with coarse Canton mats.

Both tea dust and common grades of black tea are made in the shape of bricks, weighing usually between 1½ and 2 pounds. All teas in this shape are exported to Siberia and Mongolia and in a less degree to Russia.

BENZOATE NOT INJURIOUS.

So Decide Referee Board of Chemists Appointed by President Roosevelt—Dr. Wiley Contradicted.

That sodium benzoate is not injurious to the health when used as a food preservative and that it does not affect or impair the quality or value of the food, was, in short, the decision reached by the referee board of chemists at Washington, D.C., U.S.A., which was appointed to consider the conclusions arrived at by the Bureau of Chemistry, of which Dr. H. W. Wiley is the head. This decision is exactly the reverse to that of Dr. Wiley's, and is of great importance to canners principally.

The report unqualifiedly endorses the use of benzoate from the physiological standpoint and does not leave the slightest ground for retreat for the Bureau of Chemistry in the Department of Agriculture in the United States. The referee board pronounces the use of the material in foods not harmful or deleterious to health.

The same general plan of procedure was followed in all three experiments made. A certain number of healthy young men were selected as subjects, and during a period of four months these men under definite conditions of diet, etc., with and without sodium benzoate were subjected to thorough clinical and medical observation, while the daily food and the excretions were carefully analyzed, and otherwise studied and comparisons made. The conclusions arrived at were :

Sodium benzoate in small doses, mixed with the food, is without poisonous action, and is not injurious to health ;

Sodium benzoate in large doses mixed with the food has not been found to exert any deleterious effect on the general health, not to act as a poison in the general acceptation of the term. In some directions there were slight modifications in certain physiological processes, the exact significance of which is not known ;

The admixture of sodium benzoate with food in small or large doses has not been found to injuriously affect or impair the quality or nutritive value of such food.

Had Nothing to Say.

Dr. Wiley, on being asked what he had to say regarding this finding, was very reticent. He had not seen the report when interviewed and had nothing to say.

When the substance of it was made known to him he declined to discuss it until he had read it in full.

It is stated in Washington that there will be severe pressure upon the Administration, in view of the complexion of the report, to call for Dr. Wiley's retirement, and that in the event he does not voluntarily resign he will be obliged to do so by the President or by the incoming Administration. There has been no announcement of any sort on the topic thus far and it is expected in many quarters that instead of taking action now, President Roosevelt will prefer to leave the situation to be dealt with by the incoming Administration.

J. Edward Brown, of Joseph Brown & Sons, Montreal, has been confined to his house lately through illness.

WHAT TO DO IN FEBRUARY

Ged Rid of the Remnants From the Old Year—A Time for Making Plans for the Future—A Lesson Taught by a Clerk's Carefulness—Some Simple Window Displays That May be Used.

Some business men acquire a habit early in their career of looking upon the winter months, succeeding Christmas, as unproductive, and consequently are too apt to lay back on their oars, and take matters as they are. It has been proven, however, that by proper preparation, and a little judicious advertising, these months need not be as dull as they otherwise might be. The chief function of February should be to clear up as far as possible what is left of the winter stock, and prepare to make an early bid for the spring trade.

This can be done by carrying the usual January sales into February, and in this way, any surplus stock can be completely cleaned up. The general dullness of the month will afford ample time for the grocer to give some additional attention to interior arrangement, and the decoration of windows. This is particularly important, as people are generally more or less apathetic, and require all kinds of stimulants to make them buy. In view of this fact then, the grocer should make his window particularly attractive. At this season of the year, it is rather difficult to have much novelty, so far as products are concerned, consequently considerable ingenuity, and originality should, if possible, be displayed, in the arrangement of the window.

A Butter Window.

It is possible to make pretty windows with comparatively commonplace and unattractive materials. Take for instance butter, the writer remembers an exceedingly effective window display of this product, which was arranged as follows: The floor of the window was covered with a spotlessly clean white cloth, and in the centre, there was a plain white platter, with a large piece of tub butter irregularly shaped, on it, and on either side, the pound blocks of high-grade creamery butter were arranged, in the form of geometrical figures. A round placard bearing these words, was placed on the central mass of butter, "Every one wants good butter, whether they have other things or not, and here is where you can get it."

They Want Good Butter.

This touched a vulnerable point in every one alike, because it is a fact, that people who will buy second-grade goods, in most lines, demand the best quality in butter. Many designs can be worked out with butter blocks. One grocer has built a diminutive castle in his window with its traditional watch tower, moat and drawbridge. Canned goods on which people largely depend at this season of the year can be worked into many attractive forms. A Montreal grocer has arranged a very pretty window display of canned soups, in the form of a large wheel, and in between the spokes, he has various varieties of beans, peas and other products. On a large can in the centre, forming the hub of this, he has a nice display card, stating, "These are the things of which good soups are made."

For Smaller Stores.

February is generally a month of coughs and colds, and in small country grocery stores where a stock of patent medicines is kept, a specialty can be made of cough mixtures. The following arrangement will be found effective and pleasing. Many mixtures which are prepared for coughs and colds, are named from various woods, either pine, spruce or balsam, because the chief ingredient in these remedies is derived from some one of these woods. Clean out a window and make mounds of clean sawdust in it, using whatever wood is appropriate, and then scatter a few bottles over it. At the back and sides the effect is further enhanced by putting in a few short trees of the same kind of wood as the sawdust. It is surprising what a delightful and healthy perfume this display will diffuse throughout the store.

In view of the fact that February generally permits a little time for investigation, it is well to observe the work of clerks, and see if they can be improved by a little advice and instruction, and time can also be spent very profitably by visiting other stores where new ideas may be obtained.

Make Parcels Neat.

,With reference to clerks, a very good story is told of one clerk, who took very much pride in his neatness in tying up parcels. One day, however, a rural looking individual came into the store, and he thought to himself, that it would hardly be worth while to take much pains with his parcel, but on second thought he determined not to depart from his usual custom. He was much surprised, when his customer said that he always came to his store, as he liked the neat manner in which goods were done up, adding, that the goods were in all probability as well taken care of as they were prepared to go out. From this, then, it will be seen that appearances are deceptive and it is always dangerous to jump at conclusions. Because a person is not smartly dressed himself, it is no sign that he does not like to receive a proper amount of attention, and he is also quick to resent slovenly treatment.

Whatever new ideas may be incorporated in the business, there is one idea which should remain uppermost in the grocer's mind, and that is, that all appeals should be made with the idea of interesting the women folk firstly and children secondly, perhaps, because it is a cast iron and immutable law, that the men will go where the women and children are well treated, if they happen to want anything in a grocery. It must be remembered, that the woman of the house, does most of the buying and consequently it is she, whose friendship should be specially sought.

To recapitulate then, February is a kind of between-seasons' period, when the remnants of the winter stock should be disposed of, as far as possible, to make room for the incoming spring goods. Owing to a normal dullness, it is a good month to make alterations, in the interior arrangements of the store. New window decorations can be thought out, and tried, and a general plan of campaign for the year's business should be evolved during this time. It is the month in which it is possible to correct the faults of the past, and plan better things for the future.

AN AMICABLE ARRANGEMENT.

No Licenses Will be Issued to Toronto Peddlers After Feb. 1st—Case Before the Council.

So far as Toronto is concerned, the retail grocers' recent agitation against the system of licensing peddlers is over and both grocers and peddlers have arrived at an understanding agreeable to them both.

Last week representatives of the Grocers' and Butchers' Section of the Retail Merchants' Association, together with a deputation to look after the interests of the peddlers, waited on the Board of Control, and recommended that the by-law referring to peddlers within the city limits be amended as follows:

That no license shall hereafter be issued after the first day of February in any year.

That no peddler shall be allowed more than one helper to one wagon, and that the annual fee for a helper shall be one dollar.

That only those who are residents of the city and who are entered on its assessment roll can secure peddlers' licenses.

That the police department will look after and see that this by-law is properly enforced.

The members of the council considered the amendment as recommended by the Board of Control as fair and it went through without discussion.

The chief item to the merchants is that no license can be issued after Feb. 1st, thereby preventing peddlers from purchasing a half-yearly license in July and selling over the best six months of the year.

This is certainly a benefit to the grocers, and much of the credit due to the passing of the amendment must be given to the Retail Grocers' and Retail Merchants' Associations of Toronto.

Canadian Transportation Development

By G. W. Stephens, Chairman Montreal Harbor Board, in the Busy Man's Magazine—Reproduced by Request.

Transportation has been defined as the "keys with which wise statesmen open the doors of national prosperity." There can be no subject, therefore, which should engage the attention of the Canadian people equal in importance to that of lessening the cost of transporting the products of the Western plains to tide water and the Eastern manufactured products to the homes of the Western consumer. It is equally true that upon the efficiency of our country's transportation facilities depends the future integrity of our Dominion, the comfort, wealth and power of our people.

Canadian transportation began when Jacques Cartier turned the prow of his little bark into the St. Lawrence and christened it after the saint of that name upon whose birthday he entered its waters, and the pages of its early history are filled with the heroic struggle of brave men who had the courage of their convictions and carried the visions of their imagination to a practical conclusion. The names of Cunard, Howe, Young and Allan are mile-stones along the pathway of its early development, in the same big way as Mount Stephen, Van Horne, Shaughnessy, Hays, Mackenzie and Mann are to-day in its later expansion. By the imaginative genius of such men and their pertinacity the outermost corners of our Dominion are made accessible, and the farthest off inhabitant of the plains becomes the neighbor of him who lives within the sound of the ocean.

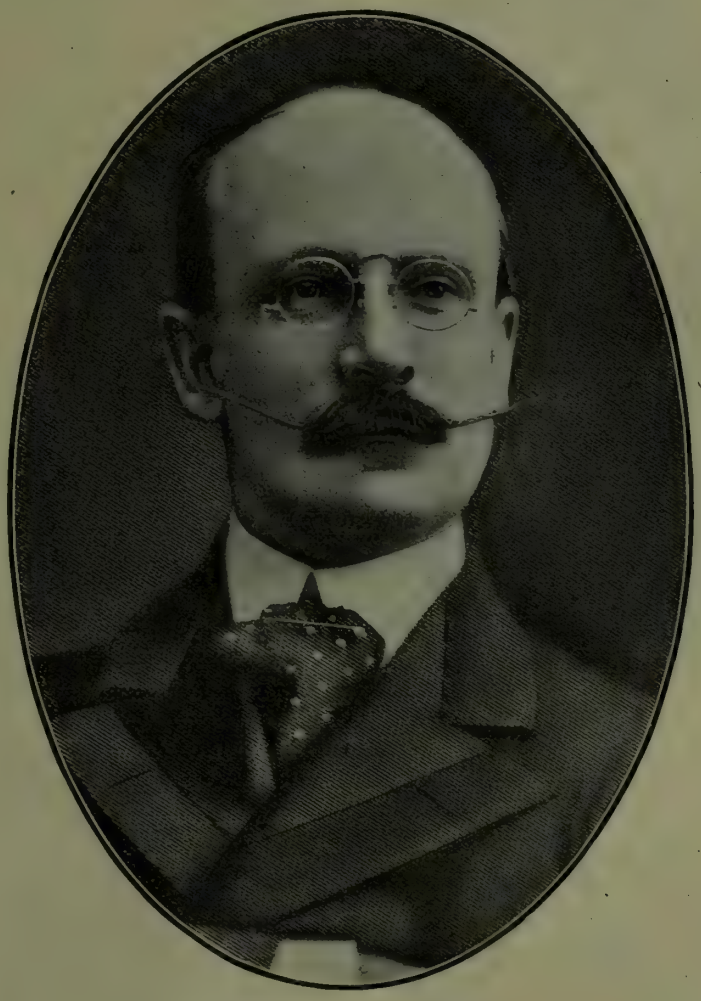
Before considering the actual conditions surrounding this problem to-day let me ask you to look at the primitive starting point from which these same conditions have been evolved. For that purpose let us compare for a moment the position occupied by Canada at the opening of the 20th century with that of our great neighbor at the opening of the 19th.

In the year 1800 the population of the United States amounted to 5,300,000 people, grouped together as a fringe along the shores of the Atlantic Ocean; behind them to the westward an undiscovered waste of wilderness and plain, not a single mile of railroad, not a single mile of canal development, no roads to speak of, no wealth, but the indomitable courage, perseverance and faith of her people; and upon this courage and confidence has been built up in 100 years a nation numbering 90,000,000 people possessing 217,000 miles of railroad, and a country extending from the Atlantic to the Pacific.

The cause of such wonderful progress must be sought in the early, wise and persistent development of her means of communication and transport. And while the 19th century yielded to the United States a marvelous growth in her interior transportation facilities, it is interesting to note that in 1860 she carried 66 per cent. of her export and import trade in her own ships, in 1906 she only carried 12 per cent.

Canada, on the other hand, starts the 20th century with 6,000,000 people, not huddled together on her Atlantic Seaboard, but stretching a continuous line of prosperous provinces from sea to sea; her continent spanned by the steel ribbons of three great railway systems; her natural waterways linked together by a canal system which has no rival; an annual trade development of $645,000,000; $680,000,000 of the people's savings in the bank, and is doing a business with 6 000,000 people at the beginning of the 20th century that was not equaled by our great neighbor to the south of us until her population had reached the figure of 26,000,000.

Added to all this, Canada, as the occupant of the northern half of this continent, possesses the shortest water route between the continents of Europe and America and America and Asia, thereby inheriting a natural strategic position which, if supplemented by energetic measures of transportation development within, will place her in an unassailable position for the command of a large portion of the international trade between the Mother Country and the East.



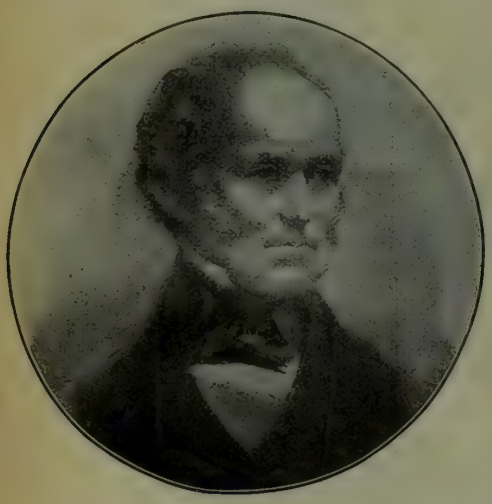
GEORGE W. STEPHENS.
Chairman of the Montreal Harbor Board.

This means a business connection with a market containing 450,000,000 people in China alone, 300,000,000 in India and 40,000,000 more in Japan. If we can become the carriers for a portion of this great international trade, if we can offer transportation inducements for the capture of our share of this business, then every ton of through freight handled over Canadian rails and by Canadian

waterways will reduce the cost of transporting the grain products of the West and the manufactured products of the East, and will bring into closer touch the growing population of this country in all its parts.

In this connection one must not forget that from the little sea-girt islands in the North Sea, which we call the Motherland, over 3,000 miles of the Atlantic, across this Canada of ours, over 3,000 miles more, and again for 6,000 miles over the peaceful waters of the Pacific, the thin red line of transportation ploughing the waters of two oceans, traversing the fertile plains of a continent, over this continuous and shortest trade route float the folds of our country's flag. The greatness of our Motherland is founded on her command of the water-borne trade of the world. If Canada is to become likewise great she, too, must not neglect the development of her transportation.

Taking a map of the North American continent, one finds three natural outlet channels for the trade of the great Northwest, the Mississippi River, the St.



SAMUEL CUNARD,

One of the Founders of the Cunard Steamship Line in 1840. He was a Resident of Halifax.

Lawrence River and the Hudson Bay. The Mississippi is navigable from the Falls of St. Anthony to the Gulf of Mexico for more than 2,000 miles. The great chain of lakes connecting the Gulf and River of St. Lawrence give a continuous navigation of 2,500 miles to the heart of a great continent. Hudson Bay will be one day tapped, and for a portion of the year at least afford auxiliary means of transport for grain cargoes out of the West. Of these three natural means of exit, the Dominion of Canada controls two, and by supplementing her natural inheritance by the building of the Georgian Bay canal she will place herself in the proud possession of a water route that will not only induce the trade of her own great West to follow its course, but will attract to it a very large portion of the trade of the Western States.

The question of Canadian transportation has been divided as follows by the Transportation Commission, whose valuable report ought to be made known to every Canadian interested in the country's progress:

1. From place of production to Canadian sea ports.
2. From place of production to Western ports of Lake Superior.
3. From Western ports of Lake Superior to Canadian sea ports.
4. From Canadian sea ports to Europe, and the reverse in each case.

All this of necessity involves the consideration of storage requirements of lake, river and ocean ports.

The harbor facilities of inland lakes, rivers and ocean terminals.

The conditions with regard to the navigation of the St. Lawrence route and the provision of a well-equipped terminal for use during the winter months when Montreal has no direct water access to the sea.

This question further involves the consideration of the forces operating against an all-Canadian transportation plan:

1. Competition by U.S. railways.
2. Competition by U.S. vessels from Lake Superior ports.
3. Diversion of Canadian product through the Eastern outlets of Boston, Portland, etc.

The subject is too vast to here consider in its entirety. An idea of its importance may, however, be realized if we study briefly transportation as it affects grain.

Of what, therefore, does this grain trade consist?

What are its possibilities of growth?

What equipment do we Canadians possess to handle it?

When we speak of the grain areas of Western Canada we mean—

	Acres.
Manitoba, containing	27,000,000
Saskatchewan, containing ..	52,000 000
Assiniboia, containing	50,000,000
Alberta, containing	42,000,000

or a total area suitable for cultivation of wheat of 171,000,000 acres.

Should only one quarter of this area be put under cultivation at the average yield of the past three years, this would give 800,000,000 bushels.

Out of the 171,000,000 acres, in the year 1900 only two and a half million acres were under cultivation.

In 1906 this had grown to six millions.

In the year 1900 the yield was thirty-three and a half millions.

In 1906 the yield was one hundred millions.

This grain was taken care of in 1900 in 533 elevators distributed at convenient points west of Lake Superior, with a combined capacity of 18,000,000 bushels.

In 1906 the number had increased to 1,200 elevators with a capacity of 50,000,000 bushels.

The railway mileage from the base of the Rocky Mountains to the Red River, covering this wheat area, was.

In 1901	3,369
In 1905	5,620

The wheat acreage increased in five years from two and a half to six million acres.

The wheat grown from thirty-three and a half to one hundred million bushels and the mileage from 3,300 to 5,600 miles.

Now as the whole of this grain, which is shipped eastward, is tributary to the Canadian Pacific, the Canadian Northern, Grand Trunk and Grand Trunk Pacific Railways, carried to Port Arthur and Fort William, from thence to the sea, it is of the most vital import that a continuity of efficient transportation facilities shall prevail from the West to the sea on Canadian soil.

From Winnipeg to the commencement of water transportation at Port Arthur and Fort William is 427 miles. The two existing railways will be double-tracked and the Grand Trunk Pacific will add



SIR HUGH ALLAN,

The Founder of the Great Steamship Line Which Bears His Name.

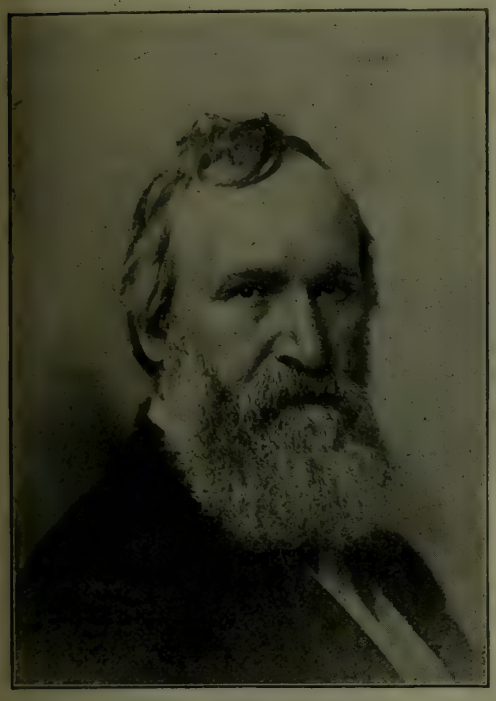
another available route, and yet with a continuous growth of population and a continuous building of railways, it seems hardly possible to build fast enough. It is a race between the ingenuity of man and the fertility of the soil.

On arrival at Port Arthur and Fort William the grain is stored in huge elevators which now have a capacity of twenty millions.

The corresponding lake ports on the United States side are Duluth, Superior and Chicago, upon whose harbors the United States Government have spent already ten millions.

As an example of the colossal growth of Lake Superior tonnage, the value of craft in this trade in 1887 amounted to two millions, while in 1904 it amounted to seventy millions.

When the grain is elevated at the western end of Lake Superior it awaits shipment by boat from there to the Georgian Bay ports of Depot Harbor, Victoria, Midland, Port Colborne, Buffalo or Oswego, where it is again discharged into huge elevators and then



HON. JOHN YOUNG,
One of the Pioneers of Transportation in Canada.

shipped to the sea by rail or boats as the case may be.

	American Water Route. Buffalo, Erie Canal, Albany, Hudson River to New York.	Canadian Water Route. Port Colborne, Welland Canal, Lake Ontario to Montreal.	In favor of the Canadian Water Route.
Distance	430 miles.	320 miles.	110 miles shorter.
Number miles of canal	306 miles.	64 "	242 miles less.
Number miles of clear river navigation	124 miles.	256 "	132 miles more.
Extreme draft	6 feet.	14 feet.	8 feet more.
Cargo capacity	8,000 bushels.	80,000 bushels.	72,000 bushels more.
Time consumed	86 hours.	46 hours.	40 hours less.
Total hours, navigation season	5,040 hours.	5,040 hours.	.....
Possible trips per carrying unit	27 trips.	48 trips.	21 trips more.
Possible bushel capacity per carrying unit per season	216,000 bushels.	3,760,000 bushels.	3,544,000 bushels.

	Elevator capacity. Millions.
Midland	4
Depot Harbor	1½
*Victoria Harbor	4
Port Colborne	2
Kingston and Prescott	2
Total	13½

The U.S. ports are:

	Millions.
Buffalo	22
Oswego	1
Toledo	5½
Cleveland	2
Detroit	2
Total	32½

*Building.

From the Georgian Bay ports westward three railways run to the sea. and already 160 out of the 190 miles of the Trent Valley Canal system are completed, joining the Georgian Bay with Lake Ontario.

This gives to Canada the following choice of routes from Fort William to the sea, within her own territory.



L. E. GEOFFRION,
A Member of the Mon treal Harbor Board.

Canadian transhipping points east of the Great Lakes are:

1. The all-water route, via the Great Lakes, Welland Canal and the St. Lawrence River to Montreal.



C. C. BALLANTYNE,
A Member of the Montreal Harbor Board.

2. All-water route, via Georgian Bay, Trent Valley and the St. Lawrence River to the sea.

3. Water and rail, via the Georgian Bay ports, Grand Trunk and Canadian Pacific Railways to Montreal.

A comparison between the chief water route from the Great Lakes to New York with the Canadian water route from the Great Lakes to Montreal furnishes interesting matter for consideration.

The advantages of the Canadian water route over the American water route may be stated to be as follows:

1. That the St. Lawrence water route from the Great Lakes to Montreal is shorter than the American water route from the Great Lakes to New York by 110 miles.

2. That the number of miles of slow speed canal navigation by way of the Canadian route as compared with the American route is less by 242 miles.

3. That the Canadian water route furnishes more draft than the American by 8 feet.

4. That a boat using the Canadian water route can carry in cargo more than a boat using the American water route. each trip, 72,000 bushels.

5. That the time consumed each trip by the Canadian route is less than that by the American route by 40 hours.

6. That the length of open navigation is identical in both cases.

7. That it takes a tow of ten boats on the American route to carry what may be carried by the Canadian route in one.

8. That one boat by the Canadian water route can carry more bushels of grain per season than can be carried by one on the American route by 3,544,000 bushels.

Yet notwithstanding these overwhelming advantages in favor of the Canadian route, the American railways carry through Buffalo the business that ought to go through the Canadian canals, and they are able to do this only because no adequate terminal facilities have been supplied in Canada to take care of this business. When these facilities are provided Canada will control the grain export business of North America.

The railways, however, from Buffalo to New York and Boston have so developed their carrying capacity and so reduced periodically their freight rates as to practically kill the Erie Canal as the carrying medium of export grain. It therefore becomes a question at the present moment for the Canadian water route to join hands with Canadian railways to bring this business into its natural channel.

Taxpayers of the State of New York have decided to spend $110,000,000 to enlarge the Erie Canal to a depth of 12 feet. By so doing they propose to reduce the cost of carrying a bushel of wheat from Buffalo to New York to three-fourths of a cent. This would require the railways to reduce their price for the rail haul from Buffalo to New York from four cents to three-fourths of a cent, which is not thought a possibility by transportation authorities.

But the point I desire to make in connection with these figures is this: If our American competitors deem it worth while to spend $110,000,000 to get a waterway of 12 feet deep from Buffalo to the Hudson River, is it not about time that Canadians awakened to the fact that without the expenditure of another dollar on canals they are the owners to-day of a through water route of 14 feet draught, and could, if they supply the terminals and the carrying power, be in an even better competitive position than the United States will be after it has spent the proposed $110,000,000 on its Erie Canal.

Investigation into the comparative cost of carrying a ton of freight a mile by rail and by water by the highest authorities gives the following result:

A 6,500 gross ton freighter, costing $280,000 on a 1,000-mile trip, will carry her maximum cargo at a cost not exceeding 0.6 of a cent per ton per mile. This is less than 1-10 of the average freight rate per ton per mile that is earned by the railways on this continent. The cheapness of the carrying power of water as compared with rail will be made more clear by the fact that in large freight vessels the consumption of coal is five pounds per 100 ton miles of freight carried, whereas the consumption of coal on railways is 19 pounds per 100 ton miles.

The problem of cheapening the cost of handling the nation's business leads the student of transportation into figures the magnitude of which becomes almost staggering. The Canadian railways at the present moment are handling annually 58,000,000 tons of freight and 28,000,000 passengers. If you can reduce the cost two cents per ton you make a saving of $1,160,000 in the transportation charges on your business.

It is a curious fact, vouched for by a high railway authority, that the average daily work of a freight car in Canada to-day ranges between 29 and 33 miles, just a little over a mile an hour.



A View of the Completed King Edward Pier, Montreal.



A View of the Completed Alexandra Pier, Montreal.

This presents a very interesting phase of the transportation question, and shows that the railways obtain a very small proportion of the efficiency out of the cars at their disposal. What is the use of perfecting roadbeds, reducing grades, laying 80-pound rails, building huge Mogul engines, and strengthening bridges in order to increase the length of trains, if inadequate facilities are provided at the terminals for the quick despatch of cars differently routed to their proper destination?

And here is where the problem of cheapening transportation is to be solved by the development on broad and comprehensive lines of our sea ports at which our rail and water ways converge. In this connection I may be pardoned for referring to a national development with which I have been personally associated for the past year, during which time it has been my privilege to stand at the gateway of Canada's commerce and watch the ebb and flow of that great volume of trade which leaves our shores in the shape of exports and the immense cargoes for distribution throughout this country. There is at the present moment going on in the Port of Montreal



A View of the Completed Jacques Cartier Pier, Montreal.

a development to take care of the import and the export trade of Canada, into which is being put $4,500,000, and she is getting for that expenditure 14 ocean berths and 14 double-deck steel concrete freight sheds, with a storage area of 1,500,000 square feet, and a working capacity of 150,000 tons of freight per week. It becomes a question therefore of considerable moment whether this expenditure is a wise one, and whether when completed the Canadian people will possess in their national port facilities an accommodation that will enable them to hold their own with the rival ports of this continent. Looking around for a comparison, we find that New York is paying $29,000,000 in the year of 1907 for an improvement scheme almost identical with our own. For that $29,000,000 New York builds eight piers and places upon them eight double-deck steel concrete sheds, having an area of 120,000 square feet less than those now being erected in Montreal. Montreal's development will place alongside of every shed two railway tracks, whereas the New York development is inaccessible to railways, and cars have to be lightered on barges into the ship and vice versa. This means that Canada is getting a port development for four and a half millions that New York has got to spend twenty-nine millions to obtain, and by having the additional advantage of direct inter-communication between the railways, sheds and ships it has been possible during the past season to effect a very considerable saving in the handling charges of freight through the Port of Montreal.

There have been handled by the Traffic Department of the Harbor Commission during the last season 1,500,000 tons of freight, carried in 75,000 cars, 400,000 tons of this freight were handled direct between the car, shed and ships, or vice versa. On this 400,000 tons of freight there has been an estimated saving of 50 per cent. or $80,000 in the handling charges alone. In other words, this means that the Port of Montreal has been able during the past season to handle 400,000 tons of freight for what it used to cost to handle 200,000 tons; and as almost the whole of this saving has been effected on through freight destined to all parts of Canada and all parts of the world, it is a matter of gratification that in the near future Canadians may possess the cheapest, shortest and safest trade avenue on this continent. The true national significance of the Port of Montreal, and the interest that every Canadian citizen should have in its expansion and development is evidenced by the following phase of the annual business.

Canadians possess the only clear water route from the Great Lakes to the sea on this continent which permits vessels drawing 14 feet to carry their cargoes to and from the Port of Montreal. Every railroad has direct communication with the water front of this port, which is owned and controlled by the people, not a foot of the fore shore of the Harbor of Montreal in its entire extent of ten miles of frontage being privately owned, thus making possible the only economic harbor development upon this continent under like conditions.

This possession enormously increases the value of the Port of Montreal as a natural asset, and with proper terminal development and proper use of the waterways already in existence the Port of Montreal will afford:

To the growers of grain in the great Northwest,

To the fruit and farm products of the Provinces of Ontario and Quebec,

To the lumber interests of British Columbia and New Brunswick,

To the coal and iron interests of Nova Scotia and Cape Breton,

To the importing and exporting merchants of the entire country,

To the farmers producing cheese and butter,

In short, to every Canadian citizen doing business throughout the country the cheapest, safest and quickest delivery and receiving point on this continent.

The Port of Montreal takes cares of the imports of the iron manufacturer, now amounting to ten and a quarter millions a year.

Of the woollen manufacturer, who imports upwards of seven millions a year.

Of the sugar merchants, importing six millions a year.

Of the cotton manufacturers, importing three and a half.

Of the users of flax, hemp and jute, who import one and a quarter million.

Of the grain plains of the Great West, the grazing lands of Ontario and Quebec, which exported through the Port of Montreal in 1906, forty million dollars worth of animals and their products.

Cheese and butter coming from Quebec and Ontario, eighteen millions more.

Manufactured goods for South Africa, Australia and the West Indies, four millions more.

The forest, fisheries and mines, seven millions more.

And so it becomes truly of broad national interest to all Canadians no matter what be their occupation, or where they may live, that somewhere in Canada there should be proper terminal facilities to handle Canadian business.

Montreal happens to be at the point where the farthest inland ocean navigation on this continent meets the deepest artificial waterway, connecting it with 2,500 miles of water navigation into the heart of this great continent. For that reason during seven months in the year

the cheapest, safest and quickest trade route for the large export and import business of this country ought naturally to gravitate toward Montreal, and it is a national duty that the Port of Montreal should be developed on broad and comprehensive national principles. The plan of this development on such a comprehensive scale should be given the best expert attention in all its details that money, time and experience can afford. In thus laying out a definite and complete plan covering development work for the next 25 years and carrying it on in sections, when the whole is complete there will be harmony in all its parts and a development that will enable Canadians to handle their own business efficiently and economically, and compete for the business of the Western States on a basis that will produce satisfactory results.

Alongside of the transportation question and inseparable from it is the ques-



LORD MOUNT STEPHEN,
Whose Unfaltering Faith and Iron Will Resulted in the First Band of Steel Crossing Canada.

tion of the growth of our population. The dream of 100 millions of people in this country is not so far off as might be supposed at first sight.

Last year's crop of newcomers from all sources, on reliable authority, amounted to 400,000 people. Add 100,000 as the natural increase to our own population and you have an annual increase in 1907 of half a million people. If this yearly increase is not exceeded and we go on increasing at the rate of half a million a year, in 25 years the population of this country would be 18 000,000; and if at the end of 25 years all outside immigration should cease, we will then be adding to our population at the rate of two millions a year, which in 25 years more, or 50 years from 1907, would give to this country (Canada) a population of 60,000,000 people.

This is the great future that Canada must now lay the foundation for, that Canada must build railways, canals and ocean terminals to take care of.

The safety of this great future must be guarded by the aggregate individual integrity of her citizens. This wonderful panorama of development is almost unfolding itself without our realizing what is going on, and as the lines of our transportation are extending themselves to the outermost corners of this great Dominion, unconsciously is being established a bond of union under the folds of a common flag which has been the symbol of equal rights, justice and freedom to the least of her citizens since the British Empire began. We may not speak the same tongue, nor worship at the same altar, yet as children of a common flag we are bound together by the thread of a common patriotism over whose strands—like the power of Niagara passing over wires to move in far distant places the wheels of mighty commerce—is passing a force of brotherhood, sympathy and power against which neither the voice of the demagogue nor the roar of hostile cannon can avail.

PRODUCE MERCHANTS' ANNUAL.

Retiring Montreal President Advocates Some Changes—J. A. Vaillancourt Takes His Place.

Montreal, Jan. 20.—At the annual elections of the Montreal Produce Merchants' Association the honor of the presidency fell to J. A. Vaillancourt, while John A. Gunn and John H. Scott were elected to the vice-presidency and treasurership, respectively.

The retiring president, A. A. Ayer, in his annual report, drew attention to the great stimulus given the trade by the continuation of the Saturday mail service, which, it was hoped, would be looked upon as a permanent institution by the Government.

Mr. Ayer said further: "In regard to the question of the levying of duty upon the return to Canada of Canadian butter which has been exported, the members were unanimous that the Canadian Government should adopt the principle recognized by the United States Government that the reimportation of any product of our own country should be allowed free of duty, whether such product had passed out of the possession of the Canadian exporter or not. Renewed representations should be made to the Government along these lines during the coming session.

Discrimination in Railway Rates.

Your transportation committee has, with the help of the manager of the Montreal Transportation Bureau, Mr. W. S. Tilston, submitted to the Board of Railway Commissioners a protest against the western or inland shipper being quoted a through rate to Europe by the railway company, which through rate includes cartage in Montreal, harbor commissioners' switching charge, harbor dues and port warden fee, all of which charges the Montreal exporter has to pay in addition to the rail rate to Montreal and the ocean rate to Europe.

Buying Arrangements.

Agreements were entered into establishing buying conditions as to payment and inspection at eastern Ontario and some nearby Eastern Townships country boards, which resulted in a very considerable improvement, and I am hopeful that next session it will be possible to still further extend the arrangements in the Province of Quebec.

In this connection I have to record the success of the effort put forth by this association to improve methods by changing the market day of a number of boards and abolishing Saturday as a market day in Ontario altogether, so that goods purchased thereat can reach Montreal sufficiently early in the week to allow of their being handled to better advantage and of being placed in cold storage for a short period before being put on board the ocean steamers.

C. I. F. Rules.

The need for the revision of the association's rules governing c.i.f. transactions having been shown, a committee reported at a meeting held on 4th May, when a set of rules was unanimously adopted, it being understood that the adoption of these rules by the association would not preclude members from making individual contracts under such terms as they might deem advisable.

Wrong Marking of Weights.

The extension of the practice on the part of factorymen of marking up the weight of cheese five or ten pounds, and the consequent loss and inconvenience suffered by the trade, having, during the past few years, led to frequent and bitter complaints, an effort was made to put an end to the evil. The public weighers were asked to supply the association with copies of all weighing certificates showing excessive shortages in the weights; these certificates were posted on 'Change for the information of the members, who were thus put in possession of information as to the factories habitually guilty of marking up, and were thus enabled to protect themselves when purchasing from such factories. Copies of many of the certificates showing such shortages were communicated to the Dairy Commissioner at Ottawa, who has, we understand, been able to bring the matter forcibly to the attention of the factorymen interested.

Green Cheese.

As a possible means of checking the practice the association this season recommended to the various country cheese boards the posting of the date of make of all cheese offered on such boards. I recommend that the country boards now be asked to change the allowance of weight from half a pound to one pound per box.

This association took a prominent part in the attempt to secure a simple and uniform bill of lading. The question is as yet undecided by the Railway Commission.

We favor pasteurization in all creameries from 15th October until cows are on full grass in spring, and that 'gathered cream' creameries pasteurize all the year round.

The present system whereby the referee can only examine cheese or butter upon the request of the factory or owner results in many lots being rejected without examination, and reduces the usefulness of this important office."



It is good storekeeping to sell only goods which you know to be reliable and to keep only such goods on your shelves.

All grocers should carry a full stock of Royal Baking Powder.

It gives the greatest satisfaction to customers and pays the grocer a greater profit, pound for pound, than any other baking powder he sells

CHANGES IN THE CANADIAN TRADE

News in a Nutshell From All Parts of the Dominion Regarding Changes in Business, Assignments and New Company Formations.

Ontario.

Chas. E. Sealey, grocer, Toronto, is succeeded by Jos. E. Hurst.

A. W. Grant, grocer, Cornwall, has assigned to R. Tew, Toronto.

I. M. Gilpin, general merchant, Hawkstone, has sold to Horace Adams.

O. Lacharite & Co., merchants, Haileybury, have assigned to Chas. H. Day.

The assets of Mary Kennedy, general storekeeper, Copper Cliff, have been sold.

R. H. Benson & Co., Sudbury, general merchants, advertise their business for sale.

Davis Bros. & Dacey, general merchants, Webbwood, have assigned to R. Tew, Toronto.

The sales office of the Aylmer Condensed Milk Company have been removed from Hamilton to Aylmer.

Dobie & Co., Ltd., general merchants, Thessalon, have assigned to the Mercantile Trust Co., of Canada, Ltd.

Kenny & Cockrill, grocers, Gananoque, had their stock damaged by smoke and water recently. It was insured.

W. J. Stephens, Flesherton, has sold his grocery and flour business to J. E. Walker. The change takes place on Feb. 1st.

J. Hale, Flesherton, who has been for some months in charge of the Sproule & Co., grocery, has given up the position, which is being filled at present by Joseph Cornfield.

Quebec.

Labossiere & Vandelac, grocers, Montreal, have registered.

Chas. Fortier, general merchant, Fraserville, has sold his assets.

Joseph & Co., wholesale grocery and liquor merchants, Quebec, have registered.

Chase & Sanborn, tea and coffee merchants, Montreal, have dissolved—a new registration.

J. McD. Hains has been appointed curator of the general store of R. R. Wilson, Howick.

A meeting of the creditors of John Taillon, general merchant, Dundee, was called for Jan. 26.

A demand of assignment has been made on C. Beaunoyer, general merchant, Mount Johnson.

Jos. Labbe, general merchant, La Fayette, has assigned. Alf. Lemieux, Levis, is the provisional guardian.

Jos. Lamontagne, teas and crockery merchant, Levis, has assigned. V. E. Paradis is the provisional guardian.

A meeting of the creditors of L. A. S. Plamondon & Co., general merchant, South Durham, was called for Jan. 26.

Maritime Provinces.

Annie P. Fancy, general store-keeper and hotel proprietress, Mosers River, N.S., has been succeeded by Solomon Fancy.

Western Canada.

Boese and Schmidt, general merchant, Vomda, Sask., sustained a loss from fire recently.

E. J. Coade, general merchant, Carievale, Sask., has been granted an extension for one year.

Sinclair, Boyd & Co., general merchants, Prince Albert, Sask., are succeeded by Sinclair & Co.

New Companies.

A provincial charter has been granted to Maylors, Limited, Forest, Ont., to carry on the business of general merchants. The share capital of the company in $50,000, made up of 500 shares. The provisional directors are Thos. Maylor, John James Terringham Maylor, Tom Woodrooffe Maylor and Victor Rehum Maylor.

How About YOUR Spices ?

Analysis of Peppers sold in Manitoba, conducted by Dominion Government Experts, shows that:

20 samples of Pepper were analysed and
7 of these were manufactured in Winnipeg.

Every sample of Pepper **manufactured in Winnipeg** was found to be of genuine quality and **six** of the **seven** samples were Gold Standard Brand.

MORAL:

Place your orders with **Winnipeg Manufacturers** and receive what you pay for—**PURE SPICES**—Gold Standard Spices may cost you a **trifle** more, but their purity is unquestionably established by the highest authorities in the land.

MANUFACTURED IN WINNIPEG BY

The Gold Standard Mfg. Co.

SOLD AND DISTRIBUTED BY

The Codville Co., Ltd.

Samples and Quotations Cheerfully Furnished.

ADULTERATED PEPPER IN THE WEST.

In the daily press there has been considerable of late with reference to the sale of adulterated pepper in Western Canada. There has been a great commotion over the matter, both east and west, and some articles which have appeared have had a tendency to make the public believe that adulterated pepper is being manufactured in Winnipeg and sold to the public throughout the western Provinces as pure pepper. To quote a recent article from a daily paper, "It appears that the chief centres of adulteration are in and about Montreal, although Winnipeg is becoming too prominent in this regard, a recent despatch from Government sources intimating that Winnipeg is considerable of a storm center in the matter of adulteration."

Now as a matter of simple justice to Winnipeg manufacturers it should be noted that there are only three firms in Winnipeg who grind or manufacture their own pepper. There are many firms jobbing pepper which they buy already ground, but there are only three factories in Winnipeg where pepper is ground.

An examination of the department bulletin referred to in the daily newspaper excerpt quoted above shows that some twelve different samples of pepper manufactured by these three firms have been bought at retail and tested by a Department Inspector. All of the twelve were pronounced genuine and therefore the daily newspaper comments have no application to Winnipeg manufacturers.

In the interests of the honest manufacturer and jobber, and for the protection of the trade and the public the Department should trace all adulterations to the manufacturers who are responsible. Retailers and wholesalers alike may sell adulterated goods without being aware that their goods are not absolutely pure as they are stated to be. If every package of spice, or food stuffs even, when packed under a jobber's private brand bore the name of the actual manufacturer it would be an easy matter to place the responsibility. At the next meeting of the Canadian manufacturers' Association, the Winnipeg spice manufacturers purpose presenting a resolution in favor of some such change.

WILL INCREASE CAPITAL STOCK.

At a special meeting of the shareholders of the Caledonian Biscuit and Confectionery Manufacturing Company, Montreal, it was decided to increase the capital stock of the company by $150,000. Since the reorganization of the company recently the capitalization has been $49,000. It will now be $150,000. The idea is to enable the management to increase the business of the concern. Those present at the meeting included Ald. J. G. Duquette, president, Ald. N. Sequin, vice-president, L. A. Taillon, secretary, and all the directors, as well as four-fifths of the shareholders.

The assets of J. P. Belanger, general merchant, St. Thuribe, were advertised for sale on Jan. 28.

J. B. E. Letellier, wholesale grocery and liquor merchant, sustained a loss from fire last week. He was insured.

Four Ways to Increase Business

You improve your business every time you start another customer buying Red Rose Tea.

It always proves itself good tea. You and your store get the credit, and the result is always more trade and better trade.

There are many ways to increase sales, but here are four which have proven good in every successful store:

1. **You can recommend Red Rose** to your customers who want good tea.
2. **You can display Red Rose** well in your store on counters and in windows.
3. **You can advertise Red Rose.** We will help you do it. Write us.
4. **You can use Red Rose** in your home and demonstrate to yourself that it is the best value in the market.

Red Rose Tea

"Is good tea"

It helps to increase sales

3 Wellington St. E., Toronto, Ont.
315 William St., Winnipeg, Man.
} Branches.

T. H. ESTABROOKS
St. John, N.B.

Not one package of *Blue Ribbon* Pepper has ever been adulterated

No Danger from the Pure Food Laws

if you handle Heinz products. There are no drugs, artificial preservatives or coloring matter of any kind in any of them. That's why

HEINZ
57 VARIETIES
Pure Food Products

are preferred by consumers and those dealers who know what is right to buy. They meet the requirements of all Pure Food Laws and are guaranteed to suit.

You are always authorized to refund the purchase price if they fail to please your customer.

Anything that's HEINZ is safe to sell

H. J. HEINZ COMPANY

New York Pittsburg Chicago London

Hams

You cannot go astray in sending us your order for Cooked Hams. We have the finest goods on the market. Always fresh, put up in round compact shape, there is no waste or loss on your cooked meat counter. If you have not had them from us, send us a sample order and let us book you for weekly or daily shipment.

F. W. Fearman Co.
LIMITED
HAMILTON

The Government Analysis decides absolutely the Superior Quality of

TRURO QUALITY BRAND

Reindeer Milk
and
Jersey Cream



All Brands sell at same price.

A guarantee of increased value, goes with every tin of Reindeer and Jersey.



The best way to get custom is to give the best value.

The Truro Condensed Milk Co., Ltd., Truro, N.S.

Butter
Eggs
Cheese
Poultry
(Live and Dressed)

We handle large quantities of these lines. Shipments and correspondence invited

The WM. RYAN CO.
LIMITED
70-72 Front Street East
Toronto - Ont.

Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN

Montreal, January 28.

There is an opinion gaining considerable currency, that stocks are much lower than was generally estimated, and this fact, together with the increased demand from England, has imparted a firm tone to the market. From this then, it looks as if that from this on, prices would remain on the high side. A considerable amount of cheese, has gone forward to the account of several English houses which has been held for them here. It is reported that an English house is quietly buying up all the loose ends, and odd lots, that they can lay their hands on. It is also stated that they have paid some fancy prices. This certainly looks as if some, at any rate, expect high prices. Locally finest Westerns are quoted at 12½c to 12¾c and Easterns at 12¾c to 12½c. Receipts of cheese since May 1 up to the present time have been 1,956,691 boxes against 2,053,472 boxes for the same period of last year.

The week has been a quiet one in butter circles and from appearances it is safe to say, that prices will remain constant for some time. Rolls are coming in in good quantities and the price has shaded off a trifle, but this is looked upon as only a transitory condition, as the demand has not been quite as good this week. Fall creamery lines are being held for fancy prices, but not many sales are being effected, as some look upon the condition of things as a fair augury, that lower prices will soon prevail. The English market has not received as much butter from New Zealand as it was expected would arrive by this time. Cables from Australia, state that supplies have fallen off very considerably there. Siberian has been in better demand, and it is thought that the stringency in England will soon re-act on the Canadian market, as prices there will go to a level which will render the export business here more profitable. Locally, finest creamery is being quoted at 27c to 27½c, fresh receipts bringing 25½ to 26c. Receipts since May 1 to the present time have been 414,915 packages against 409,343 packages for the same time of last year.

THE PROVISION SITUATION.

Toronto, January 28.

The hog market is still very firm, with another advance of from 10 to 15c a hundred. At this time of the year the hogs are pretty well sold out, and it is difficult to secure enough to keep the packing houses supplied. The keen competition among buyers is the principal cause of the high price.

Butter is very plentiful, and much of it is in the hands of country storekeepers, who are looking for buyers. The quality, as a rule, is the kind that nobody makes, and nobody wants.

The egg market is in good shape, although through the mild weather newlaid eggs came in freely and the feeling is that the stock of held eggs will all be required before spring and therefore prices remain firm. The demand for cheese is only local, and prices are unchanged. Poultry is getting out of season.

PROVISION MARKETS

MONTREAL.

PROVISIONS—Another advance of 10c per 100 pounds for live hogs has been announced this week. The supply is only moderate, and demand is exceedingly good. Pure lard is in good demand, while trade in compound lines, is only moderate. No changes have taken place in prices.

Compound Lard—	
Tierces, 375 lbs	0 08½
Prchmentlined boxes, 50 lbs	0 08½
Tubs, 50 lbs	0 9
Wood pails, 20 lbs net	0 09½
Tin pails, in cases	0 09½ 0 09½
Heavy Canada short cut mess pork, in bbls	22 00 23 00
Selected heavy Canada short cut clear boneless pork	22 00 23 00
Heavy Canada short cut clear pork	22 00 23 50
Very heavy clear pork	24 00 25 50
Plate beef, 196-lb bbls	7 75
" 200 "	15 00
" 300 "	22 00
Pure Lard—	
Tierces, 375 lbs	0 12½
Boxes, 50 lbs., grained	0 12½
Tubs, 50 lbs., "	0 12½
Pails, wood, 20 lbs., parchment lined	0 12½
Tin pails 2 lbs., gross	0 12½
Cases, tins, 10 lbs, each	0 12½
" " 5 "	0 12½
" " 3 "	0 13

BUTTER—Creamery lines are firm, and demand is good. Fresh rolls are coming forward more freely and prices are lower.

Fall creamery, solids	0 27 0 27½
Fresh Creamery, solids, lb	0 25½ 0 26
" " prints, lb	0 27
Dairy, tubs, lb	0 18 0 20
Fresh large roll	0 20 0 21

CHEESE—The undertone of the cheese market is firmer, and the export demand is good. It is known that stocks in Canada are not great, therefore good prices are sure to prevail at the clean-up.

Cheese, old	0 15½
" large	0 13½
" twin	0 13½
" small	0 13

EGGS—Market for storage eggs is firm. Stocks here are in small compass, and demand continues good. New laids are coming forward more freely, and slightly lower quotations will undoubtedly prevail before long.

New laids	0 35 0 40
Selected cold storage	0 29
No. 1 Candled	0 26
No. 2 Eggs	0 21 0 22

HONEY—Demand for honey is good and supplies are ample to fill all requirements.

White clover comb honey	0 13 0 15
Buckwheat, extracted	0 08 0 09
Clover, strained, bulk, 30 lb. tins	0 10 0 11

POULTRY—Prices remain firm, with only a moderate trade passing.

Spring chickens, per lb	0 13 0 14
Hens per lb	0 10½ 0 11½
Young ducks, per lb	0 11½ 0 12
Turkeys, per lb	0 18 0 19
Geese, dressed	0 09½ 0 10½
Ducks	0 11½ 0 12½

TORONTO.

PROVISIONS—In response to the sharp advance of the prices of hogs, cured meats are also quoted higher. As the poultry rush is over, a good deal more cured meats are used, and therefore the demand is good, and business brisk.

Long clear bacon, per lb	0 11 0 11½
Smoked breakfast bacon, per lb	0 14½ 0 15
Roll bacon, per lb	0 10½ 0 11
Light hams, per lb	0 13½ 0 14
Medium hams, per lb	0 13½
Large hams per lb	0 13
Shoulder hams, per lb	0 10 0 10½
Backs, plain, per lb	0 15 0 16½
" pea meal	0 16½ 0 17
Heavy mess pork, per bbl	20 00
Short cut, per bbl	22 50 23 00
Lard, tierces, per lb	0 12½ 0 12½
" tubs "	0 12½ 0 12½
" pails "	0 13
" compounds, per lb	0 08½ 0 11
Dressed hogs	0 10 0 10½

BUTTER—The inevitable results which must naturally follow the conditions, which existed in the butter market during the last five or six weeks, have materialized. Exceedingly high prices on the one hand, and poor quality on the other, cannot live together. In consequence the butter remained in the hands of dealers, and is growing in quantity. The country store-keepers, some of whom took it from the farmers regardless of quality, are now looking for buyers, and are not so particular about the price, as they are about getting rid of it. Butter is, therefore, again two or three cents lower, and in order to move the accumulated surplus, which is by no means improving in quality, even a further drop may be expected.

	Per lb.	
Creamery prints	0 26	0 27
Creamery solids	0 25	0 26
Farmers' separator butter	0 23	0 24
Dairy prints, choice	0 22	0 23
" " ordinary	0 21	0 22
" tubs, choice	0 21	0 22
Large rolls	0 20	0 21
Baking butter	0 18	0 20

CHEESE—Prices of cheese are firm, but nothing but local demand to supply. The market is very quiet.

Cheese, large, prime	0 13½
" twins	0 13½ 0 14

EGGS—New laid eggs, owing to the spring-like weather, are unusually plentiful for the month of January and have dropped from the high notch of 40c to 50c a dozen to 30c to 32c. Held stock is firm and unchanged. The stock on hand is light and if the weather should turn cold, and we would have the Canadian winter weather during the next four or

six weeks, eggs might rule very high yet before spring.

Strictly new laid, per doz	0 30	0 32
Select cold storage	0 28	0 30
Cold s orage	0 25	0 26
Limed	0 24	0 25

HONEY—There is practically nothing doing in honey, and prices are without change.

60-lb. tins	0 11	0 11½
Smaller sizes, tins and bottles	0 10½	0 12
Combs, doz	1 50	2 50

POULTRY—Very little demand and although very little coming forward, prices are easier. As a rule what does come is in good condition. No change in prices is quoted.

Spring chicken, dressed	0 14	0 18
Hens, per lb., dressed	0 10	0 11
Young ducks, per lb., live	0 11	0 12
Ducks per lb., dressed	0 14	0 18
Turkeys, per lb., dressed	0 18	0 20
Turkeys, per lb., live	0 16	0 17
Geese, per lb., dressed	0 11	0 13
Geese, per lb., live	0 09	0 11

WINNIPEG.

BUTTER—Milder weather has weakened the local market as prospects are good for an increase in the supply of dairy butter from the country. For No.1 dairy the local buyers are paying 21c per lb.; for No. 2, 17c per lb. f.o.b. Winnipeg.

EGGS—There are, practically speaking, no Manitoba eggs on the market. New laid Manitobas will fetch a fancy price if any are offered. Eastern candled eggs are selling to the retail trade at 30c per dozen.

CHEESE—Manitoba cheese is very scarce. Ontario is selling at 14½c to 14¾c per lb.

POULTRY—Buying prices f.o.b. Winnipeg are as follows:

Chicken, per lb	0 11
Fowl, per lb	0 08
Turkeys, per lb	0 16
Ducks	0 11
Geese	0 11

BARRELS

For Flour, Butter or packing any kind of merchandise, manufactured and for sale by

H. CARGILL & SON

CARGILL, ONTARIO.

SALT

Car lots of Fine, Medium or Coarse, in Barrels, Sacks or Bulk.

TORONTO SALT WORKS

128 Adelaide Street E., Toronto

ESTABLISHED 1892

Rutherford, Marshall & Co.

Wholesale Produce and Commission Merchants,

TORONTO, ONT.

Solicit Correspondence. **Always** buyers of Dairy Products. Write us before selling.

Poultry Wanted!

Persons having Poultry to ship to Montreal market should make a trial shipment to

P. POULIN & CO.

39 Bonsecours Market, - Montreal

Buyers of Poultry, Game, Eggs and Feathers. Prompt remittance. No commission. Reference, any bank.



USE OVAL WOODEN BUTTER DISHES.

THOMAS BROS., St. Thomas, Ont.

SHORTAGE IN BROOM CORN.

The price of Broom corn like every ather product of the farmer, depends largely on crop conditions and consequently when a shortage exists, higher prices prevail and this naturally means higher priced brooms.

Now people in the country particularly who are familiar with the conditions applying to butter, eggs, hay, oats, etc., should not wonder at the complete disappearance of the 25c broom if they will bear in mind the exceptionally short crop of broom corn last season which has caused the price of it to advance to a figure that simply makes it impossible to make this line. And even at the present high prices it is difficult to buy what is termed "well assorted" corn and this places the manufacture up against a still harder problem, that is if he is to have any margin at all.

Twenty cent butter and eggs are out of the question under present conditions—so are 25c brooms.

OLD SWORD GETS CUSTOM.

Novel Window Display That Got Even the College Professors Figuring—It Brought Results.

Window displays that bring results are the kind the grocer wants to hear about. A window that shows costly goods in a magnificent way is bound to attract attention. It will be admired as a display, and the goods will be admired because they are beautiful goods.

Novel and unique window displays are also good, if they are kept within bounds, and if they are really out of the ordinary and strong enough to compel attention. Ordinarily the novelty window is not desirable, as the design is seldom strong enough. There are exceptions, however.

A merchant in a Western town had a window not long ago in the novelty line that got him a great deal of business and attracted an extraordinary amount of attention to his store. He had a large, old-fashioned cavalry sabre (that had evidently belonged to his dad) suspended in his show window in the loops of a couple of strands of thread. The wind from an electric fan caused the sword to move slightly, thus wearing with its sharp edge on the cord. A card in the window, which was attractively dressed with a line of goods, said:

The Falling Sword.

"This is not Damocles' sword, but it is going to fall, and when it does fall it is going to cut prices right in two on some of our goods. Look in the papers for particulars."

In his newspaper ads the merchant announced a clearing sale on some of his overstock, and along with the ad he printed a coupon which read as follows:

The person guessing nearest to the hour and minute of the night or day that the sword falls (see our display window) will be entitled to $25 worth of goods free in any department of our store. The next ten best guessers 25 per cent. reduction on their purchases. The next fifty best guessers 15 per cent. reduction. The next 100 best guessers 10 per cent. reduction.

Then followed blanks for the name and address of the guesser and a blank line for his guess. The ad went on to state that the sword had been privately tried with the same kind of cord, and that it had fallen in less than a week.

It Proved a Success.

The merchant, of course, with such a unique display as that, had little difficulty in attracting buyers. He cleared away a considerable quantity of his old stock at a fair profit, doing a business much beyond his anticipation. In addition to this, he secured a splendid advertising medium. People from outside the town who had never dealt with him before, and, perhaps, who had never heard of him, sent in their estimates of the time the sword would take in cutting the string.

College professors applied science to their figuring and there was widespread interest taken in the contest. Outside of the newspaper advertising the only real cost, was the $25 to the person who captured first prize. He much more than made this up on his prices, which, while low, still left him a comfortable margin.

BROTHER DEAD.

The grocery store of Arthur Wicks of Dresden, was closed three days last week on account of the death of his brother, a much respected farmer living near Dresden.

C. Galuci, grocer and confectioner, Fort William, Ont., was gutted by fire on Wednesday, Jan. 20th. The stock was valued at $5,000 and the building at $1,800, both being insured.

A man pays his club bill with fond reminiscences, his grocer's with shrieks for economy, remarks The Smart Set.

GILLETT'S PERFUMED LYE

CAUTION.

Put a strong glass on the label and examine it closely every time. Always look for the name **"Gillett's."**

Like all good articles, which are extensively advertised, **Gillett's Lye** is frequently and very closely imitated. In some instances the imitators have actually copied directions and other printed matter from our label word for word. Be wise, and refuse to purchase imitation articles for they are never satisfactory.

Insist On Getting Gillett's Lye

and decline to accept anything that looks to be an imitation or that is represented to be "just as good" or "better," or "the same thing." In our experience of over fifty years in business we have never known of an imitation article that has been a success, for imitators are not reliable people. At the best the "just as good" kinds are only trashy imitations, so decline them with thanks every time.





E.W. GILLETT COMPANY LIMITED

WINNIPEG. TORONTO, ONT. MONTREAL.

Do Not Turn Customers Away!

Clark's Corned Beef, Ox Tongue, Pork and Beans and **Potted Meats** are being advertised from Coast to Coast.

The demand for these well-known goods is constantly increasing.

Co-operation with us will pay you best.

Do not turn customers away because your stocks of these goods are not complete.

Let us have an order from you now.

WM. CLARK

Manufacturer

MONTREAL

"Salad, Edible and Cooking Oils"

WINTER PRESSED



"Sun Burst" Reg'd.

"Non-Pareil" Reg'd.

To know these oils is to stock them. The finest substitute for lard on the market. Guaranteed under the Pure Food Act.

We carry a stock and will be pleased to send you samples, with prices.

You will find our oils a good proposition all the way, owing to the number of uses to which they can be put.

WRITE US TO-DAY

J. M. BRAYLEY,

MANAGER KENTUCKY REFINING CO., Incorporated

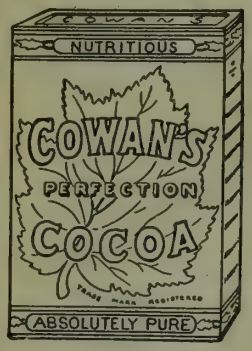
Cotton Seed Oils

55 ST. PAUL ST., - - - MONTREAL

PUSH

Cowan's

Cocoa and Chocolate



and get your share of the Fall and Winter Cocoa and Chocolate trade.

"Cowan's"

spells

"Satisfaction"

to the Canadian housewife.

The Cowan Co., Ltd.

Toronto, Canada



White Moss Cocoanut

is famous for being always of uniform quality. Housekeepers have depended upon its unvarying excellence for years, and never yet have they been disappointed. They never will be, that you can count upon.

The Best Pays in the Long Run.

SELL WHITE MOSS COCOANUT

The Canadian Cocoanut Co., Montreal

The delicious flavors of

Nation's Custard Powder

with Stewed Fruit is an ever pleasant memory.



Agents:

GREEN & CO.,
25 Front St. E. Toronto

W. H. ESCOTT,
Winnipeg

Made by Edward J. Nation & Co., Bristol, England

PURE SOLUBLE COCOA

WE ARE MAKING A SPECIAL OFFER OF HIGH GRADE PURE COCOA POWDER, EITHER IN BULK OR BARRELS OR IN 1-lb., ½-lb. and ¼-lb. CANISTERS, WITH LABELS BEARING YOUR OWN NAME OR BRAND.

IT WILL PAY YOU TO GET SAMPLES & PRICES

FROM OUR WHOLESALE AGENTS:

A. B. LAMBE & SON, 27, Wellington St. East, Toronto.
H. & A. B. LAMBE, Hamilton.
C. A. PARKER, 10, Albert Street, Ottawa.
CHAS. DUNCAN, P.O. Box 22, Winnipeg.
MITCHELL & WHITEHEAD, 92, St. Peter St., Quebec.
A. E. CURREN, 54, Bedford Row, Halifax.

GEORGE PAYNE & CO., Ltd.,

Wholesale Tea, Cocoa and Coffee Merchants,

LONDON, Eng.

WE ALSO SELL CHOCOLATE COVERING AND COCOA BUTTER.

THE FLOUR AND CEREAL MARKETS

Decline in Prices of Manitoba Wheat Flours—Reason Seems to be Artificial—Another Advance in Rolled Wheat to Wholesalers.

The past week has brought out something new in the price of Manitoba wheat flour. Prices go down both in Montreal and Toronto and the peculiarity of the circumstance according to local advice is that there is no natural conditions existing to warrant the decline. It is stated that it is due to competing western millers. During the past two weeks Manitoba wheat has gone up in price, the first grade being quoted at $1.15, and best winter wheat at $1.02. These two conditions do not seem to harmonize. Winter wheat flour remains the same as quoted last week.

To the wholesalers locally there has been another advance of 10c in rolled wheat following the higher prices of wheat. Bran seems to be scarce.

MONTREAL.

FLOUR—One of the large milling companies dropped prices 30c a barrel, and 15c a bag. This was announced on Jan. 22, and was followed two days later by a similar decline in the prices of the other large milling company. Locally, trade has been only fair, and the decline will stimulate business somewhat. Country orders are improving slowly.

Winter wheat patents	5 50
Straight rollers	4 70 4 80
Extra	4 00 4 10
Royal Household,	5 60
Glenora	5 10
Manitoba spring wheat patents	5 00
" strong bakers	5 10
Five Roses	5 10
Harvest Queen	5 40

ROLLED OATS—Buying during the week has been brisker in a small way, but of a jobbing character. There have been some rumors abroad again this week regarding imminent changes in prices, but so far these have failed to materialize.

Fine oatmeal, bags	2 72½
Standard oatmeal, bags	2 60
Granulated "	2 60
Golddust cornmeal, 98-lb bags	2 10
White cornmeal	2 00 2 05
Rolled oats bags	2 35
" bbls.	5 05

FEED—Bran is exceedingly scarce, and some dealers have found themselves over sold. As a result of the stringency in supply, and large demand, this line has gone forward $1 a ton. Other lines are in ample supply, to meet all requirements, and no changes in quotations have taken place.

Ontario bran	21 50 22 00
Ontario shorts	25 00
Manitoba shorts	24 00
" bran	21 00 22 00
Monillie, milled	25 00 27 00
" straight grained	30 00 32 00
Feed flour	1 50 1 60

TORONTO.

FLOUR—The past week has been featured by a drop in the prices of all Manitoba wheat flours by 20c. Local millers claim there is no natural reason why this should be the case and claim that it is due to internal workings in the Western markets, the results of which make their presence known in the East. "There is no market conditions whatever to warrant it," remarked a miller, "the decline is purely artificial." Wheat now is higher, he stated, than it was two weeks ago.

Prices for winter wheat flour are quoted the same as last week. The market is very firm. "Why we couldn't buy ten cars of winter wheat now if we wanted it badly," said one miller.

Manitoba Wheat.

1st Patent	5 50 5 60
2nd Patent	5 20
Strong bakers	5 00

Winter Wheat.

Straight roller	4 20 4 30
Patents	4 8
Blended	5 00

CEREALS—Another advance is quoted this week in rolled wheat to wholesalers. This amounts to 10c, making an advance within the past couple of weeks to wholesalers of 20c. The cause for this is the increase in the price of wheat. The markets for rolled oats and oatmeal remain fairly steady with prices the same as quoted last week.

Rolled wheat in barrels, 190 lbs	2 85
" oats in bags per bag 90 lbs	2 50
Oatmeal, standard and granulated, in bags 98 lbs.	2 75

NEW FACTORY OPENED.

Dignard, Limited, is the name of the new firm now making biscuits in Montreal, being the business organized by C. Dignard, who has manufactured in Montreal for years. A fine new factory is occupied in the eastern part of the city, being well fitted up with all modern machinery. The firm are making their chief sellers their Village and Princess lines for the present.

TRADE NOTES.

Leo E. Schoenfeld, representing and salesman for Strohmeyer & Arpe Co., New York, intends visiting Canada again, and expects to arrive in Toronto about Feb. 1st. His selling lines are canned goods, and especially those of John Moir & Sons, London, England; and those of Arsene Sanpiquet, canners of the Jockey Club brand of sardines, etc., as well as olive oils.

J. A. McGuane, the New York representative of the Salada Tea Co., was in Toronto on Saturday, having just concluded a trip to St. Louis, Cincinatti and Baltimore. Mr. McGuane, speaking generally regarding prospects in business for the future, represents them as being particularly bright. He has arrived at this conclusion since coming in contact with so many business men in the United States during his recent trip.

A Booming Biscuit Business

is the natural result of selling biscuits that are extra good in quality. You can't get away from the fact that when a person is particularly pleased with something she has bought at a particular place she goes back for more. You do it yourself! Mooney's Perfection Cream Sodas have a fresh crispness that defies competition. It is a crispness that lasts from the first cracker to the last in every package. It is this lasting freshness that creates the pleased, constant customer.



The Mooney Biscuit & Candy Company,
LIMITED
STRATFORD, - CANADA

We want to buy
Goose Wheat
or
Ontario White Wheat

If any of your customers have any or you know where we can get it write us. Will pay for good quality. Send sample.

Cummings Mills
Cummings Bridge, Ottawa

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

It's always a pleasure to the grocer ***to recommend*** our brands. It's always a satisfaction to the housewife ***to use*** our goods. There's never any complaint.

To remind you, the brands are

MOTT'S

"Diamond" and "Elite" Brands of

Chocolate

They are profitable in that they always please.

At your Jobber's

John P. Mott & Co.

Halifax, N.S.

SELLING AGENTS:

J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver

Arthur M. Loucks, Ottawa — R. G. Bedlington, Calgary

By Royal Letters Patent

Nelson's Opaque, Brilliant, Isinglass, Leaf, and Powdered Gelatine

NELSON'S

Granulated Jellies, Tablet Jellies, Creams, Custards, Fruit Puddings, Bottled Jellies, Lemonade Crystals, and Baking Powder.

Nelson's Gelatine and Liquorice Lozenges

NELSON'S SOUPS

(SIX VARIETIES)

Sole Proprietors and Manufacturers of

GORDON'S GRANULATED GRAVY

G. NELSON, DALE & CO., Ltd.

EMSCOTE MILLS, WARWICK

The above can be had from any of the following agents:

The Smith Brokerage Co., Ltd., St. John, N.B.
Watt, Scott & Goodacre, P.O. Box 1204, Montreal.
J. L. Watt & Scott, 27 Wellington St. East, Toronto.
W. E. Ashley Winnipeg.
Geo.A. Stone, 34 Inns of Court Buildings, Vancouver, B.C.

MAPLE SUGAR

I am able to ship the finest grade on short notice. You will need it for fall trade. Order early.

P. J. GIRARD, - Richmond, Que.

French Vermicelli and Macaroni

The only factory in Canada producing these goods.

H. CONSTANT

Manufacturer

Sales Agent: L. FONTANEL, 187 Commissioners St., Montreal

OPEN TO BUY

From 5 to 10 Cars Choice Cooking Peas

Clean and White

Quebec's leading Flour and Grain House.

C. A. PARADIS, Dalhousie St., Quebec

SUCHARD'S COCOA

This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes. Delicious in flavor; prices just right.

FRANK L. BENEDICT & CO., Montreal Agents.

48 Highest Awards In Europe and America

WALTER BAKER & CO.'S CHOCOLATE & COCOA



Registered, U. S. Pat. Off.

Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

Walter Baker & Co., Limited

Established 1780, Dorchester, Mass.

Branch House, 86 St. Peter St.

MONTREAL, CANADA

Ridgeway's Collecting Agency

11 St. Sacrament Street, Montreal

Established 1880

Has the confidence and patronage of the banks and leading merchants such as Forbes Bros., S. J. Carter & Co., John Robertson & Son. Overdue claims collected everywhere, no collection, no charge. Tel. Main 1677.



A Good Investment

PEANUT ROASTERS and CORN POPPERS.

Great Variety, $8.50 to $350.00

EASY TERMS.

Catalog Free.

KINGERY MFG. CO., 106-108 E. Pearl St., Cincinnati, O



COX'S INSTANT POWDERED GELATINE

The PURITY of this GELATINE is GUARANTEED by Messrs. COX who themselves both MANUFACTURE and PACK their brand under scientific supervision.

Canadian Agents:

C.E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

J. & G. COX

Ltd

Gorgie Mills

EDINBURGH

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

TEA SITUATION IN LONDON.

After a short trip to England, W. H. Halford, of S. T. Nishimura & Co., Montreal, has come back, and in an interview with him The Grocer received some interesting information on the present situation in the tea business on the other side of the ocean.

"On my arrival in London at the beginning of the Christmas week the auction sale rooms were, as usual, closed," said he, "and there was practically nothing doing in the Merchants' Tea Rooms. On the following Tuesday, however, the auction was well attended, and while considerable interest was manifest amongst the buyers, there was a decided tendency to weakening, especially in price tea. From this on a brisk business was being transacted in the tea rooms. Orders coming in very freely from all parts.

"As to what has been the feeling regarding the turnover for the past year, judging from the conversation I had with a number of tea and grocery merchants, I should imagine the results of 1908 were somewhat disappointing. Generally speaking, trade has been dull, and stocks exceptionally heavy. Some of the packet tea firms complained of the past year's business, consequent upon high prices, which were ruling for several months, and the enormous quantity of lower priced packet tea sold all over the United Kingdom, and which, of course, shows the least profit. Then again, some of the operators in Ceylon greens informed me that there has been absolutely no money in these particular teas, owing, principally, to cost of preparation, and to the prices realized on them, and other conditions, at their destination. Indeed, I am told on very good authority that in Ceylon there is a very strong feeling in favor of, and in fact, there are now a number of well-known tea estates actually being converted into rubber plantations, which have been good paying propositions for the past few years.

"Regarding the general feeling of the trade towards Canada, the majority of the larger merchants are absolutely unanimous in vigorously opposing the present conditions and terms of sale in Canada, as against the United States, where transactions are practically on a cash basis. There is also a very strong objection to some of our commercial laws, by which, they claim, for instance, in case of bankruptcy in the Province of Quebec, they are placed absolutely in a false position. Until these conditions are changed very considerably there will always exist that "stand off" feeling which is extremely detrimental to our mutual interests."

Credit Without Risk

The credit customer "we have always with us" — until he gets "in" too deep for comfort.



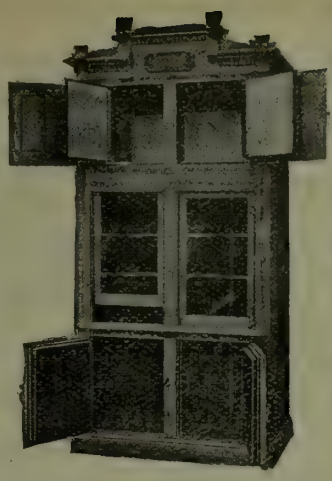
ALLISON Coupon Books

not only eliminate the "risk," but they make it a "cinch" to hold the customer, and likewise make it easier to deal with him.

HOW THEY WORK — A man wants credit. You think he is good. Give him a $10.00 Allison Coupon Book. Have him sign the receipt or note form in front of the book, which you tear out and keep. Charge him with $10.00—no trouble. When he buys a dime's worth tear off a ten-cent coupon, and so on until the book is used up. Then he pays the $10.00 and gets another book. No pass books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best.

For sale by the jobbing trade everywhere

MANUFACTURED BY ALLISON COUPON CO. INDIANAPOLIS, IND.



Arctic Refrigerators

for Grocers and Butchers, The Coldest, Dryest and most up-to-date refrigerator on the market.

Western representatives, Ryan Bros., Winnipeg

Eastern representatives Wolf, Sayer & Heller, Montreal. Write for Catalogue.

John Hillock & Co., Ltd.,
154 George St., Toronto

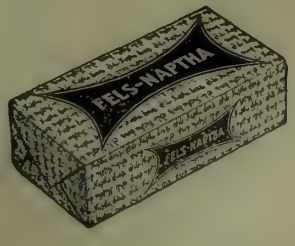
Millions of Women

use **Fels-Naptha** soap and do not boil or scald the wash. Millions still cling to the old idea.

Those who follow the **Fels - Naptha** directions need no hot water, get through the wash in half the time, have purified, bright clothes, and do not get all tired out.

Get a bar from your grocer, follow the easy directions, and you will be a friend of **Fels-Naptha.**

FELS-NAPTHA CO.
PHILADELPHIA



LEITCH ANCHOR BRAND OAK LAKE

Is the bread NOW in your home inviting? Do you like it? If not, you can have it so by using

Anchor Brand Flour

MANFD. BY
Leitch Brothers Flour Mills, Oak Lake, Man.

CALIFORNIA WASHINGTON NAVELS

Market is some higher and from present outlook do not look for any lower prices.

California Celery is now at its best and is a great seller.

Have also Pineapples, Head Lettuce, Cucumbers, etc.

Send in your orders they will have our best attention.

McWILLIAM Mc. AND E. EVERIST

25-27 CHURCH ST. - TORONTO

Keep Kool

There's

"St. Nicholas"

and

"Home Guard"

Coming

"On the Ocean now."

(FRANC TRACUZZI Cables)

J. J. McCabe

Agent

32 Church Street - Toronto

FRUITS, VEGETABLES AND FISH

Advance in Price of Almeria Grapes—New Vegetables on the Market—California Navel Oranges in Demand—Mild Weather Not Conducive to Good Fish Trade.

MONTREAL.

GREEN FRUITS—Almeria grapes are scarce, and have gone up 50c. High grade apples are also scarce, and the better grades have gone forward slightly, while prices generally have been well maintained. Lemons are fairly plentiful, but it seems more than probable that another advance will be announced later in the season. Other lines are unchanged, with a weak undertone to the market.

Almeira grapes, extra choice	6 00
California navels, 96, 126, 2 0, 288 size	3 00
" " 150, 17 , 20J, 216 size	3 00
Floridas, 126, 15 , 176 200	2 50
Mexican oranges, 176. 200, 216, 250 size	2 00
Valencia " 420 size	3 75
Extra sweet Jamaicas	2 00
Grape fruit	3 50
Jamaica grape fruit, extra heavy	3 00
Lemons, cho ce, 300 size	3 75
Bananas crated	1 75
Pears, boxes	3 50
Pineapples, extra fancy, 24 size	4 50 5 00
Cranberries, Nova Scotias, early b'acks, bb'..	8 00 9 00
Apples, Fameuse, XXX, bbl	6 00
" " XX, "	3 50 3 75
" winter	4 50
Spies, XXX	5 50
Baldwins, Greenings, Russetts, XXX	4 25
" " " Spies, XX	4 00
Strawberries	0 50

VEGETABLES—Mushrooms are offering at 90c a pound this week. Cucumbers, new carrots and string beans are also being quoted this week. The market is decidedly weaker since our last report. Among the lines which have fallen off in price are leeks, Canadian celery, American celery, spinach, lettuce and cabbage, while green peppers and Brussels sprouts are slightly higher. Other lines are unchanged.

Mushrooms, lb	0 90
Cucumbers, each	0 25
New carrots, bunch	0 30
Tomatoes, lb	0 30
Oyster plant doz	0 50
Artichokes, bbl	2 50 3 00
Leeks, dozen	1 25
Parsnips, bag	0 90 1 00
Sweet Potatoes, basket	2 50
Marrows, dozen	1 50
Cal. Cauliflowers, crates	3 00
Parsley, per doz. bunches	0 50 1 50
Sage, per doz	0 60
Savory, per doz	0 50
Can. celery, bunch	40 0 75
Celery, crate	6 00
Water cress, large buncher, per bunch	0 15
Spinach, barrels	3 00 3 50
Green peppers, basket	1 60
Beets, bag	0 90
Carrots, bag	0 75
Spanish onions, large cased	3 50 4 00
Lettuce, early	0 50
Lettuce, per ddz., Boston	1 10
Radishes, doz	0 60
Horse radish, per lb	0 15
Cabbage, bb'a	1 50 1 75
Montreal potatoes, bag	0 85
Green Mountains	1 00
New Brunswick potatoes	0 85
Onions large bag	2 00
Red onions, barrel	4 00
Turnips, bag	0 60
Pumpkins, doz	3 00
Squash, doz	2 50
Brussels sprouts, quart	0 30
String beans, basket	4 30 5 00

FISH—A stiffening of prices is noticed in a few lines, among them being haddock, which has gone forward a ½ cent; mackerel and sea herring have also advanced. Frozen grass pike is an exception to this as this line is weaker by a cent. Other lines remain constant. Locally trade is fairly good and the market has a strong undertone.

Fresh and Frozen Fish.

Codfish	0 03½ 0 03½
Qualla salmon	0 07 0 07½
B.C salmon, frozen	0 03½ 0 04
Haddock, per lb	0 04 0 04½
Fresh halibut	0 08 0 08½
Mackerel, "	0 10
Dore, "	0 07½ 0 08
Steak cod	0 04½ 0 05
Frozen Grass Pike	0 04½ 0 05
Whitefish, lb. Tullibees	0 05½ 0 06
Lake trout	0 09½ 0 10
Sea trout, lb	0 10
Flounders, lb	0 10
American live lobsters	0 24
Bullheads (dressed)	0 10
New smelts	0 08
Sea herring, per 100	1 75 1 85
Tom cods, bul	1 75
Smoked—	
Haddies (exp) 15 lb. bxs., per lb	0 06½
Bloaters, per box, large, Yarmouth	1 10
Smoked herring, per box	0 17
Prepared—	
Skinless cod, new, 100 lb. cases	5 25
Shredded cod, ½ lb. cartons, 2 doz. cartons in box, per box	1 80
Dry cod, in bundles 112 lb., per pound	0 06
Boneless cod, 1 & 2 lb. bricks, 20 lb. boxes	0 06
Boneless cod, 20-lb. boxes	0 06
Boneless cod, 20-lb. boxes	0 09
Boneless fish, 20 lb. bxs., 2 lb. blocks	0 05
Boneless fish, 25 lb. bxs., loose	0 04½
Pure cod in crates, 1 and 2 lb. bricks	0 05
Salted and Pickled —	
No. 1 Labrador herring, brls	5 50
" " " ½ brls	3 25
Large green cod, 200 lbs. bbl	6 50
Oysters, bulk, per gallon	1 30
Standards, bulk	1 40
" quart tins, sealed	0 40
Paper pails, per 100 qt. size	1 50
Live lobsters, lb	0 16
Standards, 4 gals	6 80
Selects "	7 60

TORONTO.

GREEN FRUITS—Many of the fruit men are wearing a smile of perfect contentment this week, not so much on account of the firmness of the market as from the many good things that were said about them when on their memorable trip to Guelph. Few of them realized the excellent qualities they possessed until they read all about it in The Canadian Grocer. In consequence a conspicuous feeling of self-confidence prevails, and a smartness about the business that was not before so manifest.

The fruit market is firm, with an upward tendency. Almost the only kind of oranges in demand now are the California navels, which are from 25c to 50c a case higher. The first car of Messina lemons since the earthquake has been shipped for Toronto and will arrive here in a few weeks. The disturbance in Italy did not affect the price of lemons as much as was anticipated, and after connections were all made with new shippers the lemon trade will again assume its natural place in the markets of the world.

Grapes, Almeria, keg	6 50 7 00
Apples, Spies	5 50 6 50
" Russetts	4 00 4 50
" Greenings	3 25 4 00
" Tolman Sweets	3 00 3 50
" Ben Davis	2 50 3 25
Oranges, Mexican, boxes, new	1 65 2 00
" Valencias, case	3 75
" Large	4 50
" California navels	2 75 3 50
" Seville Marmalade, chest	5 50
Lemons, Messina	2 75 3 25
" California, box	4 00
Bananas, Jamaicas, firsts	1 50 1 [illegible]
" Jamaica eights	1 00 1 25
Cranberries, Cape Cod bbl	16 00
" " crate	5 50
Grape Fruit, Florida, box	3 50 3 75
" " Jamaica	3 00
Pineapples, Florida, crate	3 50 4 00

VEGETABLES—This line is unusually quiet this week, with very little new vegetables in of any kind. The weather is very favorable for handling potatoes. The long continued cold spell which is always expected before this time has not yet arrived, neither has the sharp advance, which is somewhat of a disappointment to the dealers.

Beets, Canadian, bag	0 45	0 50
Potatoes, Ontario, per bag	0 75	0 80
" sweet barrel	4 00	4 50
" " hamper	1 75	2 00
" Bermuda per bushel		3 50
Lettuce, Boston head doz		1 25
Onions, Canadian, dried, bag	0 75	0 90
" Spanish, half crate	1 85	2 25
Tomatoes, Florida, small basket		1 00
" Canadian, hothouse, per lb		0 35
Cucumbers, doz	2 00	2 25
Carrots, new, per bag	0 35	0 40
Cabbage, per ton	25 00	30 00
" " barrel	1 75	2 00
Squash, basket doz	0 75	0 90
Cauliflower per case		4 00
Celery native, doz	0 25	0 40
California celery, per case		6 50
Turnips	0 30	0 35
Radishes, per dozen	0 40	0 45
Spinach, per bushel		1 00

FISH—The fish men are not pleased with this mild weather. All the fish handled now are frozen, and if they thaw before they are sold, although not in the least damaged, they do not seem to be wanted.

Perch, large, per lb	0 06	0 07
Herring, medium, per lb	0 04	0 05
Whitefish	0 09	0 10
Cod	0 07	0 08
Halibut	0 09	
Haddock, frozen		0 06
Sea salmon, Silverside		0 10
" Steelhead		0 14
Pike	0 05	0 06
Pickerel, yellow	0 08½	0 09
Herring, Digby, smoked, bundle 5 boxes		0 85
" Kippered, 15-lb. box		1 40
" Labrador, keg		3 00
Mackerel, each		0 10
Smelts, per pound No. 1	0 09	0 10
" " extra	0 12	0 14
Oysters, Long Island		1 50
" " medium selects		1 75
" " extra		1 85
" shell, per 100		1 50
Ciscoes, basket	1 00	1 10
Finnan Haddie, smoked, 15-lb. package	0 07½	0 08
Boneless cod, quail on toast		0 05½
" " imperial		0 05
" " steak		0 07
Shredded cod, doz		0 90
Arcadia, 24 packages, 1 lb. box		3 00
" 12 packages, 2 lb. box		2 40
Acadia cod, crate		2 40
" tablets, box		1 60
Bloaters	1 15	1 25
Qualla		0 09
Catfish, dressed		0 10

HAD GOOD YEAR.

On Monday of this week the annual meeting of the Canadian Condensing Company took place at Chesterville, Ont. There was a good attendance of shareholders, and a satisfactory report was presented. The outlook for the coming year was spoken of very enthusiastically.

Officers were elected as follows: President, S. H. Ewing; Vice-President, O. D. Casselman. These gentlemen are assisted on the directorate by Jas. T. Tory, F. O. Lewis, A. H. Ewing, R. M. Smith and W. B. Lawson. Mr. Smith succeeds the late Samuel Carsley.

BISCUIT FACTORY FIRE.

Fire did damage to the extent of $12,000 in Montreal in the biscuit factory of G. U. Pichet, corner of Jeanne d'Arc and Ontario Sts., Tuesday morning, Jan. 26. The blaze was discovered at 7.15 a.m., and gained such headway that the Maisonneuve brigade were assisted by engines and men from No. 11 and No. 13 stations. It is thought the fire originated from a defective wire.

Marmalade Oranges

Owing to the earthquake in Sicily it is estimated that only half the usual quantity of Marmalade Oranges will be imported this year.

Shipments Will Begin to Arrive this Week

Book Your Orders With Us and Avoid Disappointment

Packed in Chests also in Boxes

WHITE & CO., Limited

Phone Main 6565 ***TORONTO and HAMILTON***

FLORENCE VILLA

is famous as a Winter resort in Florida. Its Oranges, Grape Fruit and Tangerines are the best.

From tree to car the fruit is carefully handled—For Extra Fancy stock ask the wholesaler for "Florence" and "Seminole" brands.

W. B. Stringer, Toronto, District Agent

"Squirrel" Brand California Lemons

Packed by Arlington Heights Fruit Company

NONE BETTER

Bright, Handsome, Waxy Fruit, every Lemon same from top to bottom of box. Another car just arrived, price very reasonable, cost very little more than Messinas.

HUGH WALKER & SON

GUELPH, ONT.

CALIFORNIA NAVEL ORANGES CUBAN ORANGES

PORTO RICO ORANGES MESSINA LEMONS, all fresh stock

THE DAWSON COMMISSION CO., TORONTO

We can handle your consignments of Poultry, Butter and Eggs for you.

FISH AND OYSTERS

Halibut Haddock Cod
Whitefish Trout
Haddie Bloaters Kippers

ASK FOR IT—IF IT'S FISH

The F. T. JAMES CO., Limited

Church and Colborne Streets : : : : : : : : : Toronto

ARE YOU SELLING OUR DOMESTIC SEA FOODS?



The annual turnover of Canadian sea foods is extremely heavy, and growing yearly.

Canada—packed sardines, (in oil); herring, haddies, clams and scallops possess a reputation at home and abroad which make them market leaders.

The grocer finds these goods yield a good profit, sell quickly, never go bad on his hands, and always give the housewife entire satisfaction. That's why he sells them—why the progressive retailer always carries an assorted stock.

Are YOU doing as much for yourself as you might in these lines?

This is a "money proposition" to you. Think it over. Then, write us about BRUNSWICK BRAND Sea Foods—the leading Canadian Brand.



CONNORS BROS., LIMITED

BLACK'S HARBOR, N.B.

AGENTS—Grant, Oxley & Co., Halifax, N.S.; C. H. B. Hillcoat, Sydney, C.B.; J. L. Lovitt, Yarmouth, N.S.: D. Rattray & Sons, Quebec: Leonard Bros., Montreal; Arthur M. Loucks, Ottawa; C. De Carteret, Kingston; James Haywood, Toronto; Chas. Duncan, Winnipeg; R. G. Bedlington & Co., Calgary; Drexel & Co., Vancouver.

FISH and OYSTERS

A FEW SPECIALS FOR YOU:

LARGE FROZEN SEA HERRING
SALMON
HALIBUT
HADDIES

Skinless Cod
Boneless Cod
Pickerel
Haddock

Labrador Herring
Cod

Bloaters
Whitefish
Pike
Smelts

Lines all worth stocking. Now is the time to sell them. Remember we give you the quality and the service.

Attractive Prices. ***Prompt Shipment.*** ***Largest Assortment.***

ASK FOR PRICE LISTS TO-DAY

4 LONG DISTANCE TELEPHONES.

LEONARD BROS.,
20, 22, 24 and 26 YOUVILLE SQUARE,
MONTREAL
P.O. Box 639
"THE LARGEST FISH WAREHOUSE IN CANADA"

Branches:
MONTREAL,
ST. JOHN, N.B.,
GRAND RIVER,
GASPE.

Selling Sardines

is part of every grocer's business—Sardines are a delicious food and if properly cured and packed, enjoyable to everybody.

France for half-a-century or more had a monopoly of the Sardine trade, but since the Norwegians have entered the field, it's

Norwegian Sardines

for the best trade all the time.

To "King Oscar"



brand is due to a very large degree the reputation of superiority now held by Norwegian packers.

Fine small fish, clean, sweet, purest oil and government inspection, are the reasons.

Let these be your arguments for selling "King Oscar" brand. Demand them.

J. W. Bickle & Greening
(J. A. HENDERSON)
Canadian Agents, HAMILTON, ONT.

Fresh, Pure Oysters Sell Best

Your trade knows the difference between good oysters and bad ones. To handle the inferior kind just because they are cheaper is a short-sighted policy. You can get the oyster trade of your town, MAKE BETTER PROFITS and have the best people coming to you if you sell

"SEALSHIPT" OYSTERS

They retain the delicious OYSTER flavor because we pack the solid meats in sealed cans with ice around the cans—NOT TOUCHING THE OYSTERS. They come to you fresh, natural sized, wholesome and clean—no possibility of contamination. Don't handle dirty tub oysters when you can get "Sealshipts."

"Sealshipt" Oysters will give you increased trade among the class of customers you most desire to have come into your store.

WRITE FOR PARTICULARS.

SEALSHIPT OYSTERS

AGENTS:
Leonard Bros., Montreal — Samuel Egan, Toronto
R. M. Cline, Hamilton — Steele Fruit Co., London
W. J. Guest Fish Co., Ltd., Winnipeg
Winnipeg Fish Co., Winnipeg

National Oyster Carrier Co.
South Norwalk, Connecticut

HOW TO MANAGE COLLECTIONS

A System of Determining to Whom to Give Credit—Three Methods of Collecting Accounts—Grocers Lose Vast Amount Each Year on Account of Poor Pay.

A correspondent of The Grocer, writing from Regina, gives some valuable lessons on the management of a retail grocery store. He says that one of the most important duties of the proprietor in the proper conducting of a grocery store is the right attention to credit and collections. How much money grocers in Canada lose in a year through a neglect to have this department on a systematic basis, is impossible to calculate. But, no doubt, it would amount to a good sized fortune were it all collected and handed over to a single man.

The carrying of the best lines of stock, the securing of the most efficient salesmen, attractive window or interior display, or a superior system of delivery, avail little, in his opinion, towards the grocer's success, unless he is able to get the money for what he sells. The question of credit and collections, therefore, is one to which every attention should be given. There seems to be no other phase of merchandising that needs more diplomatic and delicate handling and none which requires keener judgment.

Giving credit is plainly a matter of faith and confidence in the parties to whom the grocer allows it. Evidently then the matter of successful collections depends to a great extent on the ability of the grocer to judge his customers. When he secures a new patron to his store, he should endeavor to discover his or her occupation—for an industrious man of good habits seldom contributes to the debit side of the profit and loss account. To one who is somewhat doubtful he would not take chances in extending credit with the hope that fortune would favor him in securing payment for accounts when others had failed. Most grocers know that there is always a tendency to give credit in order to swell sales. Pass all the doubtful ones up, is the hard and fast rule to adhere to, and let a competitor have this business. Where there is the faintest possibility of poor pay you cannot be absolutely sure in a credit transaction until the money is handed over the counter.

Rapid Decision Desirable.

Where there is this element of chance it is difficult sometimes not to show reluctance by your face and manner. This "betrayal of feelings" should be overcome and the mind should be trained to act quickly and decisively. If you are willing to give credit, look and act as if it were one of the greatest pleasures in life to do so. If you grant it and your appearance betrays that you mistrust your customer, he or she is not likely to continue purchasing from you. When you do perform an accommodating act towards a customer do it in such a manner that you will get full credit for it, increase the loyalty of the purchaser to your store, and cultivate his or her personal friendship.

On the other hand, if you have determined not to give credit, break the news as diplomatically as you can, and you are liable to secure a cash trade.

A grocer cannot be absolutely certain of any particular account until he has the money. In these uncertain times a millionaire to-day may go broke to-morrow. This shows the necessity of a system for collecting accounts promptly. The sooner you "get after" a debtor when he has bought the goods, the more hope is there in having the account settled. If left running too long he sometimes begins to think he is under no obligation to pay and difficulty follows—until finally you wake up in the morning to hear that he has left the community. The smaller the account, the more palatable does it look to the debtor. Therefore, do not be negligent or over-indulgent with people even if they are considered to be standing high in the estimation of their neighbors.

Methods of Making Collections.

The correspondent goes on to tell how he successfully uses three methods for securing money. He describes them as follows, as well as three classes of merchants: "There are grocers who are of a mild disposition, who always ask politely for money periodically. Then we have a second class who insist upon a debtor paying his account by threatening law, and, lastly, we have the merchant who is sympathetic in his attitudes, with the idea of enticing by gentle words the money which settles the account. All three methods should be resorted to and used upon different people. Many grocers blunder by using the same one always.

With good customers who are constitutionally tardy in settling accounts try the first means; use the second with those who are constitutionally mean and who, figuratively speaking, appreciate nothing but a club, and with those unfortunates who have a limited quantity of money and who pay first those who wheedle them in a sympathetic manner, try the third. Deal with each debtor according to his classification. There should be no difficulty in handling customers of the first variety successfully. Usually there is little cause for worry about the account not being good; it is simply a case of keeping after them persistently, but always courteously. Strict measures must be used with class two. For people of this kind, use a threatening attitude intended to scare and badger them into paying. Be careful, of course, not to call a man a thief in so many words. You can say that "he will be regarded as a thief or a deadbeat if he has to be sued for his honest debts." You will then be certain not to have to make any apologies to him should he think you have used language too strong and unjust.

Majority Want Sympathy.

"The other class is the largest. They have limited incomes and though desiring to be honest they find it an incessant struggle to keep above water. They get into the habit of steering off everything they can and what little money they get they want to use it for paying off their particular friends for whom they have the greatest regard or who are able to press them successfully. Such people need sympathy and encouragement to do their utmost in getting square with the world. They do not expect sympathy from such a source and when it comes they are grateful and show their gratitude by making a special effort to eliminate the debt they owe. It is also a splendid plan with these particular debtors to determine when payday comes and approach them at the proper time.

There is one thing to be observed in all collections, and that is never to make a threat and fail to carry it out. You will soon get a reputation in your community for being "easy," and people will pay little attention to your demands. When you inform a man you are going to sue him on a specified day unless he comes to your terms, do not fail to make good your threat."

BUYERS IN MONTREAL.

E. Lahaie—St. Eustache, Que.
H. A. Valequette—St. Jean Baptiste, Que.
Francois Robert—St. Hubert, Que.
G. Dumontet—Brosseau, Que.
Jos. Brunet—St. Hubert.
G. Lalonde—Point Fortune, Que.
L. Robert—St. Bruno, Que.
C. A. Forget—St. Agathe, Que.
A. A. Derrick—Noyan, Que.
W. C. Strader—North Williamsburg, Ont.
H. Walton VanVliet—Lacolle, Que.

J. Bruce Payne, of Granby, was in town for a few days this week.

CANADA STARCH MEETING.

The annual general meeting of the shareholders of the Canada Starch Company was held on Tuesday, Jan. 25, in the company's offices, Montreal.

The following officers and directors were elected: Geo. E. Benson, president and managing director; Chas. R. Hosmer, 1st vice-president; Lloyd Harris, 2nd vice-president; Joseph Ruddy, secretary-treasurer; and Hon. Robt Mackay, Wm. R. Miller, W. B. Blackader, Hon. J. R. Stratton, James J. Warren, additional directors.

J. Buchanan, of Deseronto, is getting nicely settled in his new store at Sterling, Ont.

"MEPHISTO"
and
PURITY BRANDS
Lobsters

Every can is sold
with a guarantee—

Sold from Coast to Coast by
Wholesale Grocers in Canada—

SOLE PACKERS

FRED MAGEE
Port Elgin, N.B. and Pictou, N.S.

Send your orders for

Fish and Oysters

to

O'Connor's Fish Market
St. Antoine Market MONTREAL



Popular in Price and a Producer of Permanent Profits



REFRIGERATORS
FOR BUTCHERS AND GROCERS
EUREKA REFRIGERATOR CO., Ltd. TORONTO, CAN.

Highest price paid for

DRIED APPLES
O. E. ROBINSON & CO.
Established 1856
Ingersoll - Ontario
WOULD YOU LIKE OUR WEEKLY CIRCULAR

SEASON 1908-9

Dried Apples
Shipments Solicited
Settlements Prompt
W. A. GIBB COMPANY
HAMILTON
JAMES SOMERVILLE, Manager

BRONCO BRAND
Navel Oranges

from the Celebrated Redlands Heights in California are now in prime condition. Fresh cars arriving weekly. The heaviest, juiciest and most deliciously flavored fruit coming to Ontario.

SOLE AGENTS

WHITE & CO., Toronto

FROZEN LAKE FISH

For Prompt Shipment. **Get Our Prices**

The Canadian Fish and Trans. Co., Limited
Wholesale Fresh, Salt and Frozen Fish
BLIND RIVER - - - - - ONTARIO

THE GROCER'S ENCYCLOPEDIA

Flourishes Best in Florida Where Large Quantities Are Now Produced—A Splendid Breakfast Food—Ingredients Beneficial to the System—How to Serve It.

GRAPE FRUIT—Like many other things, the grape fruit has carried many different names during its existence. It first came from Eastern Asia and was there known many years ago as the Pomello. From there it was carried to Spain and by the Spaniards to Cuba and the Islands of the Bahamas, and for many years was there known as Shaddock. The fruit of late years has come to be known as the Grape Fruit, so called on account of the way it grows on the tree, as many as a dozen of various sizes being suspended on a cluster or bunch and resembling a huge bunch of grapes.

Florida Its Present Home.

Progressive United States growers carried the cultivation of it to Florida and even to California, but it thrives best in Florida, and Florida to-day is producing the best grape fruit ever known. The soil climate of California has not as yet been favorable to its growth. The fruit in that State being thick of skin and comparatively little juice, so essential in good fruit.

The fruit itself resembles a very large orange, is of lemon color, and of a peculiar acid taste. The taste for it is easily acquired, and people become very fond of it. Doctors recommend it as an excellent breakfast fruit, containing as it does, many ingredients beneficial to the human system.

A Rapid Advance.

Some idea of the amount that is produced is shown by the fact that Florida alone will ship 1,500 cars of it this season, whereas 10 years ago the fruit was practically unknown.

It is used solely as a table fruit, and in addition to it being a choice breakfast dish, it is also used at luncheons and dinners.

How to Serve It.

The proper method of serving is to cut the fruit in two, across the grain, remove the seeds and core and fill the cavity with sugar, and eat with a spoon. To add to the attractiveness of the dish drop a pitted cherry in the centre and add a dash of sherry to it, which greatly improves the flavor.

Great care should be exercised to protect it from frost in transit, as on being slightly frosted the oil leaves the cells in the skin and causes a brown spot on the surface. This does not impair the eating qualities, however, but merely detracts from its appearance.

Owing to the large production the price has correspondingly been reduced so that it is now in reach of the most modest purse.

JAVA TEAS FOR CANADA.

W. H. Halford, of S. T. Nishumura & Co., Montreal and Japan, has returned from a short business and pleasure trip to England. Mr. Halford states that business generally on the other side is quiet, this applying especially to teas during his stay in London. While in England Mr. Halford made arrangements with some prominent English houses for his firm to represent them in Canada. Mason's O. K. Sauce, put up by Geo. Mason & Co., London, will in future be handled for all of Canada by Mr. Halford's firm. The agency for all of the Dominion was secured also for the Java teas of the Rowley, Davis Co. These people, whose headquarters are in London, own the famous Tijiliwoeng plantation, in Java. Their teas are very popular in the world's metropolis aad will soon be introduced into Canada. Heretofore very few Java teas have been sold in this country. Another agency now in the hands of S. T. Nishimura & Co., is that of Lansberg & Co., London, very large handlers of green coffees. The interests of these concerns will be well looked after by Nishimura & Co.

ARE MOSTLY GERMANS' CAPITAL.

An interesting statement was made by the manager in New York of a tea company while in Toronto last week visiting the local office. He says that out of 90,000 accounts which the company have in New York, only 150 of these are in connection with English tradesmen. The remainder of the 9.000 are principally Germans. The tea trade in New York, he says, is almost entirely controlled by the Germans.

ALL ABOARD
GET READY TO SUPPLY THE DEMAND FOR
GREAT WEST
CUT PLUG
SMOKING and CHEWING TOBACCO
SALES INCREASING DAILY

McDOUGALL
Insist upon having them.
D. McDOUGALL & CO., Glasgow, Scotland.
CLAY PIPES

Imported Cigars from Philippine Islands
Germinal { Pikaninny, 1/20, $37.50; Damas, 1/20, 55.00; 2a Cortado, 1/20, 55.00 (Philippine Shape)
25 varieties of Leaf Tobacco in ¼ and ½ lb. hands, packed in bales from 25 to 50 lbs., and from 10 to 35c. Prices sent on request. Terms, Net Cash.
JOS. COTE
IMPORTER AND WHOLESALE TOBACCO DEALER
Office & Store, 186-188 St. Paul St. Phone 1272
Branch - 179 St. Joseph St. Phone 2097
QUEBEC

Tel. Up 2076 Tel. East 5964
YOUNG'S PATENT PIPE
in Seven Shapes
W. J. GRANT
Sole Agent for Canada
506 Lindsay Building, MONTREAL.

BLACK WATCH
The Big Black Plug Chewing Tobacco.
Already a Big Seller
Sold by all the Wholesale Trade


THINK IT OVER

BERLIN, Germany; Nome, Alaska; Ancon, Central America; Salisbury, South Africa; Daves, Switzerland; Ahwaz, Persian Gulf, Asia; Calcutta, India; Brisbane, Australia; Paris, France; Vienna, Austria; Bagdad, Turkey-in-Asia. These are some of the places from which subscriptions have recently come for Busy Man's. The magazine now goes into every country of the globe.

You naturally seek the reason for Busy Man's favor abroad. Simply due to it reproducing the most timely, interesting and entertaining article in the month's periodical press.

Think of how much more interesting Busy Man's should be to you, containing as it does in addition to the above the live original articles of interest to every Canadian.

Some idea of the richness of the February number can be gained from following list of contents:

Original Articles
A Canadian Millionaire Farmer
How Canada Protects Her Fisheries
Winnipeg's New Mayor
A Little Sermon on Ideals

System and Business
The Arrangement of a Private Office
Situation Snapping and Situation Choosing
The Business Manager of a King
Mapping Out a Career

Political and Commercial Affairs
The Finances of the Past Year
A Country Life Commission
The Law of Prosperity
Unemployment: A Difficult Problem
Boats Made of Concrete

Life Stories of Successful People
Men and Events in the Public Eye
Eliot the Inscrutable
The King as Guest
Thomas Cook—The Pioneer of Modern Travel

Short Stories
Saunder's Strategy
Rules and Regulations No. 17

Miscellaneous
Mainly About Ourselves
The Health Value of Laughing
The Truth About the Automobile
Mortality in Relation to Weight
The All-Concrete Dwelling
"Mr. Dooley" on a New Literary Light
The Busy Man's Book Shelf
Contents of February Magazines
Improvements in Office Devices
Humor in the Magazines

$2.00 per year *20 Cents a Copy*

The Busy Man's Magazine

Montreal **Toronto** **Winnipeg** **London, Eng**

Are You Keeping Your Tobacco Stock Up-to-Date ?

IF NOT—WHY NOT?

"Tuckett's Special"

the new 10c. plug is the latest

Order from Your Wholesaler

Manufactured from **Imported Leaf Exclusively**

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

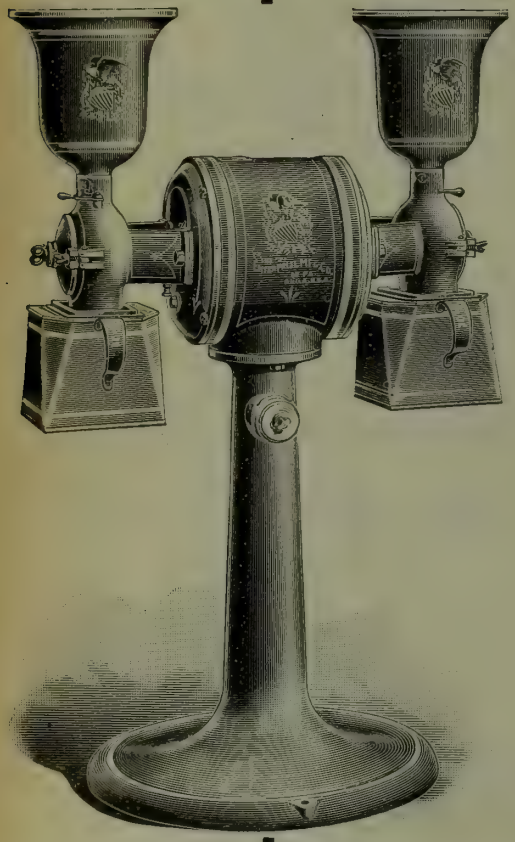
THE WALKER BIN SYSTEM OF GROCERY STORE EQUIPMENT

has become a large factor in meeting the demand for pure, clean food products and the public is not slow in showing its appreciation. A Walker Bin installation will mean a great deal to your regular and transient customers and to you it will mean ***LARGER BUSINESS—BETTER SERVICE—REDUCED EXPENSE*** and ***LARGELY INCREASED PROFITS.***

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

Representatives:
Manitoba: Stuart Watson & Co., Winnipeg, Man.
Saskatchewan and Alberta; J. C. Stokes, Regina, Sask.
Montreal; Kenneth H. Munro, Coristine Bldg.

The Walker Bin and Store Fixture Co., Limited
Designers and Manufacturers of Modern Store Fixtures
Berlin, Ontario



The LATEST "Enterprise" Electric Mill

New ideas applied to rapid grinding of coffee by electric power make these new "Enterprise" Pedestal Mills *by far the best on the market to-day.* They are **Direct Connected.** They lose no power in transmission. The grinders are on the motor shaft. The double Mill shown here, No. 0852, is for alternating current; can also be furnished for direct current. One Mill is fitted with tooth grinders which *cut* the coffee, the other mill fitted with ribbed grinders for pulverizing. Each hopper holds six pounds. The Mill will granulate 3 pounds of coffee per minute, and pulverize ½ pound per minute. The cans or receivers are enclosed as a protection against dust. The Mill is self-cleaning. This compact, graceful 1 H.P. Mill is already in great demand. We invite correspondence and will send facts, illustrations and prices of our 45 sizes and styles of Rapid Grinding and Pulverizing Mills on request.

We supply grocers also with Meat and Food Choppers, Self-Measuring Pumps and Faucets, Smoked Beef Shavers and other "Enterprise" Specialties. You should have our latest catalogue. If you haven't it, write.

The Enterprise Mfg. Co. of Pa. Philadelphia, U.S.A.
21 Murray Street, New York — 438 Market Street, San Francisco

—BUY—

Star Brand

COTTON CLOTHES LINES

—AND—

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For Sale by All Wholesale Dealers.

SEE THAT YOU GET THEM.

TALKING POINTS FOR DEALERS

ON

BANNER, CANADA, ONTARIO and HICONE

LAMP BURNERS



The screw part or burner-base is covered, which protects against fire. Many burners are made cheaper by leaving the screw part open so that dust, dead insects, or charred portions of wick may collect thus becoming saturated with oil and liable to catch fire. OURS DON'T.

Manufactured by

ONTARIO LANTERN AND LAMP CO., LIMITED, HAMILTON, ONT.

Classified Advertising

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

Yearly Contract Rates.

100 words	each insertion,	1 year.....	$30 00
"	"	6 months...	17 00
"	"	3 months...	10 00
50	"	1 year.....	17 00
"	"	6 months...	10 00
25	"	1 year.....	10 00

PERIODICALS.

ADVERTISING writers and business men interested in good printing should subscribe to Canada's only printing trade paper, THE PRINTER AND PUBLISHER. Subscription price $2 per annum. Address, 10 Front Street East, Toronto.

CANADIAN MACHINERY AND MANUFACTURING NEWS, $1 per year. Every manufacturer using power should receive this publication regularly, and also see that it is placed in the hands of his engineer or superintendent. Every issue is full of practical articles, well calculated to suggest economies in the operation of a plant. Condensed advertisements for "Machinery Wanted" inserted free for subscribers to the GROCER. "Machinery for Sale" advertisements one cent per word each insertion. Sample copy on request. CANADIAN MACHINERY, 10 Front St. East, Toronto.

COMPLETE information on books, stationery, fancy goods, music, photo supplies and kindred lines is given each month in THE BOOKSELLER AND STATIONER, of Canada. Subscription price $1.00 per annum. Address, 10 Front Street East, Toronto.

THE BUSY MAN'S MAGAZINE is the most popular periodical of its kind. Why? Because each issue contains a strong list of original articles of interest to every Canadian. It also reproduces the most timely, instructive and interesting articles appearing in the other magazines and periodicals of the month. The cream of the world's periodical press is too valuable to overlook. BUSY MAN'S is on sale at all news-stands. Better still, send $2 for one year's subscription. Mail it to-day. THE BUSY MAN'S MAGAZINE, Toronto.

THE market reports make HARDWARE AND METAL a necessity to every hardware merchant, paint and oil dealer in Canada. It is mailed every Friday. Subscription price is $2 per year. Address HARDWARE AND METAL, Montreal, Toronto or Winnipeg.

SITUATION VACANT.

A FIRST-CLASS position open for a first-class salesman in the North West or British Columbia to represent eastern wholesale grocery house. Apply, stating experience, connection, references and salary, Box 271, THE CANADIAN GROCER, Toronto.

WANTED—A smart young man to take an interest in a wholesale brokerage business. One who has been in touch with the wholesale grocery trade and can bring new agencies to increase the business preferred. Correspondence confidential. Box 273, CANADIAN GROCER, Toronto. [6]

WANTED—Traveller for wholesale fruit house, with $5,000 to invest in the business. Have been established for a number of years and making big profits. Company being formed now for $49,000 capital. Situated in one of the best importing centres in Canada. If interested communicate at once with Box 282, CANADIAN GROCER, Toronto.

FOR SALE.

FOR SALE—A general store in a live country town in western Ontario where a large and profitable business is being done. Ill health the only reason for selling. Will be sold on easy terms. Box 285, THE CANADIAN GROCER, Toronto. (p,5)

BOOKS FOR THE GROCER.

ART AND SCIENCE OF WINDOW DRESSING, by S. W. Roth. Every retail grocer should learn the methods set forth in this book—which is specially written for Grocers—on how to make grocery windows attractive and thus draw trade. Every means of successfully displaying goods is treated of in its 14 chapters and 30 illustrations. Price $2.00, postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

COFFEE, its history, classification and description, by J. M. Walsh. This interesting and instructive book deals with the commercial classification and description, adulteration and detection, and the art of blending and preparing of coffee. Price, $2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include special sales, getting holiday business, co-operative advertising, money-making ideas, contests, etc. Price, $2.50 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

TEA BLENDING as a fine art, by J. M. Walsh. This work is especially designed for the use and instruction of those engaged in the tea and grocery business, containing formulae for the scientific and judicious combination of the different varieties and grades of tea. Price, $2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

TEA, its history and mystery, by J. M. Walsh. The contents of this practical and exhaustive work include cultivation and preparation; adulteration and detection; arts of testing, blending and preparing; chemical and medicinal properties, etc. Price, $2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

THE GROCERS' MANUAL—New edition, enlarged and illustrated, 1188 pages. All about Groceries, Provisions, Fruits, Spices, Drysalteries, and Chandlery, their sources, varieties, manufacture, adulteration, &c. Specimen pages free. W. Clowes & Sons, Ltd., 23 Cockspur St., London, S.W.

SITUATIONS WANTED.

GROCERY CLERK—A young Scotchman is open for change of position; 13 years' experience; 2 years in Canada. First class references. Box 281, CANADIAN GROCER, Toronto. (5)

TEA TASTER, BLENDER, Coffee, Cocoa and Chicory manufacturer, advertiser with 16 years' experience seeks engagement as buyer and manager of department with wholesale company. Address Stirling, 37 Jameson Ave., Toronto. (p,tfd)

WORKING PARTNER WANTED—Young man, with dry goods experience preferred, and some capital for general store, now doing a good business in a new town short distance from Brandon, Man. A splendid chance for a man. Box 275, CANADIAN GROCER, Toronto. (5)

WANTED—By young man, 22 years of age, good appearance, five years' experience in grocery trade, position as representative for an A1 tea and coffee house, western territories preferred. Box 274, CANADIAN GROCER, Toronto. (6)

WANTED—Position as traffic manager or claim correspondent for manufacturing concern, by railroad man of many years experience—now employed. Box 284, THE CANADIAN GROCER, Toronto. (5)

WANTED—Position as manager general store in good town on Canadian Northern Railway. Thoroughly experienced; capable of taking entire charge. Would entertain partnership or purchase. Apply Box 283, CANADIAN GROCER, Toronto. (p,5)

WANTED—A position as clerk in grocery store. Have had five years experience. Willing to work and strictly temperate. Can furnish the best of references. Apply to Lorne Sweetman, Bracebridge, Ont. (6)

WANTED—Young man with office experience wishes to take part interest in growing concern. Manufacturers' agency preferred. Correspondence confidential. Now employed. Box 286, CANADIAN GROCER, Toronto. (5)

TRAVELER WANTED.

WANTED—Experienced tea traveler for prominent English tea house. Territory north and south Carolina and Tennessee. Good salary to good man. Address, W. H. Seyler, care THE CANADIAN GROCER.

MISCELLANEOUS.

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, 129 Bay Street, Toronto.

A MARKET OF BUYERS, backed up by money to spend, is open to you in the Busy Man's Magazine. Every territory in Canada is represented. If you have something to sell, something you want to buy, a condensed advertisement in the Busy Man's Magazine will put you in touch with the classes you want to reach. Four cents per word will carry your message from Atlantic to Pacific. Send copy of your advertisement along with order to cover cost of insertion. Your announcement will appear under a special heading. Busy Man's Magazine, Montreal, Toronto, Winnipeg.

BETTER, CHEAPER, SAFER LIGHTING.—The Pitner System of Gasoline Lighting is the best system yet produced for lighting a store, hotel or public building. In cities and towns Pitner Systems are used because of the superior quality and quantity of light obtained for small cost. They are just as successful in any village or country place. A small outlay secures a complete and independent Pitner lighting plant. Free illustrated booklet and full particulars on request. The Pitner Lighting Co., Limited, Toronto, Canada.

HIGH CLASS COLOR WORK—Commercial stationery, posters. The Hough Lithographing Co., Limited. Office, No. 3 Jarvis St., Toronto. Telephone, Main 1576. Art, good workmanship, business methods.

7,217 NATIONAL CASH REGISTERS were sold during May 1908. That's more than were sold during May 1907. The National Cash Register Co., F. E. Mutton, Canadian Manager, cor. Yonge Street and Wilton Avenue, Toronto.

THE RELIABLE LIGHT will light your store 100% better than gas, electricity or acetylene. 600 candle power light costs 1 cent per hour to operate. Thousands in use. A safe, reliable, pure white light of intense brilliancy. Write for booklet M. The Rice, Knight Mfg. Co., Limited, 40 Lombard Street, Toronto.

WANTED.

WANTED in every town and village, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine. Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

DUPLICATING DEVICES.

IF INTERESTED in a Duplicating Machine for getting out circular letters, reports, price-lists, etc., or for printing various office forms, write for booklet and samples of work. The "POLYGRAPH" is the newest, latest and best and sells for a lower price than the others. Is unexcelled by any similar device on the market. F. W. Tenney, Canadian Sales Agent, Stair Building, 123 Bay Street, Room 116, Toronto, Canada.

AGENCIES WANTED.

HUNTER & STEVENSEN, Limited, confection merchants and importers, 146 Ingram St., Glasgow, are prepared to take up sole agency Scotland for Canadian manufacturer for goods suitable grocers or confectioners.

Salesmen Wanted!

Be a high grade Traveling Salesman and earn from $1,000 to $10,000 a year and expenses. We will prepare you by mail in eight weeks to be one and assist you to secure a good position. Hundreds of our graduates now holding good positions we secured for them, with reliable firms. Many who had no former experience now earn $100 to $500 monthly and expenses. If you want to secure a good position and increase your earnings our Free Book, "A Knight of the Grip" will show you how. Send for it today. Address nearest office. Dept. 287, NATIONAL SALESMEN'S TRAINING ASSOCIATION, Chicago, New York, Kansas City, Minneapolis, San Francisco.

Store Cleaning Time

The Christmas rush is over and grocers will find the next month the most opportune time to make those changes in their stores which they have probably been contemplating for some time.

It will pay you to get your store in good shape before the Spring rush commences.

If you want a new show case or counter and wish to dispose of your old one, first write out a brief description of it, insert in THE CANADIAN GROCER and you will no doubt find some dealer between Halifax and Vancouver who is looking for a chance to buy at a reasonable figure the very articles you wish to sell, or many have some thing you may require.

Do you want to buy a new desk? A "want ad" will find some dealer who is re-arranging his store and is anxious to dispose of such a desk at a bargain price.

Have you a set of scales or scoops for sale?

Do you wish to sell some shelving or a refrigerator in order that you may replace them with new ones?

Have you a biscuit cabinet, a cheese cutter, a computing scale or cash register and all those fixtures which make your store look neat and enable you to give your customers quick service? If not some grocer may have just what you want.

There are a hundred little services our "want ad" department can perform for you.

Rates (payable in advance)

2c. per word for 1st insertion.
1c. per word for subsequent insertion.
5c. additional each insertion when box number is required.

The Canadian Grocer

Write or phone our nearest office.

MONTREAL TORONTO WINNIPEG

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

Baking Powder.

W. H. GILLARD & CO.

Diamond—

1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
2-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
½-doz.	5lb.	19 75



MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 85
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
3 "	6 oz.	Per case $4 55
1 "	12 "	
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 35
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
3 lb.	13 20
5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—	
1 lb. tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Baking Powder—	
1-lb. tins, 3-doz. in case, per doz.	2 00
½-lb. " " "	1
¼-lb. " " "	0 ∞

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Gillett's Mammoth, ½ gross box	2 00

Cereals

H-O. COMPANY, ROCHESTER, N.Y.

Per case.		Per case.	
Force, 36s	$1 50	Gusto, 36s	$2 85
Korn-Kinks, 36s	1.45	H-O. oatmeal, 24,	3 10
Presto, 36s	3.40	Buckwheat, 36s	3 50
Pancake, 36s	3.50	Corn Starch, 36s	2.50
Tapioca, 36s	2.85	Farina, 24s	1.70
Hominy, 36s	2.50		



WHITE SWAN SPICES AND CEREALS LTD.

White Swan Breakfast Food, 2-doz. in case, per case, $3 60.
The King's Food, 2-doz. in case, per case, $5.
White Swan Barley Crisps, per doz., $1.
White Swan Self-rising Buckwheat Flour, per doz., $1.20.
White Swan Self-rising Pancake Flour, per doz., $1.20.
White Swan Wheat Kernels, per doz., $1.40.
White Swan Flaked Rice, per doz., $1.
White Swan Flaked Peas, per doz., $1

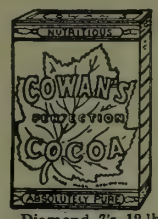
Cocoas and Cocoa

COWAN CO., LIMITED

Cocoa—	
Perfection, ¼-lb. tins per doz.	$4 80
Perfection, ½-lb., per doz.	2 40
" ¼ lb., "	1 30
" 10c. size "	0 90
" 5-lb. tins per lb.	0 37
Condensed cocoa cream and sugar, doz	2 25
Soluble, bulk, per lb	0 18
" "	0 15
London Pearl per lb.	0 22

Special quotations for Cocoa in bbls., kegs, etc.

Unsweetened Chocolate—	Per lb.
Plain Rock, ½-lb. cakes, 12-lb. boxes	0 40
" ¼-lb. " "	0 40



Sweet Chocolate—	
Queen's Dessert, ¼-lb. cakes, 12-lb. boxes, per lb.	$0 38
Queen's Dessert, 6's, 12-lb. boxes,	$0 40
Vanilla, ½-lb., 12-lb. boxes per lb.	$0 35
Parisian 8's, 10.	$0 35
Royal Navy, ½'s, ¼'s, 12-lb. boxes per lb	0 33
Diamond, 7's, 12-lb. boxes, per lb.	0 24
" ½'s " " "	0 25
" 8's " " "	0 28

Icings for cake—
Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., 2-doz. in case.

Chocolate—	
Maple buds, 5-lb. boxes, lb.	0 33
Vanilla wafers, " "	0 35
" nonpariels, 5-lb. box	0 35
" " 2's, 5-lb. boxes, lb	0 28
" " 2's, nonpareils "	0 28
Ginger, 5-lb. boxes, lb.	0 30
Milk sticks, box	1 35
Milk cakes, 5c. size, box	1 35

EPPS'S.
Agents, C. E. Colson & Son, Montreal.

In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

BENSDORP'S COCOA
A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

10c. tins, 4 doz. to case	per doz., $ .90
½ " " 4 " " "	2.40
1 " " 2 " " "	4.75
1 " " 1 " " "	9.00

JOHN P. MOTT & CO.'s.
R. S. McIndoe, Agent, Toronto.
Arthur M. Loucks, Ottawa.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
R. J. Bedlington & Co., Calgary, Alta.
Standard Brokerage Co., Vancouver, B.C.

Elite, 10c size (for cooking), doz	0 90
Prepared cocoa, ½'s	0 28
Prepared ½'s	0 28



Mott's breakfast cocoa, 10c size	90 per dz.
" breakfast cocoa, ½'s	0 38
" " " ¼'s	0 38
" No. 1 chocolate, ½'s	0 32
" Navy " ½'s	0 29
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 21
" Plain choice chocolate liquors	0 32
" Sweet Chocolate Coatings	0 20

WALTER BAKER & CO., LIMITED. Per lb.

Premium No. 1 chocolate, ½ and ¼-lb. cakes	$0 38
Breakfast cocoa, 1-5, ½, ¼, 1 & 5-lb. tins	0 41
German Sweet chocolate, ½ and ¼-lb. cakes, 6 lb. boxes	0 28
Caracas Sweet chocolate, ½ and ¼-lb. cakes, 6-lb. boxes	0 35
Auto Sweet chocolate, 1-6 lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins	0 47
Soluble cocoa (hot or cold soda 1-lb. tins	0 38
Cracked cocoa, ½-lb. pkgs., 6-lbs. bags	0 34
Caracas tablets, 100 bundles, tied 5s, per box	3 00

The above quotations are f.o.b. Montreal

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.
Packages—5c., 10c., 20 and 40c. packages packed in 15 lb. and 30 lb. cases. Per lb.

1 lb. packages	0 26
lb "	0 27
lb. "	0 28
1 and ½ b. packages assorted	0 26½
½ and ¼ b. " "	0 27½
¼ lb. packages assorted in 5 lb. boxes	0 28
½ lb. " "	0 29
½ lb. " in 5, 10, 15 lb. cases	0 30

Bulk—
In 15 lb. pails and 10, 25 and 50 lb. boxes.

	Pails.	Tins.	Bbls.
White Moss, Sweetened	0 14	0 15	0 13
Best Shredded	0 18	....	0 16
Special Shred	0 17	....	0 15
Ribbon	0 19	....	0 17
Macaroon	0 17	....	0 15
Desiccated	0 16	....	0

White Moss in 5 and 10 lb. square tins, 21c.

WHITE SWAN SPICES AND CEREALS LTD.
White Swan Cocoanut—

Featherstrip, pails	0 16
Shredded	0 15
In packages 2-oz., 4 oz., 8-oz., lb.	0 28

Condensed Milk.

BORDEN'S CONDENSED MILK CO.
Wm. H Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
"Eagle" brand (4 doz)	$6 00	$1 50
"Gold Seal" brand (4 doz)	5 00	1 25
"Challenge" brand (4 doz)	4 00	1 00
Evaporated Cream—		
"Peerless" brand evap. cream	4 70	1 20
" hotel size	4 90	2 45





TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 85
Reindeer" brand per case (4 doz.)	5 75





Coffees.

EBY, BLAIN CO. LIMITED.
Standard Coffees.
Roasted whole or ground. Packed in damp-proof bags and tins.

Club House	$0 32
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 [illegible]
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" " " ground	0 17½
Golden Rio	0 14

Package Coffees

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, ¼ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

THOS. J. LIPTON retail wholesale

Lipton's "Special" blend coffee, 1 lb. tins, ground or whole	0 40 0 30

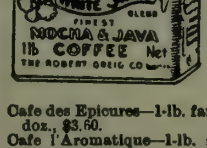
JAMES TURNER & CO. Per lb

Mocca	$ 0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

PATTERSON'S "CAMP" COFFEE ESSENCE
Agents, Rose & Laflamme, Montreal an Toronto.

5 oz. bottles, 4 doz. per doz.	1 75
10 " " 4 " "	3 00
Rep. quarts, 1 " "	6 50
Imp. " 1 " "	9 00

WHITE SWAN SPICES AND CEREALS LTD.
White Swan Blend.



1-lb. decorated tins, 32c. lb	
Mo-Ja, ½-lb. tins 30c. lb.	
Mo-Ja, 1-lb. tins 28c. lb.	
Mo-Ja, 2-lb. tins 28c. lb.	

Cafe des Epicures—1-lb. fancy glass jars, per doz., $3.60.
Cafe l'Aromatique—1-lb. amber glass jars, per doz., $4.
Preservation with 3 tumblers), $10 per doz



THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy lithographed canisters	0 30

Cheese —Imperial

Large size jars, per doz.	$8 25
Medium size jars, "	4 50
Small size jars, "	2 40
Individual size jars, per doz.	1 00

Imperial holder—

Large size, doz.	18 00
Med. size "	17 00
Small size "	12 00

Roquefort—

Large size, doz.	2 40
Small size, "	1 40



Peanut Butter.

MACLAREN'S IMPERIAL CHEESE CO. LTD

Imperial Peanut Butter "Bobs," the Perfect Confectionery.

Large size, cases, 25 cartons	$3.50 each
Small " " 50 "	3.60 "
Assorted, cases, 26 small, 12 large	3.65 "

Net 30 days.

Confections

THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box,	1 35
" " 10c cakes, 36 in box "	2 55
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
" " No. 2, " "	0 25
Maple Buds, 5-lb. boxes, lb	0 36
Nut Milk Chocolate, ½-lb. cakes, 12-lb. box, lb	0 40

These prices are F.o b. Toronto.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Ltd Toronto. C. O. Beauchemis & Fils. Montrea $2, $3, $5, $10, $15 and $20.
All same price one size or assorted.

UN-NUMBERED

Under 100 books	each 04
100 books and over	each 03½
500 books to 1000 books	03

For numbering cover and each coupon, extra per book ½ cent.

Cleaner.



	Per doz.
4-oz. cans	$ 0 90
8-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent
The Davidson & Hay, Limited, Toronto

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.
"Vita" Pasteurized Extract of Beef. Per case.

Bottles	1-oz.,	case of 2 doz		$3 20
"	2 "	"	1 "	3 00
"	4 "	"	1 "	4 50
"	20 "	"	1 "	4 75
"	20 "	"	1 "	9 00

THOMAS J. LIPTON
Prices on application.

Infants' Food.

Robinson's patent barley	½-lb. tins	$1 25
" "	1-lb. tins	2 25
" " groats	½-lb. tins	1 25
" "	1-lb. tins	2 25

"Mephisto" and "Purity" Canned Lobsters.



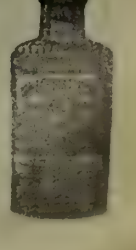
1½ flats	$4 40	4 00
½ "	2 30	2 40
¼ "	1 40	1 50

Flavoring Extracts.

SHIRRIFF'S

1 oz. (all flavors),	doz.	1 00	
2 "	"	"	1 75
2½ "	"	"	2 00
4 "	"	"	3 00
5 "	"	"	3 75
8 "	"	"	5 50
16 "	"	"	10 00
32 "	"	"	18 00

Discounts on application.





LOSS AND GAINS. You may lose a friendly customer if you sell an inferior stove polish that cakes and streaks on the iron and stares the housekeeper in the face day in and day out, as long as it lasts. She thinks of the man who sold it every time she faces that wretched looking stove. But when you push ***RISING SUN*** Stove Polish in Cakes and ***SUN PASTE*** in Tins, you gain friendly customers among all those who learn through you for the first time what a really good stove polish is.

We believe we know what you will do—you will push the goods that gains friends for the storekeeper — that means ours.

MORSE BROS., Props. - Canton, Mass., U.S.A.

BANISH "BLUE MONDAY"

SELL

SUNNY MONDAY

to customers and make them **YOUR** customers.

Your stock is not complete without our new LAUNDRY SOAP

SUNNY MONDAY

SUNNY MONDAY is made almost entirely from vegetable oils with enough ammonia incorporated to make it cleanse quickly and thoroughly, with less rubbing than ordinary laundry soaps.

YOUR CUSTOMERS should try it and avoid the aching backs which cause "Blue Monday."

SUNNY MONDAY
SAVES LABOR, TIME, CLOTHES
FUEL, TEMPER, MONEY

THERE IS PROFIT IN IT FOR YOU

"SUNNY MONDAY BUBBLES WILL WASH AWAY YOUR TROUBLES."

You Feed Your Animals Well

Are They Digesting Their Food?

Remember that it is not what an animal eats, but what he digests, that is of service.

MOLASSINE MEAL

given to horses will enable them to obtain the full amount of nutriment of their entire food.

Particulars and Prices from.

ANDREW WATSON

91 Youville Square - - MONTREAL



CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat
Put up in ¼ gross cases

Bulk in 7-lb. Pails,
½ doz. in crate.

25-lb. Pails and 75-lb. Tubs.

Capacity one ton per hour.
Sold by all wholesale dealers.

The CAPSTAN MFG. CO., - Toronto, Ont.

Goodwillies' Fruits

IN GLASS



Have You Tasted Them Yourself ?

If Not Do So

Agents:

Rose & Laflamme
Limited

Montreal and Toronto

MOLASSES AND SYRUPS

GINGERBREAD BRAND MOLASSES
(IN TINS)

2's, 3's 5's, 10's, 20's
1, 2, 3, 5 gal. Pails

GOLDEN SLING SYRUP
(IN TINS)

2's 3's 5's 10's 20's
1, 2, 3, 5 gal. Pails

"THE BEST THERE IS"

Agents

C. E. Paradis. - - Quebec.	W. H. Escott, - - - Winnipeg.
C. DeCarteret, - - Kingston.	R. G. Bedlington & Co., - Calgary
Jas. N. McIntosh, - - Ottawa	Tees & Peerse, - Edmonton.
Geo. Musson & Co., - Toronto.	Wilson & McIntosh, - Vancouver
J. W. Bickle & Greening, - Hamilton.	C. Leonard Grant, - P. E. Island
G. H. Gillespie, - - London	

Dominion Molasses Co.,
LIMITED

Halifax, - Nova Scotia

Jams and Jellies.

BATGER'S WHOLE FRUIT STRAWBERRY JAM
Agents, Rose & Laflamme, Montreal and Toronto.
1-lb. glass jar, screw top, 4 doz., per doz 2 20

THOMAS J. LIPTON
Prices on application.

T. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case.....per lb.	07½
5 and 7-lb. tin pails, 3 and 9 pails in crate.....per lb.	07
7 and 14-lb. wood pails.....per lb.	0 07
30-lb. wood pails ..... "	0 06½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb.....	0 07½
7 and 14-lb. wood pails, 5 pails in crate per lb.	0 07
30-lb. wood pails..... "	0 06½
Pure Jams—1-lb. glass jars (16-oz. gem) 2 doz. in case.....per doz.	$1 80

Jelly Powders

IMPERIAL DESSERT JELLY



Assorted flavors—gross 10.75.
MacLaren Imperial Cheese Co., Limited.

Soap

The GENUINE. Packed 100 Bars to case.



Prices—Ontario and Quebec:

Less than 5 cases.....	5 20
Five cases, or over.....	5 15



THE ROBERT GREIG COMPANY.

White Swan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.



List price
Shirriff's" (all flavors), per doz. 0 90
Discounts on application.

Lard.

THE N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces....$0	10½
½-bbls. 0	10½
Tubs, 60 lbs. 0	10½
20-lb. Pails. 2	20
20-lb. tins.. 2	10
Cases 3-lb.. 0	11½
" 5-lb.. 0	10½
" 10-lb.. 0	10½



F.O B. Montreal.

Li orice

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper....per lb.	$0 40
Fancy boxes (35 or 50 sticks)....per box	1 25
"Ringed" 5-lb. boxes.....per lb.	0 40
"Acme" pellets, 5-lb. cans....per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans.....per can	2 00
Licorice lozenges, 5 -lb. glass jars....	1 75
" " 20 5-lb. cans.....	1 50
"Purity" licorice 10 sticks	1 45
" 100 sticks.....	0 75
Dulce large cent sticks, 100 in box....	....

Lye (Concentrated)

GILLETT'S PERFUMED. Per case

1 case of 4 dozen.....	$3 60
3 cases of 4 dozen.....	3 50
5 cases or more	3 40

Marmalade.

J. W. WINDSOR, MONTREAL



Scotch Marmalade, 1 and 2 lb. glass jars 1, 4, 5 and 7 lb. tins.
Orange Jelly Marmalade, 1 and 2 lb. glass 5 and 7 lb. tins

Preserved Ginger Marmalade,	1	lb.	glass jars.
Pineapple	1	"	"
Green Fig	1	"	"
Green Fig and Ginger	1	"	"
Lemon	1	"	"
Grape Fruit	1	"	"

Prices and special quotations.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case .. per doz	$1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Golden shred marmalade, 2 doz. case per doz.....	1 75

SHIRRIFF BRAND



"Imperial Scotch"—	
1-lb. glass, doz...	1 55
2-lb. " " ..	2 80
4-lb. tins, " ..	4 65
7-lb. " " ..	7 35
"Shredded"—	
1-lb. glass, doz.....	1 90
2-lb. " "	3 10
7-lb. tins, "	8 25

THOMAS J. LIPTON
Prices on application

Mince Meat

Wethey's condensed, per gross net ..	$12 00
" per case of 3 doz. net	3 00



ST. CHARLES CO.
DENSING CO.

PRICES:

St. Charles Cream, family size, per case	$4.70
Ditto, hotel,	4.90
Silver Cow Milk	5.00
Purity Milk....	4.70
Good Luck....	4.00

Mustard

COLMAN'S OR KEEN'S

D.S.F., ¼-lb. tins.....	per doz.	$ 1	40
" ½-lb tins.....	"	2	50
" 1-lb. tins.....	"	5	00
Durham 4-lb. jar.....	per jar	0	75
" 1-lb. jar.....	"	0	25
F.D. ¼-lb. tins.....	per doz.	0	85
" ½-lb. tins.....	"	1	45

Olive Oil

LAPORTE, MARTIN & CIE., LTD.
Minerva Brand—

Minerva, qts. 12's	$ 5 75
" pts. 24's	6 50
" ½-pts. 24's	4 25

Sauces

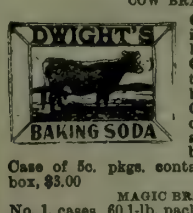
PATERSON'S WORCESTER SAUCE
Agents, Rose & Laflamme, Montreal and Toronto

½-pint bottles, 3 & 5 doz., per doz.....	0 90
pint " 3 doz.....	1 75

THOMAS J. LIPTON
Prices on application

Soda

COW BRAND



Case of 1-lb. containing 60 packages, per box, $3.00
Case of ½-lb. containing 120 pkgs. per box, $3.00
Case of 1-lb. and ½-lb. containing 30 1-lb. and 60 ½-lb. pkgs. per box $3.00
Case of 5c. pkgs. containing 96 pkgs. per box, $3.00

MAGIC BRAND Per cas

No. 1, cases	60 1-lb. packages.....	$ 2	75
No. 2, "	120 ½-lb. "	2	75
No. 3, "	{30 1-lb. " } ..... {60 ½-lb. " }	2	75
No. 5 Magic soda—cases 100—10-oz. pkgs.			
1 case		3	25
5 cases.....		3	75

SOME LIKE ONE, SOME ANOTHER

WOOD'S BOSTON COFFEES
THOMAS WOOD & CO.
IMPORTERS AND ROASTERS
BOSTON, MASS.
PURITY, UNIFORMITY AND EXCELLENCE GUARANTEED.

Of our different brands of Coffees.

Let your customer decide on the brand, and we will back you up in suiting him every time whether that "time" is the first purchase or the fiftieth.

In our list the coffee drinker finds everything that is GOOD in coffee to select from. Why say more?—except to remark that

WOOD'S COFFEES

Have for thirty years maintained the highest standard for even and uniform excellence. That is their record.

Canadian Factory and Salesrooms:
No. 428 St. Paul Street, - MONTREAL

Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

Magpole soap, colors	per gross	$10 20
" black	"	15 30
Oriole soap	"	10 20
Gloriola soap	"	13 00
Straw hat polish	"	10 20



3 doz. to box..... $3 45
6 doz. to box $6 90
30 days.

Starch.

EDWARDSBURG STARCH CO., LIMITED

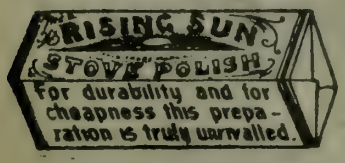
	per lb
Laundry Starches—	
No. 1 White or blue, 4-lb. carton	$
No. 1 " " 1-lb. "	
Canada laundry	0 06
Silver gloss, 6-lb. draw-lid boxes	0 08
Silver gloss, 6-lb. tin canisters	0 08
Edward's silver gloss, 1-lb. pkg.	0 08
Kegs silver gloss, large crystal	0 08
Benson's satin, 1-lb. cartons	0 08
No. 1 white, bbls. and kegs	0 06½
Canada White Gloss, 1-lb. pkgs	0 06½
Benson's enamel....per box 1 50 to	3 00
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07½
Canada Pure Corn	0 06½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
" " 1 " or blue,	
1 lb. lumps	0 8½

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 6½
Finest Quality White Laundry—	
1-lb. Canisters, cases of 48 lb.	0 06½
Barrels, 200 lb.	0 7½
Kegs 100 lb	0 08
Lily White Gloss—	
1-lb. fancy cartons, cases 50 lb.	0 08
6-lb. toy trunks, 8 in case	0 08
6-lb. enameled tin canisters, 8 in case	0 08
Kegs, ex. crystals, 100 lb.	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 08
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	3 00

Stove Polish.

	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste 5c. size, ½-gross boxes	5 00



JAMES' DOME BLACK LEAD

	Per gross
6a size	$2 40
2a "	2 50

NICKLE PLATE STOVE POLISH.

Pints	2 90
Quarts	5 40
½ gallons	5 10
Gallons	4 80
gallons	4 50

Syrup.

EDWARDSBURG STARCH CO., LTD.

"Crown" Brand Perfection Syrup.

Barrels, 600 lbs	0 03½	per lb.
Half-barrels, 350 lbs	0 03¾	"
Kegs, 150 lbs	0 03¾	"
2-gal. pails 25 lbs	1 25	each
3 " " 38½ lbs	1 75	"

Plain tins, with label—

	Per case.
2 lb. tins, 2 doz. in case	2 40
5 " 1 " "	2 75
10 " ½ " "	2 65
20 " ¼ " "	2 60

(5, 10 and 20 lb. tins have wire handles.)

Teas.



THE "SALADA" TEA CO.

	Wholesale	Retail.
Brown Label, 1's and ½'s	$0 25	$0 30
Green Label, 1's and ½'s	0 27	0 35
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 35	0 50
Gold Label 1's	0 44	0 60
Red-Gold Label ½'s	0 55	0 80



EMPIRE PACKAGE TEA

Cases 30 and 50 lbs. each—Black, Mixed, and Green Ceylon.

25c	1s, 20c.; ½s, 21c.		
30c	1s and ½s, 23c.		
40c	1s and ½s 28c.		
50c	1s and ½s, 35c.		
75c	1s and ½s, Vulcan, 50c.		

100 lb. lots freight paid.

LIPTON'S TEA

Thomas J. Lipton
75 Front St. East, Toronto.



Packed in air-tight tins only.

	wholesale	retail
Blue label ½'s and 1's	0 24	0 30
Orange " ½'s, ¼'s and 1's	0 30	0 40
Pink " ½'s & 1's, tins	0 35	0 50
Red " Dominion blend, ½'s and 1's	0 44	0 60
Gold " Afternoon blend, ½'s and 1's	0 50	0 70



Blue Label, 1's	0 20	0 25
Blue Label, ½'s	0 27	0 30
Orange Label, 1's and ½'s	0 35	0 40
Brown Label, 1's and ½'s	0 28	0
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf c, 80 lbs	0 10
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs	0 19



BLUE RIBBON TEA CO., TORONTO

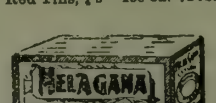
	Wholesale	Retail
Yellow Label, 1's	0 20	0 25
" " ½'s	0 21	0 25
Green Label, 1's and ½'s	0 24	0 30
Blue Label, 1's and ½'s	0 25	035
Red Label 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, ½'s and ¼'s	0 55	0 80
Embossed, ½'s and ¼'s	007	1 00



	Wholesale	Retail
Pink Label 1's and ½'s	30c.	40c.
Gold Label 1's and ½'s	35c.	50c.
Lavender Label 1's and ½'s	42c.	60c.
Green Label 1's and ½'s	50c.	75c.

Canisters

Gold Tins, 5's	35c. 1.75	50c. 2 50	
Gold Tins 3's	35c. 1.05	50c. 1.50	
Gold Tins 1's	36c. each	50c. each	
Gold Label, ½'s	18c ea. 36 lb.	25c ea. 50 lb.	
Red Tins, ½'s	35c ea. 70 lb.	50c ea. 1 00 lb.	
Red Tins, ¼'s	18c ea. 72 lb.	25c ea. 1.00 lb	



MELAGAMA TEA.

MINTO BROS., 55 Front St. East

	Wholesale	Retail.
Black, green, mixed, ⅛s	0 70	1 00
" " ¼s	0 55	0 80
" " ½s	0 44	0 60
" " 1 lbs. & ½s	0 40	0 60
" " ¼s	0 38	0 50
" " 1 lbs, ½s	0 35	0 50
" " 1 lbs, & ½s	0 30	0 40
" " ½s	0 32	0 40
" " ¼s	0 25	0 30
" " 1 lbs	0 24	0 30

We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c		$0 20
" " ½-lb., " "		0 21
Blue Label, retail at 30c		0 23
Green Label. " 40c		0 30
Red Label, " 50c		0 35
Orange Label, " 60c		0 42
Gold Label, " 80c		55

RIDGWAYS.

London, Vancouver Winnipeg and Ceylon.



	Wholesale.	Retail.
Capital Household, 1's and ½'s	0 30	0 40
Old Country, 1's and ½'s	0 35	0 50
5 o'clock, 1's and ½'s	0 42	0 60
H M B, 1's and ½'s	0 75	1 00

Ridgway's Standard Bulk Blend in stock at all our branches in Canada.



THOMAS WOOD & CO.

Montreal and Boston

	wholesale	reta
Wood's Primrose, per lb.	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ½-lb tins. All grades—either black, green or mixed.

Tobacco.

IMPERIAL TOBACCO COMPANY OF CANADA, LIMITED—EMPIRE BRANCH.

Chewing—Black Watch 5s	36
Black Watch 11s	38
Bobs 5s and 10s	38
Bully 6s	44
Currency 5½s. and 10s	38
Stag 5s	38
Old Fox 12s	44
Pay Roll Bars 7½s	56
Pay Roll 7s	56
Plug moking—Shamrock 6s., plug or bar	45
Rosebud Bars 6s	45
Empire 7s, and 10s	36
Amber 8s. and 3s	60
Ivy 7s	60
Starlight 7s	60
Cut Smoking—Great West Pouches, 7s	51

JOS. COTE, QUEBEC.

Cigars	
St. Louis (union), 1-20	$33 00
St. Louis, 1-40	35 00
St. Louis, 1-100	35 00
Champlain, 1-20	35 00
Champlain 1-40	36 00
El Sergeant, 1-20	55 00
El Sergeant, 1-40	55 00
El Sergeant, 1-100	55 00

Cut tobaccos.

Petit Havana, ½, 1-12—1-6	0 40
Quesnel, 1-4, 1-2	0 65
" 1-9	0 68
Cote's Choice Mixture, ½-lb tins	0 75
" " ½-lb "	0 70
" " 1-lb "	0 00

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz	$18 00
Absorbine Jr., per dozen	2 00

Yeast.

Royal yeast, 3 doz. 5 cent. pkgs	$1 10
Gillett's cream yeast, 3 doz. in case	1 10

TANGLEFOOT FLY PAPER The Standard throughout the world for more than twenty-five years. ALL OTHERS ARE IMITATIONS.





"GLOBE" with Percolator.

This pot speaks for itself. When tea is drawn take the Percolator out and tea remains free from tannin.

We make seven sizes of this, also The Champion Tea Pot. Send for price list.

R. CAMPBELL'S SONS

HAMILTON POTTERY

HAMILTON, - ONTARIO

DWIGHT'S BAKING SODA

Package Soda

Since the introduction by us of

"Cow Brand" Baking Soda

to the housekeepers of Canada there has been a much larger sale of baking soda by grocers. The absolute purity, the convenience of the package and the uniformity in quality and strength of

"Cow Brand" Baking Soda

has made it one of the most profitable lines for the dealer—no waste, no loss of time in selling.
Order "Cow Brand" from your jobber.

CHURCH & DWIGHT

Manufacturers

MONTREAL

UNDER SUNNY SOUTHERN SKIES

Our new booklet under this title is out now and will be sent to anyone interested in a trip to the British West Indies from Halifax. A delightful thirty-eight day trip.

PICKFORD & BLACK

HALIFAX

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, - 644 Craig Street

MONTREAL

For best values in

CURRANTS

Get quotations on fruit exported by

J. Caramandani & Co.

Patras, . Greece

Cleaners and Exporters, Est. 1878

Apply to General Agents in Canada:

J. L. Watt & Scott - Toronto

Watt, Scott & Goodacre, - Montreal

TWO CENTS PER WORD

You can talk across the continent for two cents per word in a Canadian Grocer Want Ad.

VERRET, STEWART & CO.
LIMITED

IMPORTERS OF

AND

Wholesale Dealers

IN

SALT

MONTREAL

Packed Where Grown

Laurel Strawberries, 2's

Heavy Syrup

If you need Strawberries we know we can interest you

Write Us.

J. H. WETHEY, LIMITED

ST. CATHARINES



Why do our

EMPIRE BRAND TEAS

sell so well ?

Ask our travellers or write us. We can convince you.

Empire Brand

IMPERIAL VINEGAR

Do you handle it ?

If not you should. We can give you good reasons why it would pay you to buy it. Ask our travellers or write us.

CALL UP
2847
2848
899
1258
FREE PHONES
USE THEM

GEO. E. BRISTOL & CO.

Wholesale Grocers

Hamilton, - - - - Ontario

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

MONTREAL, 232 McGill St. TORONTO, 10 Front St. East. WINNIPEG, 511 Union Bank Building. LONDON, ENG., 88 Fleet St., E.C.

VOL. XXIII. PUBLICATION OFFICE: TORONTO, FEBRUARY 5, 1909. NO. 6



The Success of

Keen's Oxford Blue

is something every grocer should consider well worth thinking over. Keen's Oxford Blue has held the confidence of the housekeeper for nearly a century. It has their confidence to-day. This confidence is due entirely to MERIT.

Every jobber in Canada sells it.

FRANK MAGOR & CO., 403 St. Paul Street, MONTREAL

Agents for the Dominion of Canada

Syrup Facts---

Every customer of "Crown Brand" Table Syrup has been won through merit.

Wherever Table Syrup is used "Crown Brand" is a welcome treat. It makes more friends and customers for you every day. It is particularly a good and profitable line to suggest to your customers now. Display a line of "Crown Brand" Table Syrup on your counter—mention Syrup to your customers. They'll buy.

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, Toronto, Ont. Works, Cardinal, Ont. 164 St. James St., Montreal

Do you know that **UPTON** makes the finest **Orange Marmalade** sold in Canada? If not you should get wise and order a supply from your wholesaler to-day.

"It's Pure That's Sure"



"It's Pure That's Sure"

Our New Season **Orange Marmalade** is now on the market. It is put up in neat attractive packages in many different sizes and styles and the price is right.

The T. Upton Co., Ltd. - Hamilton, Canada

Raisin Perfection :

Seedless
Not
Seeded

GRIFFIN'S SEEDLESS RAISINS

Seedless
Not
Seeded

A
Distinct
Fancy Variety of

ABSOLUTELY
SEEDLESS RAISINS

Cured in the sun without use of lye, sulphur, or any deleterious matter.

Most highly flavored, most wholesome, cleanest

Packed only by

Griffin and Skelley Company

"CODOU'S" MACARONI

GENUINE FRENCH

Made in a model Factory, absolutely new and up-to-date, Made only from the Finest Taganrog Russian Wheat, the only wheat from which the finest quality of Macaroni can be made. Nothing better can be produced.

Purity is a paramount quality of Cox's Gelatine. The Standard is fixed—it does not deviate a hair's breadth from year to year.

COX'S

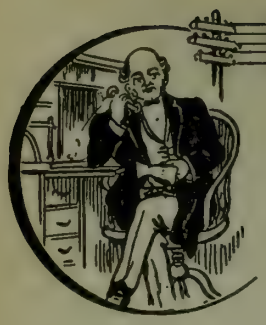
THE PURE GELATINE

COX'S

As sugar is sugar and tea is tea, so Gelatine is "Cox's" the world over. By it all other brands are judged.

It is always the same pure Gelatine.

Arthur P. Tippet & Co.
GENERAL AGENTS
MONTREAL



MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY



Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of The Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

HAMILTON

I PUSH BUSINESS IN HAMILTON
FOR LIVE CONCERNS
Do you want your goods sold on this market? Every detail looked after thoroughly.
WRITE ME TO-DAY
G. WALLACE WEESE
Manufacturers' Representative. Hamilton, Can.
Offices, Myles' Fireproof Storage Warehouse.

HALIFAX, N.S.

J. W. GORHAM & CO.
JERUSALEM WAREHOUSE
HALIFAX, N.S.
Manufacturers' Agents and Grocery Brokers.
WAREHOUSEMEN
can give close attention to few more first-class agencies. Highest references.

MONTREAL

FOR SALE
Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.
J. T. ADAMSON & CO.
Customs Brokers and Warehousemen
27 St. Sacrament Street, Montreal
TEL. MAIN 778 BOND 28

ROBERT ALLAN & CO.
General Commission Merchants
MONTREAL
Fish, Oils, Beans, Peas and Produce.
Agents: "Royal Crown" Skinless Codfish.
Representing Morris & Co. Chicago, Pork and Lard.

J. WALTER SNOWDON
MANUFACTURERS' AGENT AND BROKER
Open for exclusive representation of one or two more reliable houses with good grocery lines. Correspondence solicited.
Address
23 Burton Ave., Westmount, Montreal

D. McL. BROPHY
414 St. Paul St. - Montreal
Broker and Manufacturers' Agent
Open to represent one more up-to-date house desirous of utilizing my excellent connection with the grocery trade.
Correspondence will receive prompt attention

MOOSE JAW

D. STAMPER
GROCERY AND FRUIT BROKER
AND MANUFACTURERS' AGENT
Goods Stored and Distributed
Warehouse, City Spur Track
P.O. Box 793 MOOSE JAW, SASK.

NEWFOUNDLAND

T. A. MACNAB & CO.
MANUFACTURERS' AGENTS and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's.
Codes: A, B, C, 5th edition, and private.

REGINA.

G. C. WARREN
Box 1036 - REGINA
Manufacturers' Agent and Commission Merchant. Direct Importer of all grades of pure Ceylon Teas, and Grocery and Drug Specialties. Dealer in Coffees, Spices, Mustard, etc. Established eleven years. More lines desired.

ST. JOHN

W. S. CLAWSON & CO.
Manufacturers' Agents and Grocery Brokers
WAREHOUSEMEN
ST. JOHN, - N.B.
Open for a few more first-class lines

TORONTO.

ON SPOT
RAISINS, CHEESE, BEANS
EVAPORATED APPLES
AT LOWEST PRICES
W. H. MILLMAN & SONS
GROCERY BROKERS
TORONTO

W. G. A. LAMBE & CO.
Toronto
Grocery Brokers and Agents.
Established 1885.

TORONTO.

"EXCELSIOR"
Maple Syrup Compound
(Wine quarts)
On spot
Anderson, Powis & Co.
Agents
15 Wellington Street East, Toronto

DOMINION STORAGE & FORWARDING CO., LTD.,
43 Colborne Street, TORONTO
Consignments stored at lowest rates in city. All facilities for handling and shipping goods.
TELEPHONE MAIN 5661

W. G. Patrick & Co.
Manufacturers' Agents
and
Importers
29 Melinda St., Toronto

MacLAREN IMPERIAL CHEESE CO. Limited
AGENCY DEPARTMENT:
Agents for Grocers' Specialties and Wholesale Grocery Brokers
TORONTO, Ont. DETROIT, Mich.

Don Storage & Cartage Co. Limited
81 Front Street East
PHONE M. 2823
Storage facilities unequalled in city — Special cartage delivery — Lowest rate of insurance.

WINNIPEG

STUART WATSON & CO.
Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG, - MAN
Domestic and Foreign Agencies Solicited.

(Continued on page 4).

ANCHOR BRAND TRADE MARK REGISTERED

Condensed
MILK
Evaporated
CREAM

Since the inception of these brands, our sales have rapidly increased.

THERE ARE TWO PARTICULARLY GOOD REASONS FOR THIS.

FIRST,— Its reputation is based on QUALITY.

One customer writes this week.

"Please send me 5 cases "ANCHOR" Cream, nothing else will do as Anchor Cream is a favorite here now."

SECOND,— The price is right. Priced to show you a good profit and sold at popular prices.

JUST NOW, we are giving 1 case free with 10 cases or ½ case free with 5½ cases. Get busy—ORDER NOW as this is a special deal and is subject to withdrawal without notice.

EBY-BLAIN, LIMITED
Wholesale Grocers TORONTO

?

Are all your customers satisfied with the tea they are using?

Blue Ribbon Tea pleases the most exacting palates.

We have it for sale in the following grades: 25c., 30c., 35c., 40c., 50c., 60c., 80c., $1.00, in Black, Mixed and Green.

The Blue Ribbon Tea Co., Limited
266 St. Paul Street - - - - - - - - Montreal

Manufacturers' Agents—Continued.

W. H. Escott
141 Bannatyne Ave.
Winnipeg - - Canada
Wholesale Grocery Broker
Representing:
The Hills Brothers Company, New York
The Dominion Molasses Company, Halifax, N.S.
Underdown & Crichton, London, England, Valencia and Denia, Spain
The White Swan Spice and Cocoanut Mills, Toronto

ESTABLISHED 1887
Carman Brokerage Co.
Wholesale Grocery Brokers
WINNIPEG, CALGARY and EDMONTON
GOODS STORED AND DISTRIBUTED
141 Bannatyne Ave. WINNIPEG, MAN.

BASKETS
You can make money as well as oblige your customers if you handle our
Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.
We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.
The Oakville Basket Co.,
OAKVILLE, ONT.

When writing advertisers kindly mention having seen the advertisement in this paper.

SASKATOON.
CLARE, LITTLE & CO.
WESTERN DISTRIBUTORS
Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business Solicited.
PHONE 159 SASKATOON,
P.O. BOX 257. Western Canada

Slow Collections Cured
Our business is to collect overdue accounts owing to our clients. No need to bother yourself with slow collections—send them to us. For the year we've been in business we've made collections to the entire satisfaction of a large number of clients.
WE KNOW HOW!
The Beardwood Agency
313 New York Life Building - MONTREAL

THE PEOPLE OF
JAMAICA
are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the
KINGSTON "GLEANER"
might bring inquiries. Better write for rates to
I. C. STEWART, Halifax

EXPORT TRADE DEPARTMENT.

Firms Abroad Open for Canadian Business.

Messrs. Gordon, McDonald & Co., 6-7 Cross Lane, Eastcheap, London, invites correspondence, either from Exporters of Canadian produce or Importers of general groceries. From their long experience in Glasgow, Liverpool, and London, they have a wide and comprehensive knowledge of both trades on every side. All goods imported paid cash against documents. References to Montreal firms with whom we have done business for many years. Cable address, "Donable." Codes "A B C," fifth edition, Riverside and Adams.

DAVID SCOTT & CO.
Established 1878. 10 North John St.
LIVERPOOL, ENGLAND.
Splendid connections and references. Try us with a shipment of CANNED GOODS.
T. A.—Scottish, Liverpool.

SPRAGUE
CANNING MACHINERY CO.,
CHICAGO, ILL., U.S.A.



Ridgways TEA

is without a peer in the Canadian market.

No tea is more extensively advertised or better known.

Good tea is a magnet which always draws trade.

Ridgways Tea will be a trade winner for your store.

CANADIAN OFFICE, VANCOUVER, B.C.

Agents—Richards & Brown, 314 Ross Avenue, Winnipeg, Man.

ESTABLISHED 1849
BRADSTREET'S

Capital and Surplus, $1,500,000. Offices Throughout the Civilized World
Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claims as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices.
Correspondence Invited.

— OFFICES IN CANADA —

CALGARY, ALTA.	HAMILTON, ONT.	LONDON, ONT.	MONTREAL, QUE.
HALIFAX, N.S.	QUEBEC, QUE.	ST. JOHN, N.B.	TORONTO, ONT.
OTTAWA, ONT.	VANCOUVER, B.C.	WINNIPEG, MAN.	

THOS. C. IRVING, Gen. Man. Western Canada, Toronto.



ABSORBINE
Removes Bursal Enlargements, Thickened, Swollen Tissues, Curbs, Filled Tendons, Soreness from any Bruise or Strain, Cures Spavin Lameness, Allays Pain Does not Blister, remove the hair or lay the horse up. $2.00 a bottle, delivered. **Book 1 D free.**
ABSORBINE, JR., (mankind $1.00 bottle.) For Synovitis, Strains, Gouty or Rheumatic Deposits, Varicose Veins, Varicocele, Hydrocele. Allays pain. Book free.
W. F. YOUNG, P.D.F., 204 Monmouth St., Springfield, Mass.
LYMAN, SONS & CO., Montreal, Canadian Agents.

"Make the Goods Talk"

That's good advice, and that's why Canadian Canners' products hold their supreme position.

It has always been the policy of the Management of the Canadian Canners', Limited, to work for Quality.

The buyer of a can of goods with the Canadian Canners' Label knows that he is running no risks. The quality is guaranteed by a responsible, reliable company.

Why buy inferior goods even if at lower prices only to perhaps incur the ill-will of your customers?

If you secure a name for handling nothing but reliable goods you are on the high road to success.

REMEMBER THE BRANDS :—

"Auto," Aylmer; "Canada First," "Log Cabin," "Little Chief," Bowlby's; "Horseshoe," Lalor's; "Grand River," "Kent," Delhi; "Maple Leaf," Boulter's; "Lion," "Thistle," "White Rose."

CANADIAN CANNERS, Limited

A Great Success

in the grocery business is only made by the man who makes a strong point of quality. Quality is what builds up a grocer's reputation and adds to the value of his "good-will." In no line of your stock is high quality more essential than in your canned goods department. A can of poor quality is liable to lose your best customer. Grocers who handle

Old Homestead Brand
Canned Fruits and Vegetables

are pleasing customers with every canned goods order. Old Homestead Brand is absolutely pure. Nothing is used in Old Homestead Brand but the finest quality of fruits and vegetables; and they are packed in a factory that is peerless in point of modern, sanitary equipment and clean, skilled employes.

Ask Your Jobber for
Old Homestead Brand

The Old Homestead Canning Co.

Picton **Ontario**

QUALITY THAT TALKS—ATTRACTS—SELLS

The way to get the people coming to your store and passing by the man 'round the corner, is to sell

FARMER BRAND
CANNED FRUITS AND VEGETABLES

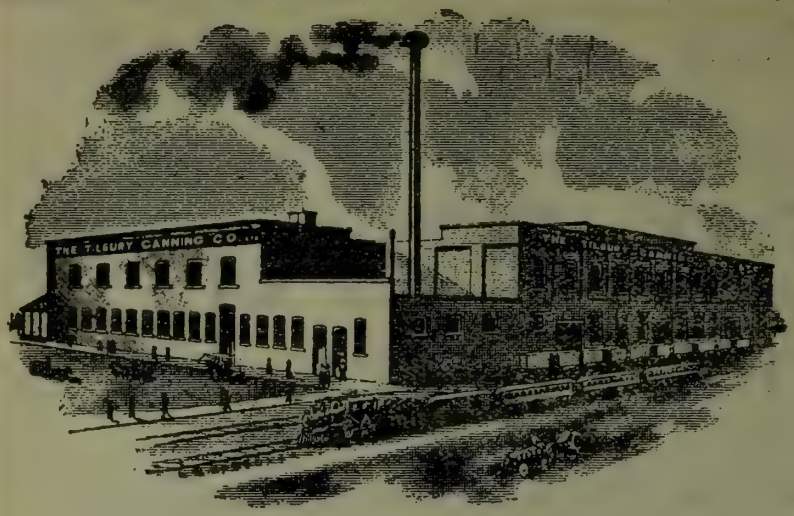
Every can is a splendid advertisement for the man who sells it. The reason we are able to produce goods of uniformly high quality is the fact that all our stock is grown upon our own 3,000 acres of the finest garden land. That's the basis of quality — good raw material. Then, look at our Canning Factory! Positively, it is modern and sanitary in every particular; and the people who operate it are clean and highly skilled in their trade.

Farmers' Canning Co., Limited, BLOOMFIELD Ontario

Unequalled in Quality
and a Producer of Permanent Profit

QUAKER
Canned Goods

THE BLOOMFIELD PACKING CO.
BLOOMFIELD, - ONT.



"Tilbury Brand" Canned Goods

are in a group of their own—the **A1 GROUP**

Nothing Better Packed

One of the best-equipped factories on the Continent situated in the heart of the best Tomato District in Canada.

RYAN BROS., Winnipeg
WESTERN SALES AGENTS

Sales Agents for Manitoba, Saskatchewan and Alberta.
A large stock carried in Winnipeg warehouse.

The Tilbury Canning Company, Limited, Tilbury, Ont.

The Wise Grocer

is placing his order for 1908 pack and buying

"PEERLESS" Brand Canned Goods

Put up by the Beamsville Preserving Co., Limited.

SOLE DISTRIBUTORS:

WARREN BROS. & CO., - LIMITED

TORONTO and KINGSTON

Fresh from the Gardens

The importance of absolutely fresh tea cannot be overestimated. It is the life of your tea trade. Few grocers seem to realize the great necessity of keeping only fresh tea in stock.

All tea deteriorates with age. Six months after being picked it has lost in cup quality from 1c. to 2c. per pound. In purchasing Bulk Tea and carrying it over (as many grocers do), two, three and four years, not only do you lose interest and compound interest, amounting to quarter of its original value, but the tea has depreciated in quality from 15% to 30%.

If you must buy Bulk Teas be wise and never purchase more than one month's supply at a time. Let the wholesale dealer carry the burden.

We never have a pound of tea in stock over six weeks. We never speculate on a rising or falling market, consequently never carry a heavy stock.

We always take back from the wholesaler or retailer any "SALADA" that has been in stock over four months.

If you carry old tea in stock, your customers will soon note its want of freshness, and it will have the same effect on your trade that stale goods always have.

To overcome this difficulty sell "SALADA." "Fresh from the gardens." Buy in small quantities and buy often.

THE LOBLAW CREDIT SYSTEM

Cuts your bookkeeping in half.

The less writing you do in bookkeeping, the less chance to make mistakes.

A perfect system leaves a good impression which means more business.

WRITE OR PHONE TO

THE CARTER-CRUME COMPANY, LIMITED

TORONTO and MONTREAL

Business is Booming in the West

Are you getting your share, Mr. Manufacturer, of the active and profitable business in the West? Are you satisfactorily represented? We can handle one or two more lines.

Correspondence invited

R. B. Wiseman & Co.

123 Bannatyne Avenue East **WINNIPEG, MAN.**

Manufacturers' Agents and Brokers

We make a specialty of distributing cars for Eastern Manufacturers. Consign to us and we will distribute the goods among your customers.



Sterling Reputation of White Dove Brand Products!

It's one good thing after another truly, that comes the way of the grocer who handles WHITE DOVE PRODUCTS.

WHITE DOVE PRODUCTS have that reputation for unfailing quality which enables the housewife to always depend upon the brand.

The grocer who stocks such goods attracts and holds the best class of trade.

YOU get busy—Start the New Year Profitably by stocking White Dove Products.

W. P. Downey

Maker of Quality Goods

26 St. Peter St., - MONTREAL



Everybody is wanting

'CAMP COFFEE'

NOW'S your opportunity to supply it. Sales are rising by leaps and bounds—'Camp' has hit the public taste and it means profit for the grocer.

Get 'Camp' on your counter and in your windows, you'll be surprised how quickly it sells.



CAMP COFFEE

R. Paterson & Sons, Coffee Specialists, Glasgow

ROSE & LAFLAMME Limited, Agents, Montreal and Toronto

GASTRONOMICALLY PERFECT

and Purity backed up by $5,000

MASON'S O.K. SAUCE



Giant Bottle retails at 25 cents.
Secured profit 33⅓%

Sole Manufacturers:
GEO. MASON & CO., Ltd.
LONDON, ENGLAND.

Represented by
S. T. Nishimura & Co.
55 St. Francois Xavier St.
MONTREAL

N.B.—The trade are cautioned to avoid imitations.

Your Share

Are you sure you are getting your share of the tea trade in your town in proportion to the size of your business? It is important.

Tea pays you a good profit and good tea will lead more trade to your store than any other one thing you handle.

Red Rose tea will do more than any other, whether bulk tea or package, to increase your share of the tea trade. Display it well, it will sell itself; push it and you will sell more of it than of all other brands put together.

Try recommending **Red Rose Tea**

It makes your customers your friends.

3 Wellington St. E., Toronto, Ont.
315 William St., Winnipeg, Man.
} Branches.

T. H. ESTABROOKS
St. John, N.B.

As Pure as Windsor Salt

$1.00 Sold $25 Worth of Groceries

It was a thirty-mile trip to town and the instructions of Mrs. Smith to husband John were to get a dollar's worth of Windsor Salt at the grocer's—naturally husband John secured his entire list of groceries at the store that was stocked with "Windsor." He spent twenty-five dollars in that particular store.

The reason why Mrs. Smith was determined to have Windsor Salt was and is plainly evident—its uniform excellence, purity, whiteness and dryness. It pays to sell the salt that helps to sell other goods in the store.

Windsor Salt

CANADIAN SALT COMPANY, LIMITED,
Windsor, Ont.



It never pays to trifle with the reputation of your store. If you supply a good class of customers, it is poor business policy to take chances on quality.

Borden's Brands

"Eagle Brand" Condensed Milk and
"Peerless Brand" Evaporated Cream
are the safest and most reliable brands at all times.



Unsweetened

WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man. Shallcross, Macauley & Co., Vancouver and Victoria, B.C.



ST. CHARLES CREAM

UNSWEETENED—STERILIZED

THE PUREST AND BEST

Prepared with the greatest care from the highest grade milk obtainable in the famous Oxford County district in Ontario.

Our sweetened brands, Silver Cow, Purity and Good Luck Milk, are the best that science can produce. Persons preferring sweetened milk will find any of these brands of the highest quality and every can guaranteed. A trial will convince you that there is no superior.

We are prepared to make prompt shipment of any of the above brands.



St. Charles Condensing Co.

INGERSOLL, - ONTARIO
CANADA

Particular People Require Particular Attention



but it pays to cultivate this class of trade, for cranky housekeepers, while they demand the best, and are willing to pay for it, are easily held by the grocer who studies their wants.

When they ask for evaporated cream always give them IMPERIAL BRAND EVAPORATED CREAM.

Imperial Brand is put up in the finest dairying district in Canada, in a modern factory, by skilled workers. Milk supply is the finest.

THE PRODUCT IS UNPARALLELED.

The Canadian Condensing Co.

CHESTERVILLE, ONT.

GENERAL SALES AGENTS:—S. H. Ewing & Sons, MONTREAL



WHY CARRY IN STOCK

Canada First Evaporated Cream?

Because it is Highest in Butter Fat.

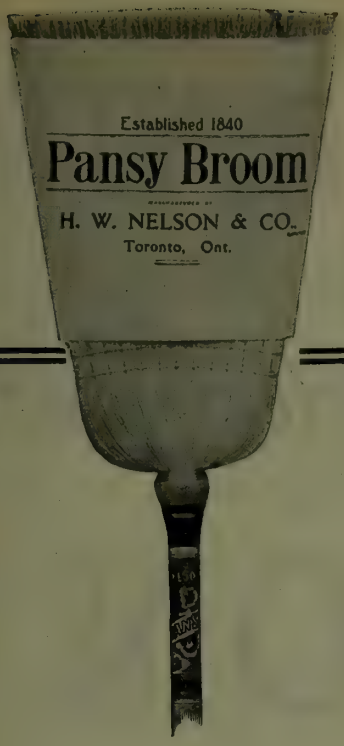
SURE TO PLEASE YOUR CUSTOMERS.
EVERY CAN GUARANTEED. NO DEAD STOCK.

Manufactured by

AYLMER CONDENSED MILK CO., Limited

AYLMER, - ONTARIO

ESTABLISHED A.D. 1840



"Pansy" Broom

the very acme of good value

There are brooms and brooms! We can supply you with brooms of any price, but you will consult your own best interests by pushing the "Pansy." Just the right size, the right weight, strong and springy, and extra handsome in appearance. The housekeepers of your locality will prefer the "Pansy" to all others. Send us your order to-day.

Price List on Request

H. W. Nelson & Co., Limited, Toronto, Ont.

E.D.S. Brand Jams and Jellies

Guaranteed Absolutely Pure



Unequalled in Flavor

Agents: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; R. B. Colwell, Halifax, N. S.; J. Gibbs, Hamilton.

E. D. Smith's Fruit Farms, Winona, Ont.

TO THE TRADE:

Have You Seen the Latest and Most Striking Evidence of the

Increasing American Demand

for

CEYLON TEA

READ THIS

EXPORTED TO AMERICA

Jan. 1st, to Oct. 31st, 1907

Black, 7,053,900 lbs.
Green, 1,918,600 lbs.

Jan. 1st, to Oct. 31st, 1908

Black, 8,296,500 lbs.
Green, 2,912,100 lbs.

An Increase in Direct Shipments of 24.92%

And in a Year of Trade Depression, Too!



TO SETTLE DOUBT

Drop a postal to our Canadian Agents (mentioned below) for free full-sized tasting bottle of H.P. Sauce.

Try it on your own plate, and then you will see why your customers want it.

Wide-awake grocers are making H.P. Sauce their leading line.

Our bright Canadian advertising tells the people all about H.P. and what it is made of, how good it is for the appetite, palate and digestion.

Large and quick turnover on H.P.

W. G. Patrick & Co., Toronto and Montreal. R. B. Seeton & Co., Halifax, N.S.
Georgeson Co., Ltd., Calgary, Alberta. Ellis & Co., Ltd., St. John's, N.F.
Kelly, Douglas & Co., Ltd., Vancouver, B.C.

M[illegible]LAND VINEGAR CO., Ltd. BIRMINGHAM AND LONDON, ENG.

The most widely known and most appreciated by people who know are

STERLING BRAND PICKLES

Relishes, Jams, Jellies and Extracts. Grocers who once have these on their shelves find it necessary to be well stocked all the time to meet the steady demand.

Order from your Jobber or Direct.

THE T. A. LYTLE CO. LTD.

Sterling Road, Toronto, Canada

Marsala Wine

A Most Profitable Side Line

With the margin in groceries cut down to such a fine point every side line which will yield a good profit for little trouble is appreciated by the grocer.

We offer you a money-maker in **Marsala Wine**, a beverage from sunny Italy, of finest quality, and the best substitute discovered for the conventional Port or Sherry.

Profit most satisfactory. The wine sells itself after first sale.

Secure a supply to-day.

Price: $7.00 a case and up.

Museo Commerciale Italiano

43 St. Antoine St., Montreal

Sole Agents American Continent **Phone Main 2731**

Several Hundred Grocers

are making brisk sales of flavoring extracts because they are handling

Shirriff's Flavoring Extracts

They are the best of all—highest in strength and purity.



IMPERIAL EXTRACT CO., 18-22 Church Street TORONTO, CAN.

Club Jelly Powders

Represent highest quality in Jelly Powders. For years they have been improved and improved until to-day we consider them just about the best. A particularly attractive feature of our line is the packet of Club Cream which is found in each package. This is a further selling help.

Ask Our Travellers

S. H. EWING & SONS

98 King St., Montreal
Also at Toronto



PATENT APPLIED FOR

Mr. Grocer!!



PATENT APPLIED FOR

Have you placed your order for KAISER WAX PAD yet? If not, DO IT NOW—you are missing one of the best business-pullers on the market.

Hundreds of gross of this convenient domestic necessity have been sold throughout Canada during the past five weeks, and repeat orders are flowing in already. MAKE A HIT! Be the first in your town to have them on sale. WOMEN DO THE BUYING of groceries and provisions!

EVERY WOMAN takes a pride and wishes to excel in her laundry-work. Now, where she can procure an article at small cost—10 cents—that REDUCES IRONING TIME BY HALF—REDUCES LABOR TO A MINIMUM—ADDS TO THE FINISH OF CLOTHES—MAKES IRONING A PLEASURE—there she is sure to leave her order for other things.

Advertise Your Business!!!

In each gross we pack 500 descriptive circulars with space for you to stamp or print your firm name, etc. These are attractively gotten up and will not only pull you customers for KAISER WAX PAD—and by so doing pull you customers for your other lines—but makes a good general advertisement. Send your order to our nearest agent or direct.

Manufactured by

The Ancker-Thiem Co.

CHICAGO, U.S.A.

WANTED — Agents throughout Canada in unrepresented distributing centers.

Canadian Agents:

Howe, McIntyre Co., 91-93 Youville Sq., Montreal, Que.
W. L. Mackenzie & Co., Winnipeg and Calgary.
G. C. Warren, Regina.
Whitlock & Marlatt, Moose Jaw.
Howard Bros., Brantford, Ont.
W. S. Clawson & Co., St. John, N.B.
D. B. Brubacher, 199 Pape Avenue, Toronto.
W. A. James, Vancouver, B.C.



Stove Polishing Time

is right here. Have you noticed our dealer-helping ads in the good newspapers? We are telling people the truth about

BLACK KNIGHT STOVE POLISH

how it gives a brilliant polish to a stove in a very short time, with little labour, no dust and without soiling my lady's hands. We say "Your Grocer Sells It."

ORDER FROM YOUR JOBBER

THE F. F. DALLEY CO., LIMITED, ***HAMILTON, CANADA BUFFALO, N.Y., U.S.A.***

Sanitary Cans

For Hand Filled Goods

Tomatoes, Stringless Beans, Asparagus, Spinach, Etc., Apples, Peaches, Pears, Plums, Etc.

Sanitary Enamel Lined Cans

For Color Fruits And Goods Of Strong Acidity

Strawberries, Red Raspberries, Black Raspberries, Blackberries, Sour Cherries, Blueberries, Beets, Rhubarb, Etc.

"The Can Without The Cap Hole"
"Bottom Like The Top"

Write for Samples

SANITARY CAN COMPANY, LTD.
NIAGARA FALLS, - ONTARIO

FRUIT CANS
All sizes—All kinds.

SYRUP CANS
For products of Maple, Corn and Cane.

MILK CANS
For Sweetened Milk and Evaporated Cream.

MEAT CANS
Bevelled, Round and Square.

BISCUIT TINS
of any description.

BAKING POWDER AND SPICE CANS

PROMPT SHIPMENT SUPERIOR GOODS

THE
Norton Manufacturing Co.
HAMILTON

Walter Baker & Co.'s
Cocoas and Chocolates

In single box lots we will supply at the following prices:

Baker's Cocoa, ¼s	35½c. per lb.
" " ½s	35½c. "
Premium No. 1 Chocolate, ¼s	32½c. "
" " " ½s	32½c. "
Webb's Cocoa, ¼s	29½c. "

W. H. GILLARD & CO.
Wholesale Grocers
HAMILTON
Branch House—Sault Ste. Marie

WAGSTAFFE'S
Fine old English
Pure Orange Marmalade
Season 1909, now ready.

WAGSTAFFE'S
Jams, Jellies and Sealed Fruits
are better than the imported.
Once tried always used.

WAGSTAFFE, LTD.
Pure Fruit Preservers
HAMILTON

Brooke Bond's Tea.

Our long experience, our large trade in Great Britain, and our system of buying *for cash* in the countries of production, enable us to offer you the highest quality at very moderate prices.

With every facility in our own Bonded Warehouses we blend and pack tea for all markets in foil, tin, lead, parchment-lined bags, or any other style of packing desired.

We pack under your own label and with any style of printing you may choose.

Agents for Western Canada:

Messrs. Hamblin & Brereton,

Corner of Notre Dame and Victoria Streets,

WINNIPEG, MANITOBA.

Fruit Jars

Gem, Crown, Schram

Butter Tubs

20, 30, 50 lb. **White Spruce**

G.V. Parchment Paper

Brooms

Splendid Value

Wrapping Paper and Twines

ASK FOR OUR PRICES

Walter Woods & Co.

Hamilton and Winnipeg

GOODS THAT SATISFY

Greenbank Solid Lye

Red Heart Powdered Lye

Caustic Potash

Greenbank Chloride of Lime

All put up in sealed tins. **1/4's, 1/2's, 1's and 25 lbs.**

Sold by Wholesalers all over Canada. **Special prices to the Trade.**

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Wholesale Grocers, Distributors, **MONTREAL**

ESTABLISHED OVER 200 YEARS

CHAMPION'S IS THE BEST VINEGAR

MADE FROM FINEST MALT

LONDON, ENGLAND

Commands a Preference Over All Others.



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Agent for the province of Quebec, J. Walter Snowdon, 413 St. Paul St., Montreal
W. H. Escott, 141 Bannatyne Ave. East, Winnipeg

WE ARE OPEN TO DO BUSINESS ON EASY CONSIGNMENT TERMS. WRITE OUR AGENTS FOR PARTICULA

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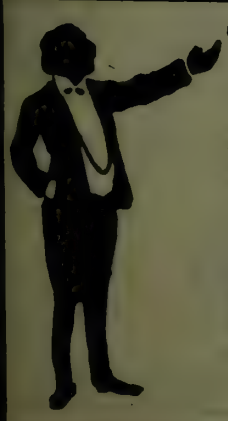
CANADA'S GREATEST SPICE HOUSE

ABSOLUTE PURITY



HIGHEST QUALITY

SEND ALONG YOUR ORDERS



Talking to the Point

CLASSIFIED WANT ADS get right down to the point at issue If you want something, say so in a few well-chosen words. Readers like that sort of straight-from-the-shoulder-talk, and that is the reason why condensed ads are so productive of the best kind of results.

CLASSIFIED WANT ADS are always noticed. They are read by wide-awake, intelligent grocers, who are on the look-out for favorable opportunities to fill their requirements.

TRY A CONDENSED AD IN THE CANADIAN GROCER.



A Great Convenience — McGregor's

Patent Bag Holder

Holds every size bag. It is out of the way, yet permits instantaneous selection and prevents all waste.

Write us for full particulars and prices.

KILGOUR BROS.

19 Wellington St. West, - TORONTO

MAPLE SYRUP

OUR TRAVELLERS CAN INTEREST YOU.

The Davidson & Hay Limited

WHOLESALE GROCERS, TORONTO

SUGAR

When next purchasing supplies of Granulated Sugar ask for

Redpath

The purest and best—To be had in original packages—

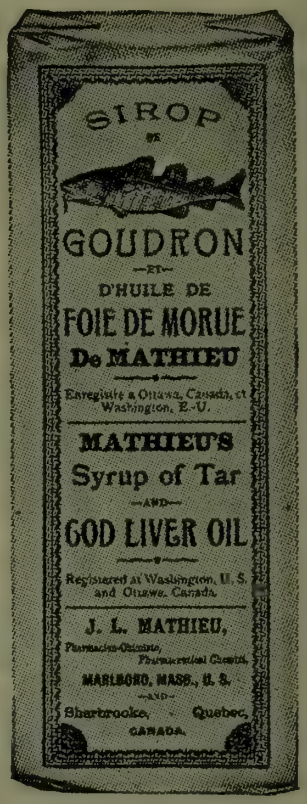
Barrels of about 300 lbs. and Bags of 100, 50, and 20 lbs.

The

Canada Sugar Refining Co.,

Limited

MONTREAL



WHY YOU SHOULD SELL

MATHIEU'S SYRUP

of Tar and Cod Liver Oil

Reason No. 3

It is not a secret fake medicine

It contains no dope, nor anything else that is injurious. It is just a scientific combination of pure Cod Liver Oil and Syrup of Beech Tar.

Therefore, in selling Mathieu's Syrup, you are promoting the welfare of your community, and also aiding in the war against disease and death. Mathieu's Syrup is the best thing for Coughs, Colds, Bronchitis, etc.

Mathieu's Nervine Powders—another simple family medicament—that is very good for headaches.

Just look over you stock and send us your order.

J. L. MATHIEU CO., Props., SHERBROOKE, P.Q.

L. Chaput, Fils & Cie., Wholesale Depot, Montreal

JAPAN TEAS

Jobbers please write immediately for samples of the few lines of choice low grade teas remaining.

S. T. NISHIMURA & CO.

MONTREAL and JAPAN

Our Annual Tea Sale

DON'T MISS THE BARGAINS

If open, see our travellers or write for samples.

'PHONE **596** free to buyers.

BALFOUR, SMYE & CO.

QUICK SHIPPERS

Wholesale Grocers, - - HAMILTON, ONT.

Mrs. Jones Tells Mrs. Smith About Balmoral Marmalade

and, wouldn't it surprise you, Mrs. Smith soon becomes a regular buyer of this brand. Must be because of the quality. The wise grocer stocks the best, because if he gets the reputation of carrying the best marmalade people come to him for it and at the same time buy other groceries. One woman tells another about a good line, so you will win new customers every week if you push Balmoral Brand Scotch Marmalade.

J. W. WINDSOR

MONTREAL



SOFT MINTS—5c. boxes.

ACME PELLETS—5-lb. tins.

M. & R. WAFERS—5c. bags.

and a complete line of **LOZENCES, ETC.**

Hard and Soft Licorice Specialties

Appropriate for the confectionery, grocery and drug trades.

Price Lists and Illustrated Catalogue on request.

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Toronto - -	R. S. McIndoe -	54 Wellington St. E.
Montreal -	J. M. Brayley -	55 St. Paul St.
Winnipeg - -	E. W. Ashley -	123 Bannatyne Ave. E.
St. John -	H. S. Daly	- - -
Vancouver	J. F. Mowat & Co.	-

DO YOU WANT to buy or sell anything, to engage a clerk or secure a situation? Try a Condensed Ad. in The Canadian Grocer, it will bring results. Two cents per word for first insertion, one cent per word for each subsequent insertion. See page 75 for yearly rates.

OUR INVENTORY IS OVER

The low prices quoted in January will be maintained during February on the balance of broken lots, especially in the lines mentioned below and for as long as these will last.

We have also a few unassorted lots of high-class goods which we offer at very low prices; these are goods of quality which it pays to buy, and, as there are only a few lots, order early in order to take advantage of this opportunity.

Canadian Canned Fruits, Vegetables, Meats and Fish

We carry a full assortment of all popular brands on which we quote interesting prices. It pays to stock up these goods before Lent. We especially recommend a choice line of

SALMON

"KEYSTONE" brand, which we sell very cheap; and also our

SARDINES

"White Bear" and "Junqueira" brands, both noted for their rare quality and wholesomeness.

IMPORTED CANNED GOODS

Vegetables, Fruits and Soups of the celebrated "SOLEIL" BRAND. These goods are very popular, a popularity which they owe to their natural flavor and guaranteed purity. We also recommend the

MUSHROOMS

Canned and exported by T. Lecourt and Co., of Paris, France, and the

PATES DE FOIE GRAS

Canned and exported by Clement Obier, and by F. Roche et Cie, two experts in the preparation of things good to eat.

MINERVA OLIVE OIL

From the firm of Henri Boulle & Co., of Marseilles, France. This is the choicest Olive Oil on the market, whose purity and quality are guaranteed by the Municipal Laboratory of Marseilles under whose supervision these goods are bottled.

VICHY WATER

"La Regente" and "La Sanitas," bottled at the Springs and highly recommended by the medical profession.

CASTILE SOAP

"La Mouche" and "La Vertu," two pure olive oil Soaps of superior quality. Very economical for toilet and bath.

TEAS

We are in a position to supply the trade with all grades and qualities of teas. We have a most complete stock of "Princess Louise" and "Victoria" brands of black and Japan Teas, brands which we can recommend as to price and quality.

WE PAY FREIGHT ON ALL LOTS OF TEAS, ASSORTED OR NOT, OF 200 LBS. OR MORE.

KINOT'S ANISE SYRUP AND TAR SYRUP

These are excellent products on which we are in a position to quote EXCEPTIONALLY LOW PRICES. They are quick sellers and give you good profits.

For further particulars, quotations, etc., write, phone or wire at our expense.

LAPORTE, MARTIN & CO., LIMITED

Wholesale Grocers and Wine Merchants

MONTREAL



SPICES

There is no risk in buying spices from us, all goods packed, branded, sold or invoiced by us as pure, will stand the most minute examination and analysis.

Red Feather and Majestic brands are not only pure but ground from finest goods obtainable.

James Turner & Co., Limited

Hamilton and Arnprior

INDEX TO ADVERTISERS.

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Grocers Carrying Confectionery

Opinions Expressed by Many of the Leading Grocers of Ontario on This Important and Growing Question—Majority in Favor of the Scheme—Some Could Get Along Without Confections—Differences of Opinion.

The Grocer, in placing before the retail trade the advantages of carrying confections, has secured direct information from grocers throughout the country as to the profits and benefits which follow. As a rule few members of the trade engaged in business in the central portion of a town or city—where they are in direct competition with the exclusive confectioners—pay much attention to carrying these goods. Often, however, in the suburbs, grocers make a reasonable profit, as will be noticed by some of the statements they have made to The Grocer's enquiry, and which are printed below. Others do not consider the carrying of confections sufficiently remunerative to warrant the trouble, but the majority favor the addition to their stores.

It would appear from the statements and experiences of those who carry confections that where some trouble is taken and a neat arrangement of cakes and confectionery is made and where cleanliness exists, there have been good results.

With Profit in Peterboro.

Your correspondent interviewed a number of the local grocers on the question of the handling of a line of confections in connection with their businesses and the majority stated that they have found it to pay well and gives but little trouble in the handling and disposing of it. The most of the grocers interviewed stated that they carried the business through the entire year and a few found that it fell off when the cold season set in. These, however, were very few.

R. C. Braund has been dealing in this line for six years and his experience has been most satisfactory. With him there is but little difference at any time in the year and it has reached that stage where it looks after itself. John T. Braund, his brother in the opposite end of the city, speaks almost in the same vein. He has been carrying confections for nearly five years. J. M. Donovan finds the business better in summer than in winter and it helps the general business noticeably.

Bert Hunter's experience in this line has extended over four months and he finds this business is increasing.

The general report in Peterboro shows that confections form a line that soon takes care of itself and with but little trouble and besides it is profitable.

Guelph Grocers' Views.

In the Royal City the grocers find that outside of keeping gross goods in the confectionery line, they do not appreciate carrying confections. One grocer, however, who pays special attention to his confectionery department, is well satisfied with the results. In those sections where the ward schools or other schools are very close to the stores they do quite a business with the children. Chas. T. Hicks, Paisley St., has about the nicest display in confectionery, and he does a very good trade in this line. He has splendid ideas in the use of his show cases for confectionery only. In one he displays twenty-four different varieties of 20c lines and always keeps the dishes well filled up. In the other he displays bon bons, in fancy boxes alone. He is quite satisfied with the results. The general opinion is, however, that this department in the outside stores was not a success with the exception of a few gross goods for the children.

Another grocer interviewed said: "In my own experience there is a very nice profit to be made out of this department when a grocer will take time and give space for show purposes. This department needs a little attention each day to keep the different lines in shape, and if a grocer feels he has not the time to devote to it, by all means keep out of confectionery. The failures to make it pay very often can be traced more to neglect and lack of display."

All the stores here keep a few lines and have always done so, but some are inclined to get out of them. When a grocer sees a line sticking or getting soiled it sometimes pays to put it up in to grab-bags and sell it quickly.

One grocer remarked: "It pays as an advertisement to keep a nice line of mixed candies to give a few to the children and ladies when they come in with a grocery order. It does not cost much and a little judicious liberality once in a while keeps the grocer's name before the people. We all must remember," he added, "that the boys and girls of to-day are the mothers and fathers of the future, and as one lady told me recently, 'You were always very kind to me as a child and I feel I can trust you to be the same to my children.' It seems a very small item in a man's business career, but I find when I have the people's confidence there is little trouble to sell them anything in the store which I recommend."

Good Prospects in Perth.

Judging from a number of interviews with grocers here confection lines are favorably looked upon by the majority who are carrying them. Almost all have done something in candy and feel that if they were to drop this department a loss would be sustained. H. T. Jackson, who has carried on business in the residential section of Wilson St. west for the past two years, when asked if he thought confectionery a good line to carry in a grocery store replied: "It certainly is a good line. I would rather handle confectionery than many lines in groceries. Not only does it pay itself, but it often leads to extra sales in other lines."

N. E. Dodds, Gore St., has handled confectionery since starting business 5 years ago. He believes that money is to be made in the high-grade goods and so confines himself principally to these better lines. He has handled cent lines, but he doubts if they always pay, as a grocer often has to leave a good customer to wait on a troop of children who "have a cent to spend."

Norman Miller, Foster St., has handled confectionery for some time, but has never carried a full line. He thinks there is little money in it and handles it only because his trade demands a certain amount. He thinks, however, that candy would be a good line if given attention.

C. A. Farmer & Son have been handling confectionery since the business was established seven years ago. In their opinion confectionery is a side line which for space occupied and amount of time and cash invested gives a good return. If care is exercised in buying there should practically be no loss through goods becoming stale. "As an all the year round paying line he would not be without it," he said.

A number of Perth grocers control some particular line of high-grade chocolates for the town.

Opinions in Berlin.

Grocers in Berlin are not a unit in their attitude towards confectionery in the grocery store. George Metcalf, of Metcalf & Co., who conduct a fine grocery establishment, said he considered the confectionery department of their business a very important one; so much so that the firm was about to extend this end of their business by putting in machinery for the manufacture of candies. This manufacturing plant will be located in the top flat of their three-storey building. Confectionery always has been a paying part of the business of Metcalfe & Co., due to a large extent to the exceptionally good stockkeeping observed in this, in common with the other departments of the Metcalf store. They keep bulk candies in glass showcases, tastefully displayed in trays, and attribute much of their success in confectionery selling to the care they exercise in this connection.

J. F. Beck, of Beck & Schell, when questioned by your correspondent, said

he did not consider the candy business of sufficient importance to push very extensively, excepting at the holiday season. In this he referred particularly to bulk, gross and pail goods. This firm, however, does a very large business with a special kind of chocolates, having the Berlin agency. This does not require much extra effort other than keeping a well assorted stock on hand.

"The quality of these goods," said Mr. Beck, "is such that they sell themselves, so we find it an exceptionally good line to handle."

Arthur Stueburg, of Stueburg & Son, was not at all favorably inclined towards confectionery. They handle candies, he said, rather because they had to than that they wanted to. The only time that confectionery really paid them was during the Christmas trade. They believed in devoting their energies in furthering the staple part of the grocery trade, leaving such side issues as confectionery to take care of themselves.

London Bakers Raise the Price.

The only grocers in London who carry confectionery are those doing business in the outlying portions of the city. Some storekeepers interviewed by your correspondent state that it is not a very great paying line. One dealer in voicing his sentiments said:—"If I had never taken up the line and knew what I know now, I assure you I would leave it alone. As it is, my customers have come to look to me to supply what they want in the way of confectionery, and for their convenience I am obliged to keep it. You see people want nothing but to-day's baking, and if there is any left over we must use it in the house or give it away. Some time ago the bakers increased prices of cakes for which they charged us from 8 cents to 10 cents. They retail them at 12 cents. We have to do the same. They also advanced the price of 22c cakes, which we sold at 25c, to 25c, and we now are obliged to sell them at 30c each. For small cakes which we formerly bought for 8c per dozen we now pay 10c and sell at 12c. The result is particularly unsatisfactory as regards these latter articles. Customers, rather than pay 12c per dozen for the small cakes, will ask for 10c worth, and the consequence is that I, for one, and no doubt others have similar experience, am frequently left with odds and ends of two or four each of several different kinds of small cakes."

It has been suggested that instead of increasing the prices bakers should have reduced the size of the cakes, but they do not seem to care whether the grocers handle the goods or not.

Results in Bracebridge.

The majority of grocers in Bracebridge seem to think the trade in confections a profitable one. E. J. Kirk, of Kirk Bros., claims the investment to be a paying one. They handle bread, cakes, fancy biscuits, etc., and find an increasing demand for them.

Brophy Bros. and J. D. Cummings are interested in it and are very much in favor of handling confections, speaking from the standpoint of the grocer.

The small grocery stores situated around the beautiful lakes near Bracebridge find they have splendid profits, and that they simply could not do business without confectionery.

M. Hutchison, of Hutchison Bros., does not believe there is much gained by selling confectionery, but he could not very well get along without it.

Jos. G. Myers devotes almost all of his attention to groceries, and reports poor success with confectionery.

Armstrong & Gillespie speak along the same lines as Mr. Hutchison.

What Brantford Grocers Say.

In Brantford most of the grocers carry a stock during the Christmas season. The grocers away from the centre of the city are very few who handle confectionery. Those who do nearly all sell the gross goods and not the better lines.

Alfred Patterson, of William Street, makes a specialty of confectionery, manufacturing all his own. He recently opened a branch store in the opera house block. J. Forde Co. has for years had the agency for the city of a particular variety of confectionery, carrying the most expensive as well as the largest stock of any grocer in the city.

Four to One in Stratford.

Does a confectionery department in connection with a grocery pay in Stratford? Out of sixteen grocers called on twelve answered in the affirmative and three in the negative. The most enthusiastic on the question are the larger corner groceries and those who to a large extent make their own candies.

A. Beattie & Co. say it does not pay. R. S. Jones says they have to handle certain lines, but there is nothing in it, as it sells too slowly.

H. T. Barker has been handling confectionery for a number of years and finds it a profitable line, especially the high grade chocolates.

The Barnsdale Trading Co. manufacture the most of their candies and therefore get them at first cost. They also make a good profit out of their fancy chocolates and bon bons.

J. A. Monteith only handles a staple line, but finds them unprofitable.

E. O'Flaherty thinks it a good paying department, as there is no loss, and intends cutting out crockery to instal more confectionery.

H. G. Brown thinks there would be no profit in it for him if he did not manufacture the most himself. Mr. Brown has been handling confectionery for a number of years.

L. F. Killoran finds it not only pays well but makes the store look bright and attractive.

J. L. Barton has been handling it for a number of years and finds it profitable. Mr. Near and F. Pratt are of the same opinion.

McCully & Haugh find the one cent candies very profitable for the school children's trade, and the higher grade chocolates pay well for adults.

Whye Packing Co.'s Market Street store handles only a few of the profitable lines, and in the Queen Street store the confectionery is one of the most successful departments they have.

Oman & Mallion carry a few staple lines, as they have no room for a full stock, but they find it pays.

Walsh Bros. have been carrying candies for years and say they have no kick coming, as it pays them a good margin of profit.

ADVERTISING ADVANTAGES.

F. Homer Moore, Advertising Manager for P. Shier & Co., Uxbridge, Tells of Its Importance.

Does advertising pay? The wideawake business man says yes. Others say they do not know because they have not tried it. That's where the struggling business man makes the mistake of his life.

What would the world be to-day had not the new discoveries, new inventions, been tested? We would have been in the same old rut year after year. But these new things have been tried and the result is progress. Merchants who are employing trained advertisement writers are the progressive merchants. Advertising is to business what the motor is to the automobile. It makes it go.

The man who does not advertise pays the cost of advertising for the one who does, because the man who employs publicity sells more goods as a result and takes away trade from his competitor.

At first thought it seems a simple matter to sit down and write advertisements but to do it effectively and persuasively there's the rub.

For advertising to pay it must be used continuously. In continuity is strength. In disconnection failure. The man who feeds his horse on Monday and gives him nothing to eat on Tuesday will have a sick horse on Wednesday, and probably a dead horse on Thursday.

The biggest fish are in the stream that runs on forever. Some men succeed by intermittent advertising. Some men jump off a high bridge and do not get killed.

Success from intermittent advertising is chance. Make your success an assured fact by continuous advertising. It pays to employ the best advertising brains. Ideas are cheaper than printers' ink. Look at the successful men of to-day, who have in their employ trained advertisement writers. Especially is this true in the grocery trade. People have to eat. But more people will eat more if the quality of the food is temptingly placed before them. People like to buy from the "Grocery on the corner," because the proprietor appears to want to sell.

Advertise continuously, wisely and well and success will be your reward.

BUYERS IN MONTREAL.

Aug. Beausoleil, Terrebonne, Que.; Georges Beausoleil, Terrebonne, Que.; A. Brossard, Laprairie, Que.; F. Boivin, Laprairie, Que.; P. S. Hardy, Granby, Que.; Frs. Robert St. Hubert, Que.; M. Jodoin, of the Jodoin Trading Co., Elk Lake, Ont.; E. Cyr, St. Hermas, P.Q.; Mrs. Dundury, Vaudreuil, Que.; R. Seers, St. Dorothee, Que.; A. St. Pierre, St. Genevieve, Que.; A. Morasche, L'Achenois, Que.; M. Corriveau, of Corriveau Freres, Henriville, Que.

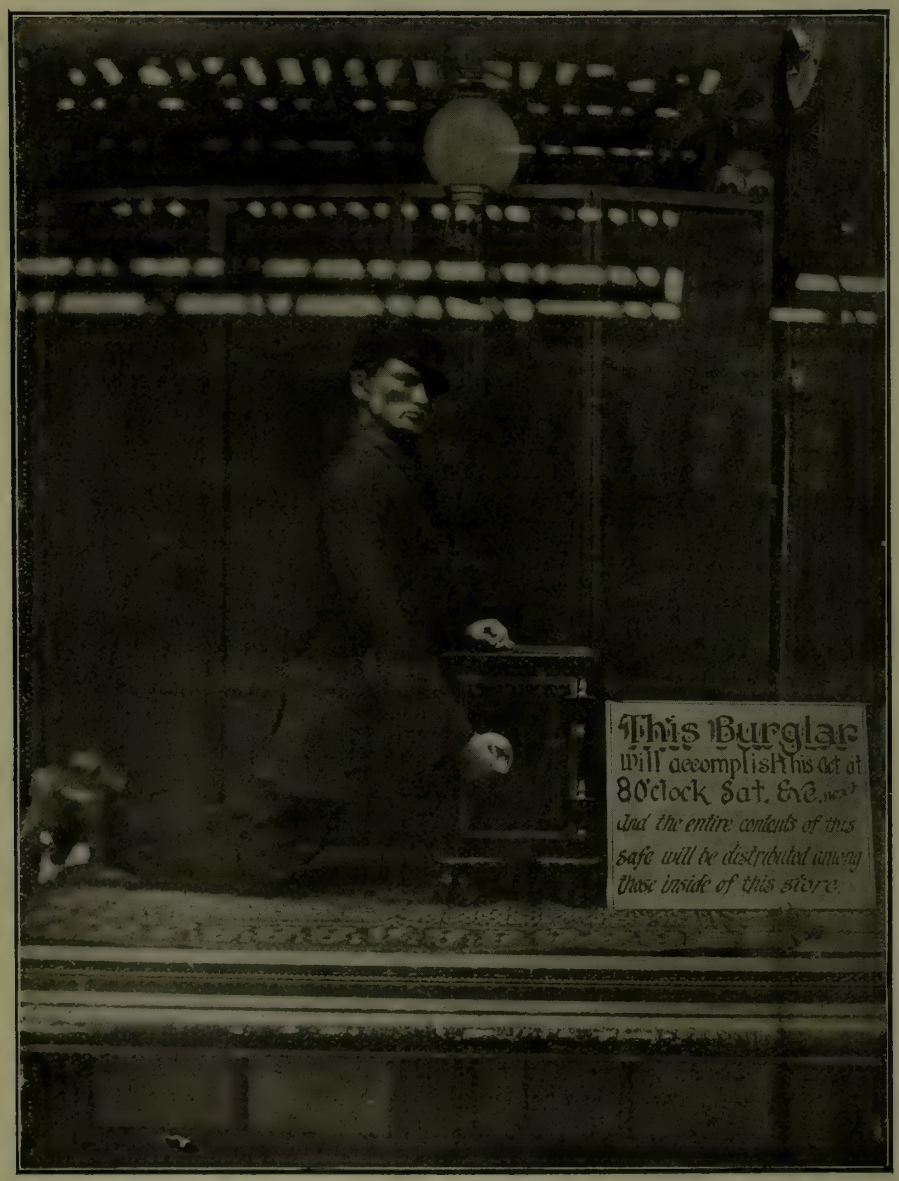
A Window Display That is a Sensation

Effigy of a Burglar Kneels Beside the Iron Safe From Monday Morning Until Saturday Night—Everybody Becomes Curious—No Goods Shown in the Window—Makes the Passer-by Stop to Think.

Window dressers on examining fully into the illustration appearing on this page will be struck more by the idea the designers of it have conveyed, rather than the display itself—although the latter is certainly sufficiently novel to command attention. This window has not yet been introduced anywhere in Canada, but in New York and Buffalo it created one might say, sensations.

The window appeared in various grocers' windows in the above mentioned cities—just as you see it. It will be observed that there is nothing in the picture which would indicate even what kind of a store was behind it, not considering that it gave no idea of what sort of goods it was the intention of the designer to advertise.

Therein lies the chief point The Grocer desires to convey to the window dressers. The passing public reads:—"THIS BURGLAR WILL ACCOMPLISH HIS ACT AT 8 O'CLOCK SATURDAY EVENING NEXT AND THE ENTIRE CONTENTS OF THIS SAFE WILL BE DISTRIBUTED AMONG THOSE INSIDE OF THIS STORE." There is a doubt and an uncertainty left unexpressed which at once attracts the attention of the passerby and makes him think. He says to himself perhaps, "Another one of those confounded advertising schemes, but I wonder what on earth it means.?" The next time he passes there is the same doubt and he thinks he will solve the mystery. The third time he probably determines to call around to the store on Saturday night and find out just what is all really means.



WINDOW DRESSING SCHEME.
That has Attracted the Attentions of Thousands of People.

Casts Hypnotic Spell.

Probably he does not desire to show other people he is so curious and he just walks up and down the opposite side of the street with an occasional glance at his watch and one at the window. There is always sure to be a crowd, because no matter what trait of character a human being lacks he can scarcely shake off that of curiosity.

And so at 8 o'clock he notices some person in the window and he crosses the street to share in the results of the congregated crowd.

The originators of this novelty in window dressing are Holbrooks, Limited. who manufacture the Holbrooks sauces, etc. Therefore, when the safe door is opened on Saturday night there roll out small sample boxes of their goods, which are, as stated in the show card, distributed among those present in the store.

Advantage to the Grocer.

The grocer in whose store the window display is certainly gets a good deal of the benefit. It has been found that the public simply "goes wild" over the affair. They wonder all week what is in the safe. Some stoutly maintain there is nothing, but, nevertheless, when Saturday night arrives they are on the spot to make sure. It gets the people talking about the grocer's store where the display is and often the grocer secures customers who call in to attempt to discover what is locked up in the iron safe. They make a purchase and if satisfied they come again.

On Saturday night the store is full of people. They have come to see the safe opened and secure part of the "something" which falls out when the door opens. Instead of going to their regular store to make their week-end purchases, they save this trouble by buying their goods where they are and the grocer very often secures them as regular customers.

It Commands the Curious.

The most important point in this window display is the curiosity it commands. An artist will tell you that it is what is omitted in the drawing of a picture that gives the desired effect. It is the same with the display, only the latter makes the person wonder and imagine the contents, and more so from the fact that there is absolutely nothing in the window which would lead him to determine what the safe contains. Window dressers have here some food for thought and by using some of their undeveloped ingenuity can produce something as novel containing the same idea.

Just before the safe is opened a banner is strung across the top of the window showing the goods that are being advertised, so that everybody reads, and usually in audible tones, the name of the article.

The picture of the burglar in the accompanying illustration was taken from life and represents a real criminal captured in New York City.

The results of this advertisement have been most gratifying. Crowds of people invariably stand around the grocery store for an hour or more before the safe door is opened, just as if a serious accident had happened or a murder committed. It is in reality a sensational window display, and worth more than a passing consideration.

HARBOR IMPROVEMENT.

This has Done Much to Increase Business in Montreal—Officers of Corn Exchange for This Year.

Some interesting points were brought out in the reports of President Joseph Quintal of the Corn Exchange Association at the annual meeting held recently in Montreal. He referred to the improvements to the Montreal harbor and St. Lawrence river, pointing out that the results obtained in increased business justified the making of the changes.

He eulogized the excellent work of the Board of Harbor Commissioners for the improved facilities. Another elevator would soon have to be erected to take care of the growing grain trade of the port.

The action taken by the present Government on the cable toll question was also considered. He hoped that the Postmaster-General Lemieux would succeed in his efforts and secure a reduction in the cost of cable messages. The tariff has stood for many years at 25 cests a word, which seemed to be quite high for the present times. A reduction of 50 per cent. would be appreciated.

He was pleased to state that telephone communication from New York and Chicago, giving continuous grain quotations, would soon be established.

The following was the result of the elections to the board of management for the ensuing year:

President—Joseph Quintal.

Treasurer—Alfred Chaplin.

Committee of Management—R. W. Oliver, P. B. Earle, W. W. Hutchison, J. S. Norris, E. S. Jacques, Jas. Carruthers, W. I. Gear.

Board of Review—T. A. Crane (chairman), Edgar Judge, C. B. Esdaile, H. W. Raphael, J. E. Hunsicker and Alex McFee.

NEW NAME FOR COMPANY.

Mayell & Co. will Likely Be Known As "The Litster Pure Food Co."

The photograph accompanying this sketch will be recognized by many in the trade in Canada as James Litster, vice-president of Mayell & Co., Limited, Toronto.

Mr. Litster was actively interested in the formation of this company, which has taken over and is re-organizing the business of Mayell & Co. The new firm is fortunate in having all its manufacturing processes under the personal supervision of Mr. Litster, as few men possess a greater practical knowledge and experience in the making of extracts, baking powders and kindred lines. The late Mr. Jardine, founder, and for many years, owner of the Pure Gold Manufacturing Co. was a brother-in-law of Mr. Litster, and 24 years ago induced him to join his staff. Since that time his whole attention has been given to the manufacture of this class of goods.

On account of Mr. Litster's familiarity with the trade and his honesty in doing business in the pure food line, his immediate partners, Kent and Jenkins



JAMES LITSTER,

Vice-President of Mayell & Co., Toronto.

have decided to incorporate his name in a new name for the company, which they purpose to adopt in the very near future. It is likely that the name will be "The Litster Pure Food Co., but announcement will be made on completion of the re-organization work, which is now being carried out.

NEW SALES MANAGER.

Cecil R. Jenkins Takes Position with Mayell & Co., Toronto.

Cecil R. Jenkins, late sales manager for Gowans, Kent & Co., has joined the newly organized Mayell & Co., and takes



CECIL R. JENKINS,

Until Recently With Gowans, Kent & Co.

a similar position with them. Many of the friends of Mr. Jenkins for some time were speculating as to what his future plans were, as it was generally known he was making a change, and now they know.

He had been with the Gowans, Kent & Co. for twenty years. His cut appearing in this column will be recognized by his many friends in the Dominion.

WILL COVER THE WEST.

H. E. Quesnel will travel through Western Canada for L. Chaput, Fils & Cie., the Montreal wholesale grocers, succeeding Newton Hill, who for several years was responsible for this territory. Mr. Quesnel has been in the employ of the company for ten years, and during the last five sold goods in Montreal for them. He knows the grocery business from top to bottom and is a hustler. His many friends will be glad to hear of his success continuing in his new field.

Douglas Campbell, of the Campbell Milling Co., Toronto Junction, leaves in a few days for Nassau, Bahama Islands, on a six weeks' business and pleasure trip.

The Evolution of the Grocery Trade

Member of the Trade of Thirty Years' Standing Tells of the Changes Brought About by Father Time—Schemes of "Dead-beats" He Has Met With—The Part the Telephone Now Plays in the Business—Present Duties of the Clerk as Compared With the Past.

The telephone is being used more and more in the grocery business and the passer-by cannot tell from glancing in the shop of the average grocer whether he is busy or not He may be parcelling up a dozen orders just received over the wire and his clerks literally rushed to death when there are apparently few people on the premises. Another strange thing is that there are grocers in cities doing business for years with leading families and, if the good housewife or her daughter should enter the store tomorrow the chances are that she would not be known by the proprietor or any of his staff. These families may have bought their supplies for a generation from the grocer and have at the end of each month remitted the amount of their account by cheque. This plan has worked satisfactorily both for the customer and the merchant.

Speaking of some changes in the grocery line and its methods, J. F. Morrish, Yonge Street, Toronto, who has been serving tea and sugar over the counter for thirty-three years and has been in business for himself for eighteen years, was in a reminiscent mood when called upon by The Canadian Grocer the other day. Mr. Morrish has probably a score of customers whose table wants he has been supplying for nearly as many years and some of his patrons in that long period have not visited his store half a dozen times.

"I do not think I would know them," remarked Mr. Morrish. "We have found them pleasant and satisfactory to deal with in every way, and they have apparently found us reliable and prompt in our service."

What Evolution Brings.

"It is wonderful to sit down and review the change of the grocer in relation to his customers during the last thirty years. Formerly the down-town man sold many families everything in the grocery line and supplied them with all the edibles they required. All that is altered and one man supplies the milk to the average family, another the tea, another the vegetables, another the fruit and so on, and the family grocer gets only the staples. The corner store is also patronized for little odds and ends; the transient needs and the larger articles are left for the down-town man. This is merely a development of affairs caused by the removal of population farther out in the residential districts. We do not come in contact with our customers personally nearly as much as we did ten or fifteen years ago, and, consequently, salesmanship has also undergone a change, as well as the methods and management of the average household. In former days the lady or daughter of the well-to-do household who did the shopping, did not make out a list of wants. On entering the store we suggested many lines which she might be in need of and presented all the latest novelties and daintiest supplies. We often sold the caller much more than she thought of purchasing. Salesmanship counted with the down-town city grocer and his staff. By the movement of population to the outer sections very few women, comparatively speaking, do the buying now, leaving the matter to the maid. A list is made out, telephoned in and we fill it. We ourselves have helped to bring this system about, as some years ago we ceased sending a wagon and driver around from door to door taking orders. Our customers got to reside too far apart for this to be done conveniently, and the telephone has come into too general use for the practice to be continued profitably. The business system and alteration in the interior economy of the average household is shown in the fact that if the lady of the house does come in she has a definite idea of what she wants before she enters and also the quantity. She will consult her carefully prepared memo and, when that is gone through with, she does not buy much more, no matter what you may show or recommend. All this is not to be wondered at since a certain portion of the income in many households is laid aside each week for supplying the table and a definite idea established of what it costs to gratify the appetite. It is all a matter of evolution.

Grocer Gets Wily.

"Yes," continued Mr. Morrish, "I find that the tendency is more and more in the direction of a cash trade and I have less than a third of the number of accounts on my books than when I began business. Many customers have adopted the practice of settling monthly by cheque and promptly remit each month when their statements are forwarded to them. In my long experience I have had many instances of the wiles of people to get ahead of the grocer and obtain goods for nothing. The schemes they have resorted to are many and some of them original, but we never get caught the same way the second time. If we receive a telephone order from someone whom we do not know we send the goods C.O.D. and, if they are not paid for at the time of delivery, they are brought back. In years gone by parties have tried to induce a good-natured driver to leave the groceries on the plea that the lady of the house was out, that they did not have the right change or did not expect the delivery so soon, and, in some instances, it was impossible on going back to the house to collect the amount. Now our drivers have explicit instructions not to leave any parcels marked C.O.D., no matter how cordial the reception or how plausible the excuse for not having the money ready. If a driver violates instructions he is held accountable and the amount of the loss deducted from his pay. This has given him back-bone enough to say 'no' in every instance and we have no trouble. Where the caller is known to us things are different and we have a running C.O.D. account and, if the recipient has not the change ready or happens to be out, the parcels are left and the sum collected when the next delivery is made. Some persons, who get behind in their monthly accounts, do not pay or evidently do not intend to settle up, will suddenly drop off in their orders from $20 to $25 a month to $6 or $7 and think that we may fail to notice it. Generally speaking, such persons are getting their groceries or the bulk of them elsewhere do not intend to settle for the arrears of account, and are gradually veering to some one else and at the same time making a pretext, with an order now and then, of keeping up a connection with us. We get after the collection of such accounts promptly. It is better to gather in what they owe than to lose all in the end.

Irritating Ingenuity.

"Now, as to the schemes resorted to get goods from the grocer for nothing. Some of them are ingenious. Here is one: A lady will call and give a fictitious name and address. After ordering a large bill of goods to be sent C.O.D. to the name and address given she will say 'Oh! I am just going home and I want the salmon, and the tea for dinner. If you do not mind I will take them with me, and you can send the balance of the things in the afternoon,' as she is not in a hurry for them. In the afternoon the driver sets out to the place designated on the order to discover there is no such a number or that the name is a false one. In the meantime the woman, who gave the order, is perhaps congratulating herself how she cleverly managed to get the pound of tea or fish for nothing, and frequently all trace of her is lost. This practice is getting to be somewhat worn now and is not attempted as

often as it used to be. I have already told how we overcome the C.O.D. dodge; the party discovering that she has not the money and how we refuse to leave the goods. I had a peculiar experience once with a man whom I knew. He ordered a large bill of goods and promised to pay me in a few days. After the groceries had been delivered he returned to the store and told me that we had sent him up some butter at thirty-five cents a pound. He asked if we had not some cheaper, adding that he could not afford to eat butter at that price. I told him that we had no cheap butter in just then. He wanted to know then if I would be offended if he sent the butter back. I told him no and he went away satisfied. When a collector called a few days later he discovered that the family had moved away giving no address and we could get no trace of their movements. Now, what puzzles me to this day is, why he came and desired me to take back the butter which he had already in his possession. It may have been a streak of honesty or remorse of conscience in order to satisfy himself that he did not want to get ahead of me too much.

The Clerk's Standpoint.

"Conditions are vastly different to-day with clerks than when I entered the business over 30 years ago. The work is now much lighter and more pleasant, cleaner in every way. In those days there was no flywheel on the coffee mill and the grinding was hard and tedious manual labor that made you perspire freely. We then had to grade all our own sugars, and pick over and sort the raisins. All this required long hours and the labor of grading sugar was heavy, dirty and tedious. The improvements in handling goods and in the methods of stock-keeping are marvellous.

"So you see that, it is not only the average household that the buying system has changed, but also in the way of serving and meeting the wants of the public. Nowadays, if a grocer gives good honest value and fresh clean groceries he can hold his trade as well by the telephone system as he once did when the personal element played so large a share in salesmanship. Downtown grocers have lost the direct contact to some extent, as small shops have sprung up on every street corner, breaking up the trade, yet we retain a large share of the staple lines of family supplies in spite of the way the business is divided up and specialized. Even to-day conditions are changing more perhaps than in the past. But I am not complaining—simply pointing out a few facts and general observations based on my experience and insight behind the grocery counter for over thirty years.'"



Interior Arrangement of a Bloor Street Grocery.

The above picture represents the interior of the grocery store of M. Hollingshead, 896 Bloor Street west, Toronto. Mr. Hollingshead is a grocer who has spent a number of years in the business, having learned it in the old country where his father and grandfather had been grocers all their lives. The interior arrangement is therefore made by a man who knows something about the business. Being of a roving nature Mr. Hollingshead traveled around the world before he came to Canada, and thereby learned a great deal. He spent four years in Australasia and arrived in Toronto seven years ago, his fortune all to make. Time after time he was refused work because he was from the old country, but he offered his services free and in a month he was manager of a branch store. He began business two years and a half ago, and has been successful from the first. His plan as he says himself is "Quality goods at as low a price as possible for cash." His specialty is good butter, he has some customers who come far for that. He sells cooked and cured meats which is another of his particular fads. His personality is engaging, his ideas are progressive, as his store indicates and he is off to a good start in the race for commercial success.

PERSONAL NOTES.

W. P. Downey, Montreal, sails for Europe February 4.

W. G. Patrick, of Toronto, paid a visit to Montreal last week.

E. Roumilhac, of Quebec, has been visiting Montreal for a few days.

C. A. Cole, Caledonia Springs, has been in Montreal for a few days.

John Gunn, of Gunn, Langlois & Co., Montreal, has returned from Europe.

J. B. E. Letellier and wife have left Quebec for a trip to the West Indies.

Co-operative Movement Fails in Picton

Up to the Present Nothing Definite Has Been Done—False Impressions Made by Promoters—Governor General Not the President of Dominion Co-Operative Association—Fred Newman, Picton, Makes Some Exposures.

The Grocer intimated a couple of weeks ago that a movement was on foot in the town of Picton, Ont., to organize a branch of the Dominion Co-Operative Association there and to open a co-operative store. The opening meeting appeared to have a rosy effect to the promoters but subsequent events seem to indicate that the movement has been "knocked in the head" even before it was "brought to a head." It now appears that for the present at least no such store will be instituted in the Prince Edward county capital and the cause of the downfall of the movement seems to be due to the efforts of the Retail Merchants' Association in exposing the true nature of some of the alleged facts.

The story of the commencement of the idea and the course later events have taken is one of interest to the members of the retail trade particularly.

The Initial Meeting.

On Jan. 19 a meeting was held as advertised in the town hall and during the afternoon some hundred farmers assembled to listen to the address of the principal speaker. He was H. Macdonald, secretary of the Dominion Co-Operative Association. The chairman was T. O. Demill. Mr. Macdonald spent considerable time in enumerating the benefits to the farmers of the establishment of a store on a co-operative basis, other speakers being Mr. Kemp, of Northfort, who until five years ago, was an educational secretary of a co-operative concern in England, and John R. Sayers. The latter said that the government looked after the farmers well, but took no part in commerce. This was where the co-operative movement came in. He favored the idea saying " as I see co-operation, it is the best for the townsmen, farmers and everybody, except the merchant, and then he is only in competition."

Desired 150 Shareholders.

Mr. Macdonald, before the meeting closed, secured, it is stated, about 100 names of persons who were then anxious to see the institution of the new store. but he wanted 150 subscribers. Another meeting was called for Saturday afternoon, Jan. 30, and almost a quarter of a page advertisement was inserted in a Picton paper to this effect.

The purpose of this meeting, as the ad. inferred, was the "appointing of committees and other organization purposes; also for imparting information to those desiring the same."

The advertisement also stated that the speakers would be "Alex. Fraser, Provincial Archivist, Toronto; Albert Chamberlain, President British Welcome League, Toronto; H. Macdonald, Glasgow, Scotland; and also asked those interested to "remember our president is the present Governor-General of Canada."

Merchants Gets Busy.

During the interim between the two meetings James Eadie chief organizer of the Retail Merchants' Association, who happened to be in Picton at the time called a meeting and the merchants talked over the new situation and decided to take steps to get definite information regarding the co-operative movements.

Picton grocers are readers of The Canadian Grocer and the issue of Jan. 22 contained an article referring to the case of some of the Toronto shareholders of the Dominion Co-Operative Association which came before Provincial Secretary, Hon. W. J. Hanna. This was clipped out and the merchants had it printed in poster form and distributed among the farmers. The poster bore the heading in large type, "Subscribers to Co-Operative Movements, Beware!"

An advertisement similar to the poster in wording and size was inserted in the press also, and on the page opposite the one calling attention to the meeting for last Saturday in the interests of the co-operative movement.

These conditions made things interesting. Saturday afternoon came round, however, and the climax arrived.

The President's Part.

The man who appears to have taken the greatest pains in securing the facts concerning the officers of the Co-Operative Association and their methods is Fred Newman, president of the Retail Merchants' Association of Picton. He sent copies of the Picton paper containing the advertisement to the Governor-General at Ottawa, to Hon. W. J. Hanna, and to C. C. James, Deputy Minister of Agriculture.

On Saturday a snow storm prevailed in Picton all day and about fifty persons only attended the meeting. This, however, seemed strange after the co-operative people had pointed out that six per cent. profit was to be expected on the money invested in addition to the profits shareholders would receive by purchasing cheaply.

A chairman was appointed and the local promoter spoke for some time on the advantages of the association, explaining that no stock was yet actually subscribed though a great number were interested, some wanting one and others twenty shares. Mr. Newman was asked to speak next and his address seemed to put a damper on the new movement. He was present he said, not as a representative of the retail merchants, but of Alex. Fraser and Albert Chamberlain, the former being president of the Dominion Co-Operative Association and the latter, vice-president.

Governor-General Not President.

Mr. Newman explained that he was requested to use the names of these gentlemen in saying they had not authorized the advertisement in the Picton press, that the Governor-General was not the president as the advertisement stated, that the scheme was not endorsed by both governments, and that they had never consented to be present. They said that Mr. Sayers had been in Toronto and that H. Macdonald had taken it on himself to make some arrangements with Mr. Sayers without consulting or even informing them or the directors.

At this point Mr. Newman suggested stopping, but the audience wanted to hear more. He explained that co-operative stores that were succeeding had started in thickly populated factory districts and started when the retailers' profits were double or treble what they were now. Their system was to charge top prices and then pay back the profits in dividends. Here the people preferred keeping thir own money and if an article could be sold for 80c they did not believe in paying $1 to have the extra 20c to be paid as dividend among all the stock-holders at some later date. He stated that all such business ventures from the very nature of things here must prove failures and disastrous to all stockholders. He also said that over 800 similar co-operative societies had failed in the last 20 years and that one most favorably situated in Spring Valley, Que., had not paid for the last five years, though it was perhaps the ideal spot in Canada for a co-operative store, if such a store could be made to pay here.

A Dangerous Practice.

He read part of a letter and telegram from high government officials to himself, that it was considered no light matter to use without authority, the Governor-General's name to sell stock or promote a company. He quoted government reports, facts and figures which seemed to convince all present that he knew what he was talking about.

Other Speakers.

Next followed Mr. Kent, an Englishman, who was quite enthusiastic on co-operation stores, and had, until recently, been a small stock-holder in one in Eng-

land, and thought they would pay here. He explained the method of giving back checks to customers on which they drew a percentage of profit but admitted there was no bargains in their prices.

J. Sayers called on, made a few statements of importance. The audience, finding that there was no other defence for co-operation and apparently disgusted with the movement, at once to a man picked up their caps and started for the door.

There was no attempt to continue the meeting and as some said, there was nothing left of the movement—not even the smoke.

BEET GROWERS SEE RUIN.

United States Growers Anxious Over Proposed New Bill.

Beet sugar men in the United States see ruin of the industry in that country. The House Committee favors the admission of 30,000 tons annually of Philippine Island sugar free of duty and the beet growers declare that this free importation will paralyze the industry that they claim was bidding fair to reach huge proportions.

The Republican members of the Ways and Means Committee have agreed to insert in the new tariff bill a provision that 300,000 tons of sugar may come in from the islands each year free of duty.

One officer when asked as to the reason which led up to the conclusion of the committee said that it was the desire of President-elect Taft to promote the sugar industry in the Philippines without interfering with the business of the sugar importers in the United States. it was explained that the annual exports of sugar from the Philippines at present amount to only 109,000 tons per year, and that it will be ten or fifteen years before the amount will reach 300,000 tons. In the meantime the free importation into the United States will provide a market and offer inducements to foster the industry in the Philippines.

What Beet Men Say.

Officers of the Great Western Sugar Company state that if Congress allows the admission of 300,000 tons of sugar per annum free of duty there will be few, if any, extensions of the work of raising sugar beets and building of factories in the West. The beet sugar industry would then be compelled to divide the excess demand for sugar other than cane sugar made in the South with a new rival.

Not only would the manufacturers of beet sugar and the raisers of the sugar beets suffer, but the stock men of the state, who are just learning that the beet pulp and tops properly prepared and fed fatten their stock as well as the cattle of the corn belt are fattened, would also be sufferers.

GROCERY TRADE CHANGES

Brief Notes From All Parts of Canada Regarding Business Changes, Dissolutions, New Companies and New Stores Opened.

Ontario.

Joseph O'Brien, grocer, London, has sold his business.

J. W. Boyce, grocer, London, was burned out last week.

N. Krots, grocer, Listowel sustained loss from fire last week.

W. J. Powell, grocer, Atwood, has sold to Forest & Peebles.

I. M. Agar Co., pickle manufacturers, Hamilton, have dissolved.

J. S. Austin, general merchant, Elmstead, has sold to H. A. Kerr.

F. C. Tate, grocer, Woodstock, has advertised his business for sale.

Wesley Bros., grocers and butchers, Peterboro, have assigned to James Edgar.

Wm. J. Graham, general merchant, Smith's Falls, has assigned to Chas. S. Scott.

Talbert Carey, general merchant, Carlisle, near Dundas, died on Wednesday, Jan. 27.

The stock of Cliffe & Co. Webbwood, general merchants, was advertised for sale by auction on Feb. 3rd.

J. A. Langford & Co., general merchants, Atwood, have dissolved, Albert Monk continuing the business.

Quebec.

Clarke & Tremblay, grocers, Montreal, have registered.

Stonehouse & Bourbonnais, grocers, Lachine, have dissolved.

Oliver Bros., general merchants, Mansonville, have registered.

Decarie & Beaulac, Montreal have begun the wholesale fruit business.

John Taillon, sr., general merchant, Dundee, is offering a compromise.

The assets of P. A. Galipeau, general merchant, Farnham are to be sold.

J. E. Boulais, general merchant, St. Angele de Monnoir, has compromised.

L. Marchand & Co., grocers, Montreal, have assigned to Wilks Michaud.

Lefaivre & Taschereau are appointed curators of R. Grenier, grocer, Quebec.

The stock of Oscar Chartier, grocer, St. Paul, was damaged by fire recently.

L. A. S. Plamondon & Co., general merchants, South Durham, are offering a compromise.

S. Robinson, grocer and liquor merchant, has been succeeded by G. Hurteau & Bros.

Raoul Legault, general merchant, Cote St. Pierre, has assigned to V. Lamarre. The assets are sold.

A meeting of the creditors of D. Lauzon, general merchant, Breboeuf, was called for Jan. 29.

Meunier & Vandelac, grocers and liquor merchants, Montreal, have been succeeded by La Boissière & Vandelac.

New Companies.

The "Hearts of Wheat Company" is a new company that has recently been given a provincial charter to deal in grain, beans, fruit, flour and meal, and to manufacture food products. The share capital is $20,000, divided into 400 shares. The head office is in Toronto and the provisional directors are Nathan Howard Stevens, John James Dyer and B. Herbert Blakeslee.

A new company known as the "Golden West Grain Company," with a capital stock of $199,000, has been granted a Dominion charter, the chief place of business being Weyburn, Sask. They will do a general milling business. The members are Jas. A. McBride, Aaron Schoenleben, Wm. A. Morgan, Samuel D. Boylan, Weyburn, and Chesman G. Spencer, of Winnipeg.

PACKAGE GOODS ONLY.

Montreal Department Store Opening Grocery Department—Demonstration Booths Free.

On March 15 Dupuis Freres, the large east-end departmental store, in Montreal will open a grocery section. A large portion of the third floor will be devoted to foodstuffs. A feature new to the grocery business in Montreal will be the plan on which they will run this department. No bulk goods will be sold. Everything in stock will be in package style, teas, canned goods, spices, coffees, sugar, in twenty-pound bags, etc. The idea is to do away with the loss consequent upon the weighing out of small quantities of different commodities. The progress of the company along these lines will be watched with interest by all the trade. C. E. A. Holmes, advertising manager, has made a couple of trips to New York with a view to securing applicable ideas from similar groceries in the United States metropolis. Dupuis Freres will put in their own fixtures, to suit the particular needs of their department.

As a primary step the firm is awarding free space to all grocery manufacturers desirous of demonstrating their goods, their only stipulation being that they receive a percentage on the sales as is usual in cases of departmental store demonstrations. Booths are being erected at present by several firms, on the proposed grocery floor, while a couple of firms have been demonstrating for some little time past.

THE CANADIAN GROCER

Established - - - - - - 1886

The MacLean Publishing Co.

Limited

JOHN BAYNE MACLEAN - President

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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POISON AND CANNED GOODS.

The post-mortem examination to determine the cause of the death of Mrs. Samuel Grier, Toronto, who passed away towards the end of last week, indicates she did not die from effects of poison in canned tomatoes. Coroner M. D. McKichan, who was appointed to investigate the case, states he will not hold an inquest, as death was found to be due to natural causes. It seems that almost every time a person becomes ill after eating canned tomatoes, the illness is credited to poison in them. Tomatoes when properly packed so that no air is allowed to enter to produce fermentation, have been found to keep from three to four years, and The Grocer has actual knowledge that canned corn has kept perfectly for fifteen years.

The cry of poison in canned goods heard so often when there is no cause whatever, is becoming too frequent. During each year there are millions of canned goods consumed in the Dominion of Canada alone and how often are we given the positive proof that persons have died from the effects of getting poison from them? Frequently it appears in the public press that people have been seriously ill from eating some kind of canned goods, but it is very seldom, when an investigation is made, that the cause of illness can be attributed to defects in them, due to inferior packing by the canneries.

Often canned goods are opened and left in the can for hours before being used, and if the eating of them causes sickness or perhaps death, the blame usually falls upon the company who canned the goods and not on the carelessness of the consumer.

In these days of competition it is absolutely necessary that the utmost care be taken by canning companies to place upon the market the choicest article within their power. It is to their interest to do so, and it, therefore, does not seem probable that they would allow goods to be sent from their establishments in such a condition that it would be a menace to the health and safety of the consumers to use them as food.

CONFECTIONS AS A SIDE LINE.

From time to time The Grocer has advised the members of the retail trade to carry confectionery along with their regular stock and obtain an extra profit by a little extra labor. As will be observed in another page of this issue direct expressions of the benefits and disadvantages, as the case may be, to grocers in various towns and cities of Ontario are given. A careful perusal of these will elucidate the fact that as a general rule the carrying of confections proves to be a profitable investment. It is true that not all consider the addition worth the trouble. Some believe it to be unprofitable, but this should not condemn it.

If a profit can be made by one grocer there is no very good reason why another cannot do the same. Where there is direct competition from stores doing an exclusive trade in confectionery it might not bring very great results. But in the stores in the outlying districts particularly of a town or city there should be a profit, providing the business is properly handled.

The spring and summer are probably the best seasons of the year to advance sales in confections, such as cakes, cookies and pastry. These are the times the housewife doesn't care much about baking, and when a continuous fire is not necessary. It saves her time, labor and fuel. If she has to go up to the confectionery stores in the centre of the town for her delicacies she may prefer to do her own baking, but if they are in the corner grocery she purchases them there.

It will also be observed from the opinions expressed by the grocers that a clean, tidy, neat show case is necessary. These features are the most striking and if lacking the deficiency is almost sure not to be passed unnoticed by the tidy housewife. The baker or confectioner from whom the grocer secures his goods should also have the reputation of making clean, tasty articles, and if a little attention is paid to this department there is no natural reason why money should not be made in it.

ADVANCE IN SMALLER PLACES.

The results of the recent Christmas window-dressing competition, which appeared in The Grocer a couple of weeks ago, have a greater significance than one supposes at a glance at the reproductions of the photographs. They illustrate the great development within the past few years of the art of producing effective and attractive window displays. Readers of The Canadian Grocer will recollect that it is not long ago since prizes in such a competition were invariably carried off by grocers in the large cities, as Toronto and Montreal.

Now we have Victoria, in British Columbia, Peterboro, Georgetown, and Bracebridge winning the prizes, illustrating not only the widespread interest taken in this department, but the progress made by the grocers in producing good displays. Merchants in the towns and smaller cities are probably more apt scholars in learning the art than those in the large cities.

Window dressing is something, too, which The Grocer has always advocated as one of the best advertisements for the merchant, and the campaign in its favor is now beginning to bear abundant fruit. There is no reason whatever to prevent the harvest from being even better.

THE DIVISION COURT ACT.

In last week's issue of The Grocer a correspondent, who seems to have struck the nail on the head, gave some suggestions for changes in the Division Court Act, as it now exists. Undoubtedly the expense of collecting small accounts by means of this court is far too great, and as the writer points out, is often more than the actual money collected.

A change is certainly required and it needs the co-operation of the merchants

who are anxious to remedy the condition of affairs. One person can do nothing alone. It remains for the united efforts of every branch of the Retail Merchants' Association to impress upon the makers of the law the unfairness of it to the men who are so much interested in and who do so much towards the progress and prosperity of the country.

RELIABLE MARKET CONDITIONS.

The belief expressed in The Grocer of a few weeks ago that the price of butter would decline owing to the accumulation of so much, and the somewhat inferior quality of it, has come to be truth. Butter last week was down a couple of cents on account of there being so much of it in the hands of the dealers, as well as in the stores of retail merchants who deal direct with the farmers.

Frequently references similar to the above are made in The Grocer, and as the condition of the markets are received from reliable sources those who are interested and who want to know of prospective changes, should read carefully what is said.

Unexpected changes often occur and these, of course, come so suddenly that it is not possible to express an opinion prior to their arrival.

OLIVES AND OLIVE OIL.

Advices from Spain indicate that the crop of olives in the Seville district is away below the average. The consequence is that the prices have gone up and further advances may be expected. As a matter of fact the price of the best Queen olives to-day is more than a hundred per cent. higher than at this time last year and about forty per cent. higher than a short time ago. Spain is one of the great producers of table olives and the failure of the crop there as well as in other places has been the cause for the advance. The actual production of good Queen olives in the Seville district was only 500 casks or 80,000 gallons which is estimated at about only eighty per cent. short of an average crop. Other olives have also advanced considerably.

The olive oil situation is somewhat similar. Italy and Sicily produce the fruit for the manufacture of this oil and on account of the poor crops the price which began to advance a few weeks ago is still going up. There will be no further crop now until December, so it is therefore impossible to estimate what the advance may be. The cause of the failure in the crop is said to be due to dry weather and disease.

ENCOURAGE CASH PAYMENTS.

All grocers prefer to receive cash for their goods and it is plain to be seen that the cash system is coming more and more in vogue in the merchandise world as the days go by. Many grocers throughout the Dominion are now carrying on strictly cash businesses and when once a good reliable trade is worked up the plan proves successful. If you do not desire to make a sudden plunge into the new system, encourage customers by working out some new idea which would gradually and eventually terminate in a cash business.

A grocer recently tried what he termed a "lucky day" sale. He instituted a plan by which his customers were returned the money or its value which they had paid in cash on the "lucky day." He advertised he would do this once a month. Each purchaser was given a dated receipt from the cash register, all the customers being told to save them. At the end of the month the lucky day was determined by an uninterested outsider by drawing a slip of paper from a hat with the date on it. All money paid as cash for purchases made on that day was refunded.

This meant that approximately 1-26 of the total cash receipts for the month were refunded. The effect of such a scheme naturally would be that customers would pay cash every day in order to hit upon the lucky one. The grocer might place another restriction on the plan by stating that those owing accounts at the end of the month would not be eligible to receive the refund.

ATTRACTION OF THE TEA ROOM.

Grocers who are in a position to do so will accomplish a great deal by establishing tea-rooms in connection with their stores. At the first glance this may seem extravagant, but it is sure to bring results if the tea-room is carried on in the proper manner.

The most important point in its favor is the attraction it has for the feminine purchaser and all grocers know that the majority of the buying is done by the mistress of the household. She comes down street to do her shopping which is principally confined to the grocery and dry goods stores. If a particular grocery store offers refreshment such as a cup of tea, that is the store that will have the greatest attraction for her providing all other things are equal. A hot cup of tea on a cold day will be very much appreciated and in addition it attracts the custom.

Grocers who establish tea rooms should take special care to have them neat and clean and they should provide good cups of tea for their guests. Tea sales will depend on this latter feature to a large extent and often it leads to extra sales. When they are instituted they should be well advertised in order to attract new customers. The establishment of the tea room is one of the coming events in the life of the successful and modern grocer.

OPTIMISM DESIRABLE.

Complaining about dull business and hard times is a mistake too often made by grocers. There is no necessity for it inasmuch as there is very little possibility of creating sympathy in the hearts of those who have to listen. On the other hand, it only serves to assist in sending out a pessimistic idea that injures business. People will hold on to their purse strings if they think times are going to be hard. This was partially exemplified during the past year, when the cry that money was scarce kept a great deal of it from circulating which otherwise would have moved among the merchants. Optimism among the grocers should be cultivated. The customer, at least, should not know that you are selling few goods. It may lead him to believe that other people are getting better results at competitive stores and you are apt to lose a good customer. Periods of inactivity in the grocery trade are bound to come, but they are also bound to pass. Be hopeful and prepare for better things in the future.

CHANGE IN BUYING METHODS.

A manufacturers' agent recently established in Winnipeg, in conversation with the Canadian Grocer the other day, explained the reason which had induced him to give up a splendid position in the east to start in business for himself in the western metropolis. For years he had charge of the sales of a large manufacturing concern, with particular responsibility for the western territory. He was accustomed to make three or four trips a year to see the more important customers in the west himself and on these trips he was able to sell his goods. Three and four trips a year were all that were necessary.

He found, however, that during the last couple of years there has been accomplished a quiet revolution in buying methods in the west, a revolution which has been hastened by the slight depression of the last year, but which bids fair to be lasting in its effects. Customers who formerly bought in car-lots are not willing to do so any more. They may buy as much during a season as formerly, perhaps more, but they prefer to buy as they require the goods. They are no longer inclined to tie up so much money as formerly in their stock.

For this reason the sales manager in question resigned his position in eastern Canada to become western agent for his firm, and in addition, to handle the goods of some non-competing manufacturers.

FIRM CHANGES AFTER FIRE

Kingston Becoming Important Wholesale Grocery Centre—Personnel of the Firm of W. G. Craig & Co.—Description of a Modern Establishment, Pointing Out the Conveniences.

The Limestone City is rapidly becoming an important wholesale grocery centre for the surrounding district. There are some splendid wholesale grocery stores doing business there, among the number being W. G. Craig & Co., whose establishment not very long ago was destroyed by fire. Rising from its ashes, however, it is again doing business in larger premises than before and with good results.

New blood has been introduced, in the personnel of J. Arthur and W. H. Craig, C.A., nephews of the senior member of the firm, and sons of Jas. Craig, of Kingston. The new premises, which have been secured are situated at the corner of Brock and Ontario Streets, and are convenient and suitable for the work to be done.

Equipped in Modern Manner.

The main building has four storeys, splendid cellars with cement floors, is well lighted and has an electric hoist, and its office accommodation is roomy and airy. It is adjacent to wharfage and the G.T.R., C.P.R., and K. & P.R. freight sheds, and there is a private siding to facilitate the handling of merchandise. In so far as the warehouse is concerned, it is complete in every respect, the new firm have decided to start with an up-to-date equipment, and a capacity to meet the expected increased trade.



W. H. CRAIG,

Accountant for Wholesale Grocery Firm,

The senior partner, W. G. Craig, has had a life-long experience in the wholesale grocery business. He was with John Carruthers & Co., and when A. Gunn & Co. succeeded to the business, he became a member of the firm and remained such until he took over the business himself some thirteen years ago. Mr. Craig is president of the Wholesale Grocers' Exchange of Ontario, is an alderman of several years' standing, and president of Cereals Limited, of Kingston.

New Members' Qualifications.

J. Arthur W. Craig has been connected with W. G. Craig & Co. for the past twelve years, and his experience in the office and as city salesman has given him a thorough knowledge of the business.



W. G. CRAIG,

Senior Member of the Firm and President of the Wholesale Grocers' Exchange of Ontario.

He is an officer in the 14th P.W.O.R., and in him Kingston claims to have the best baritone vocalist in Eastern Ontario. In this connection his services are in great demand.

W. H. Craig has been for the past eight years accountant for Messrs. Fenwick, Hendry & Co., wholesale grocers, of this city. He is a member of the Institute of Chartered Accountants of Ontario, and also an officer in the 14th P.W.O.R. His end of the concern will receive that care and attention which his qualifications indicate, and which is so much appreciated in the business community.

Interested in Church Affairs.

All three members of the firm are of Scotch parentage, and in consequence are Presbyterians, W. G. Craig being an elder, Arthur choirmaster, and W. H. treasurer of St. Andrew's church.

As all the old firm's goods, which were not destroyed by fire, were disposed of to Montreal dealers, W. G. Craig & Co. of to-day start out with everything brand new. Under these circumstances they will no doubt retain the confidence extended to the old firm in the past.



J. ARTHUR W. CRAIG,

A Soldier and City Salesman for W. G. Craig & Co. for Twelve Years.

TRADE NOTES.

The Cobourg Board of Trade held its first annual banquet on Tuesday evening, Jan. 26th.

The Fraser River Canners' Association has been merged into the British Columbia Canners' Association. W. D. Burdis, for many years secretary of the former company, continues as secretary of the enlarged organization, which has its headquarters at Vancouver.

Laporte, Martin & Co., Montreal, have just completed their inventory, and buyers who are looking for opportunities should purchase now. On some lines prices have been reduced in order to reduce stock, while broken lots of staple goods are being offered at greatly reduced prices. It is an opportunity for those who wish to complete their stock with standard products at less than regular market prices.—Advt.

The annual meeting of the Canada Brokerage Company was held at the office, 9 Front Street East, on Wednesday evening, Jan. 27th, at which the annual statement was presented. The following directors were re-elected: W. F. Morley, R. S. Hudson, H. H. Hudson and F. W. Hudson. At a subsequent meeting of the board, F. W. Hudson was re-elected president, and W. F. Morley, vice-president. Those present were well pleased with the satisfactory results obtained, and that the company was able to continue the usual dividends on preferred and common stock, as well as adding to their reserved fund.

DAMAGES AMOUNTED TO $25,000

Federal Court in Florida Town Awards That Amount to Private Individual in His Suit Against Consolidated Grocery Company.

The Journal of Commerce of New York in a recent issue contains the important announcement that the Consolidated Grocery Company of the United States has been fined $25,000, having been found guilty by the Federal Court at Jacksonville, Fla., of compelling John T. Hammond of Jacksonville, to close his business owing to alleged effects of the Association of Grocers' influence with the large producing firms. This case is different from that of the Crown versus Wholesale Grocers' Guild, since in the former the action was brought about by a private individual. Nevertheless it will prove interesting. The Journal of Commerce says.

John T. Hammond, of Jacksonville, Fla., who has been suing the Consolidated Grocery Company et al to prove an alleged combination of wholesale grocers to control prices in restraint of trade in the Federal Court at Jacksonville, Fla., has been awarded $25,000 damages. In view of the suit of Hinton G. Clabaugh vs. J. A. Van Hoose, president of the Southern Wholesale Grocers' Association, which is now pending in the Circuit Court of Jefferson County, Ala., as well as sundry other similar suits in various parts of the country, the case is one of widespread interest.

According to the Florida "Times-Union," published in Jacksonville, Hammond asked damages in the sum of $200,000 against the wholesale grocers in Florida, whom he charged with being members of the association. The list of defendants included the Consolidated Grocery Company, C. W. Bartleson Co., J. H. McLaurin & Co., W. B. Johnson & Co., Baker & Holmes Co. United Grocery Co., Stringfellow Bros. & Co., Hillsborough Grocery Co., Miller & Millard Grocery Co., C. H. Hargraves Co., Jacksonville Grocery Co., McNerny Grocery Co. and the Wright Grocery Co.

Hammond, who began his suit several years ago, alleged that he began a wholesale grocery business at Orlando, Fla., in March, 1905, and that he was compelled to close his business owing to the effects of the association of grocers' influence with the large producing firms. Basing his suit on those allegations, Hammond sought to prove that the combination existed and that it was through its influence that he was forced out of competitive business with other firms, who were members of the association.

The suit brought by Mr. Hammond in the Florida court was quite similar to the one brought by Mr. Clabaugh in Alabama. In his suit Mr. Clabaugh alleges that the Southern Wholesale Grocers' Association, of which Mr. Van Hoose, the defendant, is president, is a combination to control prices and in restraint of trade in violation of the Sherman anti-trust act.

Mr. Clabaugh attended the trial of the Florida case. In a letter to a friend in Birmingham he had the following to say with reference to the case:

In a nutshell, the plaintiff proved beyond all shadow of a doubt that the Southern Wholesale Grocers' Association was an illegal combination and Judge Locke has already stated that he will relieve the jury of the obligation of deciding that and several other facts.

The honorable judge has already stated that he will, in substance, charge the jury that the Southern Wholesale Grocers' Association is an illegal combine, etc., and about all the jury will have to decide is how much damage Hammond is entitled to; how much he actually lost and how much he would have made had he been permitted to continue in business unmolested, in addition to general damages.

Mr. Van Hoose came down to the trial and was a witness.

The evidence introduced showed conclusively the direct active connection between the local associations and the Southern Wholesale Grocers' Association, and Judge Doggett, of the counsel for the defence, was called down by the court for arguing about the prominence of the wholesalers involved and trying to show the organization was justifiable. The court informed counsel that the jury would be charged on that score and to confine his arguments to other points. The court remarked that the speech might sound very well in the halls of Congress, but not in court.

Hammond made an affidavit that he would maintain prices, and counsel for defendants laid great stress on the fact that Hammond had done so and was equally guilty. Hammond also made the statement that his father, who was interested with him, was also interested in the retail business, and the association claimed he was therefore not "entitled" to buy goods from first hands.

The court has ruled the combination is illegal without reference to whether a merchant is a wholesaler, retailer, broker, any two of them or all of them. It simply holds it to be illegal in restraint of trade, fixing prices, etc., and the jury hands in the amount.

Mr. Van Hoose was also asked on the stand whether he was the same Van Hoose who was the defendant in a suit in Birmingham, and he replied that he was and that it was a most iniquitous suit. He said he would easily clear himself. Mr. Van Hoose was asked to explain some of his own documents and statements and "proceedings."

Attorneys for plaintiff laid stress on the fact that they were not trying to convict the wholesale grocers criminally, but merely trying to get just damages.

Mr. Van Hoose was asked if he had heard the result of the case, and replied he had been informed that the jury in the case had returned a verdict awarding the plaintiff $25,000 damages.

When asked if he cared to make any statement relative to the case, Mr. Van Hoose said:

"About all I can say relative to the case is that it will be appealed. In view of the case pending against me in the Jefferson County Court, I cannot discuss the Florida case."

In view of the above it will also be interesting to read the following excerpt from the report of Commissioner H. K. Smith, of the Bureau of Corporations, Washington, D.C., which he submitted to Secretary Strauss of the Department of Commerce and Labor, dealing with combinations and corporations. In his report he says:

In the last five years the country has made great progress in the problem of corporate regulation. As a result of the work already done we are now, I believe, in a position to make a further and very definite advance in our general policy.

Three considerations should guide that advance:

(1) That the real issue is: What are the intent, methods and effect of a given combination or corporation? What a great corporation does and how it does it is of far more practical importance than the mere question whether it is legally a combination or not.

(2) That the first step in such an advance must be to establish a broad system of corporate publicity through a Federal office.

(3) That the system adopted shall provide, as far as possible, a basis for the conference and co-operation of all interests.

There is an irresistible movement toward concentration in business. We must recognize the fact that industrial concentration is already largely accomplished, in spite of general statutory prohibition.

Movement Towards Concentration.

Recognizing these facts, the aim of new legislation should be to regulate, rather than to prohibit, combination. It is an obvious absurdity to attempt to do both at the same time and prohibition has practically failed. Our present law, forbidding all combination, therefore, needs adaptation to the actual facts. It is now inflexible and indiscriminate. It takes no account of the intent, methods and results of combination. It often operates against concerns which are morally and economically beneficial, while its defects admit of its easy evasion by corporations whose purposes and results are largely indefensible. In prohibiting combination agreements it has gone far to drive corporations directly to the most extreme and

complete form of consolidation. In short, as a practical scheme for the handling of the present corporation problem the sweeping prohibition of the anti-trust laws has been altogether unsatisfactory.

If we are to do anything effective with the corporation question we must make an advance on our present legislation. The practical object is to see that business opportunity and the highways of commerce are kept equally open to all; to prevent fraud, special privilege and unfair competition.

To do this we must recognize concentration, supervise it and regulate it. We must do this positively, through an active Federal agency and not merely by the negative prohibitions of penal law. We must have co-operation with corporate interests as far as possible. We must have, of course, effective penal laws against specific forms of unfair competition and the misuse of monopoly powers."

This, it might be stated, is practically what the retailers, the wholesalers and manufacturers are trying to persuade our Government to do and it is something worth the closest of consideration.

PERTH.

February 3.—N. E. Dodd's store, on Gore Street, received a scorching on Sunday afternoon. The fire which was supposed to have started from an old closed-in fireplace, broke out about 3.30 p.m., and before it was extinguished all the stock on the shelves was practically ruined by fire and water. This store was remodelled and a new plate glass front put in just last summer. The insurance will pretty well cover Mr. Dodds' loss.

A. V. McLean is well pleased with his newly established system of accounting.

January trade is reported to have been about average.

The stock of Harry Murray, grocer, was recently purchased by J. T. Conway and W. S. Robertson.

In the issue of the Grocer of Jan. 15th it was stated that Codville Co., wholesale grocers, Winnipeg, were burnt out. This should, of course, have read "Brandon."

SAVING OF $18.

Here is another example of the effect of the advertisements in The Canadian Grocer. Beverly McDonald, grocer of Picton, Ont., states that he purchased a Dayton computing grocer's scale through an advertisement of that company which appeared in The Grocer. He paid $57 for the scale and states that he was just on the point of buying a computing scale of another company and of a similar style for $75. He has thanked The Grocer for thus saving him $18.

WORK FOR CHEAPER SUGAR

Wholesale Grocers in United States Trying to Attain This End—Think the Duty Too High.

A movement is on foot in the United States among the wholesale grocers to work for cheaper sugar. Sugar, it is claimed by men well informed in the trade across the line, pays practically 80 per cent. duty—and it a household necessity—whereas luxuries such as automobiles, pay only 45 per cent. duty.

A paragraph surmounting a circular is being circulated by a committee of wholesale grocers in New York "formed to assist in obtaining cheaper sugar for consumers through reduction of duties on raw and refined sugars." It says:

"Sugar, a household necessity, pays practically 80 per cent. duty. Luxuries, such as automobiles, pay 45 per cent. duty. We desire the greatest good for the greatest number."

"There is no good reason," says the committee, "why this one product should be singled out for such an oppressive tax, which falls chiefly on the farmers and workers of the country. The consumption of sugar by the average family of moderate means is as large as that of the wealthy classes, many of whose luxuries are taxed at much lower rates than this necessity."

The committee enclose with their circular a copy of a statement by Claus A. Spreckels, president of the Federal Sugar Refining Company. Mr. Spreckels said, speaking for himself, he would be perfectly satisfied if free trade in both raw and refined sugar should be finally decided on. "I would, of course, appreciate," he continued, "and I think we are entitled to, a moderate protection on refined sugars, but would prefer absolute free trade to the present schedules, under which the sugar trust is the principal beneficiary and enabled to exact special privileges and conditions on sugars produced in Louisiana and the Hawaiian Islands.

"It is evident," continued Mr. Spreckels "that the country desires a revision of the tariff, and expects a reduction of duties wherever it can be shown to be reasonable, feasible and advantageous. Personally, I take no stock in the old and threadbare theory that the duty on sugar cannot be abolished on account of the Government requiring the revenue, and have full confidence that your committee and the Senate Finance Committee can, after your years of experience, raise the necessary revenue from other sources."

"As far as the production of the domestic sugar is concerned, I claim that beet sugar factories located in proper localities, such as Colorado, California, Utah, Idaho and Oregon, should, and I am informed, can produce granulated sugar at 2½ cents per pound. Of course, if it be the purpose of this Government to impose a tariff which will enable the production of articles in unsuitable localities at the expense of the American public, then an import duty is necessary and will always have to be maintained. As far as Louisiana is concerned, I contend that the Sugar Trust is in a position to seize at its discretion a large share, if not all, of the benefit of the protection granted. As far as our colonies are concerned, they to-day are able to produce sugars in competition with the rest of the world.

Under the circumstances, I believe the sooner our Government reduces and gradually wipes out entirely the duty on sugar the better it will be for the country and all concerned. Of course bearing in mind that the differential afforded refiners should be reduced in proportion to the reduction in duties on raw sugar.

The Chairman—You think the result of that would be that the beet sugar factories east of the Rocky Mountains could not exist in proper localities?

Mr. Spreckels—They are not in their proper localities. If you want to raise beet sugar in Florida, or cane sugar in Michigan, put a tariff of 5c a pound on it, but those are unnatural conditions.

The Chairman—They could not raise cane sugar in Michigan if you put 50c a pound duty on it. What effect would that have on the Louisiana cane sugar; it would put them out of business, would it not?

Mr. Spreckels—I am not so certain about that. They sold their sugars last year on practically the basis of 80c per hundred pounds protection.

Mr. Underwood—What effect would there be upon the business of the refiners of this country if we reduce the tax on sugar one-half a cent a pound?

Mr. Spreckels—I think it would be a great benefit to it, stimulate the trade, stimulate other trades, such as the canning of fruit and preserves; for example, England is the greatest consuming country for sugar per capita in the world. Their consumption per capita is nearly 100 pounds, while in this country it is only 80 pounds. We all know, or think we do, that the English people do not actually consume that sugar. They do not eat as many sweetmeats as the American probably, but they export that to their colonies and to foreign countries in the shape of marmalades, jellies, jams and all sorts of preserves. England does not raise those fruits, but we do. If we have cheaper sugar our fruit can be exported in the shape of these marmalades, jellies and jams.

Mr. Underwood—The present prices that the American Sugar Refining Company pays the Louisiana people and the Hawaiian people is at least one-half a cent under the European cost with the tariff added, is it not: the Hamburg price with the tariff added?

Mr. Spreckels—A little more than one-half a cent—about 0.68 of a cent.

J. Mitchell Jones, who has spent his business career with Andrews, Gillespie & Co., Liverpool, and who for the past four years has been in charge of the Montreal office, has been admitted as a member of the firm.

PROOF OF SELLING AT COST

Interesting Treatise of This Phase of Ink—Thinks Public is Becoming Skeptical—How it Can be Proved to Satisfaction of Buyers.

Getting Rid of Merchandise in Printer's

Printer's Ink of Jan. 13 has the following of interest to the trade: If, when the phrase "Marked Down to Cost" first came into popular use it had been turned over to a board of public utilities and its use restricted and hedged around with difficulties and moral obligations it might still be doing valiant service in emptying the shelves of overstocked merchants and the pockets of eager customers. But long and careless use has dulled the edge of the phrase and the worthy old actor on the advertising stage is back among the chorus while the spot light plays over newer and less familiar soubrettes.

Jones, with child-like faith in the efficacy of the conventional, advertises his sale of dry goods and after a pica explanation of the reason for his sacrifice, remarks in 72-point black face gothic that "everything will be sold at cost." The public having bought much goods and a few chattels at previous sales of this sort, does not grow excited over the remarkable opportunity for buying goods from Jones.

The public is skeptical about the ability of any man to remain profitably in business while selling his goods at cost. The theory involves some propositions in merchandising which the public doesn't understand, and probably doesn't want to. So the fact that goods are sold at cost must be proven.

A merchant in a western town did this by means of his invoices. "Come and see our original bills, read the prices on them and compare them with the prices marked on our goods," read the posters his delivery boy nailed on the walls and telephone poles. It was explained that the invoices on all goods offered in the sale would be posted in the store where everyone would have an opportunity to inspect them and see that goods were actually being sold at cost.

At the store, the show windows were filled with the bills, scattered on the floor of the windows and pasted on the sides. Inside the bills were seen all over the store. When it was possible to do so they were placed near the counter containing the goods listed. A big counter full of shoes was accompanied by the bill on which these shoes were invoiced.

Probably few customers went to the trouble to compare the listed figures. It was not necessary for them to do it because the evident readiness of the merchant for every one to investigate was proof enough that the goods were actually being "sold at cost."

Another merchant made his cost mark public. "I mark all my goods with the cost mark 'white sugar,'" he announced. "At this sale nothing will be sold but by this cost mark." Large newspaper advertisements explained the method of marking cost on goods by letters instead of figures and showed how to tell the cost of goods by means of the cost mark. To make the sale more effective, a number of little cards were printed containing the explanation of the cost marking plan and a key to it. These were distributed to be brought by the customer to the store as an aid in figuring out the cost price.

This plan not only proved popular, but enabled the sale to be put on without the usual work of going over the entire stock of goods and marking new prices thereon.

STEPPING STONES TO SUCCESS.

Persistent Work an Important Feature —Old and New Methods Should be Diligently Studied.

An address on the attainment of success delivered a short time ago by W. F. Tupman at the Merchant Ventures' Technical College, Bristol, is of particular education to grocers and should be read by all with interest. He believes that there is nothing that leads to success better than persistent effort. He says that in all matters appertaining to the grocery and allied trades, as is the case in every calling which demands combination of manual labor intelligently applied together with mental faculties of a high order, keen perceptive powers, and shrewd business acumen generally, there is no royal road to knowledge. Only steady persistent and prolonged effort suplemented by determination to excel can result in the acquisition of that all round type of information, which is imperative to the would-be successful trader of to-day. It is to foster the desire for this information, to render every possible aid in its easy assimilation, and to encourage and assist, by all legitimate means those who desire help to efficiently help themselves that the programme upon which we are just entering has been arranged.

"My sincere hope is that it may prove not only interesting and instructive in itself, but will also, as the session develops exhibit a full measure of practical utility, and that its ultimate end will be not only the stimulation of keener interest and better service on the part of ourselves as assistants; but what is of even greater moment, increased business, and wider public support, to the principal under whom it is our duty to serve.

The Old and the New.

Those who study the trade papers will doubtless have noted the fact that allied traders of a certain school of thought—which we may well designate the old-fashioned—hold the view that Technical Training for grocers' assistants is uncalled for and unnecessary. These gentlemen argue that all the requisite information, and the general knowledge called for can be gathered during the daily routine. With this view it is impossible to concur. The best proof of its fallacy is afforded by the fact that all the keenest men in our business cordially support the idea of supplemental training, and those who have been most successful are profoundly convinced of its high utility.— Not only so, but assistants of the shrewd and thinking type have readily and with profit to themselves eagerly taken advantage of the facilities hitherto proffered, and deplore the fact that the classes were not inaugurated during the period of their early service These facts should carry weight with you.

At the same time, however, care must be taken not to attach too much importance to the theoretical, as compared with the practical side of business training. Certain duties can be outlined here, and hints given as to their efficient performance, and proper carrying out, but the place to learn and practice them is in the shop itself. Ideas can be conveyed to you as to the art of salesmanship, the modes to be adopted in the introduction of certain classes of goods, and full information given as to the constituent parts of the goods themselves. But, none the less, the practical part must, in the main, be necessarily left to yourselves. The efficient assistant; the good all-round man whom some employers aver they find such difficulty in finding; is the one who combines theory and practice in equitable proportion. Not as some cynical would-be philosophers have told us one ounce of the latter is equal to one ton of the former, but a fair half and half blend.

CHANGE IN DISCOUNTS.

Woodenwares, Brushes and Brooms are Affected—Into Force on Jan. 1st.

In common with the general trend of getting business down to a cash basis, or nearly so, the woodenware, brush and broom manufacturers of Canada have issued circulars to the grocery trade reducing the terms and discounts on their products from 60 days net and 1 per cent. 30 days, to 30 days net and 1 per cent. 10 days. The new rate on woodenware came into force on January 1 and that on brooms and brushes on February 1, although one large manufacturer had these new terms in force the greater part of 1908. Practically every manufacturer of woodenware, brooms and brushes now enforces the new terms.

The Toronto fruitmen won in the bowling tournament on Wednesday afternoon against the trundlers of the Retail Grocers' Association, by some 70 or 80 pins. The grocers were up in the A class but the B class lost by a big margin to the B class of the fruiters ranks. The games were played at the Toronto Bowling Club alleys and a pleasant afternoon was spent.

CANNERS NOW IN CONVENTION

Many Visitors in Louisville This Week—Secretary's Report Read—Advances Made Within the Year.

The big canners' convention in Louisville, Ky., opened on Monday, Feb. 1. This is the second annual convention of the National Canners' Association, and that includes as well the National Canned Goods and Dried Fruit Brokers' Association, the Machinery and Supplies Association and the National Food Manufacturers' Association. A Louisville despatch says: From one end of the country to the other have come canners and their allies numbering almost 2,000.

Unlike many previous conventions, this one's activities are centralized in one place—the big armory. Here is a veritable beehive of mechanical development, the large drill shed having been converted into an immense cannery, where almost evry process known to the industry is exemplified by various types of machines. Every new conceit of the inventor, every labor-saving device, every ingenious process of modern development is shown in operation and canners are deeply interested in everything that promotes the advance of their art. The machinery exhibit is said to be the largest and best, and the facilities for display the most complete the association has ever held.

The Louisville reception committee, comprising Leopold Levy (chairman), V. H. Englehard, Fulton Gordon, Louis Hirsch, George R. Ouerbacker and Marc Blakemore, is making itself manifest in many bits of thoughtful courtesy, and the guests are warm in their appreciation of the efforts of the four organizations—the Louisville Commercial Club, the Board of Trade, the Merchants' and Manufacturers' Association and the Retail Merchants' Association—which are playing host with such signal effectiveness.

The report of the secretary-treasurer, Frank E. Gorrell, which was read at the convention on Tuesday showed the uphill character of the work of building up a representative association. He said in part:

"There never has been a time during the year when the office has not felt the embarrassment of poverty. Coming from Cincinnati last winter without enough money to discharge old obligations, the treasurer immediately began a renewed campaign. An examination of the treasurer's account will show that over $400 has been spent in postage. This indicates that over 20,000 pieces of mail have been sent out. A conservative estimate on this basis shows that over 100,000 pieces of literature have gone through the United States mail. We have endeavored in every possible way to present to the canners the importance of our organization and the necessity of their support, and it is gratifying to say that our appeal has not been entirely in vain. Your secretary has also written several thousand personal letters.

"One of the most important early acts of the executive committee was to change the location of the convention from Chicago to Louisville.

"Our great effort of the year was the collection of reliable statistics on the pack of tomatoes, corn and peas. At the meeting of the executive committee held in Chicago on April 4 a committee, consisting of Mr. Orem, chairman, and your secretary, was appointed to consider the advisability of the national association taking up this work. This committee recommended that the same be done, and the executive committee approved.

"As is usual with most experiments, the response at first was not general. An urgent letter brought better results and replies were received from several hundred canners. They, however, formed but a small portion of the whole, and it was necessary to send another letter. Canners by this time were commencing to recognize the value of the work and the probability of its success. Still there were many who held back for one reason or another, and it required numerous communications, in some instances as many as seven or eight, to land the coveted figures. In some localities we found it necessary to cover the ground by special agents, as well as personal reports. The completed work presents an absolutely accurate count as nearly correct as can be possible.

"The collection of these statistics meant three months of the hardest and most exacting kind of work, realizing the value of the same to the trade and desiring that they should be accurate beyond question.

Bureau of Publicity.

"A great many suggestions have been made during the year in regard to a bureau of publicity and your secretary sent out a blank to test public opinion on this question. There were received a flattering number of intelligent letters discussing the subject in all of its phases, and it is believed that if brought about in the proper shape almost every representative canner in the country would be willing to contribute a sum of money for the purpose of intelligently acquainting the public with the uses of his product. Of course, a campaign of education would mean that only truthful labels could be used. I know of nothing more calculated to harm our interests than for a consumer to buy a tin can with the picture of a red-ripe luscious mushy peeling and two handfuls of juice on the inside.

Benefits of Trade Papers.

"If the association has accomplished any decided good this year it should give the proper credit to the trade papers, who have labored unselfishly for the cause. The president has already thanked each one personally, but the secretary cannot refrain from also adding a word of praise. We look forward to still greater good next year and commend our successors to the trade papers for inspiration and assistance."

Canned Goods Association.

In addressing the convention on Tuesday, President Walter A. Frost, of Chicago, of the Canned Goods and Dried Fruit Brokers' Association, called attention to the need of a broader co-operation between canners on the one side and jobbers and the Government on the other. He spoke substantially as follows:

It is impossible to correctly estimate the value of these conventions to the canning industry of the country. The bringing together of the people engaged in any industry for a free exchange of ideas must result in great good to that industry. In addition to this the canners in convention have had put before them all the new mechanical appliances demonstrated in a practical way, enabling them to keep pace with new methods at a comparatively small expenditure of time and money.

The value of organized effort is too clearly apparent to everyone to need comment. The National Canners' Association has only been put on its present basis by careful thought and hard work. To bring forth the results that will benefit every canner it needs and must have the support of every one of you; not only moral support, but financial. The benefits that can be obtained by such support are well demonstrated by the results that have crowned the efforts of the officers of the Wholesale Grocers' Association.

A closer union and a better understanding between the Canners' and Brokers' Associations represented in this convention and the Wholesale Grocers' Association, is very much needed. There are many evils now existing that can be corrected by joint action, and I believe that when these conditions are fully understood by all a fair solution to any question that arises will be found and adopted.

The Wholesale Grocers' Association, while one of the youngest organizations of any interested in the canned goods business, is the best equipped. In all matters concerning the marketing of canned goods that need adjusting, I believe it is the disposition of the jobber to be perfectly fair. Naturally, he looks at the question from his standpoint and is at times, inclined to ask concessions that are not fair to canners and brokers. In order that the canners and brokers may be fully protected you should be equally as well organized and give your officers the backing necessary to enable them to maintain their position. Many of you who are members and pay your dues still do not give them your active support, and it is that actual support that is essential to their success.

Markets and Market Notes

SEE ALSO PROVISIONS, CEREALS AND FRUIT VEGETABLES AND FISH DEPARTMENTS, ON PAGES FOLLOWING.

QUEBEC MARKETS

POINTERS—

Vegetables—Small advance.
Fish—Steady, and in good supply.
Fruit—Advanced.
Sugar—Firm undertone.
Provisions—Live hogs advanced 25c per 100 lbs.
Beans—Advanced 10c.
Cheese—Steady.
Butter—Steady.
Provisions—Advanced.

Montreal, Feb. 3.

Travelers returning to the city report conditions in the country showing a very marked improvement. This fact however, is not largely reflected in the volume of trade passing between the wholesale and retail trade, which is explained by the fact, that many retailers are going along with more caution this year. Last year they found themselves overstocked, and they do not intend to repeat this mistake. In this way, retailers are working off, what remains of their old stock, and are not incurring large obligations. To a great extent, this policy of retrenchment is being followed by the large wholesalers also. Collections have been fairly good, during the week, some firms report the liquidation of old debts and prompt meeting of current expenses. The market has not shown many changes during the week. In spite of the fact that vegetables are arriving in greater quantity, from the South, the market is slightly stronger this week. Onions are decidedly scarce. The close approach of the Lenten season is speeding up the fish market somewhat, and practically all lines are in good supply. A good fish trade is expected during the Lenten season. The recent drop in flour has helped the market considerably, so far as demand is concerned, which has increased largely. Sugar is strong at the recent rise. Fruits are a shade stronger, and distributing demand is good. Barbadoes molasses continues strong, with prices well maintained. The scarcity of molasses has stimulated the syrup situation somewhat. Sugar is in better demand, notwithstanding the recent advance. Buyers have been reminded, that the price of sugar is very low, and many are hastening to cover their requirements.

Provisions continue strong, owing to a recent advance in the live hog market of 25c per 100 lbs. Tea and coffee are selling steadily. Evaporated apples are maintaining a strong position, owing to scarcity, and good demand. Dried fruits with the exception of raisins, are somewhat neglected. Beans have advanced again, owing to scarcity. Storage eggs are practically exhausted and new laids are increasing slowly in size of receipts. Butter is steady and unchanged in price. Steadiness marks the cheese market with limited export demand.

SUGAR—The sugar situation is strong. The late advance of 10c per 100 pounds has stimulated business, and buyers are taking more interest in the market. Prices have been fully maintained.

Granulated, bbls	$4 50
" ½-bbls	4 65
" bags	4 45
" Imperial	4 20
" Beaver	4 00
Paris lump, boxes, 100 lbs	5 35
" " 50 lbs	5 45
" 25 lbs	5 65
Crystal diamonds, bbls	5 45
" " 100 lb. boxes	5 65
" " 50 lb. "	5 75
" " 25 lb. "	6 35
" " 5 lb. cartoons	0 40
Extra ground, bbls	4 90
" " 50-lb. boxes	5 10
" " 25-lb. boxes	5 30
Powdered, bbls	4 70
" 50-lb. boxes	4 90
Phoenix	4 05
Bright coffee	4 00
No. 3 yellow	3 90
No. 2 "	3 80
No. 1 " bbls	4 10
No. 1 " bags	4 05

SYRUPS AND MOLASSES—The recent rise in Barbadoes has stimulated the demand for syrups. No further advances, in the molasses market, have taken place, prices having been maintained strongly, at the new level. Syrups are in good demand.

Barbadoes, in puncheons	0 42
" in barrels	0 44½
" in half-barrels	0 45½
" fancy	0 47
New Orleans	0 22 0 35
Antigua	0 30
Porto Rico	0 47
Corn syrups, bbls	0 03½
" ½-bbls	0 03¾
" ¼-bbls	0 03
" 38½ lb pails	1 75
" 25 lb pails	1 25
Cases, 2 lb tins, 2 doz per case	2 40
" 5-lb. " 1 doz. "	2 75
" 10-lb. " ½ doz. "	2 65
" 20-lb. " ¼ doz. "	2 60

MAPLE PRODUCTS—Dull and featureless.

Compound maple syrup, per lb	0 04½ 0 05
Pure Townships sugar, per lb	0 06 0 07
Pure syrup, 8½ lb. tin	0 60 0 65

TEA—For some time buyers have been confining their attention to the lower grade teas, of which they have been buying sparingly. This, however, has changed during the week, and there has sprung up a healthy trade, which has embraced all lines generally, both as regards price and variety.

Choicest	0 38 0 45
Choice	0 32 0 37
Japans—Fine	0 27 0 30
Medium	0 22 0 23
Good common	0 21 0 22
Common	0 19 0 21
Ceylon—Broken Orange Pekoe	0 20 0 36
Pekoes	0 19 0 20
Pekoe Souchongs	0 19 0 20
India—Pekoe Souchongs	0 17½ 0 18
Ceylon greens—Young Hysons	0 19 0 25
Hysons	0 18 0 20
Gunpowders	0 17 0 25
China greens—Pingsuey gunpowder, low grade	0 12½ 0 16
" " pea leaf	0 19 0 27
" " pinhead	0 30 0 45

COFFEE—A good steady demand for coffees is reported, and no changes in quotations.

Mocha	0 18½ 0 25
Rio, No. 7	0 09 0 11
Santos	0 12 0 15

DRIED FRUITS—With the exception of raisins, not much interest is being taken in the market. No changes in prices.

Figs—	
Bag figs	0 03½ 0 05
Tapnets	0 03½ 0 05
Elemes	0 08 0 14
Dates—	
Hallowees, per lb	0 05 0 06
Sairs, per lb	0 05
Malaga Raisins—	
London layers	2 25
"Connoisseur Clusters"	2 50
" ½-box	0 75
"Royal Buckingham Clusters," ½-boxes	1 30
" boxes	4 75
"Excelsior Windsor Clusters"	5 75
" ¼s	1 60
Australian raisins	0 07 0 08
California Raisins—	
Fancy seeded, 1-lb. pkgs	0 09 0 10
Choice seeded, 1-lb. pkgs	0 08½ 0 09½
Loose muscatels 3 crown	0 08 0 09
" " 4 crown	0 09 0 10
California Evaporated Fruits—	
Apricots, per lb	0 12 0 15
Peaches, "	0 11 0 15
Pears, "	0 13 0 14
Prunes—	per lb.
Prunes 25-lb. boxes, 30-40s	0 10 0 12
" " " 40-50s	0 09 0 10
" " " 50-60s	0 08½ 0 10
" " " 60-70s	0 07 0 10
" " " 90-100s	0 07
Currants, fine filiatras	0 06½ 0 07
" Patras	0 08 0 08½
" Vostizzas	0 09 0 09½

SPICES—A fairly good trade prevails in all lines. No changes in quotations.

	Per lb.
Peppers, black	0 14 0 20
" white	0 20 0 27
Ginger, whole	0 18 0 20
" Cochin	0 17 0 20
Cloves, whole	0 17 0 30
Cloves, ground	0 20 0 25
Cream of tartar	0 23 0 32
Allspice	0 12 0 15
Nutmegs	0 30 0 60
Cinnamon, ground	0 15 0 19
" whole	0 14 0 16

RICE AND TAPIOCA—Rice has shown greater signs of life during the week than for some time. Tapioca remains dull and featureless.

BEANS AND PEAS—The bean market has increased 10c owing to advancing market in the country. Peas are steady and unchanged.

Ontario, pickers	1 50 2 00
Peas, boiling	1 35 1 40

EVAPORATED APPLES—Demand continues good, and prices have been fully maintained.

Evaporated apples, new	0 08 0 08½

FURS—The fur market is steady with prices unchanged. Trade passing is good.

Mink	5 00 6 50
Marten, pale	4 00 6 00
" dark	8 00 20 00
Fox, red	2 50 4 50
Lynx	5 00 12 00
Otter	15 0 25 00
Fisher	5 00 9 00
Weasel	0 25 0 35
Muskrat	0 15 0 25
Canadian coon	0 75 1 25
Skunk	0 40 1 25
Bear, large	8 00 10 00
" small	3 00 5 00

London, Ont., has it that the McCormick Manufacturing Company will build a new factory there on Adelaide Street.

CANNED GOODS

MONTREAL.—Demand for vegetables continues good. Fruit is in fair demand. Canned fish is beginning to move more freely, owing to the close approach of Lent. Canned meats are neglected.

TORONTO.—Trade in canned goods on the local market is quiet as yet, but it is expected that a good movement will take place within the next couple of weeks, particularly in fish and fruit.

FRUITS.

	per doz. Group 1.	Per doz. Group 2.
Apples, 3's standard	$1.00	$ .95
" 3's preserved	1.45	1.40
" gals, standard	2.55	2.50
" gals. preserved	4.00	3.95
Blueberries, 2's standard	1.20	1.15
" 2's preserved	1.70	1.65
" gals. standard	5.05	5.00
Cherries, red, pitted, 2's	1.95	1.90
" red, not pitted, 2's	1.55	1.50
" red, not pitted, gals	6.50	
" red, pitted, gals	8.00	
" black, pitted, 2's	1.95	1.90
" black, not pitted, 2's	1.55	1.50
" white, pitted, 2's	2.05	2.00
" white, not pitted, 2's	1.65	1.60
Grapes, white, Niagara, 2's, psvd.	1.45	1.40
" white, Niagara, gals, std.	3.55	3.50
Lawtonberries, 2's, heavy syrup	1.95	1.90
" 2's, preserved	2.20	2.15
" gals, standard	7.55	7.50
Currants, red, 2's, heavy syrup	195	1.90
" red, 2's, preserved	2.20	2.15
" red, gals, standard		5.00
" red, gals, solid pack		7.00
" black, 2's, heavy syrup	1.95	1.90
" black, 2's, preserved	2.20	2.15
" black, gals, standard		5.25
" black, gals, solid pack		8.00
Plums, Damson, 2's, light syrup	1.00	.95
" Damson, 3's, light syrup	1.40	1.35
" Damson, 2's, heavy syrup	1.15	1.10
" Damson, 2½'s, heavy syrup	1.80	1.75
" Damson, 3's, heavy syrup	1.90	1.85
" Damson, gals, standard	2.90	2.85
" Lombard, 2's, light syrup	1.00	.95
" Lombard, 3's, light syrup	1.45	1.40
" Lombard, 2's, heavy syrup	1.20	1.15
" Lombard, 2½'s, heavy syrup.	1.85	1.80
" Lombard, 3's, heavy syrup	1.95	1.90
" Lombard, gals, standard	3.05	3.00
" Green Gage, 2's, light syrup.	1.40	1.35
" Green Gage, 2's, heavy syrup.	1.55	1.50
" Green Gage, 2½'s, hvy. syrup	1.85	1.80
" Green Gage, 3's, heavy syrup	2.05	2.00
" Green Gage, 3's, light syrup	1.85	1.80
" Green Gage, gals, standard.	4.05	4.00
" Egg, 2's, heavy syrup	1.55	1.50
" Egg, 2½'s, heavy syrup	1.85	1.80
" Egg, 3's, heavy syrup	2.05	2.00
Rhubarb, 2's, preserved	1.80	1.75
" 3's, preserved	2.45	2.40
" gals, preserved	3.30	3.25
Strawberries, 2's, heavy syrup	1.95	1.90
" 2's, preserved	2.20	2.15
" gals, standard	7.05	7.00
" gals, solid pack	9.80	9.75
Raspberries, red, 2's, heavy syrup	1.95	1.90
" red, 2's, preserved	2.20	2.15
" red, gals, standard	7.05	7.00
" red, gals, solid pack	9.80	9.75
" black, 2's, heavy syrup.	1.95	1.90
" black, 2's, preserved	2.20	2.15
" black, gals, standard	7.05	7.00
" black, gals, solid pack	9.80	9.75
Peaches, yellow, 1½'s, flats	1.70	1.65
" yellow, 2's	1.95	1.90
" yellow, 2½'s	2.65	2.60
" yellow, 3's	3.05	3.00
" yellow, 3's, whole	2.30	2.25
" white, 2's	1.85	1.80
" white, 2½'s	2.55	2.50
" white, 3's	2.80	2.75
" pie, not peeled, 3's	1.45	1.40
" pie, not peeled, gals	4.30	4.25
" pie, peeled, gals	6.05	6.00
" assorted pie fruits, gals...	(add 5 p.c.)	
Pears, 2's, Flemish Beauty	1.70	1.65
" 2½'s, Flemish Beauty	2.00	1.95
" 3's, Flemish Beauty	2.15	2.10
" 2's, Bartletts	1.90	1.85
" 2½'s, Bartletts	2.20	2.15
" 3's, Bartletts	2.35	2.30
" pie, not peeled, 3's	1.30	1.25
" pie, peeled, gals	4.05	4.00
" pie, not peeled, gals	3.55	3.50
" 2's, light syrup, "Globe"		1.25
" 3's, light syrup		1.85
Gooseberries, 2's, heavy syrup	2.15	2.10
" 2's, preserved	2.40	2.35
" gals, standard		6.00
" gals, solid pack		8.00
Pineapple, 2's, sliced	1.95	1.90
" 2's, do. grated	1.95	1.90
" 2½'s, do, whole	2.45	2.40

VEGETABLES.

Corn, 2's	.90	.85
Corn on Cob, gals		4.50
Peas, No. 1 extra fine, sifted, 1's	1.12½	1.07½
" No. 4 standards, 2's	.82½	.77½
" No. 3 Early June, 2's	.87½	.82½
" No. 2 Sweet Wrinkle, 2's	.97½	.92½
" No. 1 extra fine, sifted, 2's	1.42½	1.37½
" No. 4, gals	3.77½	3.72½
Tomatoes, 2's	90	.85
" 3's	1.00	.95
" gals	3.30	3.25
Beans, golden wax, midget, 2's Auto	1.25	
" golden wax, midget, 2's	.90	.85
" golden wax midget, 3's	1.40	1.35
" golden wax, midget, gals	4.05	4.00
" Refugee or Valentine (green)	.90	.85
" " " "	1.40	1.35
" Refugee, midget, "Auto", 2's	1.25	
" Crystal wax, 2's	1.00	.95
" Red Kidney, 2's	1.00	.95
" Lima, 2's	1.30	1.25
Pumpkin, 3's	.85	.80
" gals	2.80	2.75
Table Spinach, 2's	1.30	1.25
" 3's	1.85	1.80
" gals	5.05	5.00
Succotash, 2's	1.20	1.15
Squash, 3's	1.15	1.10
" gals	3.55	3.50
Carrots, 2's	1.00	.95
" 3's	1.10	1.05
Cabbage, 3's	.95	.90
Cauliflower, 2's	1.50	1.45
" 3's	1.90	1.85
Parsnips, 2's	1.00	.95
" 3's	1.10	1.05
Turnips, 3's	1.00	.95
Beets, sliced, br, "Simcoe," 2's		.95
" sliced, br, "Simcoe," 2's		.95
" whole, br, "Simcoe," 2's		.95
" whole, br, "Rosebud," 2's		1.15
" sliced, br, "Simcoe," 3's		1.25
" whole, br, "Simcoe," 3's		1.25
" whole, br, "Rosebud," 3's		1.40

The express companies seem to be desirous of having the question of rates on fruit settled from the fact that they have made a proposal for a conference with the fruit men at St. Catharines. The date of the conference has not been decided as yet, but if satisfactory arrangements to the interested parties can be made it will likely be held soon.

ONTARIO MARKETS.

POINTERS—

Molasses—Market is firm.

Peels—Market unsettled.

Olives—Rapid advances.

Currants—Advance expected.

Beans—Prices go up.

Toronto, Feb. 4.

This week's market brings forth some interesting features. No further fluctuation has occurred in sugar, the market being steady but quiet. The molasses market is very firm, the demand being particularly good but syrups are rather quiet.

The olive and olive oil markets are interesting. They have been soaring for some time, as will be observed from the fact that the best Queen olives produced in the Seville district, Spain, are more than 100 per cent. higher now than at this time last year, and about 40 per cent. higher than a short time ago. The reason is the scarcity. Advices from Spain show that the production of good Queen olives only amounts to 500 casks or 80,000 gallons, which is only about 20 per cent. of the average.

The olives for the manufacture of olive oil are grown principally in southern Italy and in Sicily. The crops there have not been good and prices have been going up.

The peel situation is also very unsettled. The cause of this is the Sicilian earthquake and the uncertainty of the shipments of lemons. England imports lemons, citrons, etc., and manufactures the peel which we use in Canada and English manufacturers have cancelled their prices altogether on account of the chaotic state of affairs. Prices should advance. Citron and orange peels will go up in sympathy with the lemon peel market.

A scarcity of beans in the United States has had the effect of advancing prices slightly here.

A splendid trade in Easter goods for grocery and confectionery stores is reported and the general impression is that business is much better than last year at this time. Prospects for the future appear to be bright.

SUGAR—Nothing that can be considered as a feature has occurred in this market since the advance announced last week. The market is quiet and steady and so far as can be seen there are no natural reasons why any change should occur in the near future. Since last

week a new sugar has been placed on the market by the St. Lawrence Sugar Refining Co., known as the St. Lawrence Crystal Diamond Dominos. It is especially made for coffee and put up in five-pound boxes only, the sugar being in the form of a rectangular solid.

"Crystal Diamonds," barrels	5 75
" " half barrels	5 85
" " boxes, 100 lbs	5 95
" " 50 lbs	6 05
" " 25 lbs	6 25
" " 5-lb. cartons, boxes 100 lbs	6 10
St. Lawrence Crystal Diamond Dominos, 5 lb. cts	6 10
Paris lumps, in 50-lb. boxes	5 65
" in 100-lb. "	5 55
" in 25-lb. boxes	5 85
St. Lawrence granulated, barrels	4 60
Beaver granulated, bags only	4 30
Redpath extra granulated	4 60
Imperial granulated	4 30
Acadia granulated, (bags and barrels)	4 40
Wallaceburg	4 40
St. Lawrence Golden bbls	4 20
Bright coffee	4 50
No. 2 yellow	4 40
No. 2 "	4 30
No. 1 "	4 20
Red Seal	7 10
Granulated and yellow, 100-lb. bags 5c. less than bbls.	

good. There is nothing special regarding the syrups.

Syrups—		
Medium	0 30	0 35
Bright	0 40	0 45
	Per case.	
2 lb. Tins, 2 doz. in case		2 40
5 " " "		2 75
10 " " "		2 85
20 " " "		2 60
Barrels		0 03½
Half Barrels		0 03¾
Quarter "		0 03¾
Pails, 30 lbs. each		1 75
" 25 " "		1 25
Maple syrup—		
Gallons, 6 to case		4 50
" 12 "		4 80
Quarts, 24 "		4 80
Pints, 24 "		2 50
Molasses—		
New Orleans, medium	0 30	0 35
" bbls	0 28	0 30
Barbadoes, extra fancy		0 45
Porto Rico	0 45	0 60
West Indian	0 31	0 73

TEA—At the present time the tea trade is rather quiet. Towards the end of last week it was much better, so one firm stated, as it sold a considerable quantity in British Columbia. The tendency to purchase higher grade teas on the part of the consumer is still manifest. Few 25c package teas are now on the market, although quantities are being sold at that price in bulk.

COFFEE—There is little local demand for coffee at present, the market being about the average. Advices from Mexico state that the Salvador and

SYRUPS AND MOLASSES — The market this week in molasses is firm, the demand being more than usually Guatemala crops have made an increase of about 100,000 bags this season over last. Brazil is, however, the great coffee producing country.

DRIED FRUITS—There is an improvement in this market in many respects. Prunes are not very active but a strong market is predicted for them. They are more widely sought in the five months beginning with March, as at that time people want a change from meat and prunes are splendid food. In the northern districts they are in good demand. The market in apricots and dried peaches is also firm. Advices from Greece indicate stiffer prices for currants may be looked for. The market in peels is in a sort of a chaotic state just at present. English manufacturers will not quote prices.

Prunes—			Per lb.	
30-40's, 25-lb. boxes				0 10½
40-50's, 25-lb. boxes				0 09½
50-60's, " "				0 08½
60-70's, " "				0 08½
60-70's, 50-lb. boxes				0 08½
80-90 " "				0 07½
90-100, " "				0 07
Apricots—				
Choice, 25-lb boxes				0 12½
Fancy, " "				0 16
Candied and Drained Peels—				
Lemon	0 10	0 11	Citron	0 17 0 20
Orange	0 10½	0 12		
Figs—				
Elemes, per lb				0 08 0 10
Tapnets, "				0 03½ 0 04
Bag Figs				0 03½ 0 04
Dried peaches				0 10 0 10½
Currants—				
Fine Filistras	0 06½	0 07	Vostizzas	0 08½ 0 09
Patras	0 08	0 08½		
Uncleaned, ½c less.				
Raisins—				
Sultana				0 07½ 0 09
" Fancy				0 11 0 12½
" Extra fancy				0 14 0 15
Valencias				0 05½ 0 06
Seeded, 1-lb packets, fancy				0 09½ 0 10
" 16 oz. packets, choice				0 09½
" 12 oz. " "				0 08
Dates—				
Hallowees	0 05½	0 06	Fards choicest	0 08 0 08½
Sairs	0 05		" choice	0 07½

NUTS—There is still some demand for shelled nuts, walnuts being rather active. Local brokers have received advices from France of a possibility of higher prices shortly in walnuts.

Almonds, Formigetta		0 12½
" Tarragona		0 13
Walnuts, Grenoble		0 14
" Bordeaux		0 11
" Marbots		0 12
Filberts		0 10
Pecans	0 16	0 18
razils		0 15
eanuts	0 10	0 12

RICE AND TAPIOCA—The regular demand is still maintained in rice and tapioca. Shipments are made about April and nothing particular is expected prior to that time.

	Per lb.	
Rice, stand. B	0 03½	0 03
Rangoon	0 03¾	0 03¾
Patna	0 05½	0 05¾
Japan	0 05¾	0 06½
Java	0 06	0 07
Sago	0 05	0 06
Seed tapioca		0 06
Tapioca, medium pearl		0 04½

SPICES—This market remains quiet. The reported shortage of the ginger crop in Jamaica has as yet had no effect on the prices of this spice.

Peppers, blk pure	0 14	0 20
" white pure	0 22	0 30
" whole, black		0 18
" whole, white		0 28
Ginger	0 18	0 25
Cinnamon	0 25	0 40
Nutmeg	0 35	0 90
Cloves, whole	0 25	0 35
Cream of tartar	0 22	0 25
Allspice	0 16	0 19
" whole	0 17	0 20
Mace ground	0 80	0 90
Mixed pickling spices, whole	15	0 20
Cassia, whole	0 20	0 25

BEANS—During the week there has been an advance in the price of beans. This has been due to the advance in New York and the local market has gone up in sympathy. A demand for Canadian beans by the United States may follow.

Beans, prime No. 1, "	1 90	2 00
" Lima, per lb		0 07½

EVAPORATED APPLES—The demand for evaporated apples has been good and the market is strong.

Evaporated apples	0	07½

GAMES IN HOCKEY LEAGUE.

During the past week two games have been played in the Wholesale Grocers' Hockey League. Last Friday night Brokers I won from T. Kinnear & Co. by a score of 11 to 10, the winning goal being tallied in overtime. The teams were:

Brokers I—Goal, Ferguson; point, Oliver; coverpoint, Webber; centre, Lynn; left wing, May; right wing, Thompson.

T. Kinnear & Co.—Goal, Telford; point, Mains; coverpoint, Kinnear; centre, Mark; forwards, Rennie and Dickey.

Referee—W. Lumbers.

Brokers II. were to have played Eby-Blain Co.'s team last night, but the latter won the game by default.

On Monday night the H. P. Eckardt & Co.'s sextette won from T. Kinnear & Co. in a good close game. The losers at one time were ahead 4—2. The score was 5 to 4, the winning talley being notched in the last few minutes of play. The teams were:

H. P. Eckardt & Co.—Goal, Joyce; point, G. Wilkinson; cover, Brown; centre, Thompson; right wing, Cowan; left wing, F. Wilkinson.

T. Kinnear & Co.—Goal, Telford; point, Mains; coverpoint. Kinnear; centre, Mark; forward, Rennie.

Referee—H. Lambe.

GIVE THE TRAVELER A HEARING.

"Yes sir, the man who refuses to see a traveler makes a mistake every time if he will look at the matter in a calm reflective light," said the manager of a large establishment to the Canadian Grocer this week. "I believe he can get pointers, even if he is stocked up with goods and does not need anything, that will well repay him for the time taken up in conversation or in looking over samples.

A traveler called on me some weeks ago. I was pretty busy, so when he asked me how my supply of globes was I pointed to my stock and replied that I was stocked up to the neck. "Well," he added, "I would like to have you look at my samples." I hesitated but finally said that I would give him a few minutes.

In getting the prices I learned more about buying and the prevalent quotations than I had for months past. I found that he was twenty per cent. lower than what I had been paying even under the most favorable arrangement. "Are these your regular prices," I asked, and he assured me that they were. I knew that a glass combine had existed on the other side but I was not aware that his house had broken away from it. The representative added that the bottom would soon drop out of the whole affair and I found that he was right.

I firmly believe that goods well bought are half sold as I have found it true in my experience. Yes, sir, time spent with travelers often repays you in many ways and I always make it a point to give them a friendly reception no matter whether I am stocked up with goods or not," concluded the jobber.

Governments Refuse to Own Elevators

Western Legislators Say it is Unconstitutional—Formal Opening of Moose Jaw's Big Flour Mill—Important Winnipeg Real Estate Deal—Potatoes Frost-Bitten and Prices Soar—Condition of the Wheat Market—The Situation in the West.

The Western Viewpoint, by our Special Correspondent.

Winnipeg, Feb. 3.—The most important event, commercially, of the week was the final decision handed out by the Premiers of the three Provinces of Manitoba, Saskatchewan and Alberta, on the question of provincial Government ownership of interior elevators. The decision was made public on the 30th instant, and it has been awaited with no little interest and anxiety. The Grain Growers Associations that had called for this very radical change in the handling of the chief industry of the West seemed very confident that their demands would be acceded to in a measure at least, but they were doomed to disappointment. It is whispered that not a few of the line elevator companies that are finding little profit in their houses were somewhat disappointed also.

In brief, the decision was an emphatic refusal of the demands of the grain growers, based, of course, on constitutional grounds. The Premiers declined to act in accordance with the wishes of the grain growers on the grounds that they deemed it necessary to secure an absolute monopoly of the grain trade in order to insure the success of such a great governmental undertaking, involving the estimated expenditure of from seven to ten million dollars. To create such a monopoly would be unconstitutional under the British North America Act. In explaining their position the Premiers state that the consideration of unusually grave and complicated questions, constitutional, financial and legislative, are involved, and that unless the British North America Act is amended to give them the powers already alluded to, the Government ownership of elevators might "fail and prove futile, and possibly be followed with disastrous results."

In this decision there is no doubt the Premiers have, to a certain extent, side-stepped the question, as there is no absolute proof that a complete monopoly of the powers specified is necessary, and indeed the Grain Growers' Association stoutly maintain that it is not. But outside the ranks of the more rabid of the grain growers it is not likely that the Premiers will be at all severely criticised for at least gaining time for a more full and lengthy discussion of the whole question.

It is not to be supposed for a moment that the question has been disposed of, but at least it has been given a hoist that will give time for the collating, sifting and discussing of evidence in connection with such a project before the country is committed to costly and perhaps wholly impractical legislation whereby existing trade relations with Great Britain might be seriously impaired.

New Stock Exchange.

Promptly at 10.30 on Monday morning in a room of the Winnipeg Grain Exchange Building, the first call on the long talked of Winnipeg Stock Exchange was given. The charter for this exchange was obtained some years ago by A. M. Nanton, Hugh Sutherland, J. T. Gordon, M.P.P., of Winnipeg, C. E. Lewis, of Minneapolis, H. H. Beck, of Toronto, and R. H. Agur, of British Columbia.

The opening of such an exchange was talked of from time to time, and two years ago W. Sanford Evans, now Mayor of Winnipeg, took the matter up in an active manner and collated a large amount of data which was finally laid before an organization meeting. It had been the intention to open the exchange about the time the new Grain Exchange building was opened, and offices were secured for that purpose, but many matters lead to delay. Finally the date of opening has been definitely fixed for Monday morning, Feb. 1st, at 10.30, and from that time on the Winnipeg Stock Exchange will be open for the transaction of business on every working day from that hour until 12 noon, when the exchange will be formally closed. As the exchange develops the hours will be extended, but for a time at least it is felt that an hour and a half daily will be sufficient for the transaction of business. There will, however, be an unlisted department of the exchange, which will somewhat resemble the curb section of the grain exchange, in which trading can be done at any hour of the day.

Listed Stocks.

Many inquiries have been received from local organizations with stock to list, but the only stocks formally listed at the opening on Monday were:

Winnipeg Street Railway, Canadian Pacific Railway, Canadian Fire Insurance, Great West Life, Canada Landed and National, Northern Trusts.

Before the end of the first week it is expected that this list will be more than doubled.

The Membership.

The membership of this exchange is limited to 24. There were 12 charter members and four others have been elected since; this makes 16, so that there are only 8 memberships to be filled and it is understood that there are about 150 applications on the waiting list. The price of membership is $200, and it has been decided to only consider applications from active resident brokers, as it is felt that such men will be most helpful in promoting the business of the exchange.

The officers of the stock exchange are:—A. M. Nanton, chairman; H. T. Champion, vice-chairman; W. Sanford Evans, secretary-treasurer; W. R. Allan, Hugh Sutherland and R. T. Riley, managers.

The active work of the trading room will be conducted by Angus Purkis Cameron, assistant secretary-treasurer. Mr. Cameron is a son of D. M. Cameron, of the Inland Revenue Department, Hamilton, Ont., and has been resident in the city about three years. Since Mr. Evans has been associated with the organization of the stock exchange Mr. Cameron has acted as his secretary, and is thoroughly conversant with the preliminary work.

List of Members.

The list of members, in addition to those already quoted, contains the following names:—J. T. Gordon, R. H. Agur, H. H. Beck, C. E. Lewis, G. R. Crowe, Arthur Wickson; Hugh Ross, W. J. Christie, W. T. Kirby and T. R. Billet.

Mills and Flour Trade.

The Saskatchewan Flour Mills Company, of Moosejaw, opened their new mill during the past week and the event was marked by a grand banquet tendered by the Board of Trade to the owners and employees of the mill. Up to the present time Moosejaw has had a mill with a 200 barrel capacity. This was bought out by the present company and practically rebuilt into a splendid modern 1,000 barrel mill. There are two elevators in connection with it, with a combined capacity of 175 to 180 thousand bushels. In addition to the mill proper there is a fine modern packing house and oatmeal mill.

The enormous number of homesteads taken up in the Moosejaw district during the past year, and the general increase in wheat growing on the Moosejaw plains indicates the possibilities of Moosejaw as a milling centre, so that the opening of the present mill is not only regarded as important in itself, but also as an augury for the future.

The Western Canada Flour Mills, Ltd., had its new issue of stock officially listed on the London Stock Exchange, and a large portion of the £225,000 six per cent. first mortgage 20 year sinking fund sterling bonds have been taken by British investors.

Movement of Real Estate.

The most important real estate transaction of the week was the purchase by T. D. J. Farmer, of Hamilton, Ont., of 98 feet on the east side of Main Street, immediately south of the site on the southeast corner of Portage Avenue and Main Street, recently acquired by the Bank of Montreal for their new western headquarters. The property bought by Mr. Farmer is at present occupied by the O'Connor Hotel, a very ramshackle place, but quite a famous hostelry of the olden days. The Bank of Montreal are getting out most elaborate plans for their new building, and as soon as these are completed and the style of the building definitely decided upon, Mr. Farmer will have plans drafted for an office building, to be erected on his property, that will be, in all essentials, in keeping with the bank building and also with the National Trusts building which bounds his property on the south. The property purchased by Mr. Farmer has a depth of 155 feet to a lane. The

price paid for the property was $2,000 per front foot, or a total of $196,000.

The Potato Situation.

There has been a sudden and sharp advance in the price of potatoes on the Winnipeg market. This is due to an unexpected demand from both British Columbia and Alberta. The extremely cold weather of the early part of January caught the potato men of British Columbia and Alberta napping, and many thousands of bushels of potatoes were frosted. During the past week three car lots were shipped to Vancouver, B.C.; three more cars are on the way, and ten cars have been ordered for Calgary. The Manitoba and Saskatchewan crops were not so heavy as usual and these demands from unexpected quarters will go far to make the farmers with cellars full of "murphies" rejoice, as prices are liable to go very much higher. Purchases made during the past week were at the rate of 65 to 70 in carlots, track, Winnipeg. Potatoes in the United States immediately to the south are dearer than our own, so that when a 30 per cent. duty and the freight charges are added there will not be much relief from that source.

Range Cattle in Good Shape.

Mr. Ryan, of Ryan & Fares, has just returned from an extended trip returned from from an extended trip through Alberta and reports that he has never seen the range cattle and horses looking better. The fall and early winter were ideal for stock and they got as fat as butter. At the time of the extreme dip in the first week in January there was no snow to cover up the feed and the cattle sought sheltered places and took no harm. Since that time the weather has been as mild as spring and the cattle are in a thrifty and altogether satisfactory condition.

Settlers Arriving.

Mr. Ryan, who is an old westerner, states that never in his experience has he seen so many settlers come in in January. Many of those arriving are Americans who come in over the Soo Line by way of Moosejaw, many of them are going into that district and the districts round Maple Creek and Crane Lake.

Wheat Market.

The market has held strong all week with a decided increase in export trade especially for May and June delivery. Low grade wheat have been principally in demand for this trade, but Ontario millers are good buyers of contract wheat. Receipts continue to be very light, in spite of the mild weather which prevailed up to Friday morning the 29th when there was a sudden drop in temperature.—H.

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 9 a.m. Thursday, February 4, 1909.)

From the business standpoint January was a most satisfactory month for the grocery trade. Wholesalers report country collections in good shape and the volume of business for the month very much in excess of the same month last year.

SUGAR—An advance of ten cents brings Winnipeg prices to the following figures:

Montreal and B.C. granulated, in bbls	5 10
" " in sacks	5 05
" yellow, in bbls	4 70
" " in sacks	4 65
Wallaceburg, in bbls	5 00
" in sacks	5 05
B.C. gunnies granulated, 5-18's to bale, per cwt	5 05
" " 5-2o's " "	5 05
" hard pressed lump, 25's, per cwt	6 25
" " half bbls., per cwt	6 60
" icing	5 90
bar sugar	6 70
Icing sugar in bbls	5 70
" " in boxes	5 90
" " in small quantities	6 20
Powdered sugar, in bbls	5 40
" " in boxes	5 70
" " in small quantities	5 75
Lump, hard, in bbls	6 05
" " in ½-bbls	6 05
" " in 100-lb cases	6 05

SYRUPS AND MOLASSES—There is an active movement in corn syrups. Prices are steady at following figures:

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 16
" " 5-lb tins, per 1 "	2 60
" " 10-lb tins, per ½ "	2 43
" " 20-lb tins, per ¼ "	2 55
" " ½ barrel, per lb	0 03½
" " Sugar syrup, per lb	0 03½
Beaver Brand, 2 lb tins, per 2 doz case	3 10
" 5 " " 1 "	3 60
" 10 " " ½ "	3 30
" 20 " " ¼ "	3 20
Barbadoes molasses in ½-bbls, per gal	0 40
New Orleans molasses in ½-bbls, per lb	0 03½
Porto Rico molasses in ½-bbls., per lb	0 04½
Blackstrap, in bbls., per gal	0 31
" ½ " "	0 33
" 5 gal. bots., each	2 25

MAPLE PRODUCTS — Selling very slowly. Prices continue as below:

Sugar, 2o lb. boxes, ½s and ¼s	3 00
Syrup gallons ½ doz. to case, per case	5 65
" ½ " 1 doz. to case, "	6 15
" ¼ " 2 doz. to case "	6 55

FOREIGN DRIED FRUITS—Except for continued weakness in the California raisin market there are no features of special interest in the foreign dried fruit situation. Prices continue as follows:

Sultana raisins, bulk, per lb	0 09
" cleaned, "	0 10½
" 1 lb pkgs "	0 11½
Table raisins, Connoisseur clusters per case	2 90
" extra dessert, "	3 85
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 70
" Connoisseur clusters, boxes (5½ lbs)	0 85
Trenor's Valencia raisins, f.o.s., per case, 28's	2 05
" " " 14's	1 00
" " selects " 28's	2 25
" " " " 14's	1 15
" " layers " 28's	2 35
" " " " 14's	1 25
California raisins, choice seeded in ¼-lb. packages per package	0
" " fancy seeded in ¼-lb. packages per package	07½
" " choice seeded in 1-lb packages per package	0 08½
" " fancy seeded, 1-lb. packages, per package	0 09
Raisins, 3 crown muscatels, per lb	0 06¾
" 4 " " "	0 07¼
Prunes 90-100 per lb	0 05½
" 80-90 "	0 05⅝
" 70-80 "	0 06⅜
" 60-70 "	0 07
" 50-60 "	0 07½
" 40-50 "	0 08
" 30-40 "	0 08½
Silver prunes	0 09
Currants, uncleaned, loose pack, per lb	0 06½
" dry cleaned, Filiatras, per lb	0 06¾
" wet cleaned, per lb	0 07
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 08
Pears, per lb	0 08½
Peaches, standard, per lb	0 08
" choice	0 08
Apricots, standard, per lb	0 10¾
" choice, per lb	0 11½
Plums, black pitted, per lb	0 11½
Nectarines, per lb	0 09½
Dates, new, per lb	0 07

RICE AND TAPIOCA—Japan rice has declined and is now quoted at 4⅛c per lb.; Patna, 4½c; Rangoon, 3¾c. Tapioca, 5c per lb.

EVAPORATED APPLES—There is a good staple demand at 8½c per lb. The market is steady and no change is expected in local prices.

HONEY—Supplies are hard to obtain. Prices are quoted as follows:

Honey, 2½ lb. tins, in case 24	8 75
" 5 " " 12	8 50

SPANISH ONIONS — New stock is quoted at $1.15 per crate.

NUTS — Advanced prices on new stock. We quote:

Shelled Walnuts, in boxes, per lb	0 28
" " small lots, per lb	0 30
" Almonds in boxes, per lb	0 28
" " small lots, per lb	0 30

ROLLED OATS—The local market is steady, prices showing a slight decline.

Rolled oats, 80 lb sacks, per 80 lbs	2 10
" 40 " " 80	2 15
" 20 " " 80	2 20
" 8 " " 80	2 50

CORNMEAL—We quote the following reduced prices:

Cornmeal, per sack	1 90
" per ½ sack	0 95
" per bale (10, 10's)	2 15

BEANS—There has been a sharp advance in white beans. Hand picked are quoted at $2.35 per bushel and the three pound picker at $2.25.

COFFEE—Coffee has advanced on the Rio market from one cent to 1¼ cent per lb. No advance has been made locally.

POT AND PEARL BARLEY — Pot barley is quoted at $2.55 per sack; pearl barley at $3.75 per sack, and $1.95 per half sack.

CANNED GOODS—

FRUITS.

	Group No. 1.	Groups No. 2.&3
	Group No. 1	Groups Nos. 2-3
Apples—3's standard, per case	$2.44	$2.34
" Gallons, standard, per case	1.55	1.52½
Cherries—Red, pitted, 2's	4.18	4.08
" black pitted 2's	4.18	4.08
" white, pitted 2's	4.38	4.28
Currants—Red 2's	4.18	4.08
" black 2's	4.18	4.08
Gooseberries—2's	4.58	4.48
Lawtonberries—2's	4.18	4.08
Peaches—Yellow 2's	4.18	4.08
" yellow 3's	6.54	6.44
" pie, unpeeled 3's	3.34	3.24
" pie, unpeeled, gallons	2.42½	2.40
" pie, peeled, gallons	3.30	3.27½
Pears—Flemish Beauty 2's	3.68	3.58
" Flemish Beauty 3's	4.74	4.64
" Globe l.s. 2's		3.78
" Globe l.s. 3's		4.14
Plums—Damson l.s. 2's	2.28	2.18
" Lombard l.s. 2's	2.28	2.18
" Green Gage l.s.	3.08	2.98
Raspberries—Red 2's	4.18	4.08
" red, gallons	3.80	3.77½
" black 2's	4.18	4.08
" black, gallons	3.80	3.77½
Strawberries—2's	4.18	4.08
" gallons	3.80	3.77½

VEGETABLES.

Asparagus—2's	6.28	6.18
Beans—2's	2.08	1.98
Corn—2's	2.08	1.75
Peas—		
No. 4 standards, 2's	1.88	1.65
Early June, 2's	1.98	1.85
Sweet Wrinkle, 2's	2.18	1.85
Extra fine sifted, 2's	3.08	2.75
Pumpkins—3's	2.14	2.04
Succotash—2's	2.68	2.58
Tomatoes—3's	2.44	2.10
Tomatoes, 2's	2.08	1.74
Tomatoes—gallons	3.70	3.05

MEATS.

Clark's 1 lb., pork and beans, plain, per case	2 50
" 2 " " " "	1 90
" 3 " " " "	2 50
" 1 " tomato sauce, per case	2 50
" 2 " " "	1 90
" 3 " " "	2 80
" 1 " Chili "	2 50
" 2 " " "	1 90
" 3 " " "	2 50
Soups, per doz	1 25
Corned beef " 2's per doz.	2 90
" " 1's "	1 75
Roast beef " 1's, per doz	1 07
" 2's. "	2 55
Potted meats, ¼'s, per doz	0 65
Veal loaf ½ lb., per doz	1 25
" 1 lb. "	2 50
Ham loaf ½ lb. "	1 25
" 1 lb. "	2 50
Chicken loaf ½ lb. "	1 25
" 1 lb. "	3 50
Lunchtongue 1's, "	3 65
Sliced smoked beef ½-lb. tins, per doz	1 80
" " 1-lb. tins, "	3 10
" " 1-lb. glass, "	3 35
Chipped " ½-lb. tins, "	1 45
" " 1-lb. tins, "	2 50
" " 1-lb. glass, "	0 05
Sliced bacon, 1-lb. tins, "	3 10
" 1-lb. glass, "	3 25

NEWSPAPER RETRACTS.

Threatened With Libel Suit by Commercial Travelers' Association of Canada.

The first meeting of the Board of Directors of the Commercial Travelers' Association of Canada was held on Saturday afternoon of last week at their office, Toronto. The business was entirely of a routine character, but nevertheless something of interest has occurred within the past week. It was due to the following item which appeared in the Toronto Mail and Empire on Saturday, Jan. 30th, 1909 :

"When the late James T. Cooper joined the Commercial Travelers' Association, in 1899, he took out a policy of insurance for $900 in favor of his mother. Later he married and notified the association that he wished to make his wife the beneficiary. For some reason which the officers of the association cannot explain, the request of the deceased was never entered upon the books, neither can they find the papers providing for the change in the policy from the mother to the wife. The case was before Chief Justice Mulock at the Non-Jury Assizes yesterday, and after several hours discussion the matter was amicably settled. The mother is to have $369 and the widow the balance."

The Real Facts.

The truth of the matter was the Commercial Travelers' Association was not to blame and could explain everything which they have done to the satisfaction of the above mentioned paper which was threatened with a libel suit if it did not retract. The fact was that the late Mr. Cooper through a substitute called at the office of the Commercial Travelers' Mutual Benefit Society, located in the same building and had the matter adjusted there. The books in the office show that the change had been made, but the Commercial Travelers' Association secretary was not approached in the matter at all. The two are entirely different. It will be observed that Chief Justice Mulock succeeded in making an amicable settlement of the case after two witnesses had been heard—the lady who said she had called at the office of the Commercial Travelers' Association to effect the change in the name of the beneficiary and the lady in that office who claimed she had not. The former of course was apparently merely mistaken in the office. There was no opportunity, therefore, for an explanation of what actually did occur.

Statement Retracted.

Being threatened with the libel suit the Mail and Empire of February 3rd, retracted its former statement as follows :

' In the case of the widow of the late James T. Cooper, who claimed to be entitled to a mortuary benefit on the life of her husband in the Commercial Travelers' Association of Canada, which was heard by Chief Justice Mulock last week, it was made to appear (in the Mail and Empire) as if Mr. Cooper's request had been ignored.

"Mr. Cooper was said to have asked for the substitution of his wife for his mother, as beneficiary, which was not done. The evidence given before the Court was that no such assignment had been filed with the association, and that consequently no such change had been effected, as that on which the widow based her claim."

BENEFIT TO TRAVELERS.

Good Work Being Done by Commercial Travelers' Mutual Benefit Society—Annual Meeting Held.

The Commercial Travelers' Mutual Benefit Society held its annual general meeting on Saturday, Jan. 30, in the society's rooms.

The president, S. R. Wickett, presented the annual report, which showed that 176 new members joined in 1908, and $32,500 in death claims was paid out. H. Goodman, treasurer, drew attention to the fact that the investments, amounting to $55,068.97, were all firs-class and drawing good interest.

Two proposed amendments to the by-laws were considered but not adopted. The first was by E. Fielding, "That the president, vice-president, and treasurer should be elected for a two-year term instead of one." The second was by the the late C. E. Kyle, "That all the nine Toronto directors should be elected yearly in place of for three years as at present."

The vice-president, Mayor Oliver, offered some valuable suggestions for the guidance of this year's board. Messrs. Laurie, Hector and others discussed methods for increasing the membership and limiting the number of lapses, and the members appeared satisfied with the year's work and the prospects for the future. John Burns past president of the Commercial Travelers' Association, took his seat as a director in place of C. E. Kyle, deceased.

The officers for 1909 are: S. R. Wickett, president; Mayor Oliver, vice-president; H. Goodman, treasurer; E. M. Rowley, secretary; Richard Ivens, superintendent of agencies; Dr. Norman Allen, medical referee. Directors: John Burns, Robert Forbes, S. M. Sterling, John Gibson, W.S. B. Lawrie, A. J. Tipping, C. S. Parsons, R. G. Hector; Auditors: C. N. Sutherland, C. A., F. W. Thompson.

This society has been of incalculable benefit to the widows and orphans of commercial travelers, having since its inception in 1881, paid out to beneficiaries over $500,000, and whilst it was established for the benefit of commercial travelers the society has extended its field and now accepts all mercantile, commercial and professional men who are able to pass a first-class medical examination, and are not engaged in any dangerous or risky business.

John Edward Hoare, at one time associated with the Morse Soap Co., the Comfort Soap Co., and latterly with the Atlantic Soap and Oil Company as its vice-president, died in Eglinton of pneumonia on Sunday morning of last week, aged sixty-five.

AN ODD WANT AD.

An odd advertisement appeared in Hardware and Metal last week, a hardwareman, D. J. MacNab, of Lanark, Ontario, soliciting correspondence from merchants in other parts of the country who want to secure a pure maple syrup. Mr. MacNab supplies sap buckets and other sugar bush supplies to the farmers who own the trees and he is in a position to secure large quantities of the pure article, which he feels he can guarantee to other dealers unable to secure pure syrup in their own districts. In securing customers for the sugar bush owners he is doing them a favor while also turning an honest penny for himself in a season when trade is none too brisk.

The incident illustrates a point The Canadian Grocer has frequently made, that retail merchants should always be on the lookout for special lines to develop in connection with their own trade. This is where money is made, as it is an addition to the regular business and, if taken up in seasons when regular trade is dull, the returns for the time spent is clear profit. Then, too, anything the merchant does to increase the income of the farmers in his locality is bound to result in more business for himself.

The want ad. pages of this paper offer innumerable opportunities for the wide-awake merchant. They are read every week by clerks, merchants, travelers, jobbers and manufacturers in every city, town and village in Canada. Half a dollar spent in a want ad. brings the message to the attention of thousands of possible buyers. When opportunity knocks at your door, therefore, be careful to remember the key which unlocks the door to let the welcome visitor in.

TRADE CHANGES AT ATWOOD.

H. M. Ballantyne, who until recently conducted a furniture and undertaking business in Atwood, Ont., has purchased the general store of Langford & Co. Mr. Langford will remain in the employ of the new proprietor.

W. J. Powell, of Atwood, has disposed of his general grocery business to C. Forrest. The latter is a young man of ability who since the death of his father two years ago, was manager of the Atwood Flour Mills. Mr. Powell has not decided what he will do in the future.

TRADE NOTES.

E. A. Shoebotham, London, representing the North Western Cereal Co., was a visitor at the Toronto office of The Grocer on Tuesday of this week.

George Fraser, for many years a resident of Montreal, and a member of the firm of Fraser Bros., grocers, passed away last Saturday at Chicago.

L. E. Thompson, proprietor of Le Semaine Commerciale, Quebec, was in Montreal last week, attending a meeting of the newspaper men of the Province.

R. C. Gerow opened a new grocery store on Main Street, Picton, on Jan. 20th, 1909. Mr. Gerow is a hustling young man and has a nice bright establishment.

Grocery News from Coast to Coast

Western Canada Notes

Decline Announced in Tobacco Prices at the Pacific Coast—Burglars Running Amuck in British Columbia—Merchants Want Man and Wife Liable.

VANCOUVER.

Feb. 2.—Eggs and potatoes are the principal articles of interest just now in the local trade. The former are very scarce, and only small shipments are coming in. A couple of years ago the commission men were caught with large stocks when a spell of warm weather came in, and they lost more than they made all season on eggs. Now when they are again very scarce, they are loth to bring them in in large quantities, as the first of February is here and warm weather may come at any time. A week or two of summery spring and there would be all kinds of fresh eggs, especially after the spell of egg famine that has obtained since the first of the year.

Potatoes, which went first to $35 a ton, and then dropped back to $28, are now up to $30. Locals are quoted at $25. The general opinion is that this high price will not last long, as there must be potatoes around somewhere. Word was received by The Grocer from Cariboo to-day that large quantities of potatoes are held there by growers, but lack of transportation facilities prevents shipment to the markets here. It is through Cariboo that the Canadian Northern railway is projected, and with a line there a large producing territory would be brought into close touch with the consuming cities. But the railway is only just spoken of, and though D. D. Mann is now on the coast it will be some time before there is anything substantial doing.

Jobbers report a reduction in prices of tobaccos placed by Wm. McDonald & Company. Briar and Napoleon have been reduced four cents per pound, the figure now being 79c and 78c respectively, and Index and Prince of Wales have been brought down three cents, their prices now being 77c each. While the cost has been made easier there has been no lessening of weight, there being still nine plugs to the pound.

Speaking to The Grocer yesterday, a dealer remarked that when a certain line of goods has been placed on the market those who introduced them should make a point of keeping supplies on hand. What called forth this remark was the fact that New Zealand tongue in pound cans could not be had at present. This was introduced some months ago and secured a call, but now when there is a demand there is nothing to meet, the market being cleaned out. This sort of thing does not happen with the older established firms or commission houses, and is a thing to be guarded against, as efforts to get business will be rendered abortive.

The shipment of winter apples made by the Enderby, B.C., Fruit Exchange to Australia through the Central Fruit and Produce Association, has proved so satisfactory that Mr. Lawes, the principal contributor to the shipment, has received offers for his crop of winter apples of 1909 to be shipped to Wellington, New Zealand.

A number of general stores in the Ladner district, on the south bank of the Fraser, have suffered from the depredations of burglars. Among them were H. I. Hutcherson's, Marshall, Smith & Co.'s at Ladner and E. G. McBride's at Port Guichon. The thieves were evidently looking only for money, as no goods were taken. They got nothing, however, as the time is past when merchants leave money in their tills over night.

J. D. Lumsden, manager of the A. E. Howse Company, which has a large general store at Princeton, B.C., has returned home from Vancouver. He was away five months taking a special treatment for illness, and is able to resume business with his wonted vigor.

The difference in dairying districts is shown by the annual reports of the Victoria Creamery and Milling Supply Company on Vancouver Island and the White Valley Creamery Association in the Okanagan Valley. The former declared a dividend of 5 per cent., after paying out to the farmers of Saanich $50,542, being $600,000 in eight years. The butter output for the year was 135,000 pounds. The directors appointed were: J. Nicholson, A. H. Peatte, L. Sea, M. Dean, A. Bancroft, J. W. Sluggett and A. G. Snelling, re-elected as managing director and secretary. This creamery operates on the coast where there is plenty of rain and where the markets are close at hand. The White Valley Creamery Association, which operates in the Okanagan where the weather is much drier, has had to work hard to make the institution prosperous, and has decided to continue this year. A direct appeal will be made to the farmers to give their patronage, as the concern bestows a mutual benefit. Even in the Okanagan, creameries should be successful, as general farming is carried on. J. T. Bardolph was elected president, and C. Levasseur, vice-president.

In the legislature on Tuesday, W. Hayward, M.P.P., who represents a constituency on Vancouver Island, appealed to the Government to establish egg collecting stations, similar to those in Denmark, to help the egg industry in his district, which was a rural one. Mr. Hayward comes from Cowichan, and he brought this same subject up at a recent meeting of the Cowichan Creamery Association. There are many large farms in his locality, and a fostering of the egg industry would not only mean much money to the farmers, but would alleviate the stringency in this line, which is felt here from time to time, and is nearly always apparent as regards the freshly-laid variety.

VICTORIA.

Feb. 2.—W. J. Clark, late of Nelson, B.C., and formerly of Woodstock, Ont., has bought the business of S. C. Thomson. As effort will be made by the grocers to get their representatives in the provincial assembly, which has opened its proceedings, to amend the law and make man and wife jointly liable for necessaries ordered by either, and for their common good. At present the man is frequently acting as the responsible head of the house and ordering goods. The bill is not paid after several applications, the grocer sues the man, gets judgment, and then finds the wife owns the furniture, etc, and she repudiates the account.

W. Jamieson, of the Hudson's Bay Co., a most promising young traveler, has died.

The Retail Grocers' Exchange was induced to give its support to a "Pure Food Show" to be held here on Jan. 25 to 30, but for various reasons manufacturers generally excused themselves from participating and the show has had to be abandoned for lack of support.

PERSONAL ITEMS.

J. Mitchell Jones, manager of Andrews, Gillespie & Co., Montreal, has returned from England.

John S. Cass and W. W. Schmidt, of Armour & Co., Chicago, with C. L. Marshall, of the McLaren Imperial Cheese Co., called at the Toronto office of The Canadian Grocer on Saturday. The Chicago visitors were in Toronto in connection with some new developments concerning their Canadian trade which will be made known later.

At the annual meeting of Ontario Motor League, held recently in the King Edward Hotel, Toronto, Wm. Dobie, president of E. W. Gillett Co., was the unanimous choice of the 540 members for the presidency of the association. Since beginning the use of automobiles Mr. Dobie has himself driven over 50,000 miles. Therefore, not only is he prominent in business affairs, but is also a very enthusiastic automobilist.

Maritime Provinces and Quebec

Halifax Molasses Situation Reviewed—Scarcity of Apples in Nova Scotia—Grocers and Liquor Licenses in Montreal.

ST. JOHN, N.B.

February 2.—Changes in the local markets have been very slight during the past week. Business in all lines seems a little quiet, but now that stock-taking is over, the merchants are looking forward to a brisk trade. The past year was fairly good and a little improvement is looked for this year. Butter is reported a little easier, but eggs have advanced a cent. All grades of sugars were advanced 10c on Jan. 23, and lard, both pure and compound, is up about one-half cent.

Charles D. Trueman, wholesale grocer and commission merchant 2 and 3 south wharf, is in business difficulties, and a meeting of his creditors has been called for Friday, Feb. 5. Mr. Trueman has been in business at his present stand for about 22 years.

Walter R. Small, retail grocer, corner Queen and Carmarthen Streets, assigned January 29. His liabilities are placed at $3,500 and the value of his assets is not yet known. It is stated his principal creditors are the Sussex Milk Co., George E. Barbour, Geo. S, de Forest & Sons, and the F. E. Williams Co.

Forty-one steamers which have made returns at the customs house up to January 30, took away cargoes valued at $8,293,418, of which $5,968,852 was Canadian goods, and $2,324,566 foreign products. Included in the cargoes were 154 293 bags of flour; 26,545 boxes of cheese; 2,545,565 bushels grain, and 11,561 cattle.

James Sinclair formerly in the grocery and feed business here, died last week rather suddenly from paralysis of the brain. He was 38 years of age and is survived by his wife and one daughter.

HALIFAX.

February 2.—The recent advance in the price of molasses is due to the shortage of the supply, states H. R. Silver, of the Dominion Molasses Company, to The Grocer's correspondent. When the demand exceeds the supply, said Mr. Silver, the price naturally goes up, and that is the case this season. There has been a very heavy demand for molasses right along, and stocks are now pretty low. It is thought in some quarters that the high price of butter has had a tendency to create a greater demand for molasses, and then last season the receipts were not as heavy as in former years. It is estimated that there are thirty thousand puncheons of molasses consumed in Canada annually. Among the largest dealers is the Dominion Molasses Company, of Halifax, which handles probably fifteen thousand puncheons annually.

Newfoundland also consumes a large amount of molasses, the average imports per year being about fourteen thousand puncheons.

"At the present time nothing can be said regarding the crop outlook" declared Mr. Silver. "All depends upon the weather in the West Indies. The new crop generally commences to come along about March, but the largest receipts are much later. The indications are that the demand will continue and, of course, the condition of the market will regulate the prices."

The Nova Scotia Farmers' Association held its annual meeting at Digby this week and over one hundred delegates from various parts of the province were present. All the speakers referred hopefully to the prospects for the coming season. It was made evident to all that the markets for farm products are increasing. The feature of the convention was the address of J. A. Ruddick, cold storage and dairy commissioner.

Two hundred thousand barrels of apples from the warehouses in the Annapolis valley, and not one barrel available for local consumption is the condition that exists in Nova Scotia at the present time. All these apples have been bought up by speculators for shipment. There is general complaint among the dealers that they cannot secure a barrel of first-class fruit. The majority of the stock on the local market is of the poorest quality, and consequently sales are slow.

The Avon Valley Development Company, Limited, has been incorporated to plant with fruit trees some 1,800 acres on the Falmouth Mountain. The following are the directors of the company:—Hon. B. F. Pearson, Halifax, president; J. B. Black, M.D., M.P., Windsor, vice-president; Sir Frederick Borden, M.P., Canning; George H. Vroom, Middleton, chief Dominion inspector of fruit; Geo. Wilson, Halifax and Windsor manager Dominion Textile Co.'s mills; William Sangster, Upper Falmouth; Bret Black, M.D., Windsor.

The evaporator factory at Grenville, N.S., was destroyed by fire this week. The building and plant had recently been leased by J. W. Smith, of Halifax. A large quantity of goods stored in the building were also destroyed.

MONTREAL.

February 2.—Capt. Johnson, manager of the Skeena River Navigation Company, a G.T.P. affiliation, who was at the Grand Trunk general offices recently, stated that the Skeena river was the greatest salmon river in the world.

The captain stated that the weather along the Skeena is milder in winter than it is in Montreal, but navigation closes there as here in December, and the company's half-dozen steamers are put into winter quarters, to be trimmed for the work of summer. Amongst the other traffic carried by the boats last summer was considerably over a million dollars' worth of canned salmon, from the canneries, some fifteen in number, that flourish at different points on the river. Neither the Fraser nor the Columbia rivers can, the captain said, match the Skeena for salmon, either as regards quantity or quality, and whatever else it may develop into, Prince Rupert is bound to become a great export port for the fisheries. He spoke interestingly of the other industries in that section, and in closing, stated that they were only laying the foundations and it was too early to speak of results.

The chief item of interest among the members of the Retail Grocers' Association is the euchre and dance, which in every way was a huge success. The only difficulty which was encountered was the problem of handling 750 people, instead of the 400 which were expected. This little matter, however, was well met and practically no inconvenience resulted to anyone. It was, however, a severe strain on the caterers, who had made preparation for about one-half the number who attended. Some handsome and valuable prizes were distributed among the prize winners.

The rumor that the liquor licenses of grocers was to be increased does not show any signs of becoming a reality. The city council are turning their attention to the hotels, and restaurants, and the prospects are that the gentlemen who conduct these businesses will have to pay more dearly for their licenses.

E. J. Cowan, who for many years has been the Montreal representative of the Cowan Co., of Toronto, chocolate manufacturers, has resigned, and accepted a position with the Montreal Biscuit Co.

Herb McManus, Montreal representative of the Stewart Co., Toronto, spent a few days last week in Toronto visiting his firm.

A. F. White, tea jobber, St. John St., has been confined to his house for a couple of weeks by illness. Mr. White is one of the "veterans," and his friends who are many will be glad to know he is well again.

H. P. Cowan, of Toronto, is now representing the Cowan Co., of that city, in Montreal, succeeding E. J. Cowan.

The Canadian Manufacturers' Association executive, of this city, held an informal dinner, at the Canada Club, in the Board of Trade building, on the evening of January 27. Ald. G. W. Sadler acted as chairman. Principal J. W. Robertson, of Macdonald College, was the chief speaker of the evening. He spoke at considerable length on the great importance of the agricultural interests of Canada, and also made an appeal for good feelings between the manufacturing and agricultural interests of the country. He deplored the bitter animosity which existed perhaps

in some sections between these two elements of Canadian industry, and throughout his words were marked by homely sagacity, Scottish humor, generosity and kindliness.

Professor S. J. McLean, of the Board of Railway Commissioners spoke on the development of Canada's waterways, especially the Great Lakes system. He indicated in how far the United States had succeeded in diverting the western trade of Canada from Canadian routes by paying great attention to the Mississippi river route. He was of the opinion that this bit of strategy had been practically fruitless, and he showed how the ominous depletion of wheat production in the western States would greatly diminish traffic by the Mississippi route. Referring to the advantages of the proposed Georgian Bay canal route, he stated that this route was 600 miles nearer the Atlantic seaboard than the Mississippi route, as far as carriage of products was concerned. He showed how proximity to traffic and short distance of carriage were points in favor of the Georgian Bay route, as against the Mississippi route. In conclusion he said: "Canada must look to it that its own traffic should move over its own routes to its own seaports."

The engagement of Major G. W Stephens, ex-M.L.A., and chairman of the Montreal Harbor Commissioners' Board, is announced in London, Eng. The bride-to-be is Signorita Bisacchi di Belminte, daughter of the late M. S. Bissachi, of Naples, Italy. The wedding will take place in London some time in February.

From Ontario Correspondents

Ottawa Grocers Deal With Transient Traders' Problem—Guelph Retail Merchants Elect Officers—London Wholesaler Swindled—Merchants at Brantford to Oppose Suit of Oil Company.

OTTAWA.

Feb. 3.—The Ottawa market Saturday morning was the best seen for a long time. However, prices were as high as they have been at any time almost since they first started to go up. As usual, meats and oats were the main offering but there was a fair quantity of butter. Eggs were also more plentiful than for some time past. Beef sold as on the previous Saturday, at a general price of 7c, but there were a few vendors with stock which they considered exceptionally good quality who asked 8c. Pork was valued at $10 per cwt. Lamb was plentiful at 10c to 12c. Fowl prices showed but little change but the supply of the feathered product of the barn-yard was better than has been for some time. Chickens were quite abundant at prices from $1.25 to $1.75 and their older sisters, ranging as high as $2. Turkeys were more reasonable and could be purchased as low as $1.75 for some specimens, though 25c a pound was the general figure at which they were valued. Ducks at $1.25 per pair and geese at $1.25 to $1.50, made up the rest of the offering.

Butter and eggs still continue practically unchanged. Butter, however, does not go quite so high as it once did and 27c for pail is about the top notch, while creamery blocks are quoted at 28c for best brands. New laid eggs are coming in more plentiful the price asked being from 40c to 45c per dozen.

At a meeting held on Jan. 27, the Retail Grocers' Association decided not to urge legislation against the transient traders as was at first proposed. The transient traders do not materially affect the grocer, and since the merchants did not attend meetings called recently with the object of getting co-operation of these other lines in the work, the grocers have decided to make no further efforts in this direction. However, it was decided to instruct the solicitor of the association, A. E. Fripp, K.C., M.L.A., to urge legislation with the object of taxing the peddlers and allowing only producers to peddle in the streets, after they paid the market fees, without further tax. The association decided that it would be better not to do anything definite with regard to holding a pure food show at the next exhibition. A letter was received from the Central Canada Exhibition Association congratulating the grocers on the success of the Pure Food Show held last autumn and hoping that it would be repeated and further asking that in order that this branch of the exhibition should receive proper consideration a committee and chairman be appointed from the Grocers' Association. The feeling of the meeting was that a pure food show in the same building as was used for the purpose last year would not be advisable and that the association would not undertake it there. Another objection was that the exhibitors want to rent space for a term of years instead of one year at a time, as they would be able to build substantial booths and not have to build booths to fit different spaces each year. It would also be easier for the association to fill the building if it rented the spaces for a term of years. A. G. Johnson and F. W. Forde were appointed a committee to wait on the exhibition executive and find out just what provision could be made for a show next year, and as the meeting was of small attendance the committee suggested by the exhibition association will be appointed at a later date. The treasurer, C. J. Provost, announced that the Grocers' Association had a balance on hand now of about $600. At the next meeting, Feb. 10, a lecture on coffee will be given by C. H. Cochrane, coffee expert, which will be open to all grocers and their clerks and the association hope to have a large attendance on that particuar date.

A. M. Piper, representing Pure Gold Manufacturing Co. has been calling on the trade this past week. It will be remembered that H. H. Livingstone was their former representative in Ottawa, but is now working in the interests of Mayell & Co., Toronto.

Geo. H. Hopper the Bank Street grocer, expects to occupy his new premises about May 1st, which will be situated on Elgin St., near Waverly.

LONDON.

February 1.—Business is fair both in wholesale and retail lines. Brokers report staples unchanged. Refined sugars are rather quiet. Raws keep high and are likely to remain so until the new crop comes in. Very fine teas, India and Ceylon, are strongly competed for, while prices harden. Mediums are unchanged and common are rather slow of sale. Rio and Santo coffees keep high there being no change in milder qualities. There has been a distinct advance in sulphur. Oranges are plentiful and low in price.

For the month of January the wholesale grocery trade compares favorably with that of the same month last year.

There is a general cutting of prices of canned goods among local retailers, one dealer selling three-pound tins of tomatoes at 7c each, or 84c a dozen.

The date of the annual banquet of the Retail Grocers' Association has been changed from Feb. 18th to Feb. 17th, on account of the orchestra, whose services the committee desires to employ being engaged in Strathroy on the former date. Some good speakers have been invited, and with the musical talent there is known to be among those in the trade, these features of the evening's entertainment should be above the ordinary.

Ex-President Harry Ranahan of the Retail Grocers' Association has opened a bakery and confectionery business in the Bourne Block, Hamilton Road.

A rather smooth swindle was worked on a local wholesale house one day last week. Some one 'phoned the office to send a caddie of tobacco to a certain retailer at once. Shortly afterwards the 'phone again rang and the enquiry came. "Has that tobacco been sent yet?" As it had not the inquirer said, "Never mind, then, I will send a boy for it." In due course a boy arrived and was given the tobacco, which was worth $17 or $18. Subsequent investigation showed that the retailer in whose name the tobacco has been obtained had neither ordered nor sent for the goods and it was then the wholesaler realized that he had been victimized.

Christmas prices for poultry still rule in the local market, from 19c to 21c per pound being the ruling prices. Dressed pork brings $9 per cwt., and live hogs $6.50 per cwt. There is a big demand for butter, grocers picking up everything in that line in sight. Fresh eggs easily bring 28c to 30c per dozen

BRANTFORD.

February 3.—It was a veritable indignation meeting that was held last week by the firms and individuals who declare they have been "taken in" on an oil, grease or other such material scheme by an American Oil & Drug Co. Sixty persons were present and thirty telephoned that they regretted they could not be there, but would stand by the other victims of the deal. It was decided that a test case would be made of the first suit that was brought against any individual, and the league will prosecute the defence with vigor. It is understood that four local suits have been entered by the company against merchants who accepted "samples." A number of grocers are in it, having accepted the generous samples, mostly of fioor oil.

E. Paterson, the Market Street grocer, who recently underwent a very serious opeation, is progressing favorably.

The annual convention of the Brantfort District Beekeepers' Association in the city last week was a success. Many of the grocers attended the Thursday evening session to witness the demonstration and grading of honey for the city retail trade by H. G. Sibbald, Toronto. The secretary's report showed that there were now about 5,000 colonies of bees in this district, an increase of about one-third over the previous year, and yet the grocers this year find it almost impossible to get enough honey to supply the demand.

The stormy weather partially killed the chance of a big market last Saturday. Where accommodation was provided inside the building there was a good attendance. Prices were as follows: Butter, 28 to 30c per lb.; eggs, 30 to 25c doz.; potatoes, 60 to 70c per bag, and apples 30c basket.

Harry Hagey, of the Bon Marche grocery, has accepted a position on the road for the Wm. Patterson & Son Co., biscuit manufacturers, of this city.

PETERBORO.

Feb. 3.—In answer to the time worn question of "How is business" a prominent grocer stated that he thought that things were brightening. "I have all the work I can attend to, and I certainly have no time to look around to see how others are succeeding. My sales have held on throughout the month and lately they have increased quite noticeably."

Wesley Bros., grocers, have assigned to Jas. Edgar, paper merchant, of this city. The announcement was made a few days ago.

The market price of butter and eggs has shown a tendency to decline of late. The grocers have been selling just as cheaply as on the market. Butter is stated as being down to 25c and eggs at 33c.

One of the youngest and yet most aggressive grocers of this city is Jas. R. Bell, who has just leased another building in the east ward and has purchased the grocery stock and goodwill of John Malane, who for years conducted a paying business in the stand which he has made well known. Mr. Bell will thus have a store on one of the main business thoroughfares and this new one which he opened up last week gives him a good stand in the heart of the east ward formerly known as Ashburnham. Mr. Bell has followed progressive lines in his business, quietly but efficiently applying those principles which bring new customers and please those already dealing with him. He has made a specialty of some lines, particularly in butter, eggs, fowl, potatoes, apples, flour, teas and coffees. He has a good farmers' trade and buys correctly, not only from the country people, but also from the wholesalers. Victor Soward is in the new store and under Mr. Bell's guidance



JAS. R. BELL,

A Young Peterboro Grocer, Too Big for His Present Business and is Establishing Branch Store.

the new business should advance as rapidly as that which he has developed in the business centre of the city.

GUELPH.

February 3.—A great many friends in the trade will regret to hear of the death of Mrs. W. A. Couling, wife of the Endinboro Road grocer. She had suffered for some time from the effects of an accident which happened while she was hanging out clothes. It was considered very simple at the time. The clothes prop slipped and struck her on the head. Complications set in which finally resulted in her death on Wednesday last. The funeral on Friday afternoon was largely attended.

The contracts for supplying the Ontario Agricultural College for 1909 were awarded last week, Benson Bros. again getting the groceries, which speaks very highly of this young firm's enterprise.

F. Tobias, of Todhunter & Mitchell, Toronto, was in the city this week on his first trip for 1909 and reports business in his line very good.

The annual meeting of the Retail Merchant's Association was held on Tuesday evening. President Waters was in the chair and the following officers were elected for this year: President, R. E. Nelson; 1st Vice-President, H. Occomme; 2nd Vice-President, G. B. Ryan; Treasurer, L. E. Rowan; Secretary, D. A. Scroggie; Executive Committee, C. W. Kelly, Jas. Ramsay, W. H. Fielding, G. R. Readwin and Geo. Richardson. The reports showed the association had passed the most successful year in its history, the membership totalling now 80 members, including practically all the merchants in the city. The collection system established last year worked very successfully. There are two grocers on the executive committee this year.

R. Pratt of the Red Rose Tea Co., was in the city several days this week calling on the grocers and, as usual at this time of the year, presenting the boys with neat little pocket diaries.

The by-law forbidding tobacco chewers to expectorate on the sidewalks and crossings is to be rigidly enforced here this year.

Peter Anderson, grocer, has again been appointed a license commissioner for South Wellington.

The market Saturday was not large on account of the poor roads and stormy weather. Butter sold from 24c to 28c and is thought to be inclined to come lower yet. Potatoes still keep from 50c to 60c a bag.

BARRIE.

February 3.—The fishing shacks are to be seen this year in greater numbers than ever on the bay, and continue all the way down to Lake Simcoe. This week has seen one of the best in history so some of the older fishermen say, especially as the whitefish are not only plentiful, but very large. This they attribute to the few shanties and fishermen for the last two years. The whitefish are being sold to the retail trade at six cents a pound and the herring at 20 to 25 cents a dozen.

New laid eggs took another tumble in price towards the middle of last week and were to be had wholesale at as low as 23 cents, and continued so until Saturday's market. But owing to the colder weather at the first of the week they advenced to 25 cents and remain firm at that price.

Butter has become a drug on this market and sold as low as 20 cents last week for quantities, and even at that some of the buyers would not touch it. There seems to be also a lot of poor butter offering this year, more so than other years at this time of the season. For strictly No. 1 goods 23 cents is the figure paid here. Chickens sold at 15c a pound Saturday; turkeys at 17c; geese 10c and 11c, and fowl at 9c.

Quite a number of merchants are taking advantage of the discounts on the prices of gem jars by buying at this time of year, judging from the amounts that have been coming to town this week.

His many friends are very anxious about Wm. Collvelle, who is reported

to be seriously ill at "Kenora" with scarlet fever.

ST. THOMAS.

February 3.—Saturday's markets were not much affected by the heavy fall of snow of Friday night. They were not largely attended by purchasers and the supply of produce was about equal to the demand.

Butter was selling at from 25c to 26c per pound and was plentiful. Eggs sold for 30c per dozen, fresh laid. Apples are becoming quite scarce and Spies sold readily at $1.50 per bag, and Baldwins at $1.25 per bag. Cabbage were at 50c per dozen; parsnips 5c per bunch; onions at $1.20 per bag; beets 15c peck, and turnips 45c per bag. Poultry is getting very scarce and chickens were the only kind offered and sold for 13c pound.

LINDSAY.

February 3.—Lindsay was all agog with excitement last week, and large crowds from the surrounding countryside thronged to the shire town, while a large number from other parts of the Province also helped to multiply the concourse. The attractions were the holding of the fourth annual Pet Stock and Poultry Show, and the short courses in stock and seed judging. The poultry show, a decided success, included an exhibit of over 1,000 birds of various kinds and breeds. It was stated by the expert judges that the Lindsay show is the second best of its kind held in the Province, being second only to the Guelph show.

The short courses in stock and seed judging is held in connection with the Government School of Agriculture at Lindsay. These courses were held every day this week, morning, afternoon and evening, and such experts as Prof. Day, Prof. Zavitz of the O.A.C., Guelph; C. C. James, Deputy Minister of Agriculture; Dr. Reid of Georgetown, and others, were present and took part in the proceedings. The courses were held in the market hall and in the opera house, and stock being judged on the stage, first by the farmers and then by the experts. Addresses were also delivered by J. Lockie Wilson, Superintendent of Fairs, and by Dr. Falconer, President of Toronto University. The latter in his remarks emphasized to the farmers present the great need of obtaining a higher education. The best men of the country came from the farm and not from the city.

Owing to the recent mild spell eggs were sold at the market at a reduced price on Saturday, viz.: 30c per dozen, a drop of 2c. Hogs in this section have taken another jump in price, and are now selling at $6.60 live and $9.50 dressed. Wheat has also advanced 3c per bushel, while flour remains at the same price.

The grocery trade has been fairly good lately although the poor sleighing has proved detrimental. The roads are bare in spots.

Ald. Babcock, grocer, on William Street South, has been busy for some time clearing the wood off his land west of the town.

Miss Kate Tangney, who has been conducting a confectionery store during the past two years with good success is selling out at reduced prices. The lease of the store expired and was given to a shoe merchant before the present occupant had an opportunity to regain it.

CHATHAM.

February 3.—Quite a few grocers have commenced stock-taking, taking advantage of the quiet winter season, after the Christmas rush. Probably a majority of Chatham merchants do their stock-taking at this season, though some start earlier, with the beginning of the year. January was this year a busier month for the grocery trade than is usual ly is, and as a result some grocers report that they are not in as good shape for stock-taking as usual.

The representative of Edward Adams, of London, called on the trade on Monday.

Ingram Taylor, late of the Bradley & Sons grocery, has taken a position in Detroit.

James Topliffe, who has been for the past three years on the grocery staff of Geo. Taylor, Wallaceburg, has taken a situation with E. H. Ruttan's grocery.

Hog prices on the Chatham market last Saturday were, for live hogs, $6.60; dressed, $8.50. These prices tickle the farmers.

H. Wilhelm, traveler for the Does & Co., biscuit and confectionery works of Merlin, visited Kent and Essex merchants last week.

Gilbert Hebert has again opened a butcher shop in Wallaceburg, opposite the Stonehouse Block.

Thos. M. Seyer and Jas. Mayhew who have been conducting a business as millers and grain merchants at Thamesville, have dissolved partnership, Mr. Seyer continuing the business.

John A. Cameron, manager of the Kent Farmers' Produce Co., Blenheim, is about again after his recent illness. The Blenheim concern has objected to the name of the newly-chartered Farmers' Produce Company, of Chatham, as an infringement on its rights.

Chas. Howes, of Wallaceburg, has disposed of his restaurant and confectionery business to Frank Roberts.

R. S. Rose, grocer, of Duthil, who has also been postmaster, is advertising his business for sale.

The annual meeting of the shareholders of the Hawken Milling Co., Wallaceburg, was held last week. Though hampered at first by a deficient gas plant, which has since been replaced by a steam plant, thoroughly up to date, the company has had a very successful year, and the shareholders will receive a 6 per cent. dividend.

The Leamington Fruit Growers have passed a resolution asking that customs duties on arsenate of lead paste or lime and sulphur chemically prepared, for the destruction of the San Jose scale and other pests be removed.

Mr. Horning, of Leamington, has discovered a means of clarifying sorghum syrup, which is described as something new. He is building a plant near Leamington for the handling of next year's cane.

The vexed question of the market by-law was fought out at great length at the last meeting of the city council. The general consensus of opinion was that there should be some form of restriction, particularly against wholesale buyers; and it was chiefly against the latter that the by-law was aimed. Prior to this evening's meeting, the property committee, which has charge of the market, went into the matter very thoroughly in company with the city solicitor, and the latter drew the by-law and states that it is now in shape to hold good in the courts. The chief difficulty heretofore has been to devise a by-law which would reach the wholesale buyers, to whom, rather than to grocers, has been due the regular depletion of the market. Under the new by-law as finally passed, the general clause, prohibiting buying by anyone for retail purposes or for shipment, before the hour of 10 o'clock, is restored. Several of the aldermen, notably Alds. Sullivan and Baxter, made a strenuous fight to have the hour placed at 12 noon, but Ald. Anderson and others pointed out that this would tend to injure the market, since it left little time for the shipment of perishable stuff when purchased by wholesalers, and that a majority of the householders did their buying long before noon. The clause was modified, however, by permitting retailers and wholesalers to purchase in limited quantities before the hour of 10, the quantities being fixed at four poultry of any kind, five pounds of butter and three dozen eggs. Butchers are also permitted to purchase dressed meat in the whole carcass. The allowing of limited purchases before 10 o'clock is held by the city solicitor to strengthen the by-law, since it does not actually legislate the wholesalers off the market; though, practically, this woudld be the effect, since no wholesaler would care to buy in such limited quantities for shipment. A further clause prohibits "any person" from buying before the hour mentioned more than 13 poultry, 15 pounds of butter and 20 dozen eggs. This has the effect of extending the restriction nominally to all classes. The by-law comes into force forthwith, and notices will be posted in the market right away. Magistrate Houston, in discussing the matter some time ago, is quoted as stating that he would not convict wholesale buyers under any by-law, holding that any attempt to exclude them would be ultra vires of the statute, since wholesalers are not expressly specified in the statute empowering the city to regulate the market. The city council will also ask C. W. Sulman, the local M.P.P., to take the matter up in the legislature with a view to having the statute amended so as to include wholesalers.

GOOD ON THE SHAPE.

Housekeeper—What have you in the shape of large pickles?

Obliging Grocer—Bananas.

Your Customers Want

foods that you can absolutely guarantee. There is both safety and good profit for the grocer in selling

HEINZ
57 VARIETIES
Pure Food Products

(The kind that contain no preservatives)

because he can unhesitatingly recommend them to his best trade. They stand every test of the Pure Food Laws and are guaranteed to suit. Money back to your customer if they ever fail to please.

Anything that's HEINZ is safe to sell

H. J. HEINZ COMPANY

New York Pittsburg Chicago London

Hams

You cannot go astray in sending us your order for Cooked Hams. We have the finest goods on the market. Always fresh, put up in round compact shape, there is no waste or loss on your cooked meat counter. If you have not had them from us, send us a sample order and let us book you for weekly or daily shipment.

F. W. Fearman Co.
LIMITED
HAMILTON

Facts That Influence Consumers and Increase Business



Reindeer Milk

is 7½% richer than any other brand of milk sold in Canada.

Jersey Cream



is 13% richer than any other brand of Cream sold in Canada. . . . . .

Certified to by Government Analysis

The Truro Condensed Milk Co., Ltd., Truro, N.S.

Butter
Eggs
Cheese
Poultry
(Live and Dressed)

We handle large quantities of these lines. Shipments and correspondence invited

The WM. RYAN CO.
LIMITED
70-72 Front Street East
Toronto - Ont.

Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN

Montreal, Feb. 4.

Steadiness characterizes the cheese market this week. Although the situation is not as active as a week ago, prices have been fully maintained. Export business is only normal at the present moment. Advices from England state that stocks there, are steadily diminishing, and rather an unusual condition has arisen, by the fact, that consumption which is steadily increasing there, has not been affected by the two recent advances in prices. Locally the opinion is held, that stocks are not over 60,000 boxes. In view of this fact some soaring prices may be expected, if the export demand should suddenly enlarge and in passing it might be said, that this is not a too remote possibility. Prices are quoted at 12½c to 12⅝c for Westerns and 12⅝c to 12½c for Easterns. Receipts for the season, since May 1, 1908 to Jan. 30, 1909, have been 1,957,239 boxes against 2,053,591 boxes for the corresponding period of last year.

The butter situation has not changed much during the week, receipts of large fresh rolls are increasing, and prices are showing an easier undertone. Packed Manitoba butter, is being offered here, but so far very little interest has been shown in it. Factory men and farmers are still holding considerable quantities, so this will keep prices at an even level for some time. When this is done, if there should be an outside demand spring up, prices would, in all probability, reach a lofty point, as it will be some time before the new make is available. Reports from England state that the supply of Russian and Siberian butter arriving has declined, and receipts from Denmark have also fallen off somewhat. This looks as though the possibility of a good demand for Canadian stock, a little later is a strong probability. Locally, prices are as follows: Fall creamery, 26c to 26½; winter creamery, 25c to 25½c; fresh receipts, 24c to 24½c and dairy rolls, 21c to 22c. Receipts of the season May 1 up to the present have been 415,886 packages against 410,357 packages for the same period of last year.

THE PROVISION SITUATION.

Toronto, Feb. 4.

The supply of hogs is scarcely sufficient to meet the requirements of the packing houses, and prices, in consequence are very firm. The prices paid for live hogs f.o.b., are from $6.40 to $6.70, and competition is very keen. All cured meats are firm, but without any material advance this week.

The surplus butter which has been accumulating for some time, and which is invariably of a poor quality, is being sold at prices that will make it move and is seen all over the city labelled at 25c a lb. This catches the eye of the ordinary house-keeper who has been paying 30 and 35c a lb. and at first glance is tempting, but when the trying time comes, the quality is there, but not the right sort, and it doesn't sell easily. A good deal of this is now in the hands of the city retailers, and any quantity of it still held by country merchants. That such a state of affairs still exists in a country where so much was done to aid farmers in producing better butter is remarkable, and certainly does not reflect much credit on our butter makers. However, as long as the merchants will continue to take it in exchange for goods the good and poor, at the same price, we cannot look for improvement, and if the loss falls heavily on the merchants they must blame themselves.

The egg market is firm. The stock of held eggs is rapidly diminishing, and many of the new laids are unsatisfactory and unreliable. A lot of 136 dozen arrived at one of our wholesale houses, all guaranteed new laid. By careful candling 89 dozen were decidedly stale, and some of them unfit to use for any purpose. If the hand could be laid on the person who is guilty of such conduct, he should be made to square matters.

Cheese, honey and poultry are very quiet and little doing.

PROVISION MARKETS

MONTREAL.

PROVISIONS—Live hogs have gone forward 25 cents on the 100 pounds. Compound and pure lard have advanced from ¼ to 1 cent per pound. Mess pork in all varieties, is strong, and selling at the maximum price, which was quoted last week.

Compound Lard—	
Tierces, 375 lbs	0 09
Parchment lined boxes, 50 lbs	0 09½
Tubs, 50 lbs	0 09¾
Wood pails, 20 lbs. net	0 09¾
Tin pails, in cases	0 09¾
Heavy Canada short cut mess pork, in bbls	22 00 23 00
Selected heavy Canada short cut clear boneless pork	23 00
Heavy Canada short cut clear pork	22 50
Very heavy clear pork	25 50
Plate beef, 100-lb bbls	7 75
" 200 "	15 00
" 300 "	22 00
Pure Lard—	
Tierces, 375 lbs	0 12¾
Boxes, 50 lbs., grained	0 12¾
Tubs, 50 lbs., "	0 12¾
Pails, wood, 20 lbs., parchment lined	0 13
Tin pails 20 lbs., gross	0 12¾
Cases, tins, 10 lbs. each	0 13
" " 5 "	0 13¾
" " 3 "	0 13¾

BUTTER—Receipts of fresh, large rolls are fairly large. Other lines are steady, with a noticeably weaker undertone to the market. Prices are the same as last quoted.

Fall creamery, solids	0 27 0 27½
Fresh Creamery, solids, 1	0 25½ 0 26
" " prints, lb	0 27
Dairy, tubs, lb	0 19 0 20
Fresh large roll	0 20 0 21

CHEESE—Locally trade is steady, with only a moderate export demand.

Cheese, old	0 15½
" large	0 13½
" twin	0 13½
" small	0 13

EGGS—Stocks of storage eggs are practically exhausted, and high prices are liable to prevail unless new laids fill the requirements of the trade. Receipts of this variety are slowly increasing.

New laids	0 35 0 40
Selected cold storage	0 29
No. 1 Candled	0 26
No. 2 Eggs	0 21 0 22

MONEY—Only a slim interest is manifested in honey, with no change in quotations.

White clover comb honey	0 13 0 15
Buckwheat, extracted	0 08 0 09
Clover, strained, bulk, 30 lb. tins	0 10 0 11

POULTRY—Poultry is arriving in small quantities, consequently prices have advanced from ½ to 1½c per lb. Demand is first class.

Spring chickens, per lb	0 15 0 16
Hens, per lb	0 11½ 0 12
Young ducks, per lb	0 12 0 14
Turkeys, per lb	0 19 0 20
Geese, dressed	0 10 0 11
Ducks	0 12 0 14

TORONTO.

PROVISIONS—Cured meats are very firm, with an upward tendency, but no advance on last week's prices. There is, however, no export demand.

Long clear bacon, per lb	0 11 0 11½
Smoked breakfast bacon, per lb	0 14½ 0 15
Roll bacon, per lb	0 11½ 0 11
Light hams, per lb	0 13½ 0 14
Medium hams, per lb	0 13½
Large hams, per lb	0 13
Shoulder hams, per lb	0 10 0 10½
Backs, plain, per lb	0 16 0 16½
" pea meal	0 16½ 0 17
Heavy mess pork, per bbl	20 00
Short cut, per bbl	22 50 23 00
Lard, tierces, per lb	0 12½ 0 12½
" tubs "	0 12½ 0 12½
" pails "	0 13
" compounds, per lb	0 08½ 0 11
Dressed hogs	0 10 0 10½

BUTTER—Good butter, on account of its rarity is in good demand, which always commands a good price, and although the market is flooded with poor butter, the article wanted by the consumers, and for which they are willing to pay a good price, is not in excesse of the demand. One dealer has 4,800 lbs. of culls on hand, out of which was picked all good and medium butter, and he is short of good butter to supply his trade. When such a state of affairs exists it is time that every one, in any way interested in the handling of butter, should wake up and do his part to check this wasteful and careless method. There is no excuse for bringing bad butter on the market, and whether the country storekeeper will continue to pay the same for poor stuff as he does for good, the consumers will not pay their good money for stuff they cannot eat.

	Per lb.
Creamery prints	0 27 0 29
Creamery solids	0 27
Farmers' separator butter	0 25 0 26
Dairy prints, choice	0 22 0 23
" ordinary	0 21 0 22
" tubs, choice	0 21 0 22
Large rolls	0 20 0 21
Baking butter	0 16 0 18

CHEESE—The cheese on hand is light

and prices firm, with a good local demand, but no change in prices.

Cheese, large, prime		0 13½
" twins	0 13½	0 14

HONEY—Very little is selling and no change in prices.

60-lb. tins	0 11	0 11½
Smaller sizes, tins and bottles	0 10½	0 12
Comb, doz	1 50	2 50

POULTRY—Very little is coming in, scarcely enough to meet the demand. Prices are firm and good stuff is readily picked up at the following quotations.

Spring chicken, dressed	0 14	0 18
Hens, per lb., dressed	0 10	0 11
Ducks per lb., dressed	0 14	0 18
Turkeys, per lb., dressed	0 18	0 20
Geese, per lb., dressed	0 11	0 13

EGGS—Several firms complained about eggs being sent in as new laid, which are far from being even fresh. Farmers have been getting exceedingly high prices for almost everything they had to sell, and are making money, but when they so far forget themselves that they expect people to pay 40c a dozen for old eggs they should at least be reminded of the fact, that they are guilty of a mean way of robbing their fellowmen. As the old stock is diminishing very rapidly and the new laids, including the counterfeit, are not sufficient to meet the requirements, prices are likely to remain firm for some time.

Strictly new laid, per doz	0 30	0 32
Select cold storage	0 28	0 30
Cold storage	0 25	0 26
Limed	0 24	0 25

BARRELS

For Flour, Butter or packing any kind of merchandise, manufactured and for sale by

H. CARGILL & SON

CARGILL, ONTARIO.

SALT

Car lots of Fine, Medium or Coarse, in Barrels, Sacks or Bulk.

TORONTO SALT WORKS

128 Adelaide Street E., Toronto

ESTABLISHED 1892

Rutherford, Marshall & Co.

Wholesale Produce and Commission Merchants,

TORONTO, ONT.

Solicit Correspondence. Always buyers of Dairy Products. Write us before selling.

Poultry Wanted!

Persons having Poultry to ship to Montreal market should make a trial shipment to

P. POULIN & CO.

39 Bonsecours Market, - Montreal

Buyers of Poultry, Game, Eggs and Feathers. Prompt remittance. No commission. Reference, any bank.



USE OVAL WOODEN BUTTER DISHES.

THOMAS BROS., St. Thomas, Ont.

HAS MEDICINAL QUALITIES.

Grape Fruit Used as a Tonic—Its Early History and How it is Packed.

A Montreal fruitman has supplied The Grocer with the following information on grape fruit which was treated in the encyclopoedia of last week's issue:

This form of fruit is probably the first which figures conspicuously in the history of the human race. It is known still in some parts of the world, as "Forbidden Fruit," thus indicating the fact, that our first parents were so keen to taste it, that they sacrificed their chance of Paradise, in order that they might enjoy its palatable qualities. It is also ksown as Adam's apples, Pomeloes and Pummaloes. The Indians who knew of its excellent and medicinal qualities attached great value to it, as a food. It grows in large clusters like the grape, and owing to its mingled flavor of acid, sugar and quinine bitterness, it is an excellent tonic, and is often preferred to the orange, by those who have acquired a taste for it. Large quantities of the fruit are grows in Jamaica, Cuba and other islands of the West Indies, in Ceylon, Mesopotamia and California. Hybrids of grape fruit, are often met with in the market, as sweet oranges, but they lack the valuable bitter quality of the real stock, and its tonic effect.

Grape fruit has sprung into favor in Canada in the last ten or fifteen years, and its popularity is now well established. Hotels especially require large quantities as it is used extensively as a breakfast fruit. The first carload lot to be brought into eastern Canada, arrived in Montreal in the autumn of 1907. Previously, the fruit was brought in from New York by express. It is estimated that during the last year at least 30 cars have been distributed throughout Canada. The fruit is available, practically throughout the whole year, but is most difficult to obtain, during the months of July, August and September. Very great care is exercised in handling the fruit. It is hand-picked, the stem being clipped, and then, it is placed in padded baskets. When it arrives at the packing house it is carefully wrapped, and placed in cases. These cases are then loaded into cars, each standing on its end, with ample space between, which provides sufficient air to circulate, to insure good ventilation. When one tier is complete, it is fastened by means of wood stays, and then another tier is stacked on top of this, and so on, until the car is filled. The fruit is profitable to the dealer, as it does not require only reasonable treatment, and is a good keeper. Like many other fruits, it must be kept in a fairly cool place, with proper ventilation. The fruit should be handled with as great care as possible, to avoid bruising, as this leads to early decay. It makes a very attractive windom display product, on account of its large size, and bright color. Altogether grape fruit may be said to possess the essential features which recommend it to the Canadian market.

CHANGE IN UNITED FACTORIES.

The United Factories, Limited, have decided to separate their Woodenware Manufacturing business at Newmarket from the brush and broom business, etc., in Toronto, London and Montreal, it having been found that their businesses can be handled more advantageously if divided and a meeting of the shareholders has been called for the purpose of getting the secessary powers to carry out the separation.

The company is doing a very large and successful business from coast to coast and employs on an average between five and six hundred work people besides a large number of salesmen and office staff. Its finances and credit are A 1 and the present management has been connected with the business for a great many years. The business of Boeckh brushes and brooms, Bryan's brushes and Cane's woodenware will not be affected in any way by the division into two companies.

Call your customers by name. Take particular pains to be able to do this with newcomers in town. This is one point that storekeeping can learn from politics.

Important Notice

Mason's

Number One Sauce

REDUCED PRICES

Small Bottles - - $1.40 doz.

Large Bottles - - - 2.25 doz.

Prepared by

GEO. MASON, (The Original), From London, England

ALL JOBBERS

THE MASON, MILLER COMPANY

Toronto, Canada

Agents Wanted



Royal Yeast Cakes.



Most Perfect Made.

Sold and Used Everywhere.

With Royal Yeast on your shelves you have in stock the Standard Yeast of Canada. **You** know it and **your customers** know it, two good reasons why you should not experiment with unknown and unsaleable brands.

Order from your wholesale grocer.

A Pure Dry Hop Yeast.

E.W. GILLETT COMPANY LIMITED
WINNIPEG. TORONTO, ONT. MONTREAL.

ESTABLISHED 1852.

Highest Honors at all Expositions.

CLARK'S Pork and Beans

One of the best and most constant sellers in Canada and a leading feature in my present advertising campaign.

In Canada when Pork and Beans are called for—CLARK'S are in mind whether they are specified or not.

Do not hold back your orders to the last minute. See that your stocks of the following are full:

Clark's Pork and Beans
" Corned Beef
" Ox Tongue
" Potted Meats

WM. CLARK

Manufacturer

MONTREAL

YOU NEED NOT LOSE TRADE IN

BOVRIL

for full stocks of

Bovril
Bovril Cordial
Johnston's Fluid Beef (Vimbos)
Johnston's Fluid Beef Cordial

are held by

R. S. McIndoe, 54 Wellington St. East, Toronto
W. L. MacKenzie & Co., 306 Ross Ave., Winnipeg
A. C. Urquhart & Co., 524 Hornby St., Vancouver
A. B. Mitchell, Mitchell's Wharf, Halifax

BOVRIL Ltd.

27 St. Peter St. **MONTREAL**

Win Your Customers' Good Will

by recommending and selling them

Cowan's Cake Icings

They will be more than pleased on bake day, for there is genuine satisfaction and delight in using "Cowan's" Icings.



The Cowan Co., Ltd.

Toronto, Canada



White Moss Cocoanut

is famous for being always of uniform quality. Housekeepers have depended upon its unvarying excellence for years, and never yet have they been disappointed. They never will be, that you can count upon.

The Best Pays in the Long Run.

SELL WHITE MOSS COCOANUT

The Canadian Cocoanut Co., Montreal

The delicious flavors of

Nation's Custard Powder

with Stewed Fruit is an ever pleasant memory.



Agents:

GREEN & CO.,
25 Front St. E. Toronto

W. H. ESCOTT,
Winnipeg

Made by Edward J. Nation & Co., Bristol, England

PURE SOLUBLE COCOA

WE ARE MAKING A SPECIAL OFFER OF HIGH GRADE PURE COCOA POWDER, EITHER IN BULK OR BARRELS OR IN 1-lb., ½-lb. and ¼-lb. CANISTERS, WITH LABELS BEARING YOUR OWN NAME OR BRAND.

IT WILL PAY YOU TO GET SAMPLES & PRICES

FROM OUR WHOLESALE AGENTS:

A. B. LAMBE & SON, 27, Wellington St. East, Toronto.
H. & A. B. LAMBE, Hamilton.
C. A. PARKER, 10, Albert Street, Ottawa.
CHAS. DUNCAN, P.O. Box 22, Winnipeg.
MITCHELL & WHITEHEAD, 92, St. Peter St., Quebec.
A. E. CURREN, 54, Bedford Row, Halifax.

GEORGE PAYNE & CO., Ltd.,

Wholesale Tea, Cocoa and Coffee Merchants,

LONDON, Eng.

WE ALSO SELL CHOCOLATE COVERING AND COCOA BUTTER.

THE FLOUR AND CEREAL MARKETS

No Further Change in Flour—Wheat High in Price and Rolled Wheat is Liable to Advance.

Conditions in the flour and cereal market are still interesting, although no changes are quoted this week in prices. The decline mentioned last week in Manitoba wheat flour on account of competition has not been changed. There is little export movement in flour but Mexico still wants more Canadian wheat. The price of wheat is high and this has the result of making the price of rolled wheat very firm with prospects of another advance to the wholesalers. Oats are also high in price, making rolled oats and oatmeal incline towards advances.

The Montreal market indicates that the bran is very scarce and some dealers are oversold.

MONTREAL.

FLOUR—The big drop of last week, has speeded up the demand considerably. Country trade is steadily improving. Export trade has been very dull during the week.

Winter wheat patents	5 50
Straight rollers	4 70 4 80
Extra	4 00 4 10
Royal Household	5 60
Queens	5 10
Manitoba spring wheat patents	5 60
" strong bakers	5 10
Five Roses	5 60
Harvest Queen	5 10

ROLLED OATS—Rolled oats are steady, under fair demand.

Fine oatmeal, bags	2 72½
Standard oatmeal, bags	2 60
Granulated " "	2 60
Golddust cornmeal, 98-lb bags	2 10
White cornmeal	2 00 2 05
Rolled oats bags	2 35
" bbls	5 05

FEED—Bran is very scarce, and many dealers are oversold. The recent advance has been fully maintained, with a strong possibility of an advance in the near future. Other lines are unchanged.

Ontario bran	21 50 22 0
Ontario shorts	25 00
Manitoba shorts	24 00
" bran	21 00 22 00
Moullie, milled	25 00 27 00
" straight grained	30 00 32 00
Feed flour	1 80 1 90

TORONTO.

FLOUR—The decline of Manitoba wheat flour due to severe competition as reported last week was the latest feature in the flour market. During the past seven days no further change has taken place. There is not much of an export movement. Winter wheat is comparatively scarce here and is practically all needed at home. There is, however, still a good export trade in wheat to Mexico. But the flour market on the whole is dull.

Manitoba Wheat.

1st Patent	5 50 5 60
2nd Patent	5 20
Strong bakers	5 00

Winter Wheat.

Straight roller	4 20 4 30
Patents	4 80
Blended	5 00

CEREALS—Announcement was made last week of an advance of 10c to wholesalers in rolled wheat. The price as quoted then has been fully maintained and one dealer expresses the belief that it will go higher still. The reason of the advance is the high price of wheat which is also hard to get. The prices in rolled wheat are therefore, very firm. In the case of rolled oats the figures as quoted last week remain, although an advance is expected according to one firm on account of the advance in oats. The same applies to oatmeal.

Rolled wheat in barrels, 100 lbs	2 85
" oats in bags, per bag 90 lbs	2 50
Oatmeal, standard and granulated, in bags 98 lbs	2 75

BRANDY CHOCOLATE CASES.

In the police court in Montreal on Tuesday, the "brandy chocolate cases" came up before Judge Bazin. Two cases were on the docket, Joslin Bros., confectionery jobbers, and the Walter M. Lowney Company of Canada. Joslin Bros. testified that they were jobbers of candy to the retail trade, through their travelers, and gave the circumstances of the sale of the brandy cordial chocolates to L. M. Chartrand, secretary of the Revenue Department. Edmund Littler, managing director of the Walter M. Lowney Company of Canada, stated that the brandy seized by the revenue officers was used in the manufacture of their brandy cordial chocolates, but in what quantity he could not say. Professor Robt. F. Ruttan, of McGill University, declared that the two boxes of chocolates analyzed contained 1.51 per cent. of alcohol and 2.13 per cent. respectively. These were the same chocolates as those examined by Milton L. Hersey, according to report, who stated they contained 6.25 per cent. alcohol. The cases were taken en delibere until Tuesday next.

BERLIN SUGAR WORKS SOLD.

The Wallaceburg Sugar Company has purchased the Ontario Sugar Refining Co.'s works at Berlin, which was wound up under and order of the courts by Henry Barber, assignee, Toronto. The money involved is $230,000. The factory cost in the neighborhood of $600,000 to start.

The intention of the new proprietors, it is understood, is to make extensive improvements, placing the building thoroughly in shape as an up-to-date sugar making establishment. When the changes are effected it is their intention also to work the factory to its utmost capacity in the manufacture of refined and white sugars of all grades.

P. T. Trowern, father of E. M. Trowern, secretary of the Retail Merchants' Association, died at his home on Argyle St., Toronto, on Saturday at the age of 86 years.

Damp Weather Sodas

If there is one time more than another that you need a soda biscuit which holds its crispness, it is in wet weather.

Mooney's Perfection Cream Sodas

Possess this feature above all others.

They're built that way.



The Mooney Biscuit & Candy Company,
LIMITED
STRATFORD, - CANADA

Have you any
Goose Wheat
or
Ontario White Wheat?
We want lots of it.
We want quality.
We will pay for good wheat.
Cummings Mills
Cummings Bridge, Ottawa

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

Don't change to any and every kind offered.
Your customers prefer

MOTT'S

"Diamond" and "Elite" Brands of

Chocolate

For the all convincing reason that they are pure, clean, rich, uniform quality.

Buy and sell them. Every jobber carries the brands—

John P. Mott & Co.
Halifax, N.S.

SELLING AGENTS:

J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver
Arthur M. Loucks, Ottawa — R. G. Bedlington, Calgary

By Royal Letters Patent

Nelson's Opaque, Brilliant, Isinglass, Leaf, and Powdered **Gelatine**

NELSON'S
Granulated Jellies, Tablet Jellies, Creams, Custards, Fruit Puddings, Bottled Jellies, Lemonade Crystals, and Baking Powder.

Nelson's Gelatine and Liquorice **Lozenges**

NELSON'S SOUPS
(SIX VARIETIES)

Sole Proprietors and Manufacturers of
GORDON'S GRANULATED GRAVY

G. NELSON, DALE & CO., Ltd.
EMSCOTE MILLS, WARWICK

The above can be had from any of the following agents:
The Smith Brokerage Co., Ltd., St. John, N.B.
Watt, Scott & Goodacre, P.O. Box 1204, Montreal.
J. L. Watt & Scott, 27 Wellington St. East, Toronto.
W. E. Ashley Winnipeg.
Geo.A. Stone, 34 Inns of Court Buildings, Vancouver, B.C.

MAPLE SUGAR

I am able to ship the finest grade on short notice. You will need it for fall trade. Order early.

P. J. GIRARD, - Richmond, Que.

French Vermicelli and Macaroni

The only factory in Canada producing these goods.

H. CONSTANT
Manufacturer

Sales Agent: L. FONTANEL, 187 Commissioners St., Montreal

OPEN TO BUY
From 5 to 10 Cars Choice Cooking Peas
Clean and White
Quebec's leading Flour and Grain House.
C. A. PARADIS, Dalhousie St., Quebec

SUCHARD'S COCOA

This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes. Delicious in flavor; prices just right.

FRANK L. BENEDICT & CO., Montreal
Agents.

EPPS'S

GRATEFUL AND COMFORTING

IN ¼-LB. LABELLED TINS. 14-LB. BOXES

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg

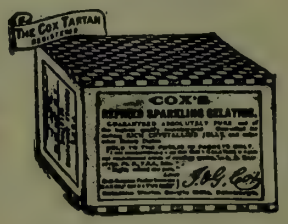
NUTRITIOUS AND ECONOMICAL **COCOA**



DON'T FAIL
To send for catalog showing our line of
PEANUT ROASTERS, CORN POPPERS, &c.
LIBERAL TERMS.
KINGERY MFG. CO., 106 108 E. Pearl St., Cincinnati, O

The GRAY, YOUNG & SPARLING CO., Limited
SALT MANUFACTURERS
Granted the highest awards in competition with other makes.
WINGHAM ***ESTABLISHED 1871***

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COX'S GELATINE

When an ARTICLE has held the FIELD for over SIXTY YEARS it must have MERIT on its side. That is why you should always supply

COX'S GELATINE

Canadian Agents:
C.E. Colson & Son, Montreal
D. Masson & Co., "
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J. & G. COX
Ltd
Gorgie Mills
EDINBURGH

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

C. P. R. MAKES DEPARTURE.

Appoints Commissary Agent Who Will Do All Their Buying.

A new office has been created by the Canadian Pacific Railway in the appointment of A. S. Maynard as chief commissary agent of the company, with headquarters in Montreal.

He will have charge of the purchase of supplies for the company's chain of hotels across the continent, as well as for the dining cars and steamship services, the latter including the boats on the Atlantic and Pacific routes, upper lake steamers plying between Owen Sound and Fort William, the British Columbia lake and river service, etc.

In order to facilitate the handling of this new branch of the purchasing department, the chief commissary agent will have assistants located at St. John, N.B.; Toronto, Winnipeg, Calgary, Vancouver and Victoria, thus effectively covering the entire system from coast to coast.

The idea of the new office is to efficiently control and to bring under one head, the buying of various supplies for the different departments of the company, which was formerly attended to by many.

The promotion of Mr. Maynard to first head of the newly-created office, which bids fair to become one of the most important in the company's service, is looked upon with favor by his many friends in and out of the railway world.

Mr. Maynard has been a grocery man all his life, and his long experience will be of great service to the company in his new office. His appointment was made by Sir Thomas Shaughnessy, who created the new department, and was ratified by E. N. Bender, the general purchasing agent, whose assistant Mr. Maynard has been for some years.

A CLEVER ADVERTISER.

Novel advertising schemes are constantly wanted by grocers. Here is a clever idea carried out by a western grocer a short time ago which had a two-fold effect. It prompted customers to read his newspaper advertisements and brought many new customers to his store. One day he advertised that he would give a certain prize to the man or woman who would write the best ten-line poem for his store. About one-third of the families of his town were represested when he listed the poems received. Every week from the time all the poems had been sent in until they were exhausted, he used one of them at the beginning of his advertisement in the local newspaper. As he published the name of the author, every family in town watched for and read the ads. When the winner of the prize was announced the editor of the local newspaper gave him a column of free advertising using cuts of both the winner and the prize. The scheme proved very profitable, adding many new customers to the store, and was the means of creating publicity for this wide-awake merchant which was far-reaching in its effect.

W. F. Todd, whose cut appeared in last week's issue of The Grocer, resides at St. Stephen, N.B., and not at Mount Stephen, as was stated.

R. J. Sharp, representing W. P. Downey, has returned to Montreal after a successful trip through Ontario. Mr. Sharp reports a very favorable outlook for the coming year.

POT and PEARL

FOR CLOSE QUOTATIONS WRITE

JOHN MacKAY Caledonia Mills **BOWMANVILLE, ONT.**

BARLEY and FEED

The demand is active for

KORN KINKS

And we take mighty good care that it always stays active. Look at our advertising in the newspapers and on the boards. It's just brimful of the kind of argument that makes sales for you. Moreover, the sales are continuous; because there's real delicious food quality in Korn Kinks—*the only malted corn flakes.*

The H-O Mills, Hamilton, Ont.

Biscuit Talks

Carr's Biscuits cost no more than common biscuits, quality considered—They are worth twice the price charged. Make a comparison—assure yourself.



Carr's Biscuits are fresh, crisp, dainty, nourishing, appetizing. Place a trial order.

CARR & CO., CARLISLE, ENGLAND

AGENTS:

Wm. H. Dunn,	Montreal and Toronto,	Eastern Provinces
Hamblin & Brereton,	Winnipeg,	Lakes to the Rockies
The Standard Brokerage Co., Ltd.,	Vancouver, B.C.,	British Columbia

CALIFORNIA LEMONS

The stock is very fine and prices are low, try a few boxes.

California Navel Oranges, California Celery, Florida Head Lettuce, Florida Cabbage, Cuban Tomatoes, Pine Apples, Cucumbers, Etc.

McWILLIAM
Mc. AND E.
EVERIST

25-27 CHURCH ST. - TORONTO

Keep Kool

There's

"St. Nicholas"

and

"Home Guard"

Coming

"On the Ocean now."

(FRANC TRACUZZI Cables)

J. J. McCabe

Agent

32 Church Street - Toronto

FRUITS, VEGETABLES AND FISH

Advances in Prices of Green Fruits—Trade in Vegetables Reported Good—Advance in Cabbage—Fresh White Fish on the Market.

MONTREAL.

GREEN FRUITS—Bitter oranges for marmalade purposes are quoted at $2.75 to $3 this week. Almeria grapes are 50c higher, for exceptionally good stock. The maximum price for Florida and Mexican oranges has also advanced slightly. Pears have jumped up a dollar. Fameuse apples are scarce and are not a factor in the market just now. Other lines are unchanged.

Almeira grapes, extra choice	6 00	6 50
California navels, 96, 126, 200, 288 size		3 00
" " 150, 17 , 200, 216 size		3 00
Floridas, 126, 15 , 176 200	2 50	2 75
Mexican oranges, 176. 200, 216, .50 size	2 00	2 25
Valencia " 420 size		3 75
Extra sweet Jamaicas	2 00	2 25
Bitter oranges	2 75	3 00
Grape fruit		3 50
Jamaica grape fruit, extra heavy		3 00
Lemons, choice, 300 size	2 75	3 00
Bananas crated	1 50	1 75
Pears, boxes		4 50
Pineapples, extra fancy, 24 size	4 50	5 00
Cranberries, Nova Scotias, early blacks, bb'.	8 00	9 00
Spies, XXX		6 00
Baldwins, Greenings, Russetts, XXX		5 00
Straberries		0 50

VEGETABLES—There have been some small advances this week among which are mushrooms, 10c a lb.; sweet potatoes and lettuce. New carrots are slightly lower, also cauliflowers. Other lines are unchanged. Trade is reported fairly good.

Mushrooms, lb		1 00
Cucumbers each		0 25
New carrots, bunch	0 15	0 30
Tomatoes, lb		0 20
Oyster plant doz		0 50
Artichokes, bbl	2 50	3 00
Leeks, dozen		1 25
Parsnips, bag	0 90	1 00
Sweet Potatoes, basket	2 50	2 75
Marrows, dozen		1 50
Cal. Cauliflowers, crates	2 75	3 00
Parsley, per doz. bunches	0 50	1 50
Sage, per doz		0 50
Savory, per doz		0 50
Can. celery bunch	40	0 75
Celery, crate		6 00
Water cress, large bunches, per bunch		0 15
Spinach, barrels	3 00	3 50
Green peppers, basket		1 60
Beets, bag		0 90
Carrots, bag		0 75
Spanish onions, large cased	3 50	4 00
Lettuce, early		0 60
Lettuce, per doz, Boston		1 10
Radishes, doz		0 60
Horse radish, per lb		0 15
Cabbage, bb's	1 50	1 75
Montreal potatoes, bag		0 85
Green Mountains		1 00
New Brunswick potatoes		0 85
Onions large bag		2 00
Red onions, barrel		4 00
Turnips, bag		0 60
Pumpkins, doz		3 00
Squash, doz		2 50
Brussels sprouts, quart		0 30
String beans, basket	4 30	5 00

FISH—The approaching Lenten season has brightened up the market generally, and demand is good. Nearly all lines of fish are in good supply. Steak cod is a little higher in price this week, owing to temporary shortage. The price of sea herring has stiffened up slightly also for the same reason. Other lines are unchanged.

Fresh and Frozen Fish.

Codfish	0 03½	0 03½
Qualla salmon	0 07	0 07½
B.C. salmon, frozen	0 03½	0 04
Haddock, per lb	0 04	0 4½
Fresh halibut	0 08	0 08½
Mackerel, "		0 10
Dore, "	0 07½	0 08
Steak cod	0 05	0 06
Frozen Grass Pike	0 04½	0 05
Whitefish, lb. Tullibees	0 05½	0 06
Lake trout	0 09½	0 10
Sea trout, lb		0 10
Flounders, lb		0 10
American live lobsters		0 24
Bullheads (dressed)		0 10
New Smelts		0 08
Sea herring, per 100	1 85	1 95
Tom cods, bbl		1 75
Smoked—		
Haddies (exp) 15 lb. bxs., per lb		0 06½
Bloaters, per box, large, Yarmouth		1 10
Smoked herring, per box		0 17
Prepared—		
Skinless cod, new, 100 lb. cases		5 25
Shredded cod, ½ lb. cartons, 2 doz. cartons in box, per box		1 80
Dry cod, in bundles 112 lb., per pound		0 06
Boneless cod, 1 & 2 lb. bricks, 20 lb. boxes		0 06
Boneless cod, 20-lb. boxes		0 08
Boneless cod, 20-lb. boxes		0 09
Boneless fish, 20 lb. bxs., 2 lb. blocks		0 05
Boneless fish, 25 lb. bxs., loose		0 04½
Pure cod in crates, 1 and 2 lb. bricks		0 05
Salted and Pickled—		
No. 1 Labrador herring, brls		5 00
" " ½ brls		3 25
Large green cod, 200 lbs. bbl		6 50
Oysters, bulk, per gallon		1 30
Standards, bulk		1 40
" quart tins, sealed		0 40
Paper pails, per 100 qt. size		1 50
Live lobsters, lb		0 18
Standards, 4 gals		6 80
Selects "		7 60

TORONTO.

GREEN FRUITS—The fruit men as a rule report business good and prices firm, with noticeable advances in several lines. Almeria grapes are about a dollar a keg higher, for good stock. The first shipment of lemons from Italy since the earthquake is expected to arrive here in a few days. Cranberries are off the market. One local firm since November has brought in two carloads of grape fruit.

Grapes, Almeria, keg	7 00	8 00
Apples, Spies	5 50	6 50
" Russetts	4 00	4 50
" Greenings	3 25	4 00
" Tolman Sweets	3 00	3 50
" Ben Davis	2 50	3 25
Oranges, Mexican, boxes, new	1 65	2 00
" Valencias, case		3 75
" Large		4 50
" California navels	2 90	3 50
" Messina bitter oranges	3 25	3 50
Lemons, Messina	3 50	4 00
" California, box		4 00
Bananas, Jamaicas, firsts	1 50	1 85
" Jamaica eights,	1 00	1 25
Grape Fruit, Florida, box	3 00	3 75
" " Jamaica		3 00
Pineapples, Florida, crate	3 50	4 00
Strawberries		0 35

VEGETABLES—There is not much change in vegetables, with the exception of cabbage, which is now worth $44 a ton, or $2.25 a barrel. This is nearly double what it was a month ago. Potatoes are holding their own. The cold spells are not lasting long enough to affect the price. Celery is plentiful, and nearly all kinds of summer vegetables are on hand.

On Saturday, Feb. 6th, the regular meeting of the Ontario Vegetable Growers will be held at the Albion Hotel, Toronto, aad on Tuesday, Feb. 9th, the annual banquet will be held at Orr's restaurant. At the regular meeting a number of prizes will be offered, among them $2, $1.50 and $1 for the best bunch, each, of parsley, cress and water cress.

George H. Clarke, Dominion Seed Commissioner of Ottawa, will give an address on "Good Seeds and what They Mean to the Vegetable Grower."

Beets, Canadian, bag	0 45	0 50
Potatoes, Ontario, per bag	0 75	0 80
" " hamper		2 00
" Bermuda, per bushel		3 50
Lettuce, Boston head, doz		1 25
Onions, Canadian, dried, bag	0 75	0 90
" Spanish, half crate	1 85	2 25
Tomatoes, Florida, small basket		1 00
" Canadian, hothouse, per lb		3 50
Cucumbers, doz	2 00	2 25
Carrots, per bag	0 35	0 40
Cabbage, per ton		44 00
" " barrel		2 25

Cauliflower, per case		4 00
Celery native, doz	0 25	0 40
California celery, per case		6 50
Turnips	0 30	0 35
Radishes, per dozen	0 40	0 45
Spinach, per bushel		1 00

FISH—The new feature in the fish market this week is the arrival of liberal quantities of fresh caught white fish and trout. Some were caught in the east end of Lake Ontario, and some came from Georgian Bay. These are sold for 13c to 14c a lb. On the whole the fish market is firm and satisfactory.

Perch, large, per lb	0 06	0 07
Herring, medium, per lb	0 04	0 05
Whitefish, frozen	0 09	0 10
Trout, "	0 09	0 10
Whitefish, fresh caught	0 13	0 14
Trout, " "	0 13	0 14
Cod	0 07	0 08
Halibut	0 09	
Haddock, frozen		0 06
Sea salmon, Silverside		0 10
" Steelhead		0 14
Pike	0 05	0 06
Pickerel, yellow	0 08½	0 09
Herring, Digby, smoked, bundle 5 boxes		0 85
" Kippered, 15-lb. box		1 40
" Labrador, keg		3 00
Mackerel, each		0 10
Smelts, per pound No. 1	0 09	0 10
" " extra	0 12	0 14
Oysters, Long Island		1 50
" " medium selects		1 75
" " extra		1 85
" shell, per 100		1 50
Cisco, basket	1 00	1 10
Finnan Haddie, smoked, 15-lb. package	0 07½	0 08
Boneless cod, quail on toast		0 05½
" " imperial		0 05
" " steak		0 07
Shredded cod, doz		0 90
Arcadia, 24 packages, 1 lb. box		3 12
" 12 packages, 2 lb. box		2 40
Acadia cod, crate		2 40
" tablets, box		1 60
Bloaters	1 15	1 25
Qualia		0 09
Catfish, dressed		0 10

SALMON UP IN SMOKE.

At Inverness, a short distance south of Prince Rupert, B.C., the Boscowitz steamship Venture was burned to the water's edge on the morning of Monday, Jan. 25th. In addition to the vessel, 5,000 cases of salmon which had just been loaded at the Inverness cannery, were consumed. The origin of the fire is unknown, but it was supposed to have been caused by the upsetting of a torch in the engine room. Altogether 7,000 cases of salmon were burned.

FRUIT GROWERS MEET.

The first meeting of the directors of the Niagara Peninsula Fruit Growers' Association was held in St. Catharines on Jan. 26th. The election of officers resulted as follows: President, W. H. Bunting, St. Catharines; first vice-president, E. D. Smith, Winona; second vice-president, Robert Thompson, St. Catharines; third vice-president, W. M. Hendershot, Thorold; secretary-treasurer, C. E. Fisher, St. Catharines. A committee was appointed to prepare a stated case for submission to the express companies at a friendly conference to be held at the suggestion of the Railway Commissioners. The growers are determined to hold out for their rights, but are willing to meet the express companies on all reasonable grounds.

A. H. Clements, of the Allready Pure Food Co., has returned to Montreal from Ottawa.

Marmalade Oranges

SEVILLES in Chests

New Florida Cabbage

Fine Quality in Crates

California Celery

Sizes 6 to 8 doz. to crate

Complete Stocks of Fruits and Vegetables

Quality First

WHITE & CO., Limited

Phone Main 6565 TORONTO and HAMILTON

FIRST LEMONS

since the Quake have arrived from Italy. They're fine Fruit.
Ask the wholesale for the new arrival of Palermo Lemons.

W. B. Stringer, Toronto, District Agent

"Squirrel" Brand
California Lemons

Packed by Arlington Heights Fruit Company

NONE BETTER

Bright, Handsome, Waxy Fruit, every Lemon same from top to bottom of box. Another car just arrived, price very reasonable, cost very little more than Messinas.

HUGH WALKER & SON

GUELPH, ONT.

CALIFORNIA NAVEL ORANGES CUBAN ORANGES

PORTO RICO ORANGES MESSINA LEMONS, all fresh stock

THE DAWSON COMMISSION CO., TORONTO

We can handle your consignments of Poultry. Butter and Eggs for you.

Handle Our Lines



Get Our Prices

You can increase your profits by handling

Beacon Brand Oysters

The F. T. JAMES CO., Limited

Fish and Oyster Distributors - Toronto

MONEY IN YOUR POCKET VIA BRUNSWICK BRAND SEA FOODS



Reputation in business means a great deal. With some it means everything. In Sea Foods first place invariably is conceded to Brunswick Brand, because for years the quality of these goods has not deteriorated in the slightest degree. Rather has it improved, through the use of modern machinery, up-to-date methods, etc., immediately upon their advent.

Brunswick Brand to-day possesses reputation, and the dealer handling lines that have reputation makes money more easily than the other fellow.

Which Class Are YOU In?
You SHOULD Be Making Money.
Let Us Help You.



CONNORS BROS., LIMITED

BLACK'S HARBOR, N.B.

AGENTS—Grant, Oxley & Co., Halifax, N.S.; C. H. B. Hillcoat, Sydney, C.B.; J. L. Lovitt, Yarmouth, N.S.: D. Rattray & Sons, Quebec: Leonard Bros., Montreal; Arthur M. Loucks, Ottawa; C. De Carteret, Kingston; James Haywood, Toronto; Chas. Duncan, Winnipeg; R. G. Bedlington & Co., Calgary; Drexel & Co., Vancouver.

LENT IS NEAR!

Secure your supplies of Fish before prices advance

LARGE FROZEN SEA HERRING

Our leader

SALMON	**PIKE**	**HADDIES**
HALIBUT	**PICKEREL**	**KIPPERS**
WHITEFISH	**HADDOCK**	**BLOATERS**

"SEALSHIPT" AND BULK OYSTERS

BONELESS COD **LABRADOR HERRING** **SKINLESS COD**

We have all kinds in season. The largest and most complete assortment in Canada.

Best Quality Lowest Prices Fair Treatment

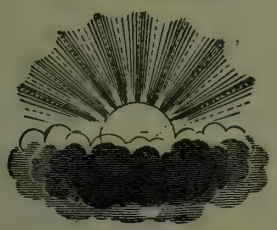
Get our new price list and compare prices

LEONARD BROS.

MONTREAL

"Salad, Edible and Cooking Oils"

WINTER PRESSED



"Sun Burst" Reg'd.

"Non-Pareil" Reg'd.

To know these oils is to stock them. The finest substitute for lard on the market. Guaranteed under the Pure Food Act.

We carry a stock and will be pleased to send you samples, with prices.

You will find our oils a good proposition all the way, owing to the number of uses to which they can be put.

WRITE US TO-DAY

J. M. BRAYLEY,

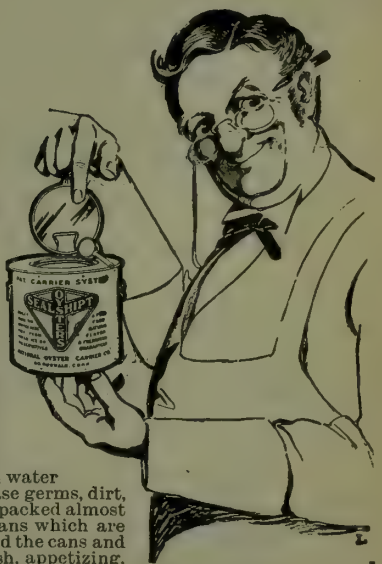
MANAGER KENTUCKY REFINING CO., Incorporated

Cotton Seed Oils

55 ST. PAUL ST., - - MONTREAL

Easy To Sell—

"Sealshipt" Oysters



They are so delicious, clean and wholesome they sell on their merits and people who once try them order them often. No comparison with ordinary tub oysters which are bloated and bleached with water and often exposed to air, disease germs, dirt, etc. "Sealshipt" Oysters are packed almost as soon as tonged, in steel cans which are then sealed. Ice is put around the cans and the oysters come to you fresh, appetizing, natural in size and color. They look inviting and they taste so different from ordinary tub oysters.

"Sealshipt" Oysters will give you increased trade among the class of customers you most desire to have come into your store.

WRITE FOR PARTICULARS.

AGENTS:

Leonard Bros., Montreal — Samuel Egan, Toronto
R. M. Cline, Hamilton — Steele Fruit Co., London
W. J. Guest Fish Co., Ltd., Winnipeg
Winnipeg Fish Co., Winnipeg

National Oyster Carrier Co.

South Norwalk, Connecticut

THE GROCER'S ENCYCLOPEDIA

The History and Manufacture of Salt—Its Use as a Condiment and Preservative—The Canadian Supply—Salt for Tanneries Crosses Ocean as Ship's Ballast.

SALT—Salt is something that finds its way into every home. The principal reason of this is probably its cheapness and secondly on account of its universal use as a condiment. Scarcely anything the hosewife prepares for the table is made without it. The grocer should, therefore, become thoroughly acquainted with its manufacture and its varieties in order to become a first-class salt salesman.

The industry of mining and manufacturing salt, is, in many respects, as interesting as any industrial institution in the history of mankind.

From remote times salt has been an economic necesity, and remains to-day practically the only mineral used by man, in its original state. This, perhaps, is the reason for its prominence in the history of the human race. We read in sacred history of the wife of Lot being turned into a pillar of salt, and throughout the Bible there are many references to it. From these times to the present moment, through the pages of secular history, it has figured more or less prominently. Eminent physiologists have called it the real elixir of life, and they are represented as having even restored the action of the heart after it has ceased, by the use of a saline solution. Its use in a physiological laboratory is indispensable. While the blood of the human being is an exceedingly difficult and delicate part of the organism to experiment with in an intra vascular way, saline solutions may be injected into the blood flow without any danger of precipitating the solids.

An Absolute Necessity.

Thus we see it is an absolute necessity, and cannot be in any way regarded as a luxury. It is gratifying to know that the supply is practically unlimited, and easily accessible. Being an absolute necessity, no such grim contemplation is opened up to view as is the case with the supply of coal, which scientists tell us will last only five hundred years longer.

The methods of manufacturing salt has not changed in any great measure for the last 1,000 years, until comparatively recently, when the vacuum system was introduced, which has facilitated its manufacture immensely. Salt or as it is chemically known, sodium chloride, is produced from three different sources—bay or sea salt, rock or mine salt, (often called commercially, salgem), ,and natural brine or pit salt. Ordinary table or white salt is made by pumping the brine, which is found in deep wells, into elevated reservoirs, from whence it can run by natural gravitation into large, shallow wrought iron pans each 20 or 30 feet square by 10 to 12 inches deep. Throughout this brine is distributed numerous heating pipes, and in this way the water is evaporated, and the solid salt is left. During this process the brine is continually agitated.

The salt thus produced is either large and coarse or small and fine, according to the amount of heat applied. This phase of the manufacture has been greatly improved by the introduction of the vacuum process. By this method relatively less heat is required and a much finer and more uniform grain is the result. The salt which falls to the bottom of the vats is collected and thoroughly dried, after which it is ground and made ready for the market.

Attracts the Moisture.

Salt is largely used as a preservative owing to its property of deliquescence. It draws moisture to it, from any matter with which it comes in contact, rendering these substances hard, and in this way acts as a preservative. Salt, when it becomes soft by absorbing moisture loses in a large degree its flavor.

Many references are made to salt losing its flavor in the Scriptures, and sometimes is said to have turned bitter. This may be puzzling to most people as nowadays salt cannot be said to deteriorate by becoming bitter. The explanation lies in the fact that sodium chloride or common salt in Palestine, is found, largely mixed with magnesium chloride, which, on becoming damp develops a very bitter taste.

Salt as we have it to-day is classified as follows: "Table and dairy," "common fine," "common coarse," "packers," "solar," "rock," "milling," "brine" and other grades. The table and dairy salt includes extra fine, and fancy grades prepared for family use, and all grades artificially dried, used for butter and cheese making, and such special brands. Under "common fine" are included all other grades of fine salt of first quality not artificially dried, such as those known to the trade as "C.F.," "No. 1F.," "Anthracite." "Common coarse" includes all grades coarser than "common fine," made by artificial heat, such as "steam coarse," "No. 1 coarse," "pan solar," "G. A.," "Liverpool ground," "C.C.," etc.

What Rock Salt Is.

"Packers'" salt is the variety used for curing fish, meats, etc. All coarse salts are classed as solar salts, and are made by solar evaporation. "Rock" salt refers to salt which is mined and shipped without any special preparation. Gold and silver workers use a variety known as mill salt. Low grades of salt are known as "No. 2" and are used for fertilization purposes and live stock. Brine is the salt liquor used in the manufacture of soda ash, sodium hydrate, sodium bicarbonate and other sodium salts. Is Italy, Egypt and Spain salt production is a state monopoly. In Italy it is joined to the lottery system, and in this way the seemingly innocent action of drawing a pail of water from the ocean, is fraught with danger, as the tax may be evaded.

Salt is largely used in the arts, especially by potters for making a coarse glaze for their products, and it is also used as a fertilizer. From these few facts it will be seen what an important part this cheap but highly essential condiment plays in the progress of humanity.

Canadian Salt Supply.

Practically all the salt used in Canada comes from western Ontario, Windsor, Goderich, Moortown, Clinton, Sarnia, etc., being the chief centres. This includes the fine and coarse salt for domestic use.

Salt for the tanneries, however, is brought over from Liverpool, England. Salt being cheap there it is produced at little expense and used as ballast in ships coming across the ocean. It is thus delivered in Montreal without cost and distributed from there.

Rock salt is imported from the United States for cattle as a great many cattlemen think it better than the other variety. Canneries, too, import salt from across the line, Michigan producing large quantities.

Salt is one of those few solids of its nature that will not evaporate. It cannot be destroyed by this method. If a dish of a solution containing salt and water is left in the sun the water disappears by evaporation, but not a particle of the salt.

Salt, too, is used with ice to produce a freezing mixture for hardening ice cream.

TALK OF EARLY CLOSING.

The problem of early closing seems to be cropping up everywhere,. The Woodstock Board of Trade, which held its annual meeting on Tuesday, Jan. 26th, is taking up the matter. Early closing for the summer months was discussed and left over until the next meeting. The officers elected were:

President—Ald. J. G. McBeath.

Vice-president—T. L. Clarkson.

Secretary-Treasurer — Major J. M. Ross.

Council—E. W. Waud, E. W. Nesbitt, M.P., T. W. Gray, A. J. McIntosh., D. W. Karn, M. C. Dickson, W. S. Bean, Robt. Johnston, A. H. Clynick, J. A. McKenzie, John Butler and Col. White.

Arbitrators—H. Sneath, W. Barraclough, A. D. Lamont, R. G. Sawtell, Alex Watson, jr., W. A. Karn, L. E. Edwards, Newton Wright, M. Douglas, Mayor Sawtell, Capt. Millman, Dr. Clarke and Col. Macqueen.

Auditors—W. H. Bodman and J. H. Hood.

ST. LAWRENCE CRYSTAL DIAMONDS

Dainty Tablets of Sugar

In 25-lb., 50-lb. and 100-lb. Boxes, Barrels and Half-Barrels. Also in 5-lb. Cartoons, 20 cartoons to the case.

We are receiving congratulations from all sides, accompanied by the most flattering remarks about our new grade of CRYSTAL DIAMONDS, the universal opinion being that in placing such a high grade sugar on the market, we have filled a long-felt want.

The
ST. LAWRENCE SUGAR REFINING
Company, Limited MONTREAL



Hammering It In

is not our policy. We believe that the line we offer you can speak for itself.

QUAKER BRAND SALMON is the finest sockeye salmon from the Fraser and Skeena Rivers, put up in a modern factory for the undersigned VERY PARTICULAR firm, so anxious to please fastidious dealers who have exacting customers to cater to.

QUAKER PRICES:

TALLS, $2.00 FLATS, $2.15

How do They Appeal to You?

Mathewson's Sons
Wholesale Grocers
202 McGill Street - - Montreal



REFRIGERATORS
FOR BUTCHERS AND GROCERS
EUREKA REFRIGERATOR CO., Ltd. TORONTO, CAN.

Highest price paid for
DRIED APPLES
O. E. ROBINSON & CO.
Established 1880
Ingersoll - Ontario
WOULD YOU LIKE OUR WEEKLY CIRCULAR

SEASON 1908-9
Dried Apples
Shipments Solicited
Settlements Prompt
W. A. GIBB COMPANY
HAMILTON
JAMES SOMERVILLE, Manager

BRONCO BRAND
Navel Oranges

ANOTHER CAR DUE MONDAY

Have a few Boxes of this extra fancy brand known favorably for the past 13 years.

There's a something about a Bronco Orange not found in others.

The aristocrats of orangedom so to speak.

WHITE & CO., Limited
TORONTO
Sole Distributors

FROZEN LAKE FISH

For Prompt Shipment. Get Our Prices

The Canadian Fish and Trans. Co., Limited
Wholesale Fresh, Salt and Frozen Fish
BLIND RIVER - - - - - ONTARIO

COURTEOUS TO HIS CUSTOMERS

Methods Used by Halifax Grocer in Building up His Business—Twenty-Seven Years in the Trade—Obliged to Add to His Premises on More Than One Occasion.

Beginning business in a small way 27 years ago at the corner of Birmingham Street and Spring Garden Road, William J. Hopgood has to-day one of the finest grocery stores in Halifax, Strict attention to business has merited its reward. The proprietor of this store has been identified with the grocery busisess all his life, as before he branched out for himself he was behind the counter with his father, who for many years successfully conducted a grocery business on Argyle Street in Halifax city.

W. J. Hopgood saw that the city was growing rapidly in the western section, and he decided to start business at the above mentioned site, which is located on one of the main avenues of the city. True, the business was small at the start, but it grew rapidly. "Tom," after opening, found that the premises were entirely too small and the store was soon enlarged and improved generally.

How He Gained Custom.

Fair in his dealings and always attentive and obliging to his customers, Mr. Hopgood continued to attract new faces to his store until to-day he enjoys the distinction of having one of the largest retail grocery businesses in Halifax, and one of the largest in the Maritime Provinces.

Not only does he draw trade from the locality in which his store is situated, but from all parts of the city. He always has paid strict attention to his business and to this he attributes his success in business. Recently he was again obliged to further enlarge and improve the store, and now it is up-to-date is every respect. The change was made at a cost of about $5,000. Everything new in the grocery line, as well as fittings, were installed, including some fine silent salesmen, which are used to display chocolates, etc. Nothing but first-class stock is handled, and all the goods are bright and fresh. It has been the one aim of the proprietor to keep the shelves well filled with bright, new stock, and he told The Grocer that it pays to do it. He handles a very large quantity of high-class French goods, and fancy English biscuits. Two years ago he admitted his eldest son, W. B. Hopgood, into the business. He is a young man who has numerous friends and who follows in the footsteps of his father, and is, therefore, destined to make a successful grocer.

Attentive to Business.

He is a hard worker and very attentive to business, and these qualifications should assist him very materially in the future. The firm is now known as W. J. Hopgood & Son, and goods from this house have the stamp of reliability on them. Not only is the store well kept, but the delivery teams are always in first-class condition when appearing on the streets.

WHAT QUEBEC GROCERS WANT.

Quebec grocers held a meeting last week to discuss the amendments, referring particularly to the trade, in the city charter. Misael Thibaudeau presided. After some discussion it was decided to request the city council to add to the clause respecting the sale by grocers of meats and fish, the words "poultry and hog meat." A discussion also took place on the proposed separation of the liquor business from the grocery business. The meeting was strongly in favor of the present state of things being maintained, but if this was found to be impossible, it was resolved to ask the council not to amend the charter by seeking the separation of the liquor and grocery business, but that instead the grocers will bind themselves not to sell liquor after seven o'clock on Saturday evenings.

A NEW METAL POLISH.

Royal Polishes Company, 7 St. Nicholas Street, Montreal, is the name of a new Canadian metal polish company recently started manufacturing. G. P. Johnston is at the head of the new firm, which is entirely Canadian. Royal metal polishes are on the market in liquid and paste form, in tins, ranging in size from quarter pint to gallon.

Victor Archambault, Sherbrooke, spent a few days in Montreal this week.

Tell Your Customers That :

SHAMROCK

BIG PLUG

SMOKING TOBACCO

When cut never dries up or becomes hard. The leaves are so firmly packed that the plug remains fresh and moist

McDOUGALL'S

CLAY PIPES

THE BEST IN THE WORLD.

D. McDOUGALL & CO., Glasgow, Scotland.

PIPES — CIGARS — TOBACCO

Merchants procuring their smokers' articles from the house of

JOS. COTE, QUEBEC

are always certain of getting value for their money.

Assortments always ample—Prices are based on practical knowledge of each article.

Calls and correspondence solicited.

Office & Store - - 188 St. Paul St.
Warehouse - - 119 St. Andre St.
Branch - - - 179 St. Joseph St.

Tel. Up 2076 Tel. East 5964

YOUNG'S PATENT PIPE

in Seven Shapes

W. J. GRANT

Sole Agent for Canada

506 Lindsay Building, MONTREAL.

BLACK WATCH

The Big Black Plug Chewing Tobacco.

Already a Big Seller

Sold by all the Wholesale Trade





They Pay!





Ask the Man Who Has One!

Guaranteed the Cheapest Registers on Earth

THE NATIONAL CASH REGISTER CO.
Corner Yonge St. and Wilton Ave., Toronto, Ont.
F. E. MUTTON, Canadian Manager



CANADA'S LEADING METAL POLISH

ROYAL

Liquid Metal Polish and Paste

ROYAL POLISHES CO.
MONTREAL

Ottawa: General Supply Co., of Canada, Ltd.
Winnipeg: H. W. Glassco & Co. Vancouver: Wm. Erichsen & Son
Halifax: I. C. Calder Sherbrooke: E. H. Bowen
And all dealers.

Are You Keeping Your Tobacco Stock Up-to-Date?

IF NOT—WHY NOT?

"Tuckett's Special"

the new 10c. plug is the latest

Order from Your Wholesaler

Manufactured from **Imported Leaf Exclusively**

The Geo. E. Tuckett & Son Co., Limited
HAMILTON, CANADA

THE WALKER BIN SYSTEM OF GROCERY STORE EQUIPMENT

has become a large factor in meeting the demand for pure, clean food products and the public is not slow in showing its appreciation. A Walker Bin installation will mean a great deal to your regular and transient customers and to you it will mean ***LARGER BUSINESS—BETTER SERVICE—REDUCED EXPENSE*** and ***LARGELY INCREASED PROFITS.***

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

Representatives:
Manitoba: Stuart Watson & Co., Winnipeg, Man.
Saskatchewan and Alberta; J. C. Stokes, Regina, Sask.
Montreal; Kenneth H. Munro, Coristine Bldg.

The Walker Bin and Store Fixture Co., Limited
Designers and Manufacturers of Modern Store Fixtures
Berlin, Ontario



OIL TANK PERFECTION

Complete as a circle

THE BOWSER
SELF MEASURING
OIL TANK

The Bowser does everything that you could expect a machine to do.

It will put just the right quantity into the can, and tell you how much to charge for the oil.

This is all done in an instant and without spilling a drop.

Bulletin 5055 will tell you many more things a Bowser will do for you. Better send for it before you forget.



S. F. BOWSER & CO., Ltd.
66-68 FRAZER AVE., TORONTO

Credit Without Risk



The credit customer "we have always with us"—until he gets "in" too deep for comfort.

ALLISON Coupon Books

not only eliminate the "risk," but they make it a "cinch" to hold the customer, and likewise make it easier to deal with him.

HOW THEY WORK A man wants credit. You think he is good. Give him a $10.00 Allison Coupon Book. Have him sign the receipt or note form in front of the book, which you tear out and keep. Charge him with $10.00—no trouble. When he buys a dime's worth tear off a ten-cent coupon, and so on until the book is used up. Then he pays the $10.00 and gets another book. No pass books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best.

For sale by the jobbing trade everywhere
MANUFACTURED BY **ALLISON COUPON CO.**
INDIANAPOLIS, IND.

When writing advertisers kindly mention having seen the advertisement in this paper.

BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE

TRY IT.



SOLD BY ALL JOBBERS

¼-lb. tins—3 doz. in case.

We make a specialty of
COUNTER CHECK BOOKS
for all kinds and makes of
LOOSE LEAF SYSTEMS
Write for prices and samples.

We manufacture
SHIPPING TAGS

The Merchants' Counter Check Book Co., Ltd.
TORONTO - MONTREAL
Canada

Classified Advertising

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

—

Yearly Contract Rates.

100 words each insertion,	1 year.....	$30	00
" " "	6 months...	17	00
" " "	3 months...	10	00
50 " "	1 year.....	17	00
" " "	6 months...	10	00
25 " "	1 year.....	10	00

PERIODICALS.

ADVERTISING writers and business men interested in good printing should subscribe to Canada's only printing trade paper, THE PRINTER AND PUBLISHER. Subscription price $2 per annum. Address, 10 Front Street East, Toronto.

CANADIAN MACHINERY AND MANUFACTURING NEWS, $1 per year. Every manufacturer using power should receive this publication regularly, and also see that it is placed in the hands of his engineer or superintendent. Every issue is full of practical articles, well calculated to suggest economies in the operation of a plant. Condensed advertisements for "Machinery Wanted" inserted free for subscribers to the GROCER. "Machinery for Sale" advertisements one cent per word each insertion. Sample copy on request. CANADIAN MACHINERY, 10 Front St. East, Toronto.

COMPLETE information on books, stationery, fancy goods, music, photo supplies and kindred lines is given each month in THE BOOKSELLER AND STATIONER, of Canada. Subscription price $1.00 per annum. Address, 10 Front Street East, Toronto.

THE BUSY MAN'S MAGAZINE is the most popular periodical of its kind. Why? Because each issue contains a strong list of original articles of interest to every Canadian. It also reproduces the most timely, instructive and interesting articles appearing in the other magazines and periodicals of the month. The cream of the world's periodical press is too valuable to overlook. BUSY MAN'S is on sale at all news-stands. Better still, send $2 for one year's subscription. Mail it to-day. THE BUSY MAN'S MAGAZINE, Toronto.

THE market reports make HARDWARE AND METAL a necessity to every hardware merchant, paint and oil dealer in Canada. It is mailed every Friday. Subscription price is $2 per year. Address HARDWARE AND METAL, Montreal, Toronto or Winnipeg.

SITUATION VACANT.

APPLICATIONS for the position of Active Secretary for the Vancouver Retail Grocers Association will be received by letter only, duties to commence March 1st, salary $100.00 per month. Address, President of the Association, Room 21, Hadden Building, 633 Hastings St., Vancouver, B.C.

WANTED—A smart young man to take an interest in a wholesale brokerage business in Winnipeg. One who has been in touch with the wholesale grocery trade and can bring new agencies to increase the business preferred. Correspondence confidential. Box 273, CANADIAN GROCER, Toronto. [6]

WANTED—Traveller for wholesale fruit house, with $5,000 to invest in the business. Have been established for a number of years and making big profits. Company being formed now for $49,000 capital. Situated in one of the best importing centres in Canada. If interested communicate at once with Box 282, CANADIAN GROCER, Toronto.

FOR SALE.

FOR SALE—Two cars potatoes. Geo. Detwiler, Cargill, Ont. [8]

BOOKS FOR THE GROCER.

ART AND SCIENCE OF WINDOW DRESSING, by S. W. Roth. Every retail grocer should learn the methods set forth in this book—which is specially written for Grocers—on how to make grocery windows attractive and thus draw trade. Every means of successfully displaying goods is treated of in its 14 chapters and 30 illustrations. Price $2.00, postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

COFFEE, its history, classification and description, by J. M. Walsh. This interesting and instructive book deals with the commercial classification and description, adulteration and detection, and the art of blending and preparing of coffee. Price, $2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include special sales, getting holiday business, co-operative advertising, money-making ideas, contests, etc. Price, $2.50 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

TEA BLENDING as a fine art, by J. M. Walsh. This work is especially designed for the use and instruction of those engaged in the tea and grocery business, containing formulae for the scientific and judicious combination of the different varieties and grades of tea. Price, $2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

TEA, its history and mystery, by J. M. Walsh. The contents of this practical and exhaustive work include cultivation and preparation; adulteration and detection; arts of testing, blending and preparing; chemical and medicinal properties, etc. Price, $2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

SITUATIONS WANTED.

TEA TASTER, BLENDER, Coffee, Cocoa and Chicory manufacturer, advertiser with 16 years' experience seeks engagement as buyer and manager of department with wholesale company. Address Stirling, 37 Jameson Ave., Toronto. (p,tfd)

WANTED—By young man, 22 years of age, good appearance, five years' experience in grocery trade, position as representative for an A1 tea and coffee house, western territories preferred. Box 274, CANADIAN GROCER, Toronto. (6)

WANTED—A position as clerk in grocery store. Have had five years' experience. Willing to work and strictly temperate. Can furnish the best of references. Apply to Lorne Sweetman, Bracebridge, Ont. (6)

WANTED.

WANTED in every town and village, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine. Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

DUPLICATING DEVICES.

IF INTERESTED in a Duplicating Machine for getting out circular letters, reports, price-lists, etc., or for printing various office forms, write for booklet and samples of work. The "POLYGRAPH" is the newest, latest and best and sells for a lower price than the others. Is unexcelled by any similar device on the market. F. W. Tenney, Canadian Sales Agent, Stair Building, 123 Bay Street, Room 116, Toronto, Canada.

AGENCIES WANTED.

HUNTER & STEVENSEN, Limited, confection merchants and importers, 146 Ingram St., Glasgow, are prepared to take up sole agency Scotland for Canadian manufacturer for goods suitable grocers or confectioners.

MISCELLANEOUS.

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, 129 Bay Street, Toronto.

A MARKET OF BUYERS, backed up by money to spend, is open to you in the Busy Man's Magazine. Every territory in Canada is represented. If you have something to sell, something you want to buy, a condensed advertisement in the Busy Man's Magazine will put you in touch with the classes you want to reach. Four cents per word will carry your message from Atlantic to Pacific. Send copy of your advertisement along with order to cover cost of insertion. Your announcement will appear under a special heading. Busy Man's Magazine, Montreal, Toronto, Winnipeg.

BETTER, CHEAPER, SAFER LIGHTING.—The Pitner System of Gasoline Lighting is the best system yet produced for lighting a store, hotel or public building. In cities and towns Pitner Systems are used because of the superior quality and quantity of light obtained for small cost. They are just as successful in any village or country place. A small outlay secures a complete and independent Pitner lighting plant. Free illustrated booklet and full particulars on request. The Pitner Lighting Co., Limited, Toronto, Canada.

HIGH CLASS COLOR WORK—Commercial stationery, posters. The Hough Lithographing Co., Limited. Office, No. 3 Jarvis St., Toronto. Telephone, Main 1576. Art, good workmanship, business methods.

60,000,000 Shrewd merchants all over the world have paid $60,000,000 for 650,000 National Cash Registers. They've saved more than that. The National Cash Register Co., F. E. Mutton, Canadian Manager, cor. Yonge Street and Wilton Avenue, Toronto.

BOY WANTED

ANY BOY in every town and village in Canada can earn many dollars by selling our publications among his neighbors and relatives and business men.



YOU can begin at once. No money needed to start. We will provide you with capital. A watch to the boy who does good work, as special prize.

Write at once to

THE MACLEAN PUBLISHING CO.

10 Front St. E., TORONTO

Try a business card in The Canadian Grocer.

Salesmen Wanted!

Be a high grade Traveling Salesman and earn from $1,000 to $10,000 a year and expenses. We will prepare you by mail in eight weeks to be one and assist you to secure a good position. Hundreds of our graduates now holding good positions we secured for them, with reliable firms. Many who had no former experience now earn $100 to $500 monthly and expenses. If you want to secure a good position and increase your earnings our Free Book, "A Knight of the Grip" will show you how. Send for it today. Address nearest office. Dept. 287 NATIONAL SALESMEN'S TRAINING ASSOCIATION, Chicago, New York, Kansas City, Minneapolis, San Francisco.

"Be *exact.*

The business world is filled with men who guess or assume or are led to understand that a certain figure is nearly or approximately or to all intents true.

But they are bossed by the man who *knows.*

Round numbers are the cloak of ignorance; definite figures form the basis of action.

Two and two make four—authorities do not differ. Mathematics do not compromise.

A few cents in a cost figure, in a job estimate, in a profit percentage, mark the line between solvency and bankruptcy—success and failure.

Build your system and your facts to give you not the approximate, the probable, the perhaps—but the precise, the actual, the definite.

Be *exact.*" —*System.*

Get to the right people with the right goods and the right talk.

Tell your customers the exact thing about what you are offering.

Be exact in these things as well as seeing that they are exact in their treatment of you.

Advertise in The Canadian Grocer and say exactly what you would want your travelers to say.

The Canadian Grocer talks every week to thousands of grocers.

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are esponsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

Baking Powder.

W. H. GILLARD & CO.

Diamond—

1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
2-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
½-doz.	1 lb.	3 40
¼-doz.	2½ lb.	10 50
⅛-doz.	5 lb.	19 75



MAGIC BAKING POWDER

Cases.	Sizes.	Per doz
6 doz	5c.	$0 40
½ "	4-oz.	0 60
1 "	6 "	0 75
1 "	8 "	0 95
½ "	12 "	1 40
1 "	12 "	1 45
½ "	16 "	1 65
1 "	16 "	1 70
1 "	2½ lb.	4 10
½ "	5 "	7 80
2 "	6 oz.	Per case
½ "	12 "	$4 55
1 "	12 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz
Royal—Dime	$ 0 95
½ lb.	4
6 oz.	1 9
½ lb	2 55
12 oz.	3 85
1 lb.	4 90
3 lb.	13 60
5 lb	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes	Per Doz.
Cleveland's—Dime	$ 0 93
½ lb.	1 33
6 oz	1 90
½ lb.	2 45
12 oz.	3 70
1 lb.	4 65
3 lb.	13 20
5 lb	21 65

Barrels—When packed in barrels one per cent. discount will be allowed

T. KINNEAR & CO.

Crown Brand—

1 lb. tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Baking Powder—

1-lb. tins, 3-doz. in case, per doz	2 00
½-lb. " " "	1
¼-lb. " " "	0 ∞

Blue.

Keen's Oxford, per lb	$0 17
10-box lots or case	0 16
Gillett's Mammoth, ½ gross box	2 00

Cereals

H-O. COMPANY, ROCHESTER, N.Y.

	Per case.		Per case.
Force, 36s	$1 50	Gusto, 36s	$2 85
Korn-Kinks, 36s	1.45	H-O. oatmeal, 24, 3	10
Presto, 36s	3.40	Buckwheat, 36s	3.50
Pancake, 36s	3.50	Corn Starch, 36s	2.50
Tapioca, 36s	2.85	Farina, 24s	1.70
Hominy, 36s	2.50		



WHITE SWAN SPICES AND CEREALS LTD.

White Swan Breakfast Food, 2-doz. in case, per case, $3.60.
The King's Food, 2-doz. in case, per case, $5.
White Swan Barley Crisps, per doz., $1.
White Swan Self-rising Buckwheat Flour, per doz., $1.20.
White Swan Self-rising Pancake Flour, per doz., $1.20.
White Swan Wheat Kernels, per doz., $1.40.
White Swan Flaked Rice, per doz., $1.
White Swan Flaked Peas, per doz., $1

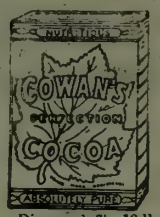
Chocolates and Cocoa

THE COWAN CO., LIMITED

Perfection 1-lb. tins, per doz	$4 50
Perfection, ½-lb., per doz.	2 40
" ¼-lb., " "	1 30
" 10c. size "	0 90
" 5-lb. tins per lb	0 37
Condensed cocoa, cream and sugar, doz	2 25
Soluble, bulk, per lb	0 18
" "	0 15
London Pearl per lb	0 22

Special quotations for Cocoa in bbls., kegs, etc

Unsweetened Chocolate—	Per lb.
Plain Rock, ½-lb. cakes, 12-lb. boxes	0 40
" ¼-lb. " "	0 40



Sweet Chocolate—

Queen's Dessert, ¼-lb. cake, 12-lb. boxes, per lb	$0 38
Queen's Dessert, ½s, 12-lb. boxes, per lb	$0 4
Vanilla, ¼-lb., 12-lb. boxes per lb	$0 35
Parisian 8s, lb.	$0 50
Royal Navy, ¼s, ½s, 12-lb. boxes per lb	0 33
Diamond, 7's, 12-lb. boxes, per lb	0 24
" ¼s " " "	0 25
" ½s " " "	0 28

Icings for cake—
Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., 2-doz. in case.

Chocolate—

Maple buds, 5-lb. boxes, lb.	0 3
Vanilla wafers, " "	0 35
" " nonpariels, 5-lb. box	0 35
" " 2's, 5-lb. boxes, lb	0 28
" " 2's, nonpareils "	0 28
Ginger, 5-lb. boxes, lb	0 30
Milk sticks, box	1 35
Milk cakes, 5c. size, box	1 35

EPPS'S.

Agents, O. E. Colson & Son, Montreal

In ¼, ½ and 1-lb. tins, 14-lb boxes, per lb	0 35
Smaller quantities	0 3

BENSDORP'S COCOA

A. P. Maclaren, Imperial Cheese Co., Limited, Agents, Toronto

10c. tins, 4 doz. to case, per doz	$ .90
½ " " 4 " " "	2.40
½ " " 2 " " "	4.75
1 " " 1 " " "	9.00

JOHN P. MOTT & CO.'s.

R. S. McIndoe, Agent, Toronto.
Arthur M. Loucks, Ottawa.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
R. J. Bedlington & Co., Calgary, Alta.
Standard Brokerage Co., Vancouver, B.C

Elite, 10c size (for cooking), doz 0 90
Prepared cocoa, ½s 0 28
Prepared ⅓s 0 28



Mott's breakfast cocoa, 10c size	90 per dz.
" breakfast cocoa, ½s	0 38
" " ¼s	0 38
" No. 1 chocolate, ½s	0 32
" Navy " ½s	0 29
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½s	0 24
" Plain choice chocolate liquors	0 32
" Sweet Chocolate Coatings	0 20

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, ½ and ¼-lb. cakes	$0 38
Breakfast cocoa, 1-5, ½, ¼, 1 & 5-lb. tins	0 41
German Sweet chocolate, ½ and ¼-lb. cakes, 6 lb. boxes	0 28
Caracas Sweet chocolate, ½ and ¼-lb. cakes, 6-lb. boxes	0 35
Auto Sweet chocolate, 1-6 lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins	0 47
Soluble cocoa (hot or cold soda 1-lb. tins	0 38
Cracked cocoa, ½-lb. pkgs., 6-lbs. bags	0 34
Caracas tablets, 100 bundles, tied 5s, per box	3 00

The above quotations are f.o.b. Montreal

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—5c., 10c., 20 and 40c. packages packed in 15 lb. and 30 lb. cases.

	Per lb.
1 lb. packages	0 26
1 lb. "	0 27
½ lb. "	0 28
1 and ½ lb. packages assorted	0 26½
¼ and ⅛ lb. " "	0 27½
¼ lb. packages assorted in 5 lb. boxes	0 28
⅛ lb. " "	0 29
¼ lb. " in 5, 10, 15 lb. cases	0 30

Bulk—

	Pails	Tins.	Bbls.
In 15 lb. pails and 10, 25 and 50 lb. boxes.			
White Wax Shredded	0 18	....	0 16
Best Shredded	0 17	....	0 15
Special Shred	0 17	....	0 15
Ribbon	0 19	.. .	0 17
Macaroon	0 17	....	0 15
Desiccated	0 16	....	0

White Moss in 5 and 10 lb. square tins, 21c.

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Cocoanut—

Featherstrip, pails	0 16
Shredded	0 16
In packages 2-oz., 4 oz., 8-oz., lb.	0 28

Condensed Milk.

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
"Eagle" brand (4 doz)	$6 00	$1 50
"Gold Seal" brand (4 doz)	5 00	1 25
"Challenge" brand (4 doz)	4 00	1 00
Evaporated Cream—		
"Peerless" brand evap. cream	4 70	1 20
" hotel size	4 90	2 45





TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 85
Reindeer" brand per case (4 doz.)	5 75





Coffees.

EBY, BLAIN CO. LIMITED.

Standard Coffees.

Roasted whole or ground. Packed in damp-proof bags and tins.

Club House	$0 32
Nectar	0 30
Empress	0 28
Duchess	0 6
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" " " ground	0 17½
Golden Rio	0 14

Package Coffees

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, ½ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

THOS. J. LIPTON retail wholesale

Lipton's "Special" blend coffee, 1 lb. tins, ground or whole	0 40	0 30

JAMES TURNER & CO. Per lb

Mocca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

PATTERSON'S "CAMP" COFFEE ESSENCE

Agents, Rose & Laflamme, Montreal an Toronto.

5 oz. bottles, 4 doz. per doz			1 75
10 " " 4 " "			3 00
Rep. quarts, 1 " "			6 50
Imp. " 1 " "			9 00

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Blend.



1-lb. decorated tins, 32c. lb
Mo-Ja, ½-lb. tins 30c. lb.
Mo-Ja, 1-lb. tins 28c. lb.
Mo-Ja, 2-lb. tins 28c. lb.

Cafe des Epicures—1-lb. fancy glass jars, per doz., $3.60.
Cafe L'Aromatique—1-lb. amber glass jars, per doz., $4.
Presentation, with 2 tumblers, $10 per doz



THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy lithographed canisters	0 30

Cheese.—Imperial

Large size jars, per doz	$3 25
Medium size jars, "	4 50
Small size jars, "	2 40
Individual size jars, per doz	1 00

Imperial holder—

Large size, doz.	18 00
Med. size "	17 00
Small size "	12 00

Roquefort—

Large size, doz.	2 40
Small size, "	1 40



Peanut Butter.

MACLAREN'S IMPERIAL CHEESE CO. LTD

Imperial Peanut Butter "Boba," the Perfect Confectionery.

Large size, cases, 25 cartons	$3.50 each
Small " 50 "	3.60 "
Assorted, cases, 26 small, 12 large	3.55 "

Net 30 days.

Confections

THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box, "	1 35
" " 10c cakes, 36 in box "	2 55
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
" " No. 2, " "	0 25
Maple Buds, 5-lb. boxes, lb	0 36
Nut Milk Chocolate, ½-lb. cakes, 12-lb. box, lb	0 40

These prices are F.o b. Toronto.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Ltd Toronto. C. O. Beauchemis & Fils. Montrea $2, $3, $5, $10, $15 and $20.

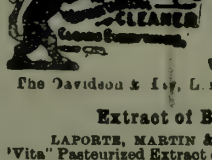
All same price one size or assorted.

UN-NUMBERED

Under 100 books	each 04
100 books and over	each 03½
500 books to 1000 books	03

For numbering cover and each coupon, extra per book ½ cent.

Cleaner.



	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent

The Davidson & Hay, Limited, Toronto

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.

"Vita" Pasteurized Extract of Beef. Per case.

Bottles	1-oz.,	case of	2 doz		$3 20
"	2 "	"	1 "		3 00
"	4 "	"	1 "		4 50
"	20 "	"	½ "		4 75
"	20 "	"	1 "		9 00

THOMAS J. LIPTON

Prices on application.

Infants' Food.

Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " 1-lb. tins	2 25

"Mephisto" and "Purity" Canned Lobsters.



1½ flats	$4 40	4 50
½ "	2 30	2 40
¼ "	1 40	1 50

Flavoring Extracts

SHIRRIFF'S

1 oz. (all flavors),	doz.	1	00
2 "	"	1	75
2½ "	"	2	00
4 "	"	3	00
5 "	"	3	75
8 "	"	5	50
16 "	"	10	00
32 "	"	18	00

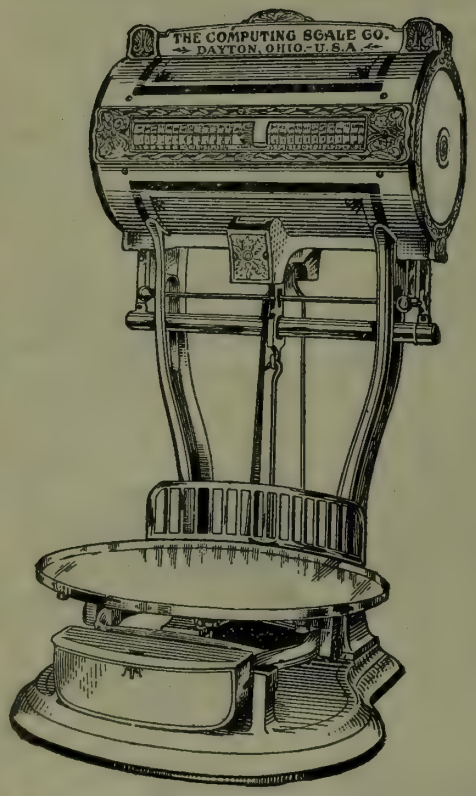
Discounts on application.



THE BEST ADVERTISING COPY we have ever used is appearing in the best women's periodicals with millions of circulation this season. You are sure to be in the best of company when you urge the sale of ***RISING SUN*** Stove Polish in Cakes and ***SUN PASTE*** Stove Polish in Tins. They are both old friends of the housekeepers. They yield a good margin for your profit. Our goods are preferred above all others by those who have used them and you make friends for yourself as well as for us when you push them.



MORSE BROS., Props. - Canton, Mass., U.S.A.



DAYTON MONEYWEIGHT SCALE
NOTE THE LOW PLATFORM

Overweight Problem

Solved!

With this 1909 visible, self-weighing, self-computing, Automatic Scale, a child can easily, quickly and correctly divide the wholesale purchase into retail packages without a grain of overweight.

This is the simplest, easiest to operate form of

Automatic Weighing Machine

—accurate, reliable, durable.

Gives the exact weight for the exacting dealer.
Gives the exact weight to all customers.
True as steel and built for a lifetime of exact weighing.
Weighs to an ounce, computes to a cent.
Low platform—only 6½ inches from the counter.
Our Automatic scales are equipped with a thermostat, like a watch, which makes them weigh with absolute accuracy in any temperature.
No swinging pendulum, no moving indicators, no poises to shift, no beams to bother with, no ball to forget, no friction to pay for.

This scale saves time and money.

THE SCALE THAT SAVES IS NO EXPENSE.

Drop us a line for full information.

The Computing Scale Co.

of Canada, Limited

164 W. King St., Toronto, Ont.

You Feed Your Animals Well

Are They Digesting Their Food?

Remember that it is not what an animal eats, but what he digests, that is of service.

MOLASSINE MEAL

given to horses will enable them to obtain the full amount of nutriment of their entire food.

Particulars and Prices from

ANDREW WATSON

91 Youville Square - - MONTREAL



CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat
Put up in ¼ gross cases

Bulk in 7-lb. Pails,
½ doz. in crate.

25-lb. Pails and 75-lb. Tubs.

Capacity one ton per hour.
Sold by all wholesale dealers.

The CAPSTAN MFG. CO., - Toronto, Ont.

Sell These



And Make Money

"SIMPLY DELICIOUS"

IS THE VERDICT INVARIABLY GIVEN

Agents: Rose & Laflamme, Limited
Montreal and Toronto

MOLASSES AND SYRUPS

GINGERBREAD BRAND MOLASSES

(IN TINS)

2's, 3's 5's, 10's, 20's
1, 2, 3, 5 gal. Pails

GOLDEN SLING SYRUP

(IN TINS)

2's 3's 5's 10's 20's
1, 2, 3, 5 gal. Pails

"THE BEST THERE IS"

Agents

C. E. Paradis. - - Quebec.	W. H. Escott, - - - Winnipeg.
C. DeCarteret, - - Kingston.	R. G. Bedlington & Co., - Calgary
Jas. N. McIntosh, - - Ottawa	Tees & Peerse, - Edmonton.
Geo. Musson & Co., - Toronto.	Wilson & McIntosh, - Vancouver
J. W. Bickle & Greening, - Hamilton.	C. Leonard Grant, - P. E. Island
G. H. Gillespie, - - London	

Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

Jams and Jellies.

SATORE'S WHOLE FRUIT STRAWBERRY JAM
Agents, Rose & Laflamme, Montreal and Toronto.
1-lb. glass jar, screw top, 4 doz., per doz 2 20

THOMAS J. LIPTON
Prices on application.

T. UPTON & CO.

Compound Fruit Jams—
12-oz. glass jars, 2 doz. in case, per doz. $1 00
2-lb. tins, 2 doz. in case.....per lb. 07½
5 and 7-lb. tin pails, 8 and 9 pails in crate.....per lb. 07
7 and 14-lb. wood pails.....per lb. 0 07
30-lb. wood pails ..... " 0 06½
Compound Fruit Jellies—
12-oz. glass jars, 1 doz. in case, per doz. 1 00
2-lb. tins, 2 doz. in case per lb..... 0 07½
7 and 14-lb. wood pails, 8 pails in crate per lb. 0 07
30-lb. wood pails..... 0 06½
Pure Jams—1-lb. glass jars (16-oz. gem) 2 doz. in case.....per doz. $1 60

Jelly Powders

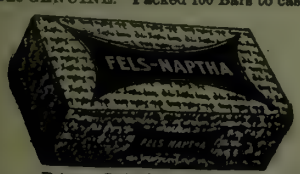
IMPERIAL DESSERT JELLY



Assorted flavors—gross 10.75.
MacLaren Imperial Cheese Co., Limited

Soap

The GENUINE. Packed 100 Bars to case.



Prices—Ontario and Quebec:
Less than 5 cases..... 5 25
Five cases, or over..... 5 15



THE ROBERT GREIG COMPANY.

White Swan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.



List price
'Shirriff's" (all flavors), per doz. 0 90
Discounts on application.

Lard.

THE N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces....$0 10½	
½-bbls. 0 10¾	
Tubs, 60 lbs. 0 10¾	
20-lb. Pails. 2 20	
20-lb. tins.. 2 10	
Cases 3-lb.. 0 11½	
" 5-lb.. 0 10¾	
" 10-lb.. 0 10½	



F.O.B. Montreal.

Licorice

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper....per lb.	$0 60
Fancy boxes (36 or 50 sticks)....per box	1 25
"Ringed" 5-lb. boxes.....per lb.	0 60
"Acme" pellets, 5-lb. cans....per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans.....per can	2 00
Licorice lozenges, 5-lb. glass jars....	1 75
" " 20 5-lb. cans.....	1 50
"Purity" licorice 10 sticks.....	1 45
" 100 sticks.....	0 75
Dulce large coat sticks, 100 in box....	....

Lye (Concentrated)

GILLETT'S PERFUMED. Per case

1 case of 4 dozen.....	$3 60
3 cases of 4 dozen.....	3 50
5 cases or more	3 40

Marmalade.

J. W. WINDSOR, MONTREAL



Scotch Marmalade, 1 and 2 lb. glass jars 1, 4, 5 and 7 lb. tins.
Orange Jelly Marmalade, 1 and 2 lb. glass 5 and 7 lb. tins

Preserved Ginger Marmalade,	1 lb.	glass	jars.
Pineapple	" 1	"	"
Green Fig	" 1	"	"
Green Fig and Ginger	" 1	"	"
Lemon	" 1	"	"
Grape Fruit	" 1	"	"

Prices and special quotations.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case ...per doz $1 00
Home-made, in 1-lb. glass jars " 1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb. 0 07
Golden shred marmalade, 2 doz. case per doz..... 1 75

SHIRRIFF BRAND

"Imperial Scotch"—
1-lb. glass, doz... 1 55
2-lb. " " .. 2 80
4-lb. tins, " .. 4 65
7-lb. " " .. 7 35
"Shredded"—
1-lb. glass, doz..... 1 90
2-lb. " " 3 10
7-lb. tins, " 3 35



THOMAS J. LIPTON
Prices on application

Mince Meat

Wethey's condensed, per gross net .. $12 00
" per case of 2 doz. net 3 00



ST. CHARLES CO. DENSING CO.

PRICES:

St. Charles Cream, family size, per case $4.70
Ditto, hotel, 4.90
Silver Cow Milk 5.00
Purity Milk....4.70
Good Luck.... 4.00

Mustard

COLMAN'S OR KEEN'S

D.S.F.. ¼-lb. tins.....	per doz.	$	1 40
" ½-lb tins.....	"		2 50
" 1-lb. tins.....	"		5 00
Durham 4-lb. jar.....	per jar		0 75
" 1-lb. jar.....	"		0 25
F.D. ¼-lb. tins.....	per doz.		0 85
" ½-lb. tins.....	"		1 45

Olive Oil

LAPORTE, MARTIN & CIE., LTD.

Minerva Brand—
Minerva, qts. 12's ..... $ 5 75
" pts 24's 6 50
" ½-pts. 24's 4 25

Sauces

PATERSON'S WORCESTER SAUCE
Agents, Rose & Laflamme, Montreal and Toronto
½-pint bottles, 3 & 6 doz., per doz..... 0 90
pint " 3 doz..... 1 75

THOMAS J. LIPTON
Prices on application

Soda

COW BRAND

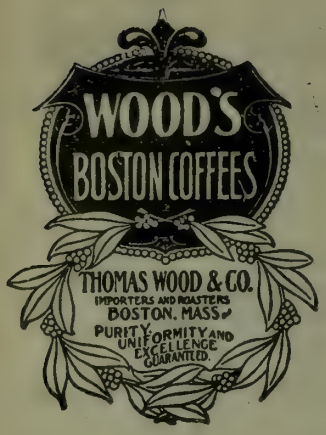


Case of 1-lb. containing 60 packages, per box, $3 00
Case of ½-lb. containing 120 pkgs. per box, $3.00
Case of 1-lb. and ½-lb. containing 30 1-lb. and 60 ½-lb. pk, s, per box $3.00
Case of 5c. pkgs. containing 96 pkgs. per box, $3.00

MAGIC BRAND Per cas

No. 1, cases	60 1-lb. packages.....	$	2 75
No. 2, "	120 ½-lb. "		2 75
No. 3, "	30 1-lb. ") 60 ½-lb. ")		2 75

No. 5 Magic soda—cases 100—10-oz. pkgs.
1 case 2
5 cases..... 9 75



SOME LIKE ONE, SOME ANOTHER

Of our different brands of Coffees.

Let your customer decide on the brand, and we will back you up in suiting him every time whether that "time" is the first purchase or the fiftieth.

In our list the coffee drinker finds everything that is GOOD in coffee to select from. Why say more?—except to remark that

WOOD'S COFFEES

Have for thirty years maintained the highest standard for even and uniform excellence. That is their record.

Canadian Factory and Salesrooms:
No. 428 St. Paul Street, - MONTREAL

Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross	$10 20
" " black.....	"	15 30
Oriole soap.....	"	1 20
Gloriola soap	"	13 00
Straw berry o'clock	"	18 20



3 doz. to box $3 45

6 doz. to box $6 90

30 days.

Starch

EDWARDSBURG STARCH CO. LIMITED

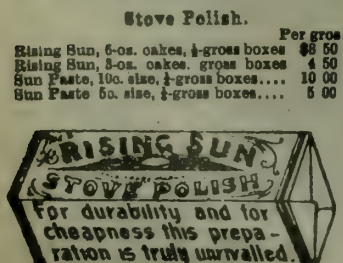
Laundry Starches—	per lb
No. 1 White or blue, 6-lb. carton.s	
No. 1 " " 1-lb. "	
Canada laundry.....	0 06
Silver gloss, 6-lb. draw-lid boxes.	0 08
Silver gloss, 6-lb. tin canisters....	0 08
Edward's silver gloss, 1-lb. pkg.	0 08
Kegs silver gloss, large crystal....	0 08
Benson's satin, 1-lb. cartons	0 08
No. 1 white, bbls. and kegs.....	0 06½
Canada White Gloss, 1-lb. pkgs	0 06½
Benson's enamel....per box 1 50 to	3 00
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07½
Canada Pure Corn	06½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
" " 1 " or blue,	
4 lb. lumps.....	0 [illegible]

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.....	0 6½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb....	0 06½
Barrels, 200 lb	0 7½
[illegible]	0 07
Lily White Gloss—	
1-lb. fancy cartons, cases 50 lb.	0 08
6-lb. toy trunks, 8 in case.....	0 08
6-lb. enameled tin canisters, 8 in case.....	0 08
Kegs, ex. crystals, 100 lb.....	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 08
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per ca.	3 00

Stove Polish.

	Per gross
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes....	10 00
Sun Paste 5c. size, ½-gross boxes....	5 00



JAMES' DOME BLACK LEAD

	Per gross
6a size	$2 40
2a "	2 50

NICKLE PLATE STOVE POLISH.

Pints.....	2 90
Quarts.....	5 40
½ gallons.....	5 10
Gallons.....	4 80
gallons.....	4 50

Syrup.

EDWARDSBURG STARCH CO., LTD.

"Crown" Brand Perfection Syrup.

Barrels, 600 lbs.....	0 03½ per lb.
Half-barrels, 350 lbs...	0 03¾ "
Kegs, 150 lbs.....	0 03¾ "
2-gal. pails 25 lbs.....	1 25 each
3 " " 38½ lbs....	1 75 "

Plain tins, with label—

	Per case
2 lb. tins, 2 doz. in case.....	2 40
5 " 1 " "	2 75
10 " ½ " "	2 65
20 " ¼ " "	2 60

(5, 10 and 20 lb. tins have wire handles.)

Teas.



THE "SALADA" TEA CO.

	Wholesale.	Retail.
Brown Label, 1's and ½'s	$0 25	$0 30
Green Label, 1's and ½s	0 27	0 35
Blue Label, 1's, ½'s and ¼'s	0 30	0 40
Red Label, 1's and ½s.....	0 35	0 50
Gold Label ¼'s	0 44	0 60
Red-Gold Label ½'s	0 55	0 80



EMPIRE PACKAGE TEA

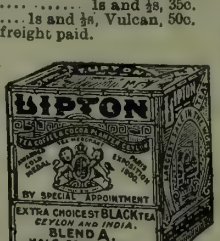
Cases 30 and 50 lbs. each—Black, Mixed, and Green Ceylon.

25c.....	1s, 20c.; ½s, 21c.
30c.....	1s and ½s, 23c.
40c.....	1s and ½s, 28c.
50c.....	1s and ½s, 35c.
75c.....	1s and ½s, Vulcan, 50c.

100 lb. lots freight paid.

LIPTON'S TEA

Thomas J. Lipton
75 Front St. East, Toronto.



Packed in air-tight tins only.

	wholesale	retail
Blue label ½'s and 1's	0 24	0 30
Orange " ½'s, ¼'s and 1s	0 30	0 40
Pink " ½'s & 1's, tins	0 35	0 50
Red " Dominion blend, ½'s and 1's.....	0 44	0 60
Gold " Afternoon blend, ½'s and 1's	0 50	0 70



Blue Label, 1's.....	0 20	0 25
Blue Label, ½'s.....	0 21	0 26
Orange Label, 1's and ½'s	0 25	0 40
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s.....	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs.....	0 19

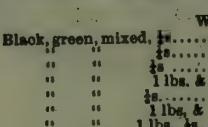


BLUE RIBBON TEA CO., TORONTO

	Wholesale	Retail
Yellow Label, 1's.....	0 20	0 25
" " ½s....	0 21	0 25
Green Label, 1's and ½s.....	0 24	0 30
Blue Label, 1's and ½'s.....	0 25	035
Red Label 1's, ½'s and ¼'s..	0 30	0 40
White Label, 1's, ½'s and ¼'s..	0 35	0 50
Gold Label 1's and ½'s.....	0 42	0 60
Purple Label, ½'s and ¼s.....	0 55	0 80
Embossed, ½'s and ¼'s.....	007	1 00



	Wholesale	Retail
Pink Label 1's and ½'s	30c.	40c.
Gold Label 1's and ½'s	35c.	50c.
Lavender Label 1's and ½'s	42c.	60c.
Green Label 1's and ½'s	50c.	75c.
Canisters		
Gold Tins, 5's	35c. 1.75	50c. 2.50
Gold Tins, 3's	35c. 1.05	50c. 1.50
Gold Tins, 1's	36c. each	50c. each
Gold Label, ¼'s	18c ea. 36 lb.	25c ea. 50 lb.
Red Tins, ½'s	35c ea. 70 lb.	50c ea. 1 00 lb.
Red Tins, ¼'s	18c ea. 72 lb.	25c ea. 1.00 lb

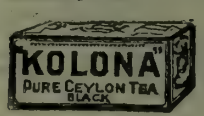


MELAGAMA TEA.

MINTO BROS., 55 Front St. East

	Wholesale	Retail.
Black, green, mixed, ¼.....	0 70	1 00
" " ½.....	0 55	0 80
" " ¼	0 44	0 60
" " 1 lbs. & ½s.	0 40	0 60
" " ¼.....	0 38	0 50
" " 1 lbs. & ½s.	0 35	0 50
" " 1 lbs. ½.....	0 30	0 40
" " ½.....	0 32	0 40
" " ¼.....	0 25	0 30
" " 1 lbs.....	0 24	0 30

We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.

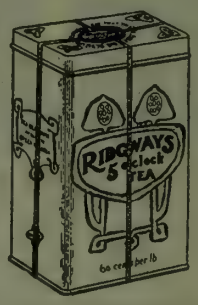


Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 35c.....	$0 20	
" " ½-lb., " "	0 11	
Blue Label, retail at 30c.....	0 23	
Green Label, " 40c.....	0 30	
Red Label, " 50c.....	0 35	
Orange Label, " 60c.....	0 42	
Gold Label. " 80c.....	55	

RIDGWAYS.

London, Vancouver Winnipeg and Ceylon.



	Wholesale.	Retail.
Capital Household, 1's and ½'s	0 30	0 40
Old Country, 1's and ½s.....	0 35	0 50
5 o'clock, 1's and ½s.....	0 42	0 60
H.M.S. 1's and ½s.....	0 75	1 00

Ridgway's Standard Bulk Blend in stock at all our branches in Canada.



THOMAS WOOD & CO.

Montreal and Boston

	wholesale	reta
Wood's Primrose, per lb.. ..	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ½-lb. tins. All grades—either black, green or mixed.

Tobacco.

IMPERIAL TOBACCO COMPANY OF CANADA, LIMITED—EMPIRE BRANCH.

Chewing—Black Watch 5s.....	36
Black Watch 11s	38
Bobs 5s and 10s.....	38
Bully 6s.	44
Currency 5½s. and 10s.	38
Stag 5s.....	38
Old Fox 12s.....	44
Pay Roll Bars 7½s.....	56
Pay Roll 7s.....	[illegible]
Plug moking—Shamrock 6s., plug or bar	45
Rosebud Bars 6s..	45
Empire 5s, and 10s.....	36
Amber 8s. and 3s.....	60
Ivy 7s.	50
Starlight 7s	50
Cut Smoking—Great West Pouches, 7s..	51

JOS. COTE, QUEBEC.

Cigars	
St. Louis (union), 1-20.....	$33 00
St. Louis, 1-40.....	35 00
St. Louis, 1-100.....	35 00
Champlain, 1-20.....	35 00
Champlain, 1-40	36 00
El Sergeant, 1-20.....	55 00
El Sergeant, 1-40.....	55 00
El Sergeant, 1-10).....	55 00
Cut tobaccos.	
Petit Havana, ½, 1-12—1-6.....	0 40
Quesnel, 1-4, 1-2	0 65
" 1-9	0 68
Cote's Choice Mixture, ½-lb tins.....	0 75
" " ¼-lb "	0 70
" " 1-lb "	0 00

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz.....	$18 00
Absorbine Jr., per dozen.....	9 00

Yeast.

Royal yeast, 3 doz. 5 cent. pkgs $1 10	
Gillett's cream yeast, 3 doz. in case .. 1 10	

TANGLEFOOT FLY PAPER The Standard throughout the world for more than twenty-five years. ALL OTHERS ARE IMITATIONS.





"GLOBE" with Percolator.

This pot speaks for itself. When tea is drawn take the Percolator out and tea remains free from tannin.

We make seven sizes of this, also The Champion Tea Pot. Send for price list.

R. CAMPBELL'S SONS

HAMILTON POTTERY

HAMILTON, - ONTARIO

WARNING!

Crescent BM&Co. TRADE MARK. Brand

SODA CRYSTALS (WASHING SODA)

Foreign Soda Crystals—and some of English manufacture—are being extensively offered for sale in this country which are grossly adulterated with Glauber-Salts (Sulphate of Soda), a cheap product which is not only entirely useless for washing purposes, but is even likely to injure the fabrics with which it comes in contact. The Adulterated Soda-Crystals, although nominally lower in price than BRUNNER MOND'S PURE SODA CRYSTALS, are in reality much dearer owing to the large quantity of useless and injurious matter which they contain.

BRUNNER, MOND & CO., LIMITED
WINN & HOLLAND, Agents
MONTREAL

UNDER SUNNY SOUTHERN SKIES

Our new booklet under this title is out now and will be sent to anyone interested in a trip to the British West Indies from Halifax. A delightful thirty-eight day trip.

PICKFORD & BLACK
HALIFAX

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England
Agent:
JOHN FORMAN, - 644 Craig Street
MONTREAL.

For best values in

CURRANTS

Get quotations on fruit exported by

J. Caramandani & Co.
Patras, . Greece

Cleaners and Exporters, Est. 1878

Apply to General Agents in Canada:
J. L. Watt & Scott - Toronto
Watt, Scott & Goodacre, - Montreal

TWO CENTS PER WORD

You can talk across the continent for two cents per word in a Canadian Grocer Want Ad.

VERRET, STEWART & CO.
LIMITED

IMPORTERS OF

AND

Wholesale Dealers

IN

SALT

MONTREAL

Packed Where Grown

Laurel Strawberries, 2's

Heavy Syrup

If you need Strawberries we know we can interest you

Write Us.

J. H. WETHEY, LIMITED

ST. CATHARINES



Empire Brand

Specials in
Prunes
'Cots
Peaches

SEE OUR SPECIAL DRIVE IN SOAP

4
Free Phones
Use Them

Adulterated Pepper is being offered (see this paper's last issue). Not by us, we guarantee our spices. Try them. Give us a trial order.

GEO. E. BRISTOL & CO.

Wholesale Grocers

Hamilton, - - - - Ontario

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

MONTREAL, 232 McGill St. TORONTO, 10 Front St. East. WINNIPEG, 511 Union Bank Building. LONDON, ENG., 88 Fleet St., E.C.

VOL. XXIII. PUBLICATION OFFICE: TORONTO, FEBRUARY 12, 1909. NO. 7.



Still increasing in demand

The grocery trade of Canada have realized during the past few years that there is good money in the sale of

Robinson's Patent Barley

Besides good money there is the great fact that their customers appreciate your suggestion to use this pure, rich and nourishing food.

Every jobber sells it.

FRANK MAGOR & CO., 403 St. Paul Street, **MONTREAL**

Agents for the Dominion of Canada

Syrup Months

February and March are particularly good months for the sale of Syrup

Are you prepared to supply your customers with table syrup?

Have you considered the question thoroughly and studied quality, flavor, color and healthful features of your Syrup stock?

It's necessary to have only the best to offer—

THE BEST is always and only

"Crown Brand" Table Syrup

The most perfect and delicious product of the finest selected white corr. Every jobber sells it.

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, Toronto, Ont. **Works, Cardinal, Ont.** **164 St. James St., Montreal**



A Peerless Product Seville Orange Marmalade

We have never introduced to the Canadian grocery trade an article that commanded more attention or warranted more searching criticism than

Maconochies' Orange Marmalade

Maconochies' Marmalade is made at one of the most original, complete and scientific factories in the world, from Seville oranges and sugar—and is undeniably pure. The motto of the firm is to combine quality and price; to produce a standard article that will create business and pay a good profit.

Maclaren Imperial Cheese Co., Limited
Toronto

General Agents for Maconochie Bros., Limited, London

One Aim In Life

The Packers of the "Thistle" Brand of Fish aim only to produce the best there is in Canned Fish.

Canned Where Caught

The "Thistle" Brand of Canned Haddies, Kippered Herring, and Herring and Tomato Sauce, are canned right where they are caught--at the water side. How better could you preserve the natural richness and delicate flavor of the fish ? IMPOSSIBLE!

But that is not all, because Captain Austin has the unequalled skill of a life-time of experience. THERE IS NO DIRT OR SLIME--NO UNCLEANLINESS TO BE FOUND IN THE "THISTLE" BRAND. The reputation of the foremost fish-curer in the country is at stake under the label of the "Thistle" Brand. BUY IT AND YOU BUY THE BEST.

"Thistle" Brand Fish

Arthur P. Tippet & Co., Agents

MONTREAL



MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY



Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

HAMILTON

I PUSH BUSINESS IN HAMILTON
FOR LIVE CONCERNS
Do you want your goods sold on this market? Every detail looked after thoroughly.
WRITE ME TO-DAY
G. WALLACE WEESE
Manufacturers' Representative. Hamilton, Can.
Offices, Myles' Fireproof Storage Warehouse.

HALIFAX, N.S.

J. W. GORHAM & CO.
JERUSALEM WAREHOUSE
HALIFAX, N.S.
Manufacturers' Agents and Grocery Brokers,
WAREHOUSEMEN
can give close attention to few more first-class agencies. Highest references.

MONTREAL

FOR SALE
Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.
J. T. ADAMSON & CO.
Customs Brokers and Warehousemen
27 St. Sacrament Street, Montreal
TEL. MAIN 778 BOND 28

ROBERT ALLAN & CO.
General Commission Merchants
MONTREAL
Fish, Oils, Beans, Peas and Produce.
Agents: "Royal Crown" Skinless Codfish.
Representing Morris & Co., Chicago, Pork and Lard.

J. WALTER SNOWDON
MANUFACTURERS' AGENT AND BROKER
Open for exclusive representation of one or two more reliable houses with good grocery lines. Correspondence solicited.
Address
23 Burton Ave., Westmount, Montreal

D. McL. BROPHY
414 St. Paul St. - Montreal
Broker and Manufacturers' Agent
Open to represent one more up-to-date house desirous of utilizing my excellent connection with the grocery trade.
Correspondence will receive prompt attention

MOOSE JAW

D. STAMPER
GROCERY AND FRUIT BROKER
AND MANUFACTURERS' AGENT
Goods Stored and Distributed
Warehouse, City Spur Track
P.O. Box 793 MOOSE JAW, SASK.

NEWFOUNDLAND

T. A. MACNAB & CO.
MANUFACTURERS' AGENTS and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's.
Codes: A, B, C, 5th edition, and private.

REGINA

G. C. WARREN
Box 1036 - REGINA
Manufacturers' Agent and Commission Merchant. Direct Importer of all grades of pure Ceylon Teas, and Grocery and Drug Specialties. Dealer in Coffees, Spices, Mustard, etc. Established eleven years. More lines desired.

ST. JOHN

W. S. CLAWSON & CO.
Manufacturers' Agents and Grocery Brokers
WAREHOUSEMEN
ST. JOHN, - N.B.
Open for a few more first-class lines

TORONTO.

BEANS
Canadian and Rangoon
W. H. MILLMAN & SONS
GROCERY BROKERS
TORONTO

W. G. A. LAMBE & CO.
Toronto
Grocery Brokers and Agents.
Established 1885.

TORONTO.

SWIFT'S
Silver Leaf Lard
Lard Compound
COTOSUET
Anderson, Powis & Co.
Agents
15 Wellington Street East, Toronto

DOMINION STORAGE & FORWARDING CO., LTD.,
43 Colborne Street, TORONTO
Consignments stored at lowest rates in city. All facilities for handling and shipping goods.
TELEPHONE MAIN 5661

W. G. Patrick & Co.
Manufacturers' Agents and Importers
29 Melinda St. Toronto

MacLAREN IMPERIAL CHEESE CO. Limited
AGENCY DEPARTMENT
Agents for Grocers' Specialties and Wholesale Grocery Brokers
TORONTO, Ont. DETROIT, Mich.

Don Storage & Cartage Co. Limited
81 Front Street East
PHONE M. 2823
Storage facilities unequalled in city — Special cartage delivery — Lowest rate of insurance.

WINNIPEG

STUART WATSON & CO.
Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG, - MAN.
Domestic and Foreign Agencies Solicited.

(Continued on page 4).

ANCHOR BRAND TRADE MARK REGISTERED

Condensed
MILK

Evaporated
CREAM

Since the inception of these brands, our sales have rapidly increased.

THERE ARE TWO PARTICULARLY GOOD REASONS FOR THIS.

FIRST,— Its reputation is based on QUALITY.

One customer writes this week.

"Please send me 5 cases "ANCHOR" Cream, nothing else will do as Anchor Cream is a favorite here now."

SECOND,— The price is right. Priced to show you a good profit and sold at popular prices.

JUST NOW, we are giving 1 case free with 10 cases or ½ case free with 5½ cases. Get busy—ORDER NOW as this is a special deal and is subject to withdrawal without notice.

EBY-BLAIN, LIMITED

Wholesale Grocers TORONTO



SOLD AT FOLLOWING PRICES:

PINK LABEL	1s and ½s	Costs you	30c per lb.	LAVENDER LABEL	1s and ½s	Costs you	42c per lb
		You sell at	40c per lb.			You sell at	60c per lb.
GOLD LABEL	1s and ½s	Costs you	35c per lb.	GREEN LABEL	1s and ½s	Costs you	50c per lb.
		You sell at	50c per lb.			You sell at	75c per lb.

CANISTERS

GOLD Tins	5s	Costs you	35c per lb.—$1.75	GOLD Tins	½s	Costs you	18c each—36c per lb.
		You sell at	50c per lb.— 2.50			You sell at	25c each—50c per lb.
GOLD Tins	3s	Costs you	35c per lb.— 1.05	RED Tins	½s	Costs you	35c each—70c per lb.
		You sell at	50c per lb.— 1.50			You sell at	50c each—$1.00 per lb.
GOLD Tins	1s	Costs you	36c each	RED Tins	¼s	Costs you	18c each—72c per lb.
		You sell at	50c each			You sell at	25c each—$1.00 per lb.

Head Office and Factory for Canada: 266 St. Paul Street, MONTREAL

GIVE US A TRIAL ORDER AND BE CONVINCED OF THE QUALITY.

RAM LAL'S PURE TEA CO., LIMITED

Manufacturers' Agents—Continued.

QUAKER OAT CO. of
Peterborough and Chicago
Represented in
Western Canada by

W. H. Escott

Wholesale Grocery Broker
141 Bannatyne Ave.
Winnipeg - - Canada

ESTABLISHED 1887

Carman Brokerage Co.

Wholesale Grocery Brokers
WINNIPEG, CALGARY and EDMONTON
GOODS STORED AND DISTRIBUTED
141 Bannatyne Ave. WINNIPEG, MAN.

BASKETS

You can make money as well as oblige your customers if you handle our

Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

The Oakville Basket Co.,
OAKVILLE, ONT.

When writing advertisers kindly mention having seen the advertisement in this paper.

SASKATOON.

CLARE, LITTLE & CO.
WESTERN DISTRIBUTORS
Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business Solicited.
PHONE 159 SASKATOON,
P.O. BOX 257. Western Canada

Queen City Water White Oil

GIVES PERFECT LIGHT

The most economical high-grade oil ever sold in Canada.

FOR SALE EVERYWHERE

THE PEOPLE OF
JAMAICA
are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the
KINGSTON "GLEANER"
might bring inquiries. Better write for rates to
I. C. STEWART, Halifax

ESTABLISHED 1849

BRADSTREET'S

Capital and Surplus, $1,500,000. Offices Throughout the Civilized World
Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claims as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

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Correspondence Invited.

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THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

EXPORT TRADE DEPARTMENT.

Firms Abroad Open for Canadian Business.

Messrs. Gordon, McDonald & Co., 6-7 Cross Lane, Eastcheap, London, invites correspondence, either from Exporters of Canadian produce or Importers of general groceries. From their long experience in Glasgow, Liverpool, and London, they have a wide and comprehensive knowledge of both trades on every side. All goods imported paid cash against documents. References to Montreal firms with whom we have done business for many years. Cable address, "Donable." Codes—"A B C," fifth edition, Riverside and Adams.

DAVID SCOTT & CO.
Established 1878. 10 North John St.
LIVERPOOL, ENGLAND.
Splendid connections and references. Try us with a shipment of CANNED GOODS.
T. A.—Scottish, Liverpool.

SPRAGUE
CANNING MACHINERY CO.,
CHICAGO, ILL., U.S.A.



Ridgways TEA

is without a peer in the Canadian market.

No tea is more extensively advertised or better known.

Good tea is a magnet which always draws trade.

Ridgways Tea will be a trade winner for your store.

CANADIAN OFFICE, VANCOUVER, B.C.

Agents—Richards & Brown, 314 Ross Avenue, Winnipeg, Man.



ABSORBINE

Will reduce inflamed, strained, swollen Tendons, Ligaments, Muscles or Bruises, Cure the Lameness and Stop pain from a Splint, Side Bone or Bone Spavin No blister, no hair gone. Horse can be used. Horse Book 2 D free. $2.00 a bottle at dealers or delivered.
ABSORBINE, JR., for mankind, $1. Reduces Strained Torn Ligaments, Enlarged glands, veins or muscles—heals ulcers—allays pain. Book Free.
W. F. YOUNG, P.D.F., 204 Monmouth St., Springfield, Mass.
LYMAN, SONS & CO., Montreal, Canadian Agents.

Canned Fruits and Vegetables Absolutely Pure

All our Canned Fruits and Vegetables are absolutely pure. The preservation is accomplished solely by sterilization, this being the cheapest as well as the safest method of processing.

We not only guarantee our Canned Fruits and Vegetables to be preserved solely by sterilization, but we further guarantee that all our Fruits and Vegetables are canned when they are best fitted for table use.

Quality is of the greatest importance in Canned Goods, and owing to it being impossible to tell quality until the can is opened, consumers should be very particular as to the brands they purchase.

It has always been the policy of the Management of the Canadian Canners, Limited, to work for Quality.

The buyer of a can of goods with the Canadian Canners' Label, knows that he is running no risks. The quality is guaranteed by a responsible, reliable company.

Why buy inferior goods even if at lower prices only to perhaps incur the ill-will of your customers?

If you secure a name for handling nothing but reliable goods you are on the high road to success.

REMEMBER THE BRANDS :—

Simcoe, "Lynnvalley," "Auto"; Aylmer, "Canada First," "Log Cabin"; Bowlby's "Horseshoe"; Lalor's "Grand River," "Kent"; Delhi, "Maple Leaf"; Boulter's "Lion," "Little Chief," "Thistle"; Lakeport, "White Rose," etc.

CANADIAN CANNERS, Limited

Preserving the Flavor

One of the main reasons for the popularity of Old Homestead Brand Canned Fruits and Vegetables is the fact that the contents of every can have the full, natural flavor.

We claim that our processing methods are up-to-date in every respect. The flavor of Old Homestead products proves it—proves that we have the facilities and "knack" to cook and preserve an article without diminishing its flavor.

This Fact is Important to You

It means that it is within your power to sell canned fruits and vegetables that rival fresh-grown goods in tenderness and flavor.

Take advantage of it.

Tell your customers WHY Old Homestead Brand is best—every can will be a full confirmation of your assertion.

And don't forget, either, that there's more money and better reputation in handling an article that is distinctly superior to anything else of a similar nature.

Ask Your Jobber for
Old Homestead Brand

The Old Homestead Canning Co.

Picton **Ontario**

Making the Customers Come Back

That's just what

"Pride of Niagara Falls" Brand Canned Goods

have been doing this Season

They'll keep on doing it. It's all owing to the quality and methods employed in the most modern and sanitary factory in Canada. We have on hand

Select Hand Packed Tomatoes
Refugee Wax Beans

These are not cheap goods but THE BEST. Can be obtained through the following agents:

Eby-Blain, Limited, Toronto. **Frank L. Benedict & Co., Montreal**

F. H. Wiley, Winnipeg, Western Agent.

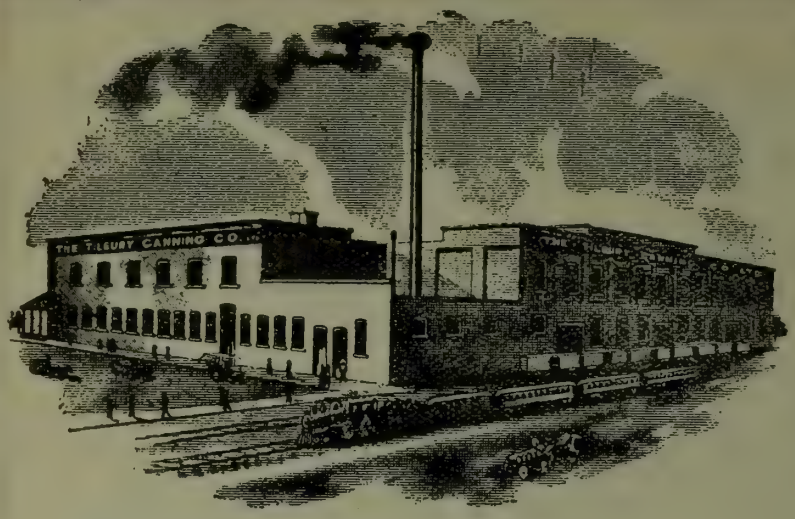
Unequalled in Quality

and a Producer of Permanent Profit

QUAKER
Canned Goods

THE BLOOMFIELD PACKING CO.

BLOOMFIELD, - ONT.



"Tilbury Brand" Canned Goods

are in a group of their own—the **A1 GROUP**

Nothing Better Packed

One of the best-equipped factories on the Continent situated in the heart of the best Tomato District in Canada.

RYAN BROS., Winnipeg
WESTERN SALES AGENTS

Sales Agents for Manitoba, Saskatchewan and Alberta.
A large stock carried in Winnipeg warehouse.

The Tilbury Canning Company, Limited, Tilbury, Ont.

The Wise Grocer

is placing his order for 1908 pack and buying

"PEERLESS" Brand Canned Goods

Put up by the Beamsville Preserving Co., Limited.

SOLE DISTRIBUTORS:

WARREN BROS. & CO., - LIMITED

TORONO and KINGSTON

Honestly Now

Wouldn't it help your business greatly if you positively guaranteed every pound of tea you sold to be delicious or you would take it back.

That it was absolutely pure.

That it was fresh and fragrant from the gardens.

That it was of such exceptional merit as to have established the largest sale on the North American continent.

To have doubled its enormous sale every four years.

It certainly would help business.

"SALADA"

makes it possible to do all this. We stand behind every packet of "SALADA." We prepay the freight—guarantee the sale—the public do the buying—not once, but again and again.

"SALADA" IS A RESULT GETTER

Canadian Offices, - - Toronto or Montreal

Counter Check Books

"Get the Best."

PHONE OR WRITE

THE CARTER-CRUME COMPANY, LIMITED

TORONTO and MONTREAL

Business is Booming in the West

Are you getting your share, Mr. Manufacturer, of the active and profitable business in the West? Are you satisfactorily represented? We can handle one or two more lines.

Correspondence invited

R. B. Wiseman & Co.

123 Bannatyne Avenue East **WINNIPEG, MAN.**

Manufacturers' Agents and Brokers

We make a specialty of distributing cars for Eastern Manufacturers. Consign to us and we will distribute the goods among your customers.

White Dove Cocoanut SELLS!



Our 15 or 20 lb. pail

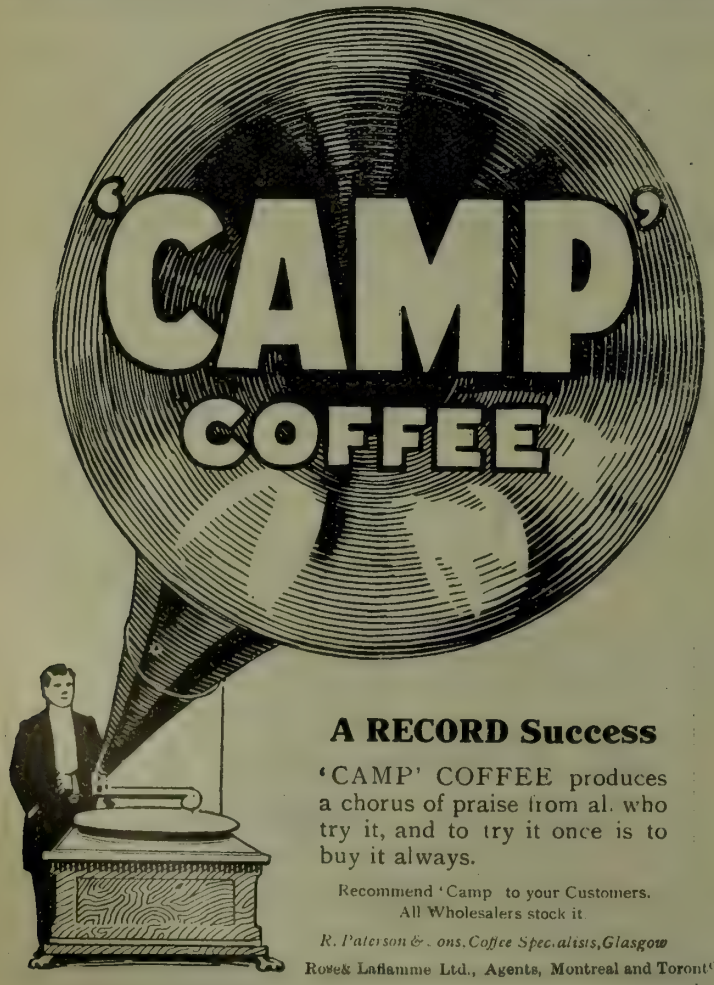
It's all very well to stock up a cocoanut because the label is pretty; but the label DOESN'T SELL IT! WHITE DOVE COCOANUT is the acme of perfection in the matter of quality, being the product of years of experience, and, besides, it is attractively packed. There is a large and growing demand for it, so IT SELLS.

Agents:
Geo. A. Stone, Vancouver, B.C.
Scott, Bathgate & Co., Winnipeg, Man.
Frank M. Hannum, Ottawa, Ont.
C. E. Macmichael, St. John, N.B.
J. W. Gorham & Co., Halifax, N.S.

MANUFACTURED BY

W. P. DOWNEY

24 and 26 St. Peter Street, - - MONTREAL



A RECORD Success

'CAMP' COFFEE produces a chorus of praise from al. who try it, and to try it once is to buy it always.

Recommend 'Camp to your Customers.
All Wholesalers stock it

R. Paterson & Sons, Coffee Specialists, Glasgow

Rowe & Laflamme Ltd., Agents, Montreal and Toronto

GASTRONOMICALLY PERFECT
and Purity backed up by $5,000

MASON'S O.K. SAUCE

Giant Bottle retails at 25 cents.
Secured profit 33⅓%

Sole Manufacturers:
GEO. MASON & CO., Ltd.
LONDON, ENGLAND.

Represented by
S. T. Nishimura & Co.
55 St. Francois Xavier St.
MONTREAL

N.B.—The trade are cautioned to avoid imitations.



ST. LAWRENCE CRYSTAL DIAMOND DOMINOS

Sold only in 5-lb. cartoons, 20 cartoons to the case.

A very high-class sugar similar to Crystal Diamonds except that the tablets are larger, making an ideal sugar for coffee.

Order a sample case from your Wholesale Grocer and show it to your customers. The sugar is so attractive, you will find it a quick seller.

THE ST. LAWRENCE SUGAR REFINING COMPANY, Limited

MONTREAL

British Columbia Buyers

PLEASE NOTE THAT

TODHUNTER, MITCHELL & CO.

TORONTO

Can supply your wants for their well known lines of **Coffee, Cocoa, Chocolate**

FROM VANCOUVER

Write Our Agents

W. HARRY WILSON & CO.

VANCOUVER

Quality 

Wins

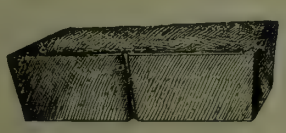
Our Catalogue Tells of Our

Diamond Brand Specialties

Mailed on Request.

Sugar & Canners Limited, - Montreal

SOLD BY WHOLESALE GROCERS EVERYWHERE

Twin Block  **Maple Sugar**

Pure



A Great Convenience — McGregor's

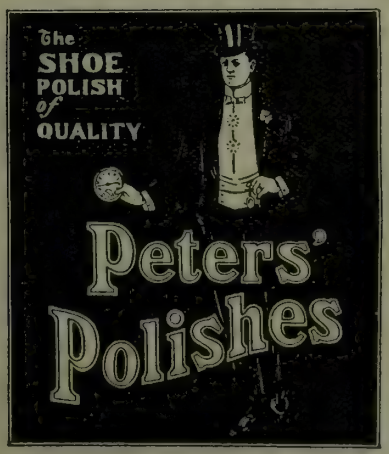
Patent Bag Holder

Holds every size bag. It is out of the way, yet permits instantaneous selection and prevents all waste.

Write us for full particulars and prices.

KILGOUR BROS.

19 Wellington St. West, - TORONTO



PETERS POLISH

A line of shoe polish that has created great enthusiasm among those selling and using it.

Write and get the sale of it for your district. It is a money maker.

M. Peters,

617 Queen St, West

Toronto

MAPLE SYRUP

OUR TRAVELLERS CAN INTEREST YOU.

The Davidson & Hay Limited

WHOLESALE GROCERS, TORONTO

SUGAR

When next purchasing supplies of Granulated Sugar ask for

Redpath

The purest and best—To be had in original packages—

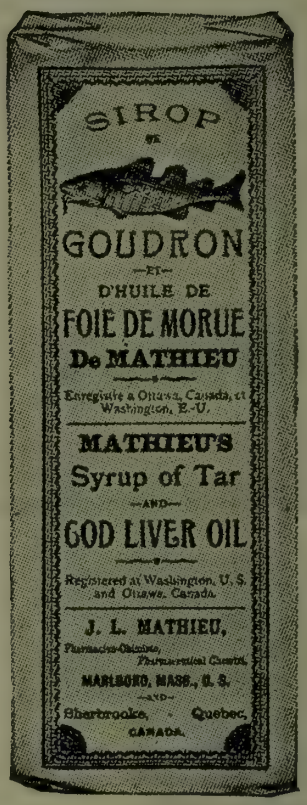
Barrels of about 300 lbs. and Bags of 100, 50, and 20 lbs.

The

Canada Sugar Refining Co.,

Limited

MONTREAL



WHY YOU SHOULD SELL

MATHIEU'S SYRUP

of Tar and Cod Liver Oil

REASON NO. 1

Nine out of every ten people when troubled with a cough or cold call for Mathieu's Syrup.

Hence there is no time wasted in selling it. It almost sells itself. This is the result of its exceptional curative properties in all chest and throat complaints—backed up by good advertising.

This advertising consists of

1. Our newspaper campaign.
2. One person recommending it to another, and probably telling him that he got it at your store.
3. Dealers who know a good article when they see it and gladly recommend it to their customers and friends.

Let us have an order from you to-day.

J. L. MATHIEU CO., Props., SHERBROOKE, P.Q.

L. Chaput, Fils & Cie., Wholesale Depot, Montreal

JAPAN TEAS

Jobbers please write immediately for samples of the few lines of choice low grade teas remaining.

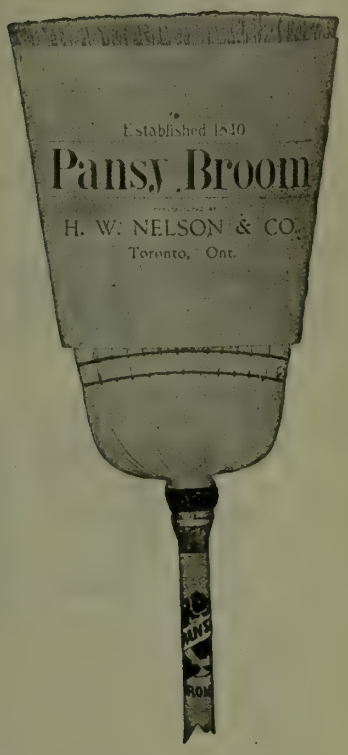
S. T. NISHIMURA & CO.

MONTREAL and JAPAN

What's in a Claim?

unless the claimant can "make good?" We are "making good" every claim we ever made for the

"Pansy" Broom



You will find the "Pansy" just the right size and weight to suit housekeepers. It is made from only the finest quality of broom corn and shows evidence of the greatest broom-making skill. We can give you excellent values in all lines of brooms, but our very best value is undoubtedly the "Pansy."

H. W. Nelson & Co., Ltd.
TORONTO ONTARIO



E.D.S. BRAND Jams and Jellies

GUARANTEED ABSOLUTELY PURE UNEQUALLED IN FLAVOR

AGENTS

W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; R. B. Colwell, Halifax, N. S.; J. Gibbs, Hamilton

E. D. Smith's Fruit Farms, Winona, Ont.

TO THE TRADE:

Have You Seen the Latest and Most Striking Evidence of the

Increasing American Demand

for

CEYLON TEA

READ THIS

EXPORTED TO AMERICA

Jan. 1st, to Oct. 31st, 1907

Black, 7,053,900 lbs.
Green, 1,918,600 lbs.

Jan. 1st, to Oct. 31st, 1908

Black, 8,296,500 lbs.
Green, 2,912,100 lbs.

An Increase in Direct Shipments of 24.92%

And in a Year of Trade Depression, Too!



ENGLAND'S MOST POPULAR SAUCE

H.P.'s Popularity as an ideal kitchen Sauce has reached Canada.

The live "H.P." Canadian Advertising is creating a demand for YOU to supply.

The name "H.P." signifies "House of Parliament" and this famous condiment is in use on the dining tables of "the House" and enjoyed daily by the members of Parliament.

Write for samples and prices.

W. G. Patrick & Co., Toronto and Montreal. R. B. Seeton & Co., Halifax, N.S.
Georgeson Co., Ltd., Calgary, Alberta. Ellis & Co., Ltd., St. John's, N.F.
Kelly, Douglas & Co., Ltd., Vancouver, B.C.

MIDLAND VINEGAR CO., BIRMINGHAM AND LONDON, ENG.



Perfection in pickles has always been found in

STERLING BRAND PICKLES

This Canadian-made pickle is a sure seller. The people demand it and refuse substitutes.

Order from your jobber or direct from the factory.

THE T. A. LYTLE CO. LTD.

Sterling Road, Toronto, Canada

Marsala Wine

A Most Profitable Side Line

With the margin in groceries cut down to such a fine point every side line which will yield a good profit for little trouble is appreciated by the grocer.

We offer you a money-maker in **Marsala Wine**, a beverage from sunny Italy, of finest quality, and the best substitute discovered for the conventional Port or Sherry.

Profit most satisfactory. The wine sells itself after first sale.

Secure a supply to-day.

Price: $7.00 a case and up.

Museo Commerciale Italiano

43 St. Antoine St., Montreal

Sole Agents American Continent Phone Main 2731

REAL JELLY—QUICK

That is the mission always accomplished by every package of

Shirriff's Jelly Powders



Are you handling them? A trial will convince you.

IMPERIAL EXTRACT CO., 18-22 Church Street TORONTO, CAN.

Club Jelly Powders

Represent highest quality in Jelly Powders. For years they have been improved and improved until to-day we consider them just about the best. A particularly attractive feature of our line is the packet of Club Cream which is found in each package. This is a further selling help.

Ask Our Travellers

S. H. EWING & SONS

98 King St., Montreal
Also at Toronto



PATENT APPLIED FOR

Mr. Grocer!!

Have you placed your order for KAISER WAX PAD yet? If not, DO IT NOW—you are missing one of the best business-pullers on the market.

Hundreds of gross of this convenient domestic necessity have been sold throughout Canada during the past five weeks, and repeat orders are flowing in already. MAKE A HIT! Be the first in your town to have them on sale. WOMEN DO THE BUYING of groceries and provisions!



PATENT APPLIED FOR

EVERY WOMAN takes a pride and wishes to excel in her laundry-work. Now, where she can procure an article at small cost—10 cents—that REDUCES IRONING TIME BY HALF—REDUCES LABOR TO A MINIMUM—ADDS TO THE FINISH OF CLOTHES—MAKES IRONING A PLEASURE—there she is sure to leave her order for other things.

Advertise Your Business!!!

In each gross we pack 500 descriptive circulars with space for you to stamp or print your firm name, etc. These are attractively gotten up and will not only pull you customers for KAISER WAX PAD—and by so doing pull you customers for your other lines—but makes a good general advertisement. Send your order to our nearest agent or direct.

Manufactured by

The Ancker-Thiem Co.

CHICAGO, U.S.A.

WANTED — Agents throughout Canada in unrepresented distributing centers.

Canadian Agents:

Howe, McIntyre Co., 91-93 Youville Sq., Montreal, Que.
W. L. Mackenzie & Co., Winnipeg and Calgary.
G. C. Warren, Regina.
Whitlock & Marlatt, Moose Jaw.
Howard Bros., Brantford, Ont.
W. S. Clawson & Co., St. John, N.B.
D. B. Brubacher, 199 Pape Avenue, Toronto.
W. A. James, Vancouver, B.C.

STOVE POLISH

Now is the season for the greatest use of stove polish. This is a line in your business that pays well if you handle reliable goods like

JAMES DOME BLACK LEAD

A stove polish that gives the best satisfaction in its use. Sort up your stock. Sold by all jobbers.

W. G. A. LAMBE & CO., Canadian Agents

Sanitary Cans

For Hand Filled Goods

Tomatoes, Stringless Beans, Asparagus, Spinach, Etc., Apples, Peaches, Pears, Plums, Etc.

Sanitary Enamel Lined Cans

For Color Fruits And Goods Of Strong Acidity

Strawberries, Red Raspberries, Black Raspberries, Blackberries, Sour Cherries, Blueberries, Beets, Rhubarb, Etc.

"The Can Without The Cap Hole"
"Bottom Like The Top"

Write for Samples

SANITARY CAN COMPANY, LTD.
NIAGARA FALLS, - ONTARIO

FRUIT CANS
All sizes—All kinds.

SYRUP CANS
For products of Maple, Corn and Cane.

MILK CANS
For Sweetened Milk and Evaporated Cream.

MEAT CANS
Bevelled, Round and Square.

BISCUIT TINS
of any description.

BAKING POWDER AND SPICE CANS

PROMPT SHIPMENT SUPERIOR GOODS

THE
Norton Manufacturing Co.
HAMILTON

Good Coffee

Coffee better than the average.
Coffee superior to others.
Coffee so exquisite in flavor.

That people want it again—and again. That's what

Aurora Coffee

is. The best money can buy. It retails at 40 cents and leaves you a margin for yourself that is worth while—something to justify your buying the brand and introducing it to your customers. Don't lose this chance.

W. H. GILLARD & CO.
Wholesale Grocers *Coffee Importers*
HAMILTON
Branch House—Sault Ste. Marie

WAGSTAFFE'S
Fine old English
Pure Orange Marmalade
Season 1909, now ready.

WAGSTAFFE'S
Jams, Jellies and Sealed Fruits
are better than the imported.
Once tried always used.

WAGSTAFFE, LTD.
Pure Fruit Preservers
HAMILTON

ANOTHER BARGAIN!

NORTHERN CALIFORNIA
SANTA CLARA PRUNES

800 BOXES 50 lbs. **100 / over**

CHOICE FRUIT.....per lb. **4 1/4**c.

To Arrive in Two Weeks.

How Many Do You Want?

L. CHAPUT, FILS & CIE.,

WHOLESALE GROCERS,
WINES and LIQUORS, TEAS and COFFEES

MONTREAL

"EDINBURGH'S PRIDE"



EVERY BOTTLE OF

Symington's "Edinburgh" Coffee Essence

does credit to the makers and the city of production. Every bottle gives satisfaction and helps to create further demand

Our **ESSENCE OF COFFEE AND CHICORY** gives wonderful value. One bottle makes 40 cups of delicious coffee fit for any connoisseur.

Recommend it for camping parties and Summer outings. It always pleases.

Thos. Symington & Co.
EDINBURGH

Agents for Ontario—
Messrs. W. B. Bayley & Co., Toronto.
Agents for Quebec—
Messrs. F. L. Benedict & Co., Montreal.



Hammering It In

is not our policy. We believe that the line we offer you can speak for itself.

QUAKER BRAND SALMON is the finest sockeye salmon from the Fraser and Skeena Rivers, put up in a modern factory for the undersigned VERY PARTICULAR firm, so anxious to please fastidious dealers who have exacting customers to cater to.

QUAKER PRICES:

TALLS, $2.00 **FLATS, $2.15**

How do They Appeal to You?

Mathewson's Sons
Wholesale Grocers
202 McGill Street - - Montreal

ESTABLISHED OVER 200 YEARS

CHAMPION'S IS THE BEST VINEGAR

MADE FROM FINEST MALT

LONDON, ENGLAND

Commands a Preference Over All Others.



ONTARIO AGENTS: The Lind Brokerage Co., 23 Scott St., Toronto
Agent for the province of Quebec, J. Walter Snowdon, 413 St. Paul St., Montreal
W. H. Escott, 141 Bannatyne Ave. East, Winnipeg

WE ARE OPEN TO DO BUSINESS ON EASY CONSIGNMENT TERMS. WRITE OUR AGENTS FOR PARTICULARS.

"WHITE SWAN GOODS ARE GOOD GOODS"

—ALWAYS—

CEREALS, SPICES, COFFEES, ETC.

WHITE SWAN SPICES AND CEREALS LIMITED

(SUCCESSORS TO THE ROBERT GREIG CO. LIMITED)

TORONTO

Cables—BOYD, TRINIDAD All Codes Used

BOYD & CO., TRINIDAD, B.W.I.

Late Watson, Boyd & Co.

General Commission, Export and Import Merchants

Export—Cocoa, Coffee, Cocoanuts and other Produce.
Import—Codfish, Flour, Oats, Split Peas, and all classes of Provisions.

Correspondence Invited. London and New York, Frame & Co.



They are all Straining After

Borden's Brands

The consumer and the grocer have both realized that the best in Condensed Milk and Evaporated Cream is put up by Borden's.

As a dealer remember your customers' interests, buy and sell

"Eagle Brand" Condensed Milk and
"Peerless Brand" Evaporated Cream



Unsweetened

WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man. Shallcross, Macauley & Co., Vancouver and Victoria, B.C.

TRADE MARK KEYSTONE BRAND REGISTERED

We make ***A SPECIALTY*** of popular priced ***JOBBING LINES*** of

White Wash and Kalsomine Brushes

Unequalled values. If you have not received a copy of our new catalogue, write for it.

STEVENS-HEPNER CO.
Limited

Port Elgin, Ontario

Fruit Jars
Gem, Crown, Schram

Butter Tubs
20, 30, 50 lb. ***White Spruce***

G.V. Parchment Paper

Brooms
Splendid Value

Wrapping Paper and Twines

ASK FOR OUR PRICES

Walter Woods & Co.
Hamilton and Winnipeg



WHY CARRY IN STOCK

Canada First Evaporated Cream?

Because it is Highest in Butter Fat.

SURE TO PLEASE YOUR CUSTOMERS.
EVERY CAN GUARANTEED. NO DEAD STOCK.

Manufactured by

AYLMER CONDENSED MILK CO., Limited
AYLMER, - ONTARIO

Our Annual Tea Sale

DON'T MISS THE BARGAINS

If open, see our travellers or write for samples.

'PHONE **596** free to buyers.

BALFOUR, SMYE & CO.

QUICK SHIPPERS

Wholesale Grocers, - - HAMILTON, ONT.

Avoid Cheap Marmalades —Stock Balmoral Marmalade

Cheap marmalades do not pay. Customers find out their poor qualities and judge your grocery stock by the marmalade. Balmoral Marmalade, is a high-class marmalade, being absolutely pure. It will pay you to handle it.

J. W. WINDSOR

MONTREAL



SOFT MINTS—5c. boxes.

ACME PELLETS—5-lb. tins.

M. & R. WAFERS—5c. bags.

and a complete line of **LOZENGES, ETC.**

Hard and Soft Licorice Specialties

Appropriate for the confectionery, grocery and drug trades.

Price Lists and Illustrated Catalogue on request.

AGENTS

Toronto - -	R. S. McIndoe -	54 Wellington St. E.
Montreal -	J. M. Brayley -	55 St. Paul St.
Winnipeg - -	E. W. Ashley -	123 Bannatyne Ave. E.
St. John -	H. S. Daly	- - -
Vancouver	J. F. Mowat & Co.	-

DO YOU WANT to buy or sell anything, to engage a clerk or secure a situation? Try a Condensed Ad. in The Canadian Grocer, it will bring results. Two cents per word for first insertion, one cent per word for each subsequent insertion. See page 75 for yearly rates.

Talks with Business Men

No. 2—Salesmanship in Tandem

Trade newspapers make possible a new factor in the distribution of goods—SALESMANSHIP IN TANDEM. Through this medium you may place an auxiliary salesman on the road and it will help every one of your order-taking staff.

A trade newspaper, if it is a good one, makes a periodical visit to the best merchants in the country —they are the men who appreciate most fully the advantages of a trade paper—AND IT IS WELCOME. This is the lead salesman in your tandem. Merchants like him and at a time when they are in a receptive mood, he speaks about the firm he represents—you—and tells something about the goods you sell, or the service you give, or some other distinctive feature of your business. This is, of course, assuming that you use the trade paper for that purpose.

The result is that when the traveler—the second half of the tandem—comes around WITH THE GOODS, HE IS BETTER RECEIVED, because an interest in the firm or the goods has already been aroused, and a desire—possibly an unconscious desire—to see the goods, created.

YOU will be known as a high-class ***GROCER*** if you sell the best ***TEA*** on the market.

"MELAGAMA"

will make new and steady customers for you. Its splendid quality along with our ***Coin System*** makes it popular everywhere.

Now in ***BULK TEAS*** we have a reputation to sustain. An order placed with us will ensure you ***Satisfaction*** and a ***Good Profit.*** Samples and prices cheerfully forwarded.

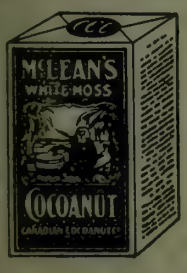
MINTO BROS., Toronto

Chase & Sanborn's Brands

are the result of forty-four years of study and experience in the perfecting of coffees. They extend to you the benefit of this experience.

Chase & Sanborn, Montreal

THE IMPORTERS



"White Moss"

Our exhibit at the S. Carsley Co.'s

FOOD FAIR

is attracting lots of attention, and will no doubt interest you. See it. First-class grocers sell it, and everybody buys "McLean's WHITE MOSS Cocoanut."

It's in the preparation

The Canadian Cocoanut Co., Montreal

The delicious flavors of

Nation's Custard Powder

with Stewed Fruit is an ever pleasant memory.



Agents:

GREEN & CO.,
25 Front St. E. Toronto

W. H. ESCOTT,
Winnipeg

Made by Edward J. Nation & Co., Bristol, England

OUR INVENTORY IS OVER

The low prices quoted in January will be maintained during February on the balance of broken lots, especially in the lines mentioned below and for as long as these will last.

We have also a few unassorted lots of high-class goods which we offer at very low prices; these are goods of quality which it pays to buy, and, as there are only a few lots, order early in order to take advantage of this opportunity.

Canadian Canned Fruits, Vegetables, Meats and Fish

We carry a full assortment of all popular brands on which we quote interesting prices. It pays to stock up these goods before Lent. We especially recommend a choice line of

SALMON

"KEYSTONE" brand, which we sell very cheap; and also our

SARDINES

"White Bear" and "Junqueira" brands, both noted for their rare quality and wholesomeness.

IMPORTED CANNED GOODS

Vegetables, Fruits and Soups of the celebrated "SOLEIL" BRAND. These goods are very popular, a popularity which they owe to their natural flavor and guaranteed purity. We also recommend the

MUSHROOMS

Canned and exported by T. Lecourt and Co., of Paris, France, and the

PATES DE FOIE GRAS

Canned and exported by Clement Obier, and by F. Roche et Cie, two experts in the preparation of things good to eat.

MINERVA OLIVE OIL

From the firm of Henri Boulle & Co., of Marseilles, France. This is the choicest Olive Oil on the market, whose purity and quality are guaranteed by the Municipal Laboratory of Marseilles under whose supervision these goods are bottled.

VICHY WATER

"La Regente" and "La Sanitas," bottled at the Springs and highly recommended by the medical profession.

CASTILE SOAP

"La Mouche" and "La Vertu," two pure olive oil Soaps of superior quality. Very economical for toilet and bath.

TEAS

We are in a position to supply the trade with all grades and qualities of teas. We have a most complete stock of "Princess Louise" and "Victoria" brands of black and Japan Teas, brands which we can recommend as to price and quality.

WE PAY FREIGHT ON ALL LOTS OF TEAS, ASSORTED OR NOT, OF 200 LBS. OR MORE.

KINOT'S ANISE SYRUP AND TAR SYRUP

These are excellent products on which we are in a position to quote EXCEPTIONALLY LOW PRICES. They are quick sellers and give you good profits.

For further particulars, quotations, etc., write, phone or wire at our expense.

LAPORTE, MARTIN & CO., LIMITED

Wholesale Grocers and Wine Merchants

MONTREAL



TEAS

Has it ever occurred to you, a wholesale grocer can give better value in Tea than a tea house?

The wholesale grocer's selling expense would be the same if he never sold any Tea, in other words the selling expense in selling all the lines the wholesale grocer does, makes the percentage on the Tea the same as on all other lines, and only matter of a small amount, as a consequence we give better values than tea houses. If you doubt this inspect our travelers' samples, or if they don't call write us.

James Turner & Co., Limited

Hamilton and Arnprior, Ont.

INDEX TO ADVERTISERS.

This index is made up on Tuesday. The insertion of the advertiser's name in this index is not part of his advertisement, nor does he pay for it, but it is placed here entirely for convenience of readers. We endeavor to have the index as complete as possible.

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Relation of the Farmer to the Merchant

Progress of the Former Means Advantages to the Latter—The Educational Work Being Carried on by the Provincial Government—Special Conventions for the Benefit of Fruit and Corn Growers of Western Ontario.

Every dollar added to the purchasing power of the farmer means that much increased wealth to the community. Any organizer, agency or individual, having in view the object of augmenting the resources of a district, either by opening up new lines of enterprise or by instilling practical, profit-producing methods is engaged in a useful work—a work that counts for something in personal and communal life. A healthy and happy farming class of people is Canada's greatest asset. The question naturally arises how can this ideal state of affairs be brought about?

By adding to the purchasing power of the farmer and teaching him how to obtain in the easiest, most economical and progressive way the best results from the soil. A moment's reflection will give anyone an indication of what this all means. It should be a comparatively easy matter to add $100 annually to the income of a farmer. Around any rural town there are at least 200 farms within a distance of a few miles, and this would mean $20,000 more to spend in that section of the country. It is thus seen how vital is the interest of the average citizen to assist the farmer to an increased earning power from his land; and it also demonstrates how closely allied and inter-related are the welfare of the merchant and the tiller of the soil. What benefits the one is of material assistance to the other, and for this reason there should be mutual co-operation.

Progress Being Made.

With the object of pointing the way to larger earnings for the farmer, progressive work along well-defined lines is being conducted by the Ontario Department of Agriculture and a number of special institutes have been held, while several more will be conducted this month in various parts of the Province. C. C. James, the Deputy Minister, is the directing genius, and, in this as well as many other commendable enterprises, is a pioneer whose labors, which give evidence of much foresight and thoughtfulness, cannot be too highly commended. The soundness of his views and the breadth of his ideas have always proved a stimulus to the agricultural interests of Ontario.

A brief outline of the work undertaken by these special institutes will afford an idea of what is being accomplished and the exceptional facilities presented to the farmer and the stock-breeders of the Province to make the most of their opportunities, and also give residents of the towns and cities some conception of the scope and character of the end in view.

Educating the Farmer.

Under the auspices of the Farmers' Institute Branch of the Provincial Department of Agriculture and through the agency of the District Office in Perth, a three days' course was held last week in stock and seed judging in Carleton Place. A similar course was put on in Perth in December, which was attended by over five hundred farmers with most satisfactory results. The object of these gatherings was to convey to the farmer the fine points in the judging of live stock and to acquaint him with the inherent qualities of pure and improved seeds. The yeomen of North and South Lanark enthusiastically voted these courses the most profitable of any series ever held in the county. Prof. G. E. Day, of the Ontario Agricultural College, Guelph, conducted the instruction in cattle judging in Carleton Place, while Dr. H. G. Reed, of Georgetown, had charge of the horses. In seed judging, Prof. C. A. Zavitz, of the Ontario Agricultural College, was the instructor, and grass seed, clover seed, oats and other cereals were examined. The discussion dealt with the cleaning, testing and improvement of seed and the identification of the impurities commonly found. There were also some interesting points brought out on questions pertaining to breeding, feeding and marketing of live stock, to unsoundness in horses and to the common diseases of farm animals.

Fruit Growers Assisted.

Another assembly recently held was the Peach Institute, in St. Catharines, at which many fruit growers were in attendance and specialists gave addresses on such timely topics as "Setting Young Orchards," "Management of Bearing Orchards," "Pruning" and "Recommended Varieties."

A Corn Growers' Convention and Exhibition was held for four days this week in Essex, the object being to stimulate greater interest in the subject of corn growing and the selection of corn seed. The gathering was arranged for by the Essex branch of the Ontario Department of Agriculture and the Essex and Kent Farmers' Institute. Prizes were given for the best ten ears of several varieties of corn, and a corn judging competition conducted. Lectures were given by Prof. L. S. Klink, of St. Ann's Agricultural College, on the cultivation, breeding and selection of corn, he being particularly conversant with these topics owing to having spent several years in the corn-growing States of Illinois and Iowa. All the different problems in connection with the crop, which is the most important in South-western Ontario, were considered and discussed.

Proper Methods Necessary.

It was pointed out that an increase of one bushel per acre would mean on an average 150,000 more bushels in the Counties of Essex and Kent alone. Recent discoveries have indicated that if proper methods of selection are practised an increase of five or more bushels on the average may be expected which would materially add to the amount of money in circulation in the district. Any one can readily see what this would represent to the farmer, the merchant, the manufacturer; in fact, every man, woman and child in two counties, and it was emphasized that the result would be brought through the medium of corn shows, conventions and judging classes, such as the one held this week. The townspeople all attended in large numbers, so great was their interest.

Addresses on "The Preparation and the Cultivation of the Soil for Corn," "Seed Corn Judging," "Field Competition With Corn," "How to Judge and Select Seed Corn," and "Experimental Work With Corn in Ontario," were given by Prof. Klink, of Macdonald College; Prof. Zavitz, of the O.A.C.; Dr. J. W. Brien, of Essex; C. C. James, Deputy Minister of Agricultural, and others.

Results Are Promising.

The broad, practical work of the Ontario Department of Agriculture in seeking to increase the output of the farm and to add to the life force of the great agricultural interests, goes steadily and encouragingly on, with widening interest and most promising results. It is a splendid undertaking, the strength and importance of which is not yet appraised at its proper value, but the bigger outlook and the aroused concern, especially where branch schools of agriculture are located in the Province, give evidence of constantly growing appreciation.

A. R. Baker, of the old Homestead Canning Co., Picton, Ont., was a caller at the Toronto office of the Grocer on Tuesday, on his way home from attending the National Canners' Association Convention, held last week at Louisville, Ky.

Success of Young Ingersoll Grocers

Methods by Which "the Two Macs" Have Worked Up a Splendid Business in Two Years—Their Goods Are All Guaranteed—Assistance From the Telephones—Rapid Turn Over of Stock—Gain the Confidence of Their Customers.

The story of success, whether it be in the commercial sphere, or in some of the more humble walks of life, always abounds with interest. This being true Grocer readers will be interested in the success achieved by Messrs. McLeod & MacBain, of Ingersoll, more commonly known to the local public as "the two Macs."

Those familiar with the ups and downs of the business world are aware that this is really an age of keen competition and of the "survival of the fittest." Not infrequently is it difficult to retain an established business to say nothing of the constant building up process by which success is measured. In this respect the history of the growth of the business of "the two Macs" is of peculiar interest. Two years have rolled by since they succeeded I. W. Kingswood



JOHN J. McLEOD,

A Promising Young Grocer of Ingersoll and One of the Two "Macs."

in the grocery business and that success has been their portion is beyond peradventure. Month by month, year by year, they have witnessed an increase in their business, which is seldom attained in such a short period. In view of this fact the manner in which they have adapted themselves to their business, and the policies which they have followed should be of interest to all in the grocery business.

It has been said that success is the goal of noble ambition and legitimate effort, and this being true the suggestion is strong that in any calling there must be the proper spirit of honesty and determination. This is a formidable combination and when coupled with progressive methods of the present day will usually win success.

Reared With the Business.

Although young men, Messrs. McLeod and MacBain were fortunate in having devoted almost their whole lives to the grocery business. They profited by their long experience. They weighed carefully the successes and failures of others and when at the "helm" on their own account one of the first things they did was to map out their course and to follow this as well as conditions would allow. They have studied conditions, kept in touch with their customers and all matters pertaining to their work, and they have built up a large business, and what is more it is still growing.

Story of Steady Advance.

John J. McLeod has had about nineteen years experience in the grocery business. He is a native of Woodstock, ten miles distant, and first entered the business with J. B. Doyle & Son of that city, with whom he remained for fourteen years. About five years ago Mr. McLeod came to Ingersoll, taking a responsible position with Robinson Bros. When Robinson Bros. disposed of their business to A. Beattie & Co. Mr. McLeod remained with the store in the capacity of manager. He occupied this position until engaging in business with Mr. MacBain under the firm name of McLeod & MacBain.

H. H. MacBain has been identified with the grocery business for the past fourteen years. For about nine years he occupied a position with C. A. O'Neill of this town. Later he entered the employ of A. Beattie & Co. with whom he remained until engaging in the present partnership enterprise.

Confidence of Their Customers.

There are several important factors which may be said to have contributed largely to the great degree of success which the firm of McLeod & MacBain have attained. It is worthy of note that the firm have adhered strictly to business methods and at all times have shown a marked disposition to merit the confidence of their customers. They have found it good policy to take an interest in their customers, to extend them what courtesies are within their power, and above all to furnish them with only guaranteed goods.

The buying public appreciate any little attention they receive; it may only be a word of welcome or a shake of the hand, but whatever it is it has a pleasing effect and there is soon a stronger attachment between the customer and that grocer. It is this spirit of friendliness that also has done much in the way of winning patronage for the "Two Macs."

Guarantee the Goods.

The firm have also made it a point to guarantee every article that is sent out of their store. If the purchase is not up to expectations, in other words if it does not give satisfaction, it is cheerfully exchanged or the money refunded. This shows a spirit of fairness, which cannot be overlooked, and as a consequence the firm have had no difficulty in keeping their customers.

The firm also were quick to realize the advantages of the telephone as a business-getter. With a dual system, the Bell and the Independent, the field is an unusually good one in which to keep in touch with customers "over the wire." In the fruit season and even in the winter months, when green vegetables are rather scarce, the telephone can certainly be used to good advantage. Through the telephone the firm are able to acquaint their customers—they invariably know just which ones to ring up



H. H. MACBAIN,

One of Two Ingersoll "Macs" Who Are Making a Success in the Grocery Business.

—with what they have in stock that would interest them mostly. The telephone may be used in keeping touch with the country people in every direction within a radius of eight or ten miles and it has proven an important factor in the development of their business.

While the firm carry a large stock, it is well assorted and could not be described as being "too heavy." The object is to make a quick turnover and give their customers the benefit of fresh, reliable goods. The store consists of a basement, ground floor and two storeys above ground. The firm have abandoned the china and crockery departments, and are devoting all their time to groceries.

That their business is an extensive one will be apparent from the fact that two delivery wagons are making their rounds the major portion of the time.

Country Produce Profitable.

The firm have also made it a point to handle practically all the country produce that is offered them. In this heart of the dairy centre, where the great bulk of the milk finds its way to the cheese factories or the condenser, butter is not offered in plentiful quantities. Eggs and other products, however, are usually plentiful and these the firm handle to a great extent, which they in turn market in the larger centres. This is considered as a very important feature of their business, as it has brought them a profitable country trade.

The firm give credit, but the amount is limited and they always insist on early settlements.

All that one would expect to find in an up-to-date grocery store is always kept in stock and the store never loses its bright and attractive appearance.

ASSOCIATION PROGRESSING.

Membership of Dominion Commercial Travelers' Association Rapidly Increasing.

In Montreal on Saturday evening last the executive of the Dominion Commercial Travelers' Association held their usual monthly meeting, and a most gratifying statement was made to the effect that the membership of the body was some two hundred and fifty more than at this time a year ago, while the death rate continued normal.

Amelioration of the difficulties existing between the travelers and the hotel proprietors of the country is one of the aims of the executive for 1909. The hotel proprietors are acting in conjunction with the association, and it is hoped that many little matters which are annoying alike to the commercial man and to the owner of the hotel will be satisfactorily settled. The executive request any suggestions likely to aid them and the hotel men in their endeavors along these lines.

The Canadian Grocer will publish any suggestions sent in, provided they are reasonable.

TRADE NOTES.

Jas. Conway, grocer, Toronto, has assigned to N. L. Martin.

Crysler & Morgan, general merchants, Delhi, Ontario, have dissolved.

W. E. Misener, grocer, Niagara Falls, Ont., has sold to Alex. McMullen.

Buck & Buck, general merchants, Norwood, Ont., are giving up business.

I. M. Joubert & Co., grocers, Williamstown, Ont., have assigned to G. I. Gogo.

Cameron & Moore, general merchants, Goderich, Ontario, sustained loss by fire this week.

Demetre Bros., fruit merchants and confectioners have closed their business in Peterboro.

GROCER STRIKES IT RICH

Gets the Mining Fever and Wanders Into the Silver Fields of the North—J. H. Sanderson, a Former Toronto Grocer and Commercial Traveler—Lakes in New Ontario Named by Him—Indian Guide Directs Course of the Prospector.

More romantic than real appears the story of the wonderful success in the silver fields of Northern Ontario of J. H. Sanderson, at one time the proprietor of a grocery store on the corner of Dundas Street and Brock Avenue, Toronto, and later traveler for Husband Bros. & Peters, wholesale fruit merchants, Toronto. His connection with the latter company has made him widely known to both retail and wholesale grocers in many parts of the Province, who will be glad to learn of his good fortune and who, with The Grocer, will congratulate him on the success he has attained in the mining camps of the north.

When it is considered that he has made his money in less than two years, the romantic side of the story becomes more apparent.

Got the Mining Fever.

It was in May, 1907, when Mr. Sanderson's heart first began to yearn for life in the Northern country where he had often before disposed of many cases of oranges, lemons, etc. So at that time, with Geo. W. Duncan, another traveler for the same firm, he decided to go a-prospecting. He had heard and read so much of the amazing wealth of the Cobalt silver fields and conversed so much with men who were able to talk of money by the "thousands," and who until a short time prior to going into that district had scarcely been able to keep the wolf from the door, that the mining fever got the better of him and off he struck for the scarcely explored districts of New Ontario.

Took the Red Man's Advice.

Mr. Sanderson, together with his associates, decided not to go near Cobalt, but instead began to travel up the Montreal River, guided by an Indian. He was one whom they all took a fancy to, and so they used him "white." The red man, in return, as has always been characteristic of his race, reciprocated the kindness tendered him. He knew of a better "hunting ground" than any in the direction in which the prospectors were traveling, and persuaded them to go with him. There was "good stuff" there, he told them, and they took his advice.

Traveling northwest, they came to what is now known as Discovery Ridge, which is only a few miles east of the much-talked-of Gowganda.

Pioneers of Bloom Lake District.

Many were the hardships—as naturally there would be in such a rocky and undeveloped country—that Mr. Sanderson and his party had to contend with. They had to build their own winter roads and one of these was eighteen miles in length. They cut a road from Elk to Lost Lake, and are the undisputed pioneers of the Bloom Lake mining district, located but a few miles to the east of Gowganda.

The roads were, of course, cut at their own expense, and by the party consisting of twelve men. They have the distinction of naming a large number of lakes in that district, among them being Calcide, Lost, Wigwam and Sanderson. All of these have since been recognized by the Government upon whose maps they have been marked.

The Lake Was Lost.

An interesting episode surrounds the naming of Lost Lake, and Mr. Sanderson gets the credit for it. One day he became lost and wandered about aimlessly for hours, finally coming to this lake. Here he was found by the Indian guide, who inquired if he were lost.

"No, I am not," replied Mr. Sanderson, "but the lake is lost." This is the customary answer an Indian gives, and in this case Mr. Sanderson got even with the red man.

He and his associates had some eighteen claims in that district, nine of which they sold, realizing a handsome sum. They are now negotiating with a Belgian syndicate for the disposal of some of the others, and this deal which is almost closed, will involve a sum that will have to be written in six figures.

Interested in Groceries.

As a Toronto grocer in former years, Mr. Sanderson was widely known. He always took a great interest in grocery matters, and was a valuable member of the one-time Grocers' Baseball Club in Toronto, now a thing of the past. He is a man six feet tall and of splendid physique. He has thus been able to stand the trials and hardships one necessarily meets in such an unexplored region. He was a splendid type of business man, honest in all his dealings, and certainly deserves the kind smile that Fortune has bestowed upon him.

NEW STORES IN HAVELOCK.

The buildings on the main street, Havelock, which were destroyed by fire last August, have been replaced by a very fine block of new brick structures. Messrs. Coon and Childs are the first to get into their new store, having opened for business on Feb. 4th. Their store is modern in every detail. The very latest improvements in up-to-date store methods have been placed in a splendidly arranged manner. In such a new and attractive store Messrs. Coon and Childs should get a good share of the business.

Weigh, count, measure and gauge everything you buy.

MANUFACTURERS DEMONSTRATE

Their Products Are Shown at the Carsley Pure Food Show in Montreal—Education to the General Public— Some Neat Displays Arranged.

On the first day of this month the S. Carsley Company, Montreal, opened their annual pure food show, run in connection with the grocery department of their departmental store. Manager Foreman believes in the educative value of such a display, and of late has annually brought leading manufacturers to see the wisdom of displaying and demonstrating their products to the public of Montreal. The idea is a good one in the opinion of many manufacturers, who avail themselves of the opportunity afforded them of advertising thus directly to the consumers. Many neat displays were made this year, and the leading ones are commented upon hereunder.

E. W. Gillett Co.

Billy Murray, the hustling Quebec Province representative of the makers of Magic Baking Powder is continually after records, and he is beating them right along. His display for the firm this year far surpassed the one he had last year in every way. A large section of the grocery department was roped off and here audiences were collected daily, to be addressed by Mr. Murray on the preparation of foodstuffs in the baking of which Magic Baking Powder is used. An expert chef gave practical demonstration of the good results which can be accomplished through the use of Magic Baking Powder. Professor Murray is becoming quite a public speaker. A feature of the display was the large picture of the company's factory, in Toronto, which took up one whole side of the space reserved.

Edwardsburg Starch Co.

Crown Brand Table Syrups attracted much attention during the fair. The display itself was an excellent one, and, as for the goods, of course no grocer is looking for knowledge in that direction. Expert demonstrators explained the many uses of Crown Brand Syrup and served housewives as well. The company's line of starches was also on display.

Bovril Display.

This fluid beef was demonstrated during the entire fair, the pretty booth in which the display was made attracting a great deal of attention. Manager Seward states he is selling more Bovril than ever before.

Canadian Condensing Co.

Imperial Evaporated Cream and Royal Condensed Milk, the two leaders of the Canadian Condensing Co., Chesterville, were given their initial display at a food fair, and needless to say, their merits at once won approval from those who had not before tried them. S. H. Ewing & Sons are general sales agents for the firm.

Club Jelly Powder.

Club jelly powders, all flavors, were displayed by S. H. Ewing & Sons, who also exhibited Kyko Chocolate paste—for cake icing—and Prince of Wales Extract. These goods are widely known and appreciated by the public as well as the trade.

Ogilvie's Royal Household.

Royal Household Flour was displayed in an attractive booth at the fair. The flour which sells under this brand carries a guarantee of excellence with it, and housekeepers appreciate this.

W. H. Dunn's Booth.

Mackintosh's Toffee and Cailler's Swiss Milk Chocolate were displayed by W. H. Dunn. These confections command considerable attention in Canada. Mr. Dunn's display was as attractive as usual.

Snap Was There.

Snap certainly has become known to the trade and consumer alike since it was placed on the market. Most every lady visiting the fair recognized in this line quite an old friend and the neat sample boxes given away doubtless converted many present non-users of the article to its numerous good qualities.

St. Charles Cream.

St. Charles Cream seems to be gaining headway every month. W. H. Halford, the energetic Montreal agent, seized upon this opportunity of once more bearing in upon the minds of the local public the value of this cream as a household article. Mr. Halford reports sales largely increased within the past few months.

Imperial Ice Cream Co.

Sanitary ice cream made by this company was served to visitors in a new way. Paper saucers were used for holding the ice cream, while tin spoons were utilized. Both are thrown away after one usage. This company has progressed very rapidly since its formation. H. G. Wade was in charge of the display.

Chase & Sanborn.

Seal Brand Coffee commanded just as much attention as it always does. Thousands of sample cups were served ladies visiting the fair, and in this way much good educative work was accomplished for Chase & Sanborn, and pure foods generally.

Melagama Tea.

W. H. Blewett, traveler for the Melagama tea people had more to say about the merits of Melagama than anything else, and such being the case it was not surprising that there seemed to be a continued demand for it. The Melagama booth was very tastily arranged.

Cooks' Friend Baking Powder.

Sales manager C. W. Gregory spent a great deal of his time looking after the interests of Cooks' Friend Baking Powder display. W. D. McLaren, Ltd., are assisting the grocer in every way to create consumer demand for this brand.

Tetley's Teas.

Archie Snowdon can sell almost anything, but he said that the selling of Tetley's teas does not require great ability on account of the quality. Still, Snowdon & Ebbitt, the agents, feel that there is nothing like keeping the name before the public, so they put in an attractive booth which was well patronized.

Oliver's Jelly Crystals.

Something nice was offered the public in this booth. These five cent packages make a pint of jelly, while Custine five cent packages make a quart of Custine.

Kellogg's Toasted Corn Flakes.

This breakfast food was demonstrated and judging from the expressions of approval uttered by those who sampled the line increased sales should be the result of their exhibit.

Cerisot Wine.

This is a temperance beverage which is becoming quite a favored drink. Michaud, Fils & Cie. are distributors.

Cowan's Cocoa.

This breakfast cocoa was served to thousands during the fair. The John Cowan Co., of Toronto, had their usual up-to-date display.

Maggi Soups.

Maggi Soups, a line of Swiss goods, caused considerable curiosity on the part of visitors. These soups, obtainable in all flavors, are in powdered form, and sell for different prices from 5c up. Maclure & Iangley are the agents and J. G. Gordon, manager of the Montreal branch, was on hand frequently and boosted things along in his usual business-like and pleasing manner.

Laporte, Martin & Co.

These wholesale grocers made a neat display of a few of their high class imported goods. Minerva Olive oil is deserving of particular mention, while the Soleil brand of canned goods were shown as well. Miller's Malt Extract, for which the firm are agents, was visible in this booth, too.

Already Pudding.

A. H. Clements was in charge of the nice booth in which was displayed this pudding, as the name implies, quite ready for the housewife to put on the stove for the meal. The success of this line, Mr. Clements says, has been beyond his expectations.

Comfort Soap.

Frank Cockburn was not able to be around the fair a great deal, as he was too busy hustling for orders, but he had a good showing of the firm's many lines.

Fry's Chocolate and Cocoa.

D. Masson & Co. conducted a booth on behalf of Frys. The booth was nicely arranged and the demonstrators answered all questions.

Suchard's Cocoa.

Frank L. Benedict & Co., who are agents for this line, served tasty sample cups in connection with St. Charles Cream.

Dominion Cocoa.

Schlesinger Bros. & Co. were responsible for the neat display made of the products of the Dominion Cocoa and Chocolate Company.

Canadian Cocoanut Co.

J. Albert McLean had a unique display of his White Moss Cocoanut. Mr. McLean has taken years to build up the business to secure the reputation he now enjoys in the grocery world, but he is not yet satisfied, and, despite the quality of White Moss, he is ever on the look out for a means of improving it.

THE CANADIAN GROCER

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Published every Friday.

DECLINE IN SUGAR.

The feature of the market of the past week has been the decline of ten cents in the price of sugar. This occurred on Tuesday morning and the cause is attributed to various things, among them being the easy feeling in raws and the good crops in the West Indies. As United States refiners are free buyers on the present basis large quantities changed hands last week.

The decline has produced the record low figure this season and in fact the price has not been lower for Cuban raws for the last twelve months. The prospects for the future are merely speculative. Some maintain that prices will advance, but it cannot be denied that there is a considerable quantity of sugar in sight.

MEN ABOVE THEIR BUSINESS.

Don't get above your business. If you do it will gradually sink beneath your feet until you find yourself financially in deep water.

A business that is honest is respectable, and he who discovers that his business is not as big as it should be will do well if he puts more life and energy into it.

Unfortunately most men who are above their business become discontented and disconsolate and allow whatever energy and ability they may have had earlier in life to lapse into apathy.

"Whatsoever thy hand findeth to do, do it with thy might," is a good motto for store, warehouse or factory. It may help one to do one's best when the temptation may be to do the opposite.

PURITY OF CANNED GOODS.

One of the important features of the annual convention of the National Canners' Association, which closed in Louisville, Ky., last week, was the beginning of a campaign to advertise the purity of canned goods and counteract the popular impression that these goods are treated with preservatives as are some preserves. A board was appointed on publicity looking toward the extension of the use of canned goods, and consumers will be educated to the fact that they are pure and that the makers are constantly endeavoring to make them purer. This board will have as its chief duties the following up and disposing of false and misleading reports injurious to the industry in order to teach the consuming public that canned goods are healthful in theory as well as in fact.

This is along the same line as was commented on last week in The Grocer. False reports concerning poison existing in canned goods are too easily spread. With the care that is naturally taken by manufacturers it is not very easy for them to produce goods that will be detrimental to the health of the consumer.

It is estimated that many millions of canned goods are consumed every month in the United States and when this is considered with the number of persons who are positively known to die from their use, the contrast is indeed a vast one.

The appointment of the Bureau of Publicity, therefore, is a commendable action and one which should meet with the universal approval of the members of the wholesale and retail trade who are interested in the sales of canned goods.

Nothing was more manifest in the whole convention than the fact that canners are friends and champions of the cause of pure food. In every way possible they have tried to perfect their processes, not only with a view to improving the character of the product, but to cheapen it. Nor has this cheapening been with a view to fattening their own pocketbooks, for canners recognize that the more cheaply their product can be placed in the hands of the consumer, the greater will their industry become and their realm for profit larger. The predominating feature of the convention was an effort to secure better quality of tin plate for the cans, that the consumer may feel surer canned goods are in wholesome condition; to find ways of processing which will make better quality canned goods and to secure equitable business arrangements which will give canner, trade and consumer their just shares of the distribution of profits.

PURE FOOD SHOWS.

During the last few years it has been noticed that Retail Grocers' and Retail Merchants' Associations have been induced by what might well be termed "professional promoters" to give their sanction to the holding of pure food shows in various places throughout Canada. While some of these demonstrations have been carried on in the interests of manufacturers and the education of the retail merchants as well as the general public, it seems that the majority are operated for solely the financial benefit of these "professional promoters."

Their system is to rent a hall for the holding of the show and apportion off spaces for the manufacturers who desire to demonstrate, thereby making considerable money. They charge for light, fuel, etc., and usually make good profits on their investments. The Retail Merchants' Associations give their approval of the scheme and the public become interested enough to pay to enter and see the demonstrations. The promoters also charge the food manufacturers for the privilege of having the names of the companies erected among the various signs. In this way they make money at the expense of the manufacturers, as well as the public.

Of course, there is the educational feature of the pure food show to be considered. But could not this be brought about in a much better way? Some demonstrations under the direction of manufacturers have been carried out in a fair, open-handed manner, and such deserve our commendation. This was more the case in earlier days than at present, as now promoters who make it their business establish them.

Throughout the country, however, there are grocers who recently have been educating the public by a better method and by one which tends to bring them more direct results. This is private demonstration. If a grocer is desirous of educating the public to the value of a particular kind of jelly food or breakfast food let him hold a small show in his own store and advertise the fact. In this way he not only introduces the goods he wants to, but in many cases gains custom. In one of the large Toronto departmental stores there is a continuous pure food show which is of a more educative value and of more benefit than all the big demonstrations ever held by the professional promoter. Hold your own pure food show and reap the benefits yourself.

MASTER THE DETAILS.

Much has been written on how to succeed in business, and to make advancement in any calling of life. The qualities of earnestness, industry, energy, perseverance, have all been placed to the fore time and again. There are on every side hundreds of men who possess all these desirable characteristics along with many others, and yet they have not reached any great height in the line of work which they are following. Back of all else, the man who advances the most rapidly is he who knows all there is to learn about the business in which he is engaged. There are, of course, persons who are so blinded by conceit, egotism or prejudice that you cannot tell them anything, They have sounded all depths and scaled all heights in the grocery, the hardware, the dry goods or the plumbing line. You find these men in every town. They are generally the class of fellows who do not take a trade newspaper, refuse to belong to an association of their own trade, and decline to have anything to do with merchants' organizations of any kind. Ask them to join and they say they cannot spare the time, that the association is only created for social purposes, and that you cannot give them any pointers which they have not already grasped in their ten, fifteen or twenty-five years' experience. Such purblind men are dying of dry rot, or the gangrene of conceit is eating their business life away. They are so benumbed with their own opinions that they are not conscious of mortification, and you cannot convince them until too late.

No man can acquire all the knowledge in any particular line of business that there is to acquire in one short life time. The clerk who strives to know all there is to know about a few things is the fellow who forges ahead every time of the one who has a smattering of detail covering a dozen or more departments. The former is the one who is so well equipped that when the door of opportunity opens he is ready to enter. Bluster and broad generalities may carry a man forward for a time, but soon there comes a time when storm and stress are encountered, then it is that he with technical or superior knowledge is selected to fill the post. If the ordinary observer was asked what is the chief cause of some men rising so high in their own line of business or profession the answer, in nine cases out of ten would be, he was a master of detail; he knew a little more than the other fellow and was ready when the proper time came to make good use of it.

After all, success is, in a word, knowing and doing the proper thing at the proper time—not ten minutes after the other chap has done it, then standing off and sapiently declaring, "Oh I could have done that, too." It is too late. After-knowledge and hindsight are not to be weighed in the same scale as previous knowledge and foresight.

ART AND AD DEPARTMENT.

That the advertisements in the Canadian Grocer are attracting widespread attention is seen by the fact that many of them are being copied word for word by trade journals throughout the United States and in Canada. Even the illustrations are reproduced to suit the article advertised.

This circumstance goes to show the efficiency and capability of the ad. writing and art department connected with the Grocer, and that the advertisements contained therein can be relied upon to command the attention of readers when they so forcibly attract the eye and reason of the critic.

ORGANIZED EFFORT.

The result of the movement in Picton, Ontario, to form a branch store of the Dominion Co-operative Association in that town illustrates effectively what can be done by business men when they get together. Undoubtedly had the Retail Merchants' Association of Picton not taken a hand in this matter the enterprise would have gone through and the farmers interested would have subscribed their stock under pretences which do not appear to be according to facts.

The retail merchants held a conference prior to the last meeting of the co-operative people, and determined to get the facts concerning some representations made, and also to vigorously oppose the proposition of the establishment of a co-operative store in Picton. The president was instructed to attend the meeting, and as a result the movement was checked. Organized efforts by the merchants of any town or city count for something, while individual efforts are of little or no avail.

GET BETTER ACQUAINTED.

Our attention has been called to a peculiar condition existing between wholesale fruit men on the one hand and retail grocers on the other in a certain Ontario city. There was discovered a retail grocer in business for nine years who had not seen the wholesale fruit dealers with whom he had been doing business. He remarked that he knew about the firms and pretty nearly where they were situated, but had never met the principals, having done his business principally with the drivers of the delivery waggons. These were the only persons in connection with the wholesale establishments with whom the grocer was acquainted.

This is something which should not be. The wholesalers should at least know the men who are dealing with them, even if becoming acquainted only meant a shake of the hand and a familiar word once or twice a year. It would have a tendency to lead the grocer to feel that the wholesaler appreciated his custom and took an interest in him apart from the financial side of the question.

CUTTING PRICES HURTS ALL.

There is a common idea that a firm, wholesale or retail, can break the price of goods and take business from competitors without injuring themselves.

This is wrong, as the inevitable result of price-cutting by one firm is to force others to meet the cut, the end being loss to all and cessation of hostilities or the failure or financial crippling of one or more of the contestants.

W. H. Thorne, St. John, N.B., very truly said at a dinner to the Canadian Wholesale Hardware Association at Toronto three years ago, that price-cutting was injurious to all concerned and that a failure in any line of business has a damaging effect to all immediate competitors.

This principle is so well recognized by Canadian banks that the Bankers' Association has on several occasions gone to the assistance of weak institutions rather than have them fail and bring disaster on all.

The effect is not so apparent in mercantile failures but there is no denying the fact that price-cutting and failure have a detrimental effect upon all in the trade.

News of the Canadian Grocery Trade

Western Canada Notes

Calgary and Cochrane Boards of Trade Organize—Australian Butter Competition at the Coast—Another Advance in Potato Prices at Vancouver—Petition for Reduction in Weight of Bread Loafs in Saskatoon.

VANCOUVER.

February 9.—With the scarcity of butter that comes about this time of year the retailer is much at the mercy of any of those who would resort to putting an inferior article under the label of a local creamery that has a good name. This has been done at times, though it is only fair to state that some of the best known creameries, if they have a second grade, use a different label, so that a customer may know that it is not the guaranteed article. The prospect of greater profit, which leads so many astray, prompts some to put up Australian butter under a local label. The Australian butter jobs at about 31c say, while the local would bring 40c—a very material difference. If the local butter is scarce, the demand being always good, in goes the Australian, which comes here in 14, 28 and 56-lb. packages. It is hardly fair to the retailer, who has to bear the brunt of any complaints from the user.

Kansas eggs are on the market, and are fairly good. It was expected that eggs would have arrived by this time from California, but they are still absent. Local dealers have very small stocks, as none wish to load up with warm weather to hand almost any day.

Commission men are beginning to think that potatoes are, after all, very scarce. The price which jumped from $21 before the cold snap to $35 per ton, immediately after, and which fluctuated from the latter figure to as low as $26, is now back to $35. These stocks were accumulated in most instances before the cold weather, and the commission men are accused of taking advantage of the occasion and selling potatoes, that were bought at a $21 sale price, at the highest price obtained in a pinch.

Fire destroyed E. S. Lake's grocery store at Penticton, only a small part of the stock being saved.

R. A. Bevan, of Creston, B.C., reports that he has sold his strawberry crop of this year (three acres) at $3.10 per crate, f.o.b. Creston. He shipped his berries, Wilson, Dunlop and Dorman varieties, last year as far as Sault Ste. Marie, with excellent keeping results. This he attributes to his plan of leaving an inch stem on each strawberry, and cooling thoroughly, as picked, in a building with a canvas roof over it, which he kept sprayed with water.

There is some talk of the Armour Packing Company, of Chicago, getting into the local field with a packing house. P. Burns & Co. has long held the monopoly, but following the establishment of a packing house at Edmonton, the Swift people are now aggressively after the business. A proposition to build there is now before the head office of Armour Company. George W. Beeman, of the executive of Nelson Morris & Co., another large Chicago packing firm, was in the city last week, and it is reported his mission was to look over the ground to see if the time was ready to establish a branch.

It is expected that the new plant of the Kootenay Jam Co. at Nelson, will be in operation by June 1st, so as to handle the strawberry crop. The capacity will be 15,000 pounds in ten hours. The company has been floated in England, Lord Brassey being president.

MONEY SAVED IS MONEY EARNED.

Bouck's Hill, Ont., Feb. 2nd, 1909.
The MacLean Publishing Co.,
Toronto.

Dear Sirs: Find enclosed postal note for $2.00 for The Canadian Grocer. I have lost date of its expiration. Kindly pay up arrears and extend time from date thereof. I find it a great benefit for prices in past year. First copy saved me over its yearly subscription price for advertising buyers to me.

Yours very truly,
H. P. ALLISON.

CALGARY.

February 9.—The officers elected for the Calgary Board of Trade for 1909 are as follows: President, A. E. Cross; vice-president, W. Toole; secretary-treasurer, Charles H. Webster; council, T. J. S. Skinner, A. Allan, T. Allan, W. Georgeson, C. W. Rowley, R. J. Hutchings. E. Dagg, C. P. McQueen, J. E. Irvine, A. T. Linton, R. R. Jamieson, A. B. Cushing, D. J. Young, L. P. Strong, J. W. Davidson, W. H. Berkinshaw.

Another step forward was taken by the progressive citizens of the Town of Cochrane when the Cochrane Board of Trade was organized. A largely attended meeting was held a few days ago and the board now successfully started with about fifty members. The following officers were elected for 1909: President, R. W. Widdess; vice-president, J. S. Tweed; secretary-treasurer, A. C. Chapman. Council, J. A. Campbell, James Quigley, Joseph Howard, Jos. Murphy, G. A. Bevan. Charles H. Webster, secretary of the Calgary Board of Trade, was appointed chairman, he having made the trip to Cochrane for the purpose of assisting in the organization of the board, and in a short address he explained the many advantages that would be derived by Cochrane from the work of the board. They are becoming actively engaged at once in having the freight rates adjusted where discriminations exist and are already in touch with a grist mill and tile manufacturing plant. Another important question that is being favorably considered is the question of joining the Associated Boards of Trade of Western Canada. A hearty vote of thanks was passed, expressing their appreciation to Mr. Webster for his assistance in the organization work and in explaining the general routine work of such an organization.

SASKATOON.

February 9.—A. J. Burton is the new manager at J. F. Cairns' store. Mr. Burton comes from Chicago.

W. H. Rowley, president and general manager of the E. B. Eddy Co., of Hull, Que., was in town this week. He was accompanied by J. Persse, of Tees & Persse, of Winnipeg, their Western agents.

J. L. Archibald has purchased the grocery business of T. A. S. Campbell on Avenue D. Mr. Campbell has opened a new store at Zelma, a few miles east of this city.

B. A. Archibald & Co. have now moved into new premises on Broadway. The stock has been attractively arranged on suitable shelves and makes a fine display.

A petition has been presented to the city council by the bakers of the city asking that the weight of bread be reduced from two pounds to one and a half pounds. The bakers state that this is the standard weight in other towns throughout the West.

BUYERS IN MONTREAL.

Georges Methot, Riviere Rouge, Que.; V. Deslongchamps, St. Henri de Mascouche, Que.; D. L. Lebeau, St. Anne de Bellevue, Que.; Madame A. Martel, L'Assomption, Que.; Joseph Lalonde, Cote St. Emmanuel; Frank Stafford, Barry's Bay, Ont.

Charles H. Beardsley, general merchant, Berwick, N.S., suffered loss by fire this week. The insurance on the stock and fixtures amounted to about $10,000.

Maritime Provinces and Quebec

Storm in Prince Edward Island Ties Up Steamships—St. John Wholesale Grocer in Financial Difficulties—Native of Ceylon in Halifax Tells of Crop Conditions—Pasteurized Butter Advocated in Montreal.

ST. JOHN, N.B.

February 9.—Business generally has been pretty quiet lately and few changes in quotations are reported. In the produce market hennery eggs have advanced from 30 to 33 cents, wholesale. Roll butter is cheaper and is held at the same price as tub butter, 22 to 25 cents a pound. Chickens and fowl are coming in limited quantities and are selling at 60 cents to $1.25 a pair.

Local dealers say that just at the present time the position of Manitoba flour in the market is very interesting. There is now only sixty cents a barrel difference between high grade Ontarios and Manitoba patents. This is considerably less than the average difference since 1906, which was $1 a barrel. The local merchants look upon it as possible that Manitoba will advance in the near future, especially in view of the strong condition which the market has taken in the last few days.

The high figure being quoted for lemons, following the Italian earthquake, is now being dropped and the present price is about $3 a box.

A meeting of the creditors of C. D. Trueman, who carries on a wholesale grocery business on the South Wharf, was held on Friday, February 5, in the office of E. T. C. Knowles. The creditors were largely represented. A statement was submitted showing a direct liability of $3,800, and indirect liabilities in discounts with the Bank of British North America, amounting to about $13,00. The assets, amounting to about $18,000, included an equity of redemption in a property on Duke Street, bills receivable, stock in trade, mining and telephone stocks, book debts and discounted paper. The bank reported that it was expected their claim would be about $5,000. A committee consisting of A. P. Hazen, manager of the bank; H. H. Pickett and C. E. Macmichael, was appointed to look into the estate and report back at a future meeting. The committee was authorized in the meantime to sell the interest in the real estate and realize on all the assets, excepting the stock and book debts.

Walter R. Small, who was reported to be in financial difficulties, has made an assignment to H. W. Robertson. Mr. Small carried on a grocery business at the corner of Queen and Germain Streets. The liabilities are placed at $3,500, with good assets.

Robinson's Bakery, in City Road, was damaged by fire on Monday, February 1. The loss was adjusted for $650, of which $205 was for damage to the building, and the balance for stock, etc.

The general store at Kouchibouguac, conducted by Clifford Atkinson, was entered by burglars on Thursday, January 28, and a quantity of goods stolen.

Robert Richardi, of Arnprior, Ont., is negotiating with the town council of Woodstock, N.B., relative to removing his plant for the manufacturing of clothes pins to Woodstock. The council is considering the matter.

HALIFAX.

February 9.—Trade conditions generally are on a very satisfactory basis. Collections are fair and the volume of business passing is considered very good for the season of the year. Traveling on the roads has been greatly improved by a good fall of snow, and, as a result, business has felt the benefit thereof in many districts. There are no very material changes in the price list, all lines being pretty steady. There is a fairly good demand for canned goods, both fruit and vegetables. Sales of dried fruit are very quiet at present. Breakfast foods, coffee, cocoas, chocolate and other such lines are selling freely. Eggs have again advanced in price and fresh laid stock is quoted at 30 cents per dozen. The demand is light and so is the supply. Butter has a tendency to move upwards. The receipts are very light, only small quantities of fresh made butter coming on the market. There is a fairly good supply of winter butter in the hands of some of the dealers, and on account of the high price sales are limited. Creamery prints are quoted at 28c to 29c, and dairy tubs from 24c to 26c. Cheese is quoted from 12¾c to 13c.

"Ceylon is now enjoying one of the best years experienced in that colony for some time," said H. T. P. Maddocks, a native of the Isle of Tea, who was in Halifax this week. Mr. Maddocks represents a large tea house, and he remained here several days, afterwards proceeding to the Upper Provinces. The crop of tea last year was above the average and the rubber trade was also very good," said Mr. Maddocks, so that the business in the colony is on a very good basis. The tea trade shows a very extensive growth and the quality of the crop is excellent.

The grocery business conducted for some years by R. M. Fulton, in the Imperial Block, corner of George and Townsend Streets, Sydney, has been purchased by H. C. Harrington, of Charlotte Street, and the stock will be removed to the latter store.

The plant of the Halifax Fish Company, at Dartmouth, was destroyed by fire this week. The loss is about $15,000. G. S. Troop is the manager, and the plant had been in operation about three years. The stock in the building consisted of $1,100 worth of fish in packages, and $900 worth of dry fish. The plant will not be re-built until the spring.

The Halifax Board of Trade has elected the following chairmen for the various committees: Reception and Entertainment, C. H. Mitchell; Fisheries, A. H. Whitman; Manufacturers', Jas. Anderson; Wholesale Dry Goods, E. Clayton; Mining, A. A. Hayward; West Indies, C. H. Mitchell; Retail Merchants', A. M. Bell; Tourist, J. W. Regan; Bank, G. A. Taylor; Pilotage and Harbor, W. S. Davidson; Transportation, J. E. DeWolfe; Freight Rates and Local Transportation, G. E. Faulkner; Press, J. W. Regan; Room and Membership, J. A. Neville; Tariff and Customs, R. T. MacIlreith; Wholesale Hardware, A. M. Bell; Finance and Insurance, A. Mackinlay; Wholesale Grocers, L. K. Payzant; Flour and Commission, I. B. Shaffner; Export Lumber, S. M. Brookfield; Commercial, J. A. Johnson; Industries, A. A. Hayward.

V. O. McNamara has purchased the grocery business of R. W. Smith & Co., at Parrsboro, and is now installing a new stock of goods.

MONTREAL.

February 9.—A novel method of pushing trade was brought to light in the Arraignment Court recently, when Ernest Bourbeau, grocer, St. Lawrence Street, pleaded guilty to running a lottery. His method of operation was to issue numbered coupons to customers with every dollar's worth of goods purchased. The duplicates of these were put together at stated times, and raffled, the holder of the lucky number getting in this instance, a pony. Judge Leet said he would have to consider what procedure to take, this being the first case of its kind to come before him.

John R. Hanson, of New York City, has arrived in Montreal, to spend a few days with relatives. Mr. Hanson is an old Montreal boy, and went to New York when a young man, to seek his fortune. He became a clerk in a grocery store, and soon rose to a managership. From this he went into business for himself, on the East Side, but soon, however, he felt he wanted to expand, and taking a partner and more pretentious quarters, commenced a small wholesale as well as retail business. This venture, like the other, was successful. Eight years ago Mr. Hanson retired from active business, and has since spent a considerable amount of his time in Canada and England.

Burglars have been continuing their work uninterruptedly. M. J. McKerley, 114 Park Avenue, being among the latest to suffer. The night raiders gained entrance by a cellar window. The cellar being a deep one, they had to scramble down to terra firma, by means of the

Weigh, count, measure and gauge everything you buy.

water pipe, which ran up by the side of the window, against the wall. The water pipe not fashioned for such a stress, got considerably twisted. The burglars got into the store and gathered up a large variety of fine groceries, and broke out through the front door. When Mr. McKerley came down to business he found in addition to a looted store, that his water pipe was "playing like a fire hose," and his cellar lying three feet deep in water.

The Carsley food fair is now running full blast. The exhibits present a very attractive appearance.

"The position of the factorymen of this Province is that unless they can get a special price for pasteurized butter they will never go to the expense of securing the necessary apparatus to make it, but the moment they see they will be reimbursed for their additional expenditure, then there will be no longer any hesitation on their part, and within five years I can assure you there will not be a hundred factories in the Province that will refuse to make pasteurized butter."

This was the statement made to the members of the Montreal Produce Merchants' Association at the Board of Trade last week, by J. D. Leclair, superintendent of the Dairy School at St. Hyacinthe.

Mr. Leclair is a strong advocate of pasteurized butter, and read to the members present the results of experiments made in the various factories scattered throughout the Province, all of which went to show, that the pasteurizing was beneficial in every way, as regards flavor and keeping qualities. The trouble was not as to whether this was the better kind of butter, but whether the farmers and factorymen would like to incur the extra expense of installing new machinery, to carry out the process.

The leading produce merchants stated they would be willing to pay ⅛c more for the improved make, by pasteurization. Mr. Leclair stated that the cost of installing a plant would be about $125 to $150, with probably a maximum cost of $5 for putting it up.

The Hon. Jeremie Decarie, Minister of Agriculture for the Province, was present and gave his approval to the efforts of those who were endeavoring to introduce the pasteurized butter into the Province.

A gentleman from the Townships, who has been visiting the city, states that the prospects for a good sugar season are bright. "The best weather," he said, "for sugar makers is cold, clear nights, with bright, sunny days, and if the weather of the last few days is any indication of the future, ideal weather is in store for the sugar makers. Cold, cloudy weather does not stimulate the flow of sap like the bright sunshine, and neither does rainy variety. Frosty nights, with sunny days, results invariably in the best yield."

GEORGETOWN, P.E.I.

Feb. 9.—Horace Haszard, Charlottetown, has returned from St. John, where he gave evidence before the Commission investigating express and freight charges. The impression here is that it is time something was done in this direction. Express rates on the Island are reported as excessive, and freight rates equally as bad proportionately. "Think of nine cents per hundred for forty-six miles on sugar and you have an idea of the freight rates," said one grocer.

Percy Manuel, manager of J. C. Manuel's store, lost a driving horse the other evening while landing from the ice on the Montague River. The horse put one foot in a small hole in the ice and broke its leg, The animal had to be shot.

The winter steamers were delayed a couple of days last week and as a result passengers were delayed and freight tied up.

A lot of very fine navel oranges are now on the market and are selling well. The prices are 96's $3.75; 126's $3.50; 150's, $3.50.

J. A. McDonald, M.P.P., Cardigan, one of our Island's hustling merchants, is in New York on a business trip.

From Ontario Correspondents

Tobacco Industry in Western Ontario—How Sarnia Grocers Keep in Touch With One Another—Canning Company Supplies St. Catharines Grocers With Show Cards—Cheese Case in Belleville Court—Bracebridge Grocers Want Revival of Board of Trade.

BRACEBRIDGE.

February 10.—Merchants have passed the month of January in this town of the north without suffering much through quiet times. They all speak favorably of the year just passed and looking forward to this year with "Success" as the motto.

Congratulations are in order to E. J. Kirk, of Kirk Bros., on winning second prize in Xmas window display contest in The Canadian Grocer.

Some of the grocers in the town are trying to bring back to life the Board of Trade, that was successfully organized here some years ago, but eventually passed out of active existence. This movement should meet with success, and the old order of things established mainly to protect themselves, first against the deadbeat becoming a fixture in the ledger, and the guarding against an increase of book debts and gradually working into the cash system; secondly, to strengthen the Traders Act so that licenses could be made heavier; and thirdly, to arrange prices such as farm produce, flour, feed, merchandise, etc., that would not only benefit the storekeeper, but townspeople and farmers alike.

In sporting circles the merchants and clerks are becoming experts. Among the best curlers they are found and when "Andy" has the broom, look out for trouble.

Some nights ago our fast junior hockey seven went up against seven clerks. The O.H.A. team won, but they went a fast clip to do so. At the oyster supper following, however, our boys won handily.

Butter and eggs still command a good figure. On Saturday both articles were very scarce, eggs bringing 30c to 35c a dozen and butter 28c a pound.

LONDON.

February 10.—Travelers report business rather quiet in the London district the past week. Sugars, both raw and refined, are unchanged in prices. Fine teas are very firm. Coffees keep high and there are no changes in other staples. Nothing is doing in currants and raisins, although brokers report a drop in prices. Fish are slow of sale, there being not much demand even for haddies. In spite of the price-cutting among retailers, canners and wholesalers have large stocks of canned goods—tomatoes, peas and corn on hand, and the indications are that a large amount will be carried over this season.

Arrangements for the banquet of the Retail Grocers' Association on the night of Wednesday, February 17, at the City Hotel, are now pretty well completed, and the success of the affair is practically assured. Among those who have promised to respond to toasts are the following: Mayor Stevely, to "The City of London"; H. G. Nobbs, manager in Canada and the United States for Holbrooks, Limited, who are providing a very handsome souvenir menu card; T. B. Escott, Wm. Turnbull, Col. A. M. Smith and M. Masuret, the four latter representing local wholesale houses. The musical programme will be in capable hands, and will include a duet by Masters Selby and Mullins, and solos by Ed. Webster, Chas. L. Mountjoy, Thos. Ranahan, Clyde Napper, Percy Spence, M. McKeough and Chas. H. Earle, representative of the Atlantic Fish Co.

At a meeting of fruit growers of the London district, held last week, organization was perfected, those present agreeing to co-operate in furthering the interests of the industry. S. Dawson moved that tenders for boxes and baskets be asked for. T. W. Wickerson seconded the motion, which was carried unanimously. The secretary was instructed to write to various firms for prices and samples. It was decided to pay one cent per box for picking strawberries and two cents for raspberries during the coming season. President Baker, of the London

Weigh, count, measure and gauge everything you buy.

branch, was in attendance, and expressed himself as well pleased with the business transacted. Now that they had decided to work in harmony, he hoped they would stand firmly together.

Chas. Cowan & Co., flour and feed merchants have sold their business to Charles F. Reid.

Invitations are out to the annual at home of D. S. Perrin & Co.'s employes, to be held on the 12th inst.

Fall wheat planting was so delayed owing to the dry weather, that the plant has not far enough advanced to enable farmers to say whether it has suffered from the open winter or not. Under ordinary circumstances the frequent thaws and cold dips would have worked serious injury, but the late seeding may prove the very salvation of the crop.

John Goodge has sold out his Dundas Street grocery business to Mr. Rennie, brother of Masuret's traveler of that name.

CHATHAM.

February 10.—The brief spell of sleighing the early part of last week meant quite a boom for business. Unfortunately, the sleighing did not last, and the roads, after a brief spell of mud, have frozen into the worst possible shape. Much produce came in early in the week, but Saturday's market was small on account of the roads. The new market by-law has gone into effect, but there have been no perceptible changes in the prices.

Hog prices seem to be still on the upward trend. Early last week deliveries were numerous, live hogs bringing as high as $7 a hundredweight, though $6.80 was the ruling price. "We haven't got the hogs in the country now," is the statement of a man closely in touch with the farmers. This was due, he stated, to the farmers, during the agitation against the Meat Inspection Act a year and more ago, killing off most of their brood sows. It will be some time before the situation returns to what it used to be, and in the meantime high prices may be looked for.

Ray King, who represented the Chatham Fruit Growers' Association in the West last fall, has been offered a position as Manitoba agent for a large Western fruit firm.

G. A. Malcolmson, of the Kent Canning Co., was in Louisville, Ky., last week attending the Canners' Convention.

Thos. Yazbeck, who has been conducting a restaurant in Wallaceburg, has leased the store at the corner of James and Duncan Streets, and will fit it up as a fruit and confectionery store.

Mr. Chapman, processor for the Leamington Canning Co., has resigned to take a position in Michigan, and will probably be succeeded by Mr. Masters, of Kingsville.

Henry Smith has severed his connection with C. G. Elliott's store at Comber, and will take a commercial course at Windsor. He is succeeded by S. Wambold, of Southampton.

W. F. Curtis, of Amherstburg, has had a hot water plant installed in his bakery, for the purpose of supplying boiling water for the bread factory.

Clark & Sons, of Ridgetown, had a window display last week which attracted big crowds. It was a soap window, and the display comprised two illuminated signs, a number of mirrors, and revolving electric lights.

During the sleighing last week, which put a temporary stop to ploughing, the farmers here and in the vicinity of Blenheim and Ridgetown, were busy marketing their beans. At Blenheim all the elevators were busy, each taking in over 3,500 bushels on Wednesday. The sudden selling state among the local producers was due to three causes; good roads, high prices—ranging at Blenheim to $1.75 a bushel, and a bad fire in the neighborhood when 1,300 bushels were consumed. At Chatham bean prices last week were quoted lower than outside prices, ranging from $1.75 to $1.60.

Tobacco growers in South Kent and Essex are looking forward to a very successful year. Mr. Gregory, buyer for the big tobacco interests, while in the vicinity of Blenheim, in addition to purchasing the odds and ends of the 1908 crop, held out the inducement for the coming season that prices would not be less than 8c or 10c a pound, with probabilities of higher prices. Growers who have experimented in high grade tobaccos, such as Zimmer Spanish, the last year, are shaking hands with themselves. Gordon Fox, of Ruthven, planted four acres last summer and has just sold over 6,800 pounds—which, at 12c a pound, figures in the neighborhood of $204 an acre. Josiah Peterson sold over 11 tons at the same price. The indications are that the coming season will see much growing of finer grade tobacco, in preference to the Burley.

This year's sample, as usual, when growers have been few, is of a pretty fine quality generally. At Ruthven, in Essex County, the heart of the industry, a steady stream of wagons and sleighs were busy all day Tuesday drawing in tobacco to the big warehouse, many tons being handled.

SARNIA.

February 10.—Sarnia at present has no market and all the produce is handled by the grocers. The prices are changed by the leading grocers, according to the quantity offered and the demand for the same. As a rule every grocer has the same selling price for butter, eggs and poultry. When it is felt necessary for a change in the prices the matter is discussed and everyone is notified to change at once. This method is found to be very satisfactory and avoids two or three prices existing at once. By reading The Grocer one can keep right with the markets. Butter is now retailing at 27c lb. Eggs are 28c per dozen. Fowl has been very scarce, chickens being worth 18c lb., and turkeys 18c to 20c per lb.

Sarnia grocers have adopted the early closing. They close at six o'clock each evening and ten o'clock Saturday night. The customers as well as the grocers think it very satisfactory.

Business for the month of January was as good, if not a little better, than the corresponding month last year.

STRATFORD.

February 10.—Practically without exception, Stratford business men, manufacturers and bankers state that business conditions are far ahead of what they were this time last year, and the outlook for a very brisk year of business is very encouraging. The farmers are buying quite heavily now, and sales of sugar, salt, rolled oats, oil cake and groceries in bulk are moving freely from grocer to farmer. Potatoes is a commodity the farmer here finds difficult to change into money, as most grocers will only handle them this year for trade, as the supply is greater than the demand.

Butter has advanced in price since last week, the supply being not so great as in previous weeks. It is now 25c to 27c per lb., while eggs are more plentiful and have dropped to 28c. Fowl is scarce and high in price.

The grain market has taken an advance, the price now paid for wheat being $1 per bushel. It is some time since this article last sold for this price. Peas have also taken an advance to 85c per bushel. We also note a change in the hog market, which has dropped to $6.

ST. THOMAS.

February 10.—Both markets were slimly attended Saturday by both buyers and sellers. The only feature was the scarcity of dairy butter, which was readily disposed of at from 25c to 28c per lb. Eggs were very plentiful and 28c per dozen for strictly fresh laid was the ruling figure. Poultry continues very scarce and the few chickens offered were quickly disposed of at from 80c to $1 per pair. Apples were scarce and retailed at from 30c per peck for Kings and Spies. Potatoes sold from 80c to 90c per bag, and other vegetables were sold at the usual prices.

Owing to the advance in wheat to $1 per bushel the wholesale price of flour has advanced to $2.65 per 100 lbs., but the grocers are watching one another to see who will be the first to advance the retail price.

Lorne Pearson, the secretary of the Retail Merchants' Association, was married last week to Miss Boucher, one of St. Thomas' young ladies. Mr. Pearson purchased J. A. Forsythe's grocery business a few years ago and has met with great success, owing to his strict attention to business and courteous treatment of his customers.

At a meeting of the grocers held in the R.M.A. rooms it was unanimously decided to form a grocers' section of the R.M.A., and a committee consisting of

L. Pearson and J. A. Stewart, was named to make necessary arrangements. The meeting was called to protest against the proposed change in the market by-law to prevent the grocers buying before 10 a.m., instead of 9 as at present. Some of the aldermen publicly stated that they were in favor of changing the by-law.

GUELPH.

Feb. 10.—The Clerks and Salesmen's Association gave a banquet in the Queen's Hotel on Wednesday night, in honor of Fred Best, one of their members, who has secured a situation in St. Thomas. He was also presented with an address and meerchaum pipe. A very enjoyable evening was spent. Among the grocer's taking part were : W. Hood, R. Robinson, Chas. Smve, of Hamilton, and E. Carter of H. Walker & Son.

The many friends of Benson Bros., grocers, will regret to hear of the death of their father, which occurred at Drayton last Saturday.

Jackson & Son have received the contract for supplving the county jail with groceries for 1909.

The Guelph free library is giving a trial to the idea of keeping the library open till 10 p.m. each evening instead of 9 p.m. for the winter months.

The Guelph Waterworks Commission have handed over a cheque for $18,000 to the city for 1908, which shows what business men can do for a city when given a chance.

January was away ahead of the corresponding month of last year as a business month in the opinion of a number of the Main St. grocers. In fact all the grocery stores are quite busy, which is something unusual at this time of year.

Somebody must have thought there was some money made in the grocery business last week when an attempt was made to get into two grocery houses on Liverpool Street on Saturday night. He started too early as he must have forgot that the stores keep open late on that night.

The Clerks' and Salesmen's Association have entered a team in the Bowling League for the championship of the city.

ST. CATHARINES.

Feb. 10th.—The local millers advanced the price of flour fifteen cents per barrel Monday. The reason they give is higher cost of wheat.

The J. H. Wethey Co. Limited, an independent canning firm of this city, have placed on the market a beet which they call their "Delicatessen Beet." To help the sale of this special line they are co-operating with the retail trade by supplying attractive price cards printed in two colors suitable for window or counter displays. They are also taking space in the local newspaper to advertise "Delicatessen Beets." This plan of co-operation should prove mutually beneficial to both the retail trade and the producer.

Dairy butter was offered in such quantities on Saturday's market that farmers found it a difficult matter to find purchasers. The price fell to 22c per pound. New laid eggs were also affected and the price declined to 23c per dozen by the basket.

Canned goods are selling in greater quantities this year than last. This opinion seems to be general with the retail trade. Profits are not so good however. One firm is at present retailing corn, peas and tomatoes at seven cents per can.

Nearly every grocer in this city sells candy of some description. Everyone admits that the profit on candy is good and that they should encourage the business more than they do at present. McLean Bros. in speaking about their confectionery department, said that it was the most remunerative part of their business. They have a silent salesman for displaying candies and they said this display is a great business getter. W. A. Sherwood & Son are giving more attention to their confectionery end of the business because profits are much better than on regular groceries. They have a silent salesman on order at present and when it arrives they intend to devote more space and energy to the selling of confectionery. Bradley & Son are also taking more interest in candies, and are making a permanent feature of candies the year round, instead of just confining their selling to the Christmas season. J. T. Petrie, of the American Bazaar, has always been a firm believer in the selling of confectionery for profit. His candy counter occupies a prominent position in the ground floor of his store and is always well stocked with high-grade and medium priced candies. The average grocer here sells only gross candies. The profit on this line is good and many consider selling gross candies a valuable advertisement for their store, as children patronizing the store for candy always think of the same store when sent for groceries.

PETERBORO.

February 10.—On Thursday, the 4th, Coon and Chiles opened up their new general store in Havelock. The affair was very successful, many of the townspeople taking advantage of the opportunity to inspect the fine new place of business which has been erected since the fire that destroyed a large portion of the business section of the town. Everyone was served with a cup of coffee poured from the Kin-Hee coffee pot. Music was furnished during the day by Miss Lottie Chiles, of Peterboro, assisted by a number of the young ladies of Havelock. A complete line of groceries is carried and the equipment is modern in every respect.

Local grocers are retailing dairy butter at 25c a lb., and newly laid eggs are down to 28c. The farmers' market has not been largely attended recently, but this has not prevented the price of farm products getting cheaper.

A new fruit store has been opened on George Street by Jas. Fibian, a young man who has moved from one of the side streets to the main thoroughfare. He is carrying a choice line of fruit and canned goods.

An article appeared in a local paper recently asking how it was that prunes, dried apricots and pears are so dear in Peterboro. The average housekeeper has to fall back on many of these dried fruits at this season, and they are excellent as well as wholesome for family use. The grocers here charge 18 and 20c a pound for a fair sample of dried apricots, while in Toronto a good quality is offered at 12½c.

On Wednesday Jacobi Bros., of St. Catharines, opened up their new restaurant and lunch counter in the premises formerly occupied by Fowler, in the same business.

GALT.

February 10.—The grocery business in Galt has been brisk for the past fortnight, and a steady increase in all branches of trade is noted.

There is a fortune in it for the man who can purchase apples in the fall and preserve them in some manner so that they can be offered for sale in their natural state about this time of year. Your correspondent in making his rounds this week paid particular attention to the quality and quantity of apples offered for sale, and the result was most disappointing. In no case could perfect apples be secured, and in several instances grocers were without a supply. Those offered for sale were mere apologies for the succulent Canadian fruit — wormy, bruised, dirty and in many cases half rotten. The grocers recognize the fact that there is a big demand for apples of the right kind, particularly during the spring months, but as yet they have found no way of securing a supply.

Patrick Radigan, the Main Street grocer, has been elected chairman of the Market Committee of the town council. This committee which is composed of three members, will devote itself solely to market affairs, and with the energetic alderman at its head, big results may be expected before the end of the year. Through neglect the Galt market has fallen off sadly during the past few years.

John Sloan, the president of the Board of Trade, along with representatives from the town council and board of health, will shortly visit other towns and cities with a view to securing particulars regarding a system of garbage collection which it is proposed to instal in Galt.

Hugh Walker, of Deans & Walker, is a Paris old boy. He has been honored by his former Paris associates by being invited to accompany two rinks of curlers to play in a bonspiel in Utica, N.Y. He has accepted and is now in the American city.

Your correspondent last week took an afternoon in interviewing the various grocers with a view of securing their opinion as to whether or not the sale of confectionery was a profitable side line, and in almost every case the answer was in the negative. The corner grocers, particularly, were emphatic in their statements that while it might not result in a real loss, that there was no profit in carrying confectionery. The above opinion was vouchsafed by the other small grocers, all of whom seemed to think that it would be extremely unwise to lay in a large stock of candy. The larger grocers were not so emphatic. All Galt's larger grocers handle considerable confectionery during the year, and at these places can be purchased almost any variety. "We keep confectionery to please our customers," said one, "and at the same time there is a reasonable profit in it for us. Of course we have to buy judiciously. But if we lay in a

stock of confectionery that will keep well, we usually manage to get rid of it, and then once laid in it is no further trouble to us. Of course our trade is limited to most of the cheaper varieties, but we have quite a sale of the more expensive confectionery put up in boxes." At Sloan's it was an entirely different story. And it would be unfair to compare Mr. Sloan's experience with that of other grocers. At this store the sale and display of confectionery is a feature. A large space near the main entrance has been set aside for the confectionery department, which is up-to-date in every respect. "We have no reason to complain of the results from our confectionery trade," said Mr. Sloan. "When we took up this line we recognized that the people wanted the best, and this we have endeavored to give them. Our stock comprises everything from the cheapest mixtures to the most expensive boxed goods. We endeavor to set the lead in confectionery and to be always up to date. We want people to know that Sloan's have it. One point of success in the confectionery business is not to let your competitors get ahead of you." Just how large the stock of confectionery at Sloan's is may be made known by the fact that it required two clerks at hard work for three days to take stock.

As a result of the recent demonstration of Concentrated Soups this latest novelty is having quite a demand in Galt.

Annoyed by the taunts of her barber neighbor, the wife of one of Galt's Italian fruit vendors recently invaded the barber's store, drenched his furniture with water, and pummeled the man with a granite pitcher. As a result, the foreigners are now unmolested.

The proposed garbage system will be of great benefit to Galt merchants, many of whom are now at considerable expense in having their garbage removed.

The Hawkers' and Peddlers' by-law in Galt has been amended at the request of a large number of citizens. The change reduces the license for vendors of fruit, vegetables, etc., from $50 per year to 10 cents per day for each day goods are hawked about town. It was claimed that the large license fee was resulting in an increase in the price of vegetables and fruit.

The town council will at its next meeting pass a by-law licensing the sale of cigarettes. The object is to prevent the sale of the "weed" at the corner grocery stores, where the packages are frequently broken open and the contents sold to youngsters at one cent each. The action is being taken at the instigation of the police department.

All Galt industries are now working ten hours a day and the outlook is exceptionally bright.

Bad roads interfered with the attendance at the market on Saturday. Eggs were 30 cents per dozen and butter 30 cents per pound.

BELLEVILLE.

February 10.—William T. Patterson, who for many years represented the Steele Briggs Seed Company, of Toronto, on the road, and who branched out in the grocery business here about a year ago, has again gone back to his old love and joined the same firm as traveler. He has left the management of his store with his son, Murray. It is one of the most up-to-date and handsome grocery stores in the city.

Recent callers on the trade here were: Mr. Scott, of the Taylor, Scott Co., Toronto; Mr. Holden, of the Canada Brokerage Co., Toronto; G. W. Prescott, of Hudon, Hebert & Co., Montreal.

A case of very great interest, and especially of much interest and import to cheese men, cheese factory patrons, and others, was heard here yesterday (Feb. 8) in Division Court, before Judge Fralick and a jury. The plaintiffs were Hodgson Bros., cheese exporters, of Montreal, who sued for $44.38, for four cheese which they returned as being unfit for food and in very bad condition.

The facts are these: In May of last year the Glen View Cheese Factory, of Ameliasburg, an unincorporated company, boarded 70 colored cheese at the Belleville board through their salesman, Cyrus Giles, and these were bought by Morden Bird, who was acting for the plaintiffs. Bird sent over F. W. Brenton, who inspected the 70 cheese at the factory and pronounced them all right. The cheese were then brought over to the Schuster dock and were put on the steamer Belleville for forwarding to the plaintiffs at Montreal. When the cheese reached the dock at Montreal for forwarding to the plaintiffs one box was discovered in a broken condition, and when the coopers went to repair the box it was then discovered that the cheese was totally unfit for the market. This led to an examination of the entire seventy, when it was found that four of them were entirely bad. The Hodgsons notified Giles, who refused to accept the return of the cheese, contending that the cheese had been accepted and that his liability ceased. The plaintiffs then returned the cheese to Brenton's warehouse here, where Giles saw the cheese and refused to accept it. The company then brought action for the price of the cheese, $44.38, and after hearing evidence the judge rendered a verdict for the plaintiffs. The latter brought every man between Montreal and Belleville who had anything to do with the cheese, including warehouse men, coopers, pursers on boats, etc. The cost of the witnesses alone amounted to over $150, so those four cheese cost some money. Some of the cheese produced in court yesterday certainly had a decided "limburger" odor. The jury were drawn from patrons of factories in the second concession of Thurlow.

INGERSOLL.

Feb. 10th.—Although the weather, for the greater part since the first of the year has been more springlike than typical of winter, it has had no apparent ill effect upon business. There was a time and not long ago at that, when merchants generally clung to the opinion that plenty of snow was absolutely necessary to give a swing to business. This may have been the case in the early days when there was heavy teaming to do and the roads were bad the year round. In the well settled districts nowadays, and particularly where there is no lumbering, good wheeling is about as good as sleighing so far as the business interests are concerned.

With February nearly half gone the merchants are beginning to make preparations for the spring. Improvements are being planned and advantage taken of all opportunities to "brush up" their stores. Stocks are also being gone over carefully and when the bright days of April arrive all will be in readiness for the rush that usually follows.

The firmness of market prices for the past few months is a matter which has caused more than one purchaser to "sit up and take notice." The quantity of produce appears to have very little or nothing to do with regulating the prices. For the past several months butter has been hovering around the 30 cent mark, while eggs have also shown practically no decline, notwithstanding the fact that they have been marketed in increased quantities of late. While as high as 30 cents per dozen has been asked, twenty-eight cents has been the ruling figure.

W. M. Scanlon who engaged in the bakery and confectionery business here about a year ago has disposed of his confectionery business to L. Tanner. Mr. Tanner has been a resident of Ingersoll for eight years and he will no doubt be accorded a liberal patronage.

PERTH.

February 10th.—N. E. Dodds rented a store just across from his regular stand and for the past few days has had a very successful "Fire Sale." He hopes to open for business with a new stock in his old stand next week.

Sleighing is practically gone and as much Perth business is country business and wheeling these cold days is unpleasant, business is not as brisk as it might be this week.

HAMILTON.

Feb. 10th.—Hamilton grocers are now very much interested in the collection of small accounts. At the regular meeting of the Retail Grocers' Association held on Thursday, Feb. 4th, they suggested that a deputation be sent to Toronto to interview the provincial government in regard to a simpler procedure of collecting accounts than the one now in vogue.

Regret was expressed at the defeat of the good roads by-law at the last election and hopes were expressed that the City Council may be able to devise some way to raise the money to improve the city streets. It is the intention of the association to hold a series of debates that will be of interest to the members in the near future.

The secretary was instructed to invite H. C. Beckett to give an address at the next regular meeting.

The Skedden Brush and Broom factory is advertised for sale by auction on Feb. 20th.

R. R. Hendry with Rose & Laflamme, Montreal, was in Quebec for a few days in the early part of the week.

EXPENSIVE STRAWBERRIES.

Twelve Cents Each in New York—Served in Baskets in Which They Arrive.

New York, February 8.—"Everglade" strawberries from Florida, huge, deep red and fine flavored and thoroughly ripe, are being served in the Hotel Knickerbocker in the square baskets in which they come to New York. The baskets, bound with a napkin, rest on a silver platter. The arrangement is attractive and in one case was too tempting to a woman diner. A portion consists of six berries and the charge is 75 cents. This woman consumed the contents of the basket and a charge of $3.75 was put on her check. She was horrified and protested that she had eaten only six or eight berries, but 30 green stems told the tale. The charge was compromised at $2.50.

Other delicacies at the Knickerbocker are the peaches from Africa and gooseberries from Mexico.

ENTERPRIZE EULOGIZED.

United States Firm Begin Operations in Newly-erected Moose Jaw Flour Mill.

Moose Jaw, Feb. 8.—On Wednesday, January 27th, the Saskatchewan Flour Mills Co., here, turned out the first barrel of flour. The mills were erected by a United States company closely allied with the New Prague, Minnesota, which operates a number of American flour mills. The officers of the local company are:

F. A. Bean, President.
F. A. Bean, jr., Vice-President.
W. L. Harvey, Secretary.
C. E. Austin, Treasurer and Manager.
J. A. Wilson, Assistant Manager.
E. T. Vickerman, Cashier.

The night before the opening a complimentary banquet was tendered the President and staff and many were the tributes paid by the speakers to the enterprise and ability of the company and its members. They were welcomed to Moose Jaw in a most enthusiastic manner and their success in the West was predicted by all.

PERSONAL NOTES.

R. S. McIndoe, Toronto, has returned from a ten days trip to New York and Eastern markets.

G. T. Gardner, for some years with the Imperial Cheese Co., has joined the selling staff of F. Dane, Toronto.

W. Percy Eby, of the Eby-Blain Co., Toronto, was in New York last week in the interests of his firm.

F. W. Hudson, president of the Canada Brokerage Co., Toronto, was in New York this week looking over the markets.

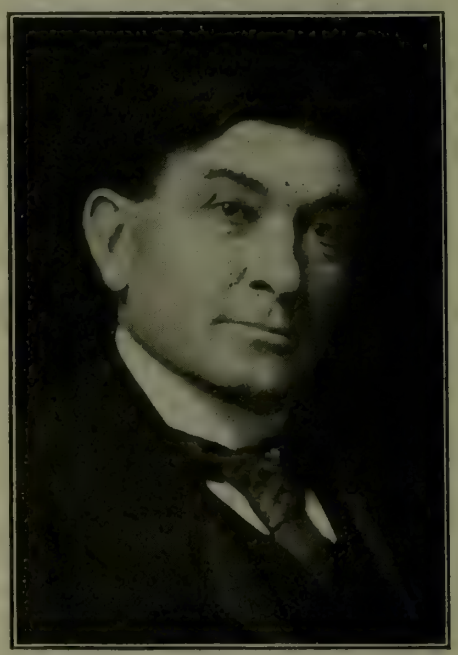
T. Yamada, with S. T. Nishimura & Co., Montreal, has returned from Quebec.

A NEW PARTNER.

C. Ryan Becomes Successor to the Late C. E. Kyle, of Kyle & Hooper.

C. Ryan who has become partner of the firm of Ryan & Hooper, 73 Front St., East, Toronto, grocery brokers and manufacturers' agents, as successor to the late C. E. Kyle, was for many years associated with the firm of Wilson, Lytle, Badgerow Co. Ltd., one of the largest vinegar manufacturers in Canada and is, consequently, well known to the wholesale trade throughout the Dominion of Canada.

He is a man whom the trade know to be honest in his dealings, and his many friends will no doubt be pleased to hear that he has become connected with a firm who represent some of the largest firms known to the trade.



C. RYAN,

The New Partner with S. Hooper, of Kyle & Hooper.

Mr. Ryan has shrewdness and ability and possesses that genial manner that is necessary to qualify his forming a position for the duties and responsibilities which rests upon a broker whose business transactions with foreign countries are, to some extent, complicated, but those who know Mr. Ryan best will have no hesitation in venturing the statement that he will meet with the success that his perseverance and intelligence entitle him to.

It may also be said that it is the intention of this firm to keep well in touch with the wholesale trade of the Dominion and use their effort to have in their possession such information respecting the markets as will be of great value to the trade generally.

Don't stack goods up so high in the windows that no one can see the inside of the store. Let in a little light. The store will be more cheerful.

TRADE NOTES.

The business of J. E. Corbett, Harbor au Bouche, general merchant, has been discontinued.

J. W. Marchand & Co., general merchants, Beauharnois, Que., have assigned to Vincent Lamarre.

The Canadian Stock Food Company lost its entire establishment in Brockville by fire last week.

T. Kusanobu, of S. T. Nishimura & Co., Montreal, is spending a few days in Toronto this week.

A. P. Tippet, Montreal, has returned from a combined business and pleasure trip to the Pacific Coast.

Thos. Beacon, grocer and flour and feed merchant, Clinton, Ontario, has been succeeded by Tyndall & Carr.

W. Hillman, until recently traveler for J Y. Griffin & Co., has gone into partnership with Hugh Reed in the meat and provision business in Phoenix, B.C.

Messrs. Gillespie & Rogers, general merchants, Orangeville, who had made arrangements to move to Fort William and embark in business there about March 1st, will remain in Orangeville permanently.

John Lefebvre has joined the traveling staff of J. N. Warminton. Mr. Lefebvre is favorably known in grocery circles, and doubtless will have a successful career in his new position. His many friends among whom he is well liked wish him success.

The grocery business conducted for some years by R. M. Fulton, in Imperial Block, corner of George and Townsend Streets, Sydney, C.B., has been purchased by H. C. Harrinton, Charlotte Street, and the stock will be removed to the latter store.

HELPFUL TO THE HEN.

Little Mabel was visiting her uncle in the country and helping him gather eggs.

"What's that one you leave in the nest every time?" was the youthful inquiry.

"That's just the nest egg. It isn't a real egg, you know—it's made of porcelain," explained the uncle.

"Oh, I see," said Mabel. "It's the pattern that the hen uses."

STRINGENT TRUST LAW.

The Supreme Court of the United States has again applied the stringent interpretation of the Sherman Anti-Trust Law in dealing with the case of the Continental Wall Paper Co. versus Louis Voight & Sons, Cincinnati, which has been commonly known as the Wall Paper Trust Case.

The suit was brought by the company on a debt of $57,000, the payment of which was resisted on the ground that the paper company is a trust. In effect the decision holds that an admitted trust, organized contrary to the Sherman Anti-Trust law cannot use the court to collect debts.

No matter what you are advertising, write the ad with the women in mind. Ninety-nine times in a hundred the woman controls the household spending. She is the power behind the pocketbook.

Have Provision Prices Reached the Top

Farmers Now Realize Highest Remunerative Returns—Demands of New Ontario, the Mining Camps and Requirements of New Provinces Are Contributing Causes—Will Butter, Meat and Eggs Be Shipped From the West in the Near Future and Enter Into Competition With Output of Ontario Farms? — Conditions Which Are Shaping to a Climax.

Have prices for farm produce reached the culminating point so far as values are concerned, and how long will it be before a re-action sets in and Ontario products have to compete with shipments of eggs, poultry, butter and meat from Manitoba, Alberta and Saskatchewan to the east?

In the opinion of some far-seeing dealers this forms an interesting query and constitutes a speculative study of the provision situation, the tendency of the times, the development brought about by changing conditions and the movement of population. It is a situation which will bear deeper analysis than a mere surface view of things reveals.

The strangest fact of all is that in a wealthy province like Ontario, where an abundance of produce of all kinds comes from the farms, prices are abnormally high for butter, eggs, pork, poultry, etc. This is caused to a large extent by the demand from other provinces, particularly Manitoba and the West, as well as the new towns along the Transcontinental railway, and the various settlements, some of them in the shape of growing towns and others fragmentarily spread over New Ontario. The people in the new districts and mining camps and the residents of the West where to-day many farmers are consumers, instead of producers, require a great deal in the line of provisions and meat products, and the older places in Ontario reap the benefit. How long will this state of affairs continue, how long before there will be a reversal, how long before the farmers of Western Canada will raise enough eggs, pork, butter, poultry, etc., to supply, not only their own wants, but to create a surplus that will have to find and outlet in the east; then the farmers of old Ontario will have to put forth renewed efforts in view of the competition threatening them from the west, which, at present, like New Ontario, is a large consumer? How far distant that day is none can tell. It may be nearer at hand than some think. When it does arrive the whole conditions of supply and demand may be altered and there is no saying just what will be the exact effect. In the meantime produce was never sold at such a high figure, relatively speaking, as it is to-day.

The Present Situation.

What are present conditions as compared with the general trend of affairs a few years ago? Youth is ambitious and must find an outlet to the west, where the field is large and opportunities more attractive. The farmer whose son has gone to make his home on the prairies, does not relish the idea of getting up at daybreak and doing a lot of chores, attending to the stock, etc. But some one says that he can hire all this done. Labor is scarce and, as a result, wages in the country are high, but, perhaps the principal reason that farmers get along without hired help is, that, in the majority of instances, it is not intelligent, and has to be trained. To undertake all this and pay liberally for it at the same time is more than the average farmer cares to undertake and hence the full possibilities of his land and stock, so far as yielding a revenue is concerned, are not realized. The farmer's daughter, too, does not care to do a great deal of milking or egg-hunting. The work is not a necessity beyond a certain point, as many tillers of the soil, after they have borne the burden and heat of the day, will, like men in other professions, slacken up. In plain Anglo-Saxon, they do not have to toil so long and strenuously as they once did. They have more money, prices for what they raise are high, and there is no pressing necessity to go extensively and exhaustively into butter making, poultry raising, hog raising and other lines.

It seems to be a law, universal in its application, that people invariably do just about what they have to. If circumstances compel them to make the utmost out of their land, their stock, or their dairy, they do so, but, if they are not hard pressed and prices prevail of such proportion that a good income is assured at any rate, they are content to take things easy, especially if they have some money in the bank.

Prices That Prevail.

Relatively speaking, the figure for hogs in Canada today is higher than in any country in the world, and nearly everything else in the line of farm produce is equally high—just at present. This is due, as alreadv pointed out, to the fact that New Ontario, the construction of another national railway, the opening of fresh mining camps and the rapidly expanding settlements of the West, have all created a large outlet for Ontario farm products, as these people are consumers and not producers to any great extent as yet. Many a resident in the West raises thousands of bushels of wheat, but in all probability buys his butter, his eggs or his pork. This state of affairs is changing and what the future will bring forth it is difficult to conjecture. The course of events points to a not far distant date when the output of the farms of Ontario will have a rival from the west. Even now pork packing houses of Winnipeg are sending representatives to supply mining camps in New Ontario, and dressed beef dealers in the Prairie City have appointed agents in Montreal. The receipts of hogs on the Winnipeg market during 1908 were about 75,000 more than in the previous year, which was the largest up to that period. Before long farmers of Manitoba may be shipping butter and eggs to the east, and the people of New Ontario will be in a position to meet not only local consumption, but to satisfy the demands of the mining camps, and also a great deal of territory beyond. No one can foretell the future or predict with any degree of certainty just what will happen.

An Anxious Period.

It is the same regarding general prices as it is now with eggs and butter. The latter was held in big quantities for export and the future looked promising. A few weeks ago the bottom dropped out of the export trade, Danish and Australian butter being sold on the English market five cents cheaper than Canadian butter. There is comparatively little butter made in Canada during the winter. It is true that a few creameries run, but their output is small and butter made by the farmers is generally hard and lumpy. Owing to the export business going to pieces, stocks are heavy and the price has accordingly taken a tumble.

At this season there are practically no fresh eggs and what there are sell from 40c to 50 cents a dozen. Produce merchants, who buy all the butter from May to November that they can corrall and place in cold storage, often make well out of it. This was the case a year ago when certain firms or produce merchants bought from 19 to 21 cents per pound and disposed of their purchases a few months later from 28 to 30 cents. It costs about one-quarter cent per month to store every pound of butter, but even at that there was big money in it. At this particular season there is in the produce line considerable uneasiness—dealers do not know whether to let go or to hang on; whether the tendency will be upward or downward; whether the supply will equal the demand or the demand go ahead of the supply. The result is a sort of tenter hook feeling just now as there always is in the trade about this period.

The sensation of not knowing what

is just going to happen in relation to butter and eggs is exactly what may transpire with respect to the future of farm produce in Ontario. The outlook, rendered so uncertain by the scarcity of competent help, the migration of young men to the West, the opening up of New Ontario and the rapid increase of mining camps, will all play a potent part and prove a determining factor in the future trend of events so far as the relations of supply and consumption are concerned. When the newer provinces sent part of their produce to the east—when the territory beyond Lake Superior forwards eggs, butter, bacon and dressed beef to Ontario, as come it will sooner or later, what will Ontario do? Will the present generous prices be maintained, will the farmer in the older provinces have to exert himself to a greater extent than he feels compelled to do at this juncture?

This goes to show that, after all, the reliable market for the farmer is the one at his very door—that nearest home. It is not the export trade or the consumption in the neighboring province that means so much to him as the quotations that he can realize right here. The home market, where the bulk of his produce is sold. Toward happiness and contentment on the farm anything that will add to the earning or producing power of the farmer is worthy of encouragement and general support.

BUYING BANANAS.

How a Fruit Company Purchases Produce of a Plantation.

An authority on buying bananas in the West Indies in telling how it is done, says that when a fruit company is nesirous of purchasing the produce of a banana plantation the manager first sends round a circular stating that he is willing to take so many "stems of good, round, full, and clean fruit." The price per hundred "counts" is then quoted. A stalk carrying nine or more "hands" is called a "bunch," a "count," or a "payable"; one bearing eight "hands" is termed a "three-quarter bunch"; one with seven is a "half"; while another with six is a "quarter." Consequently, a hundred stems may contain considerably less than a hundred "counts," owing to the varying number of "hands" on each stalk. Five pounds is the lowest price paid per hundred, and that is from October to January, after which prices go up until April and May, when as much as £12 10s. is obtained. "Wrap your fruit to avoid bruising," and "Don't cut your bananas until the day before selling," are two maxims which are golden in more ways than one, says the buyer.

Mr. and Mrs. F. F. Dalley, Hamilton, left on Monday for New York and sailed for Bermuda on Wednesday, where they will spend two months.

Weigh, count, measure and gauge everything you buy.

DEMAND GOOD TIN PLATE

Dr. Wiley's Advice to the Canners at Louisville Convention—He Tells of Advantages of Glass Package Over Opaque.

Doctor Harvey W. Wiley, the chief exponent of the pure food movement in the United States, was present at the National Canners' Convention in Louisville last week and on Wednesday gave an address. It was expected that Dr. Wiley would have something to say on the use of benzoate of soda and the recent decision of the referee board, which pronounced it as harmless when used as a food preservative, but those delegates who anticipated this were doomed to disappointment.

Many members of the National Food Manufacturers' Association who have been gloating over the victory in the late decision of the referee board, did not stay to hear the close of the pure food champion's address.

Talk on Tin Plate.

Doctor Wiley took as his subject the tin plate question, a subject which has been an issue before the convention, and the better quoting of tin plate, together with the cost of the article. He argued that tin plate was one of the highest importance, being one of the problems which the canner and chemist have to solve. He referred to the efforts that have been made by prominent factors to improve the quality of tin plate. He cited instances where factors in the canning industry have argued for the use of two and one-half pounds of tin to the base box, and gave the results of investigation made by inspectors of his own department in behalf of the government. He pointed out the fact that the reports from the government inspectors showed that the canners' themselves have been careless in ordering their cans because in most instances they did not specify the coating of tin they required. He also expressed the opinion that tin-coated iron plates are more durable than tin-coated steel plates. Steel, he said, rusts more readily than iron and where steel is used the oxidation is quicker. He argued that one and one-half pounds of pure tin to the base boy if spread evenly is better than double the quantity spread over the plate unevenly. This, he said, is a matter that should be taken up by the canners with the makers of tin plate and the makers of cans.

Continuing Dr. Wiley said: Another point which must be kept in view is the purity of the tin itself. This is quite important as to have the surface of the tin of an unbroken continuity. I think it would be highly desirable if a committee could be formed which could represent all these interests to consider the whole problem of tin plate.

Glass Package.

It is possible that in the future the improvement in glass manufacture may be such that glass packages will be much less fragile and much more difficult to break than at the present time without being notably increased in cost. There is one consideration, however, in the use of glass packages, which should not be forgotten, and that is the action of light upon the contained material. It is well known that light in some way acts often as a bleaching agent, and thus food products contained in glass packages might be more or less subject to discoloration. On the other hand, light in many instances has germicidal properties and packages exposed to the bright light might in some sense have their keeping properties increased. On of the chief arguments in favor of the glass package, other things being equal, is that the character of the goods is subject to the inspection of the purchaser before the can is opened. It is evident that any deterioration in the properties in the material might be more easily detected, in the case a glass package were used, than if the package were opaque.

The question of standardization of grades in canned food products came to the front also. It was considered certain by the delegates that official recognition of the need for the fixing of definite standards will be taken in the shape of action to this end.

A Standard Tomato.

Ralph B. Polk, of the J. T. Polk Co., Greenwood, Ind., addressed the delegates on modern tomato packing. He pointed out the absolute necessity that exists for a definite description of what should be a standard tomato.

"Farmers, he said," are in some sections abandoning the cultivation of tomatoes because other crops pay better. Quality should be the watchword of the packers. The jobbers are doing as much injury to the industry as the packers, by insisting upon getting the packers' goods at below the cost to produce good stock."

The speaker dwelt at length on the matter of sterilization and the means used to discover the germs of spoilation.

Officers for This Year.

The convention re-elected the following officers: President, Chas. S. Crary, Hoopeston, Ill.; Vice-President, L. A. Sears, Chillicothe, O.; Secretary-Treasurer, Frank E. Gorrell, Belair, Md.; Executive Committee, Wm. R. Roach, Hart, Mich.; Hugh S. Orem, Baltimore, Md.; Geo. G. Bailey, Rome, N.Y.; L. A. Sears, Chillicothe, O.; Chas. S. Crary, Hoopeston, Ill.

The location of the next convention has not been decided upon as yet. The places favorably spoken of are Toledo, Atlantic City and Milwaukee.

S. McCormick & Sons, of Lucan, who for the past 12 years have conducted a grocery and general store here, will, it is stated, discontinue business. Mr. McCormick will go into the hotel business.

J. L. Archibald, Saskatoon, has purchased the grocery business of T. A. S. Campbell at the corner of Avenue D and Spadina Crescent. Mr. Campbell has opened a store at Zelma, which will require his attention in the future.

Markets and Market Notes

SEE ALSO PROVISIONS, CEREALS AND FRUIT VEGETABLES AND FISH DEPARTMENTS, ON PAGES FOLLOWING.

QUEBEC MARKETS

POINTERS—

Sugar—Declined 10c.
Eggs—Declined 2c to 3c.
Butter—Declined slightly.
Vegetables—Declined slightly.
Provisions—Strong.

Montreal, February 11, 1909.

The week has been a rather quiet one, although collections have been very good, considering all conditions. Considerable business for spring delivery is being done, but immediate trade is decidedly dull. The most notable change however, during a week, which has presented few changes, is in the sugar situation, which has declined 10c. This condition has arisen from the better outlook in the primary markets, and for good supplies of raw sugar. The feature of the local dairy situation is the weakening tone of the butter market. The recent level of prices had the effect of checking consumption, and as stocks are comparatively heavy, a decline was inevitable. The cheese market is quiet, with unchanged prices. Eggs are coming in, in good quantities, so a decline has resulted. Vegetables are arriving from the south in better supply, consequently prices have eased off somewhat. Other lines remain unchanged since our last report.

SUGAR—Tuesday morning last sugar declined 10c all round. This is due to better supplies in the primary markets, and good prospects in the growing countries. Locally trade is just fair.

Granulated, bbls	$4 40
" ½ bbls	4 50
" bags	4 30
" Imperial	4 10
" Beaver	4 00
Paris lump, boxes, 100 lbs	5 25
" " 50 lbs	5 35
" 25 lbs	5 55
Red Seal	0 05
Crystal diamonds bbls	5 35
" " 100-lb. boxes	5 55
" " 50 lb. "	5 65
" " 25 lb. "	5 25
" " 5 lb. cartoons	5 40
Extra ground, bbls	4 80
" " 50-lb. boxes	5 00
" " 25-lb. boxes	5 20
Powdered, bbls	4 60
" 50-lb. boxes	4 80
Phoenix	3 95
Bright coffee	3 90
No. 3 yellow	3 80
No. 2 "	3 70
No. 1 " bbls	4 00
No. 1 " bags	3 95

SYRUPS AND MOLASSES—The demand for molasses (Barbadoes) continues good at the recent advance. The condition of the market remains firm. Syrups are going into consumption in fairly large quantities. Prices remain the same.

Barbadoes, in puncheons	0 42
" in barrels	0 44½
" in half-barrels	0 45½
" fancy	0 47
New Orleans	0 32 0 35
Antigua	0 30
Porto Rico	0 [illegible]
Corn syrups bbls	0 03½
" ½-bbls	0 03½
" ¼-bbls	0 03
" 38½ lb pails	1 75
" 25 lb pails	1 25
Cases, 2 lb tins, 2 doz per case	2 40
" 5-lb. " 1 doz. "	2 75
" 10-lb. " ½ doz. "	2 65
" 20-lb. " ¼ doz. "	2 60

MAPLE PRODUCTS—There is some interest being manifested in the coming season, which according to the prognostications of old sugar makers, looks favorable. Market for old stock, however, remains dull and unchanged.

Compound maple syrup, per lb	0 04½ 0 05
Pure Townships sugar, per lb	0 06 0 07
Pure syrup, 8½lb. tin	0 60 0 65

TEA—An improved interest has been shown in nearly all lines during the week, with some partiality for Ceylon blacks. No changes in quotations have taken place.

Choicest	0 38 0 45
Choice	0 32 0 37
Japans—Fine	0 27 0 30
Medium	0 22 0 23
Good common	0 21 0 22
Common	0 19 0 21
Ceylon—Broken Orange Pekoe	0 20 0 38
Pekoes	0 19 0 20
Pekoe Souchongs	0 19 0 20
India—Pekoe Souchongs	0 17½ 0 18
Ceylon greens—Young Hysons	0 19 0 25
Hyson	0 18 0 20
Gunpowders	0 17 0 25
China greens—Pingsuey gunpowder, low grade	0 12½ 0 15
" " pea leaf	0 19 0 27
" " pinhead	0 30 0 45

COFFEE—The most remarkable feature of this market is its steadiness in demand, and price. Dealers are united in the belief that there is a steady growth taking place in its consumption, which is disproportionate with the natural growth of the country, thereby showing that it is each day increasing its lead as a beverage.

Mocha	0 18½ 0 25
Rio. No. 7	0 [illegible] 0 11
Santos	0 12 0 18

DRIED FRUITS—The demand for prunes is very good, also Valencia raisins. Other lines are very much neglected. Prices are unchanged.

Figs—	
Bag figs	0 03½ 0 05
Tapnets	0 03½ 0 05
Eleanes	0 08 0 14
Dates—	
Hallowees, per lb	0 05 0 06
Sairs, per lb	0 05
Malaga Raisins—	
London layers	2 25
"Connoisseur Clusters"	2 50
" " ½-box	0 75
"Royal Buckingham Clusters," ½-boxes	1 50
" boxes	4 75
"Excelsior Windsor Clusters"	5 75
" ¼'s	1 60
Australian raisins	0 07 0 08
California Raisins—	
Fancy seeded 1-lb pkgs	0 09 0 10
Choice seeded 1-lb pkgs	0 [illegible] 0 09½
Loose muscatels 3 crown	0 08 0 09
" 4 crown	0 09 0 10
California Evaporated Fruits—	
Apricots, per lb	0 12 0 15
Peaches, "	0 11 0 15
Pears, "	0 13 0 14
Prunes—	per lb.
Prunes 25-lb. boxes, 30-40s	0 10 0 12
" " " 40-50s	0 [illegible] 0 11
" " " 50-60s	0 08½ 0 11
" " " 60-70s	0 0[illegible] 0 10
" " " 90-100s	0 07
Currants, fine filistras	0 06½ 0 7
" atras	0 [illegible] 0 08½
" Vostizzas	0 09 0 09½

SPICES—There is a small distributing demand only, for spices, which is general, embracing all lines. Prices remain the same as last quoted.

	Per lb.	
Peppers, black	0 14	0 20
" white	0 20	0 27
Ginger, whole	0 18	0 20
" Cochin	0 17	0 20
Cloves, whole	0 17	0 30
Cloves, ground	0 20	0 25
Cream of tartar	0 28	0 32
Allspice	0 12	0 18
Nutmegs	0 30	0 [illegible]
Cinnamon, ground	0 15	0 19
" whole	0 14	0 16

RICE AND TAPIOCA—Both rice and tapioca are dull and uninteresting.

BEANS AND PEAS—The bean market continues strong and prices have been fully maintained with strong undertone. Peas are normal in demand and unchanged in price.

Ontario, pickers	1 90 2 00
Peas, boiling	1 35 1 40

EVAPORATED APPLES—There is a first-class demand for evaporated apples, and prices are well maintained. Scarcity of supplies is becoming more evident, and an advance is not improbable.

Evaporated apples, new	0 03 0 08½

FURS—Fox and muskrat continue scarce, with prices well maintained. Other lines are in good supply, at unchanged prices.

Mink	5 00 6 50
Marten, pale	4 00 6 00
" dark	8 00 20 00
Fox red	2 50 4 50
Lynx	5 00 14 00
Otter	15 00 25 00
Fisher	5 00 8 00
Weasel	0 [illegible] 0 [illegible]
Musk rat	0 [illegible] 0 [illegible]
Canadian coon	0 75 1 25
Skunk	0 [illegible] 1 25
Bear, large	8 00 10 00
" small	3 00 5 00

CANNED GOODS

MONTREAL.—Canned fish are going well, owing to the fish season approaching. Canned vegetables are selling well, while canned fruits and meats are somewhat neglected.

TORONTO.—There is a fair demand for canned goods at the present time, all lines being reported fair. A local broker, in sizing up the situation, stated that peas were rather scarce with a firm undertone to the market. Corn and tomatoes are plentiful. During the past week he had disposed of two thousand cases of gallon apples, indicating a fair demand in this regard.

The consumption of canned pumpkin has rapidly increased during the recent past, and although the supply is plentiful, there is a fair demand.

Generally speaking inquiries for peas, fish and fruits are good.

D. W. Smith & Son, grocers and butchers, Parrsboro, N.S., have been succeeded by V. O. MacNamara.

ONTARIO MARKETS.

POINTERS—
Sugar—Decline of 10c.
Currants—Market very firm.
Evaporated Apples — Splendid demand.
Beans—Firm tone to market.

Toronto, February 11, 1909.

Sugar seems to be the most restless commodity on the market these times. Only a couple of weeks ago a change was announced, and on Tuesday, Feb. 9, at 11.30 a.m., there was a decline of 10c. The reason for this is the fact that there is a plentiful supply of raws and a poor consumptive inquiry. The present price of raws is the lowest in twelve months. The prices in Europe are maintained at 50c per cwt. above parity on the New York market.

In the tea market it will be of interest to know that a local broker received a cable message from Colombo on Wednesday which stated "that the quality was better, the prices were up and the market would likely remain at the present condition."

There is a firm tone to the bean market, as well as evaporated apples, prunes and apricots.

SUGAR—The decline of 10c on Tuesday was the feature of the sugar market during the week. The change may be considered a natural one. The demand for sugar is rather quiet.

"Crystal Diamonds," barrels	5 85
" " half barrels	5 95
" " boxes, 100 lbs	6 05
" " 50 lbs	6 10
" " 25 lbs	6 15
" " 5-lb cartons, boxes 100 lbs	8 10
St. Lawrence Crystal Diamond Dominos, 5 lb. cts	8 20
Paris lumps, in 50-lb. boxes	5 75
" in 100-lb. "	5 65
" in 2 -lb. boxes	5 95
St. Lawrence granulated, barrels	4 70
Beaver granulated, bags only	4 80
Redpath extra granulated	4 70
Imperial granulated	4 40
Acadia granulated, (bags and barrels)	4 50
Wallaceburg	4 50
St Lawrence Golden bbls	4 30
Bright coffee	4 60
No. 3 yellow	4 50
No. 2 "	4 40
No. 1 "	4 30
Redseal	7 10

Granulated and yellow, 100-lb. bags 5c. less than bbls.

SYRUPS AND MOLASSES — There is very little doing in the syrup market, prices being the same as quoted last week. There is a little better inquiry for molasses.

Syrups—	
Medium	0 30 0 35
Bright	0 40 0 45

Per case	
2 lb Tins, 2 doz. in case	2 40
5 " " "	2 55
10 " " "	2 65
20 " " "	2 60
Barrels	0 3½
Half Barrels	0 0½
Quarter "	0 3½
Pails, 38½ lbs. each	1 75
" 25 " "	1 25

Maple syrup—	
Gallons, 6 to case	4 50
" 2 "	4 80
Quarts, 24 "	4 80
Pints, 24 "	2 80
Molasses—	
New Orleans, medium	0 30 0 35
" bbls	0 28 0 30
Barbadoes, extra fancy	0 45
Porto Rico	0 45 0 60
West Indian	0 [illegible] 0 [illegible]

TEA—Cheaper teas are somewhat firmer than last week. A cable from Colombo to a broker indicates that prices are up there, the quality being good. Japan teas are reported to be firm and the tea business on the whole rather brisk.

DRIED FRUITS—Prunes, apricots and peaches are meeting with favor, the demand being good. A cable from Greece to a broker indicates that the market in currants is very firm. Dates and figs are quiet.

Prunes—	Per lb
30-40s, 25-lb boxes	0 10½
40-50s, 25-lb. boxes	0 09½
50-60s, " "	0 08½
60-70s, " "	0 08
60-70s, 50-lb. boxes	0 08½
80-90 " "	0 07½
90-00 " "	0 07
Apricots—	
Choice, 25-lb boxes	0 12½
Fancy, " "	0 [illegible]
Candied and Drained Peels—	
Lemon 0 10 0 11 Citron	0 17 0 20
Orange 0 10½ 0 11	
Figs—	
Elemes, per lb	0 08 0 10
Tapnets, "	0 03½ 0 04
Bag Figs	0 03½ 0 04
Dried peaches	0 10 0 10½
Currants—	
Fine Filiatras 0 06½ 0 07 Vostizzas	0 08½ 0 09
Patras 0 08 0 08½	
Uncleaned, ½c less.	
Raisins—	
Sultana	0 07½ 0 09
" Fancy	0 11 0 12½
" Extra fancy	0 14 0 15
Valencias	0 5½ 0 06
Seeded, 1-lb packets, fancy	0 09½ 0 10
" 16 oz. packets, choice	0 [illegible]
" 12 oz. " "	0 08
Dates—	
Hallowees 0 05½ 0 06 Fards choicest	0 08 0 08½
Sairs 0 05 " choice	0 07½

NUTS—Trade in nuts is quiet, there being a supply more than equal to the demand.

Almonds, Formizetta	0 12½
" Tarragona	0 13
Walnuts, Grenoble	0 14
" Bordeaux	0 11
" Marbots	0 13
Filberts	0 10
Pecans	0 16 0 18
Brazils	0 15
Peanuts	0 10 0 12

RICE AND TAPIOCA—There is a steady demand for rice this week, but no change in prices. The market in tapioca is rather flat.

	Per lb.
Rice, stand. B	0 03½ 0 03
Rangoon	0 03½ 0 03½
Patna	0 05½ 0 05½
Japan	0 05½ 0 06½
Java	0 06 0 07
Sago	0 05 0 06
Seed tapioca	0 06
Tapioca, medium pearl	0 01½

SPICES—The spice market remains the same as quoted last week.

Peppers, black pure	0 14 0 20
" white pure	0 22 0 30
" whole, black	0 14
" whole, white	0 28
Ginger	0 18 0 5
Cinnamon	0 25 0 40
Nutmeg	0 25 0 10
Cloves, whole	0 25 0 35
Cream of tartar	0 22 0 25
Allspice	0 6 0 13
" whole	0 17 0 20
Mace ground	0 20 0 90
Mixed pickling spices, whole	15 0 20
Cassia, whole	0 20 0 25

BEANS—This market is particularly firm, due to the scarcity of beans in the United States.

Beans, prime No. 1, "	2 00
" Lima, per lb	0 07½

EVAPORATED APPLES—The demand for evaporated apples has been good and prices are well maintained.

Evaporated apples	0 07½

NEW COMPANIES.

The Domestic Manufacturing Company has been organized in Medicine Hat, Alta., to manufacture household ammonia and bluing. Percy Geo and L. Lowenthal are in partnership. The works are at 500 South Railway Street.

A new company, known as the Kootenay Jam Company, has been incorporated with a capital of $50,000 in $1 shares, and with its works in Nelson, B.C. It proposes to begin operations on June 1st. The president is the Right Hon. Lord Brassey, K.C.B., England.

A provincial charter has been granted the Gordon Davies Company, Cobalt, to carry on a wholesale and retail business as general merchants and dealers in meat and provisions. The provisional directors of the company are James Ralph Gordon, Rose Ellen Gordon, Wallace Emmett Davies, Anna Mary Davies and Frederick Joseph Harris.

MOLASSES IN THE TEA.

The Newfoundland Situation at Present —Shortage in The Market There.

A Newfoundland authority on the molasses situation as it exists in that island writes The Grocer as follows:

The total importation of molasses into Newfoundland during 1908 was 12,715 puncheons, being 204 puncheons less than the preceding year. This quantity would possibly have carried us along until the arrival of the new crop from Barbadoes, but on arrival here, several cargoes were found to be unsuitable for this market, being slightly sour; considerable quantities of this, it is understood, were afterwards exported, some going to Halifax and a shipment or two to Montreal.

These exportations have caused a shortage in the local market, and no Barbadoes being obtainable elsewhere, there has been keen competition for such small lots as were offering, with the resulting high prices; quotations being at the time of writing 45 cents in single puncheon lots and 43 cents in 10 puncheon lots, but very little to be had, possibly not over 300 puncheons being held here. The Newfoundlander uses molasses largely in his tea and Barbadoes seems to be the only kind that will not turn his national beverage dark. We were offered a choice lot of Porto Rico some weeks ago, but when tested " in the cup," it was found to turn the tea a dark muddy color, and therefore practically useless for this market.

The first shipments of the new crop from Barbadoes are expected to arrive here about first week in April, and until that time such lots as are on this market will be held at very stiff figures.

Messrs. Tyndall & Carr, Clinton, have purchased the grocery business of M. T. Beacom, who for years has conducted a successful business here. The new proprietors will continue on the same lines as Mr. Beacom, and it is believed that their success is assured, both being experienced business men and widely respected for their straightforwardness and integrity.

WHEAT ACTIVE IN WINNIPEG

Report of Tax Commission a Live Problem in the Western Metropolis—Church Lands May Be Taxed—The Railway Commission and Charges Against Express Companies.

The Western Viewpoint, by our Special Correspondent.

Winnipeg, Feb. 10.—Winnipeg has been a sort of storm centre this week, and there has assuredly been no lack of subjects for discussion. The report of the Tax Commission, which has been sitting for a long period, was presented on Monday and was sufficiently radical in character to call for the many protests. The first recommendation of the report was the appointment of a Board of Valuation and Revision, the commission being of the opinion that such a board would ensure a sound basis for assessment values and a more satisfactory method for the consideration of questions arising from time to time in respect to assessment and taxation. This board, if established, would perform the duties now undertaken by the Court of Revision. In the case of appeals covering matters of law, recourse would be had to a judge of the Court of Queen's Bench.

Church Lands to Be Taxed.

In the matter of the much discussed business tax, the commission recommended that there be no exemptions and no discrimination as between the different classes of business, but that the basis of the assessment should be the rental value. The commission further suggested that the rate be 6 per cent. of the rental value. On the question of land and buildings, the recommendation was that land be assessed at its full value, and buildings at two-thirds of their value.

In the matter of churches it was recommended that the land be taxed and the buildings exempt. An increase in the controllable rate from 1 to 1½c on the dollar was recommended. These are just a few of the recommendations in a report which had evidently been prepared with extreme care.

The Railway Commission.

The Railway Commission has been hard at work all week. There were no less than 51 cases on the list here for consideration. One of the cases of general interest was that of the Western Livestock Shippers' Association. They asked that both the C.P.R. and the C.N.R. be required to provide improved shipping facilities at many points; that there be a reduction of the freight rates on livestock, and a reduction of the minimum weight of cars from 20 to 16,000 pounds. Much evidence was heard on these matters. The question of weight of cars was left over, but Chairman Mabee condemned the railway companies as dilatory, and suggested that Mr. Dillinger, an official of the livestock association, and a railway company's inspector, visit all the points where livestock is shipped in the three Provinces and inquire into conditions on the spot; further, that railway companies supply this committee with complete lists of cattle shipments during the year.

Excessive Express Charges.

The complaint as to conditions at Winnipeg was fully met by the representations of the railways as to the erection and maintainence of the new Union Stockyards as soon as spring opens. There was a grand wrangle between the Canadian Northern and Dominion Express Companies on the question of division of express rates on joint hauls, and a great many complaints came from newspapers, jobbers' unions and others, of excessive express charges, failure to deliver at flag stations, and many other minor grievances. Much evidence was taken but final action was reserved for further consideration.

Decision was also reserved on the complaint of the Grain Growers' Association against the railways in the matter of bulkhead cars to Fort William and Port Arthur.

Judge Mabee has created a most favorable impression as chairman of the commission. He is doing one excellent thing in the matter of holding western people to time. Ample notice was given of the sitting and when a number of complainants failed to turn up at the appointed time they were simply struck off the list.

The Winnipeg Stock Exchange was duly opened Feb. 1st, and though there has been no large amount of trading there has been a decided increase in the number of western stocks listed. Those behind the scheme declare themselves as quite satisfied with the week's business and the outlook for the future.

Wheat Market Active.

After extreme dullness ever since the turn of the year the wheat market became decidedly active during the last three days of the week, and on Saturday, Feb. 6th had a record "short day" market over 2,000,000 bushels of May wheat being traded between 9.30 and 12 o'clock. The first day of the increased activity there was not lacking evidence that Paten of Chicago was buying on the Winnipeg market, but later the speculative gave place to really active export demand. The cause for the increase in export demand was twofold. The last report issued by the Northwest Grain Dealers' Association was very bullish, placing the total wheat crop of the Canadian West at 97,000,000, nearly 10,000,000 less than the report of the previous month. This report had been cabled to Great Britain and had additional weight in view of the light receipts for the past six weeks, and further, there was an increase in the rumors as to damage to the winter wheat crop of the United States.

There was quite as active a demand for cash wheat as there was for May, but practically no offerings, as all receipts are sold ahead. It is not generally accepted by dealers here that the report of 97,000,000 is correct, the discrepancy between the two reports is too extreme, but it is quite apparent that the farmers who have wheat intend to hold on to it for higher prices. By the end of another week your correspondent will have more definite information on this matter in return to queries sent out.—H.

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 9 a.m. Thursday, February 11, 1909.)

Wholesale business continues to be good and collections are improving. Prices are steady. "Bonspiel," which opens next Wednesday, will bring a large number of retailers into the city and wholesalers are expecting an increased business during the next two weeks.

SUGAR—The recent advance of ten cents brings Winnipeg prices to the following figures:

Montreal and B.C. granulated, in bbls	5 10
" " in sacks	5 05
" yellow, in bbls	4 70
" " in sacks	4 65
Wallaceburg, in bbls	5 00
" in sacks	5 05
B.C. gunnies granulated, 5-18's to bale, per cwt	5 05
" " 5-2o's " "	5 05
" hard pressed lump, 25's, per cwt	6 25
" " half bbls., per cwt	6 60
" icing	5 90
" bar sugar	6 70
Icing sugar in bbls	5 70
" " in boxes	5 90
" " in small quantities	6 20
Powdered sugar, in bbls	5 40
" " in boxes	5 70
" " in small quantities	5 75
Lump, hard, in bbls	6 05
" " in ½-bbls	6 05
" " in 100-lb cases	6 05

SYRUPS AND MOLASSES — There is an active movement in corn syrups. An advance is expected shortly. Prices are as follows:

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 16
" " 5-lb tins, per 1 "	2 60
" " 10-lb tins, per ½ "	2 43
" " 20-lb tins, per ¼ "	2 55
" " ¼ barrel, per lb.	0 03½
" " Sugar syrup, per lb.	0 03½
Beaver Brand, 2 lb tins, per 2 doz case	3 10
" 5 " " 1 "	3 60
" 10 " " ½ "	3 30
" 20 " " ¼ "	3 20
Barbadoes molasses in ½-bbls, per gal	0 40
New Orleans molasses in ½-bbls, per lb	0 03½
Porto Rico molasses in ½-bbls., per lb	0 04½
Blackstrap, in bbls., per gal	0 31½
" ½ " "	0 33
" 5 gal. bets., each	2 25

MAPLE PRODUCTS — Selling very slowly. Prices continue as below:

Sugar, 25 lb. boxes, ½s. and ¼s	3 00
Syrup gallons ½ doz. to case, per case	5 65
" ½ " 1 doz. to case, "	6 15
" ¼ " 2 doz. to case "	6 55

FOREIGN DRIED FRUITS—Except for continued weakness in the California raisin market there are no features of special interest in the foreign dried fruit situation. Prices continue as follows:

Sultana raisins, bulk, per lb	0 09
" cleaned, "	0 10½
" 1 lb pkgs "	0 11½
Table raisins, Connoisseur clusters per case	2 90
" extra dessert, "	3 85
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 70
" Connoisseur clusters, boxes (5½ lbs)	0 85
Trenor's Valencia raisins, f.o.s., per case, 28's	2 05
" " " 14's	1 00
" " selects " 28's	2 25
" " " " 14's	1 15
" " layers " 28's	2 35
" " " " 14's	1 25
California raisins, choice seeded in ¼-lb. packages per package	0
" " fancy seeded in ¼-lb. packages per package	07½
" " choice seeded in 1-lb packages per package	0 08½
" " fancy seeded, 1-lb. packages, per package	0 09
Raisins, 3 crown muscatels, per lb	0 07½
" ¼ " "	0 07½
Prunes 90-100 per lb	0 05½
" 80-90 "	0 05½
" 70-80 "	0 06½
" 60-70 "	0 07
" 50-60 "	0 07½
" 40-50 "	0 08
" 30-40 "	0 08½

Weigh, count, measure and gauge everything you buy.

Silver prunes	0 07
Currants, uncleaned, loose pack, per lb	0 06½
" dry cleaned, Filiatras, per lb	0 06½
" wet cleaned, per lb	0 07
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 08
Pears, per lb	0 08½
Peaches, standard, per lb	0 08
" choice	0 08
Apricots, standard, per lb	0 10½
" choice, per lb	0 11½
Plums, black pitted, per lb	0 11½
Nectarines, per lb	0 09½
Dates, new, per lb	0 07

RICE AND TAPIOCA—Japan rice has declined and is now quoted at 4⅛c ped lb.; Patna, 4⅛c; Rangoon, 3¾c. Tapioca, 5c per lb.

EVAPORATED APPLES—There is a good staple demand at 8½c per lb. The market is steady and no change is expected in local prices.

HONEY—Supplies are hard to obtain. Prices are quoted as follows:

Honey, 2½ lb. tins, in case 24	8 75
" 5 " " 12	8 50

SPANISH ONIONS — New stock is quoted at $1.15 per crate.

NUTS — Advanced prices on new stock. We quote:

Shelled Walnuts, in boxes, per lb	0 28
" " small lots, per lb	0 30
" Almonds, in boxes, per lb	0 32
" " small lots, per lb	0 30

ROLLED OATS—The local market is steady, prices showing a slight decline.

Rolled oats, 80 lb sacks, per 80 lbs	2 10
" 40 " " 80	2 15
" 20 " " 80	2 20
" 8 " " 80	2 50

CORNMEAL—We quote the following:

Cornmeal, per sack	1 90
" per ½ sack	0 95
" per bale (10, 10's)	2 15

BEANS—There has been a sharp advance in white beans. Hand picked are quoted at $2.35 per bushel, and the three-pound pickers at $2.25.

COFFEE—Coffee has advanced on the Rio market from one cent to 1¼ cent per lb. No advance has been made locally.

POT AND PEARL BARLEY — Pot barley is quoted at $2.55 per sack; pearl barley at $3.75 per sack, and $1.95 per half sack.

CANNED GOODS—

FRUITS.

	Group No. 1	Groups No. 2 & 3
	Group No. 1	Groups Nos. 2-3
Apples—3's standard, per case	$2.44	$2.34
" Gallons, standard, per case	1.55	1.52½
Cherries—Red, pitted, 2's	4.18	4.08
" black pitted 2's	4.18	4.08
" white pitted 2's	4.38	4.28
Currants—Red 2's	4.18	4.08
" black 2's	4.18	4.08
Gooseberries—2's	4.58	4.48
Lawtonberries—2's	4.18	4.08
Peaches—Yellow 2's	4.18	4.08
" yellow 3's	6.54	6.44
" pie, unpeeled 3's	3.34	3.24
" pie, unpeeled, gallons	2.42½	2.40
" pie, peeled, gallons	3.30	3.27½
Pears—Flemish Beauty 2's	3.68	3.58
" Flemish Beauty 3's	4.74	4.64
" Globe l.s. 2's		2.78
" Globe l.s. 3's		4.14
Plums—Damson l.s. 2's	2.28	2.18
" Lombard l.s. 2's	2.28	2.18
" Green Gage l.s.	3.08	2.98
Raspberries—Red 2's	4.18	4.08
" red, gallons	3.80	3.77½
" black 2's	4.18	4.08
" black, gallons	3.80	3.77½
Strawberries—2's	4.18	4.08
" gallons	3.80	3.77½

VEGETABLES.

Asparagus—2's	6.28	6.18
Beans—2's	2.08	1.98
Corn—2's	2.08	1.76
Peas—		
No. 4 standards, 2's	1.88	1.65
Early June, 2's	1.98	1.85
Sweet Wrinkle, 2's	2.18	1.85
Extra fine sifted, 2's	3.08	2.75
Pumpkins—3's	2.14	2.04
Succotash—2's	2.68	2.58
Tomatoes—3's	2.44	2.10
Tomatoes, 2's	2.08	1.74
Tomatoes—gallons	3.70	3.05

MEATS.

Clark's 1 lb., pork and beans, plain, per case	2 50
" 2 " " " " "	1 90
" 3 " " " " "	2 50
" 1 " tomato sauce, per case	2 50
" 2 " " "	1 90
" 3 " " "	2 50
" 1 " Chili "	2 50
" 2 " " "	1 90
" 3 " " "	2 50
Soups, per doz	1 75
Corned beef " 2's per doz.	2 00
" " 1's "	1 75
Roast beef	
" 1's, per doz	1 07
" 2's, "	2 55
Potted meats, ½'s, per doz	0 95
Veal loaf ½ lb., per doz	1 25
" 1 lb. "	2 50
Ham loaf ½ lb. "	1 25
" 1 lb. "	2 50
Chicken loaf ½ lb. "	1 25
" 1 lb. "	2 50
Lunch tongue 1's, "	2 65
Sliced smoked beef ½-lb. tins, per doz	1 80
" " 1-lb. tins, "	3 10
" " 1-lb. glass, "	3 35
Chipped " ½-lb. tins, "	1 45
" " 1-lb. tins, "	2 50
" " 1-lb. glass, "	0 95
Sliced bacon, 1-lb. tins, "	3 10
" 1-lb. glass, "	3 25

END OF A USEFUL LIFE.

Passing of the Pioneer Merchant of Huron County—Owned First Brick Store There.

With the death last week of John Sanderson, Wroxeter, Ont., there has passed away a man interested in the grocery trade for almost half a century. Such a record in the business world of to-day is worthy of more than a passing glance, Mr. Sanderson has always been recognized as the pioneer grocer of Huron county and when his record there is reviewed no one will dispute the claim.

He was born in the year 1831 at Enniskillen, Ireland, and therefore had reached the ripe old age of 78 years at the time of his death last week. Starting in business in 1858 in Wroxeter, he carried it on himself until the year 1888, when his son took over the grocery store. For 30 years he kept the general store there, as well as carrying on the business of a grain buyer. He was postmaster in Wroxeter 15 years having just relinquished that position last year on account of ill health.

Mr. Sanderson held the unique distinction of having the first brick store in Huron county. It was considered quite a curiosity in the early days and scores of people used to come from the surrounding districts to see it. The brick was brought from Stratford.

The deceased, too, was one of the most familiar figures to the travelers in former years. It was the custom then for the travelers to make their headquarters at the home of some storekeeper and on coming into that locality Mr. Sanderson's home was thrown open to them. Most of the buying was done then in Montreal and Hamilton—the big buying points in Canada thirty or forty years ago.

Mr. Sanderson's son, J. W. Sanderson, was formerly a grocer in Toronto, at the corner of Dundas Street and Brock Avenue.

The late Mr. Sanderson was always a man to be looked up to by his fellow merchants. Honest in his dealings and faithful to his work he made a success of his work and those who knew him will regret to learn of the passing of such an influence for good in the community in which he resided.

CATALOGUES AND BOOKLETS.

Manufacturers and wholesalers are requested to send catalogues, booklets, etc., to The Grocer in order that it may be announced to the retail trade that they have been issued. Retailers in sending for catalogues referred to, should mention this paper to show they are in the trade and they should be read thoroughly by them on account of their educative value. Often they may be able to secure new ideas.

Geo. E. Bristol.—A handy catalogue has just been issued by Geo. E. Bristol & Co., wholesale grocers, Hamilton, Ontario, in which are included most of their regular selling lines. The booklet is one that contains a good deal of information and yet can be carried in a waistcoat pocket and referred to at leisure. When the book is open the right-hand page shows clear with the exception of the firm's name at the top. This may be used for memoranda, while the left-hand page contains information in concise form regarding the goods carried by the company. The opening page contains a brief talk to the trade. The handiness, conciseness and usefulness of the book are its features.

F. T. James Co.—Printed on excellent paper and with a handsomely colored front cover is the booklet issued by the F. T. James Co., Toronto, wholesale fish merchants. The artistic design of the cover is worthy of special notice. The book contains cuts of the building, interior of the cold storage, shipping and office rooms, and the machinery which cools the cold storages, as well as a picture of Mr. James, the head of the company. The other pages contain the history of the company in the fish business, giving some profitable ideas and the goods that are carried. There is an interesting talk also to what constitutes success in this pretty booklet.

Weigh, count, measure and gauge everything you buy.

FOR SALE.

FOR SALE—One Simpson Computing Scale, one Wilson Confectionery Scale, one cheese case, one star coffee mill, one peanut warmer, two Bowser oil pumps and tanks two parts fifty and one hundred gallon each; one cake case, five compartments. Cheap. Box 289, CANADIAN GROCER, Toronto. (7,p)

FOR SALE—A small grocery in an Ontario city. Good stand, nice clean stock. An excellent opportunity. Will be sold on very reasonable terms. Box 288, CANADIAN GROCER, Toronto. (8,p)

THE GROCER'S ENCYCLOPEDIA

The Manufacture of Macaroni and Vermicelli—Goose Wheat the Principal Product—Interesting Story of the Origin of This Wheat—Vermicelli Industry in China.

MARCARONI AND VERMICELLI—The manufacture of these two articles which are coming prominently before the grocery trade is of particular interest to the grocers who handle them. Questions are often asked regarding the constituents used in the making of macaroni and vermicelli and often the grocer is not able to answer.

Their manufacture calls into prominence "goose wheat," which in itself is the basis of a very interesting story. It is this wheat which is the principal part of both macaroni and vermicelli, the two being composed of the same substances, the chief differences being the shape and size of the products.

Origin of Goose Wheat.

In explaining where goose wheat came from every miller interested will tell you it was brought across from the United States in the crop of a wild goose some years ago. The goose was shot by a farmer in central Ontario, and in its crop were found a few grains of wheat which appeared to be somewhat different to the ordinary variety grown in Ontario.

The farmer who was of a progressive nature planted the wheat, saved the few dozen grains of the first harvest and planted them again in the following spring. This was the origin of the goose wheat in Canada and its cultivation has progressed continuously although the price paid for it ordinarily is some four cents less than for other wheat. It is cultivated chiefly between Toronto and Kingston. In the Western States and in England it is known as Durum.

Why Used for Macaroni.

The composition of the goose wheat is different from the ordinary Manitoba variety. This can be readily seen when a grain of each is cut in two with a knife. The Manitoba seed is of a white, starchy appearance in the interior making it valuable for the manufacture of flour, whereas the goose wheat is of a yellow color all the way through. This glutinous substance is what is needed for macaroni and vermicelli and that is why it is valuable for such. In the case of Manitoba wheat this glutinous substance is located just inside the hull of the grain. It is also, of course, useful for making the macaroni but there is not enough of it.

For instance out of 400 bushels of durum 300 bushels of material is furnished when the wheat is ground, for this manufacture of macaroni, while in 400 bushels of Manitoba wheat scarcely half that quantity is useful.

What Macaroni Is.

In the production of macaroni only two things are extensively required—goose wheat flour and water. The manufactured product is therefore nourishing.

It is used principally for making soup and its use in this respect is extensive. Dainty dishes are made with cheese and macaroni aso

Italy is probably its home although at the present time large quantities are manufactured in Canada. One Ontario factory last year used twenty-three cars of goose wheat each containing 410 bags and the manufacturer of the macaroni informed the Grocer that this was not nearly enough but all that he could get.

A few years ago Italy made a big demand on Canadian goose wheat and the price went up above other varieties here. The result was that the following years Canadian farmers went into growing it extensively and the price came down again. Russia produces a large quantity of goose wheat and Italy gets a large portion of its supply from that country.

Vermicelli in China.

A. W. Gilbert, of the Chefoo consulate force, has prepared an interesting account of the Chinese methods of manufacture and shipment of vermicelli. He says that vermicelli in China is made from the small green bean in the Ninghai and Fushan districts, in the vicinity of Chefoo, to the south and west, there being one factory in Chefoo in connection with the Hwa T'ai silk filature. Large quantities are made by individual farmers in these districts, but more is made in the little family factories scattered all over this territory. The farmers in Dushan buy their beans in Chefoo, as the soil in this district will not raise a good crop of the green bean; while those living in Ninghai raise their own.

The beans grow upon the ordinary bean bush and are harvested about the first of September. They are separated from the pods on a primitive thrashing floor by the use of flails, and winnowed by being thrown up in the air by wooden shovels for the breeze to carry off the chaff.

The First and Second Stages.

After thrashing, by a process of boiling and repeated washing the skins are separated from the white meat of the beans, which are then ground in the primitive millstones. Then, by a further process of straining, cooking in cloth bags, draining, and cooling, the first stage of the process results in the appearnace, upon a long bench outside in the sun, of a number of pear-shaped snow-white bean meal molds, having diameters at top and bottom of 8 and 12 inches, respectively. This is the invariable sign (and the only one to a stranger) of the exact location of a vermicelli factory—the long white lines of the drying product, mentioned below, serve as a general guide at a distance.

After drying, the molds are brought in and crumbled to a dry powder. A little is thoroughly mixed in cold water and about half a pint of the mixture is poured into about twice as much boiling water and whipped into a gelatinous mass, in order to bring out the starch, and then dumped into a large pot of water which is kept up to the boiling point. After eight or ten of these masses have been made, the number depending upon the amount of vermicelli desired, they are separately dipped out in a small amount of the boiling water and again whipped until the water has been absorbed. These starchy masses are then in turn dumped into a large earthern jar containing pulverized bean meal, with which they are thoroughly kneaded to the consistency of dough, the starch and meal being gradually added during the kneading process until all the starch has been used. A workman then takes a sitting position at the edge and above the large pot of boiling water, holding the handle of a brass-bottomed 10-inch colander, the other side of which is suspended by a wire 18 inches above the boiling water.

Final Operations and Profits.

A ball of dough is tossed into the colander and forced through by striking it with the palm of the hand. The little slender strings of dough trail down into the boiling water and are guided on over the edge of the vessel into two lower vessels consecutively arranged and holding cold water, from the last of which they are collected into bundles of strings and strung upon short sticks in 4-foot lengths and hung up to drip. Two piculs of vermicelli are thus made at one sitting.

When the dripping frame has been filled the partially dried strings are hung outside of the village to be thoroughly dried in the sun. At a distance these 200-foot lines have the appearance of lines of white clothes. The product is then packed in burlap bales of 1 picul and taken to the market on pack animals, 2 bales to the animal, where it is sold to the wholesale dealers at $4 to $5 per bale, who in turn export it at an advance of about 100 per cent. in price. The quality of the product is regulated by the amount of starch and adulteration by sweet potatoes or kaoliang, the adulterated product being the cheapest.

In making 1 picul of vermicelli the manufacturer uses about $6 worth of beans; but these farmers who make vermicelli and sell it for less than they could get for their beans make their profit from the chaff and harvested fields upon which they fatten their cattle, and the waste upon which they fatten their hogs and fertilize their land, and which is considered a superior fertilizer to the silk chrysalis, which sells at 2 cents per pound. The by-products of a picul of vermicelli amount to about $3, thus giving a nominal profit of from $1 to $2 per picul, which represents three days' labor of four men.

KEEP AWAY FROM DANGER.

"Soda crackers? Yes'm," said the country storekeeper. "I got 'em. I'll—er—send 'em up to you!"

"Well," replied Mrs. Medders, "I did 'low to take 'em with me."

"Yes'm, but, you see, Bill Bruser he's a-dozin' on top o' the bar'l jest now an' he ain't in the best o' humor to-day."—Philadelphia Press.

MIDWINTER MEETING HELD

Bean Jobbers From Various States Unite at Detroit—Want Present Duty Maintained—Imported 2,000,000 Bushels Last Year—Canada's Share in This.

Detroit, Feb. 6.—Bean jobbers from Michigan, New York, Wisconsin and California, banded as the Michigan Bean Jobbers' Association, held their mid-winter gathering in the Hotel Cadillac last week. About 100 jobbers were present. Annual reports were read, as were several papers dealing with beans.

The chief matter before the association was the maintaining of the present duty on beans coming into the United States. The members of the association are busily engaged in circulating petitions to the Ways and Means committee of the House of Representatives, asking that in its report on the tariff it leave intact the present duty of 45 cents a bushel.

"We believe that this duty is necessary for the protection of those engaged in the raising and marketing of the crop," says the petition. "The production of this crop is confined to a limited area in the north, as the area of rice production is limited in the south. The duty on rice is two cents per pound and we have no reason to question its necessity.

"The area suitable for the production of beans in a commercial way, because of climatic conditions and the ravages of the bean weevil, is confined to New York, Michigan, Wisconsin and California. Statistics are more available concerning the crop in Michigan than in any other state. The crop of Michigan runs from five to seven million bushels a year. At the present price such a crop would be worth from $10,000,000 to $14,000,000 annually. In spite of the tariff large quantities of beans are imported.

Imported Beans.

"Last year more than 2,000,000 bus. were brought in. When the crop becomes low in price, competition from abroad is lessened, else our farmers could not raise beans at all. There are some 300 plants in Michigan which have been built and equipped for the handling of beans. These range in value from $5,000 to $40,000.

"Employment is given in these to many hundreds of people. The present tariff cannot be let down without affecting the owners of and operations in these various institutions and the growers of beans as well. In the production of beans, according to the last printed statement of the Secretary of State, more than 300,000 acres of land are cultivated in Michigan, and the cost to the consumers is the same, 10 cents per quart, almost without variation and without regard to the price paid to the producer."

N. H. Stevens, president of the Canada Flour Mills Company, one of the most extensive bean dealers in the western Ontario section, was present at the convention, where he read an interesting paper dealing with the Canadian situation.

In reference to the statement that 2,000,000 bushels of beans were imported last year into the United States, Mr. Stevens was interrogated by The Grocer, as to what proportion, if any, Canadian beans bore to the entire 2,000,000 bushels imported.

What Canada Sent.

"Canada exported to the States," he rejoined, "about 35,000 bushels, out of the 2,000,000."

He added that the rest of the importations would be practically all Austrian and Indian beans.

The Austrian and Indian product, he said, enters very largely into competition with the Canadian beans. Canada, indeed, would use all the beans she produces, were it not for this competition. At the present time British dealers are understood to be offering Austrian beans landed at Halifax, at a price lower than that for which Canadian beans can be bought. The bringing in of these Austrian beans results in the breaking of the price, which would otherwise be kept up. Canada had imported about 30,000 bushels of Indian and Austrian beans this season, and more are on the way. Were it not for this competition, Canada would not be an exporter, but instead would consume all the beans she produces.

HOW RUSSIA BUYS TEA.

Her Big Importers Go After it With a Rush When They Want it.

The contention that Russia is a contending factor in the world's tea market is in one sense true and in another, not. Statistics regarding importations of Ceylon tea by Russia when compared with other countries would not lead one to believe that the former country was much of contender.

In 1908 authentic figures show that the importations of Ceylon tea by Russia were 17,000,000 lbs. Australia, however, which in area is much smaller than Russia, and which has a smaller population, imported about 20,000,000 lbs. North America imported 9,000,000 and Great Britain about 100,000,000 lbs. From these figures therefore and taking everything into consideration, a person might be lead to believe that Russia has at no time much of an influence in the tea market.

But there is another side to the question. When Russia does buy tea she becomes really "strenuous." Her big tea importers go after it with a rush. As they usually want the best classes of tea, and as they buy without hesitation Russia then becomes a contending force in the market. The tea trade in that country is controlled by a few enormous concerns and when the goods are offered for sale, which they want to buy they act like a big wedge and Russia then becomes prominent. This only occurs at intervals and particularly when a good class of tea is placed on the market.

BECOMES THE MANAGER.

Advance of Alexander Foreman, Montreal, From Clerk to Manager.

When S. Carsley wanted a new manager for their large down town departmental store, they selected "Alec" Foreman, who held the position of manager of the grocery department. This is evidence that a grocer can climb the ladder as well as anybody else.

Mr. Foreman is a native of Montreal, having been born here 44 years ago. He was apprenticed to a grocer at an early age, and was in the employ of Fraser, Viger & Co., when he accepted a position as clerk with the Carsley people eleven years ago. He rose to the managership of the grocery department and



ALEXANDER FOREMAN,
Manager of Carsley's Departmental Store in Montreal.

is now bearing the responsibilities of management of the entire store. The success, which has crowned his efforts in a smaller sphere, will undoubtedly be his reward, in his now much extended field.

RESULTS OF THE EARTHQUAKE.

Widely Known Company Loses Several Members of Their Office Staff.

Watt & Scott, brokers, Toronto, have received word on Feb. 8th, from Ferd. Baller & Co., whose offices were in Messina until the recent earthquake, that the big land shake did them a great deal of damage.

The letter was written on Jan. 23rd, and stated that although the partners

of the firm and their families escaped several of the members of the staff perished amid the ruins. Books, papers, codes, etc., were all buried beneath the debris of their late offices at Messina which were completely wrecked.

The letter further stated that the writer, Mr. Baller, had not seen an exaggerated account of the great catastrophe and that it was impossible for pen to picture the actual horror connected with the earthquake and the awful devastation that it brought.

The company which is widely known throughout Canada and the United States was badly disorganized but their offices have been transferred to Catania and they are collecting what remains of their office staff and expect soon to be on their feet again.

NEW COMPANIES.

The last Ontario Gazette contains the notice of incorporation of Ryerson Bros., Limited, commission merchants, Brantford, capital $50,000. The firm has been in business a good many years, their intention now being to branch out still farther and cover Northern Ontario and other parts of Canada. The new firm is composed of F. W. Ryerson, R. E. Ryerson, R. J. Ryerson, P. O. Barker and Earl L. Martin.

SUBSIDIARY COMPANY FORMED.

It is reported by cable from London, Eng., that Bovril Ltd., the largest and most widely known manufacturers of concentrated beef preparations in the world, has acquired control of large estates in the Argentine Republic. The report further states that a company has been formed under the name of "The Argentine Estates of Bovril Ltd." with a capital of $3,409,000. The prospectus states that the company is organized in order to guarantee an unfailing source, and to ensure an ample supply of highly bred cattle for use in the manufacture of Bovril. These estates are among the finest grazing grounds in the world, comprising 438,082 acres, with 100,000 head of horned cattle, and two large factories fitted with all the latest appliances for the preparation of the raw material used in the manufacture of Bovril. The parent company, (Bovril Ltd.), has engaged to take, as a minimum quantity, 30,000 head of cattle annually. This is supplementary to the large supplies already coming from the British Colonies. It is expected that this number will be greatly increased as the resources of the new company are developed.

HOME FROM TEXAS.

Shaw T. Nishimura, on his return from Houston, Texas, via Chicago, western Ontario and Toronto, called at the Toronto office of The Grocer this week on his way home to Montreal. He and a few associates have a large rice plantation in Texas, and he reports a favorable advance there, the acreage increasing every year. Mr. Nishimura referred to the good results obtained from the experiment of growing the Satsuma variety of Japanese oranges. A plantation has been laid out there and these oranges have proved hardier than the Florida or native oranges.



A GROCERY STORE WHERE FLOWERS ARE HANDLED WITH PROFIT.

This picture is one view of Chas. Page's store at 1154 Yonge Street. Accident which lays the course for most careers made of Mr. Page a printer, but unlike most men he cut the moorings of fate and launched out into business. That was over two years ago, and already he has amply demonstrated the wisdom of his course. He started by stocking quality goods and making attractive displays of them as he has with Red Rose Tea. He has gone after the best trade at the head of Yonge street, and from the first the business has been a success. A department that has helped in many ways is cut flowers and plants. The Canadian Grocer has been urging grocers for years to handle flowers, but few have followed the advice. This department has been looked after specially by Mrs. Page, whose pleasant personality has been a great help to the business. Mr. Page has fitted his store with the modern and sanitary facilities for handling foodstuffs, and he is finding that it pays.—Toronto Sunday World.

Walter Stark, of "Toronto" House

Wallasey, Cheshire, England

Calls the Attention of Canadian Jobbers and Merchants to the Following Lines of

British Goods

The E. Breffit & Co., Ltd., English Fruit Jars
"Coeur-de-Lion" Cycle Co., English Bicycles
Victor Fire Extinguisher
Venetian Fire Grate
Automatic Water Finder
Non-Explosive Gas Machine

and is visiting Canada on behalf of the manufacturers

He purposes visiting the largest centres of the Dominion, and will be glad to correspond with Traders in Country Points.

He is prepared to offer

Excellent Terms,

IN SOME CASES SOLE AGENCY FOR DISTRICT

Letters Will Reach Him if Addressed care The Canadian Grocer, Toronto

What Would John Wanamaker Say About Red Rose Tea?

This is what he says about advertising goods :

"Advertising is making the goods speak. It is putting a truthful, animate tongue into inanimate merchandise.

"Merchandise itself cannot lie. Sooner or later its true character will develop—in its use—in the satisfaction it gives to the owner.

"When exaggerated or false statements are made about goods it is a human tongue that talks or a human hand that writes; it is not the merchandise that speaks — therefore it is not advertising."

Have you ever known an exaggerated or false statement made on behalf of Red Rose Tea? Have you ever known of any "catch penny" methods being used to sell it? Have you ever known anyone connected with the business to adopt any underhand method of securing orders; or, has Red Rose Tea in daily use fully borne out all the claims made for it; has every method of selling the tea been in every respect legitimate and honorable; has every Red Rose Tea salesman been manly, straightforward, and above suspicion of anything underhanded?

If John Wanamaker knew as much about Red Rose Tea as you, and other merchants all through Canada, know, I believe he would say, "it has made good in every respect." Nothing else would account for the continued and increasing confidence displayed toward it by the many thousand merchants who sell it and the hundreds of thousands of people who drink it.

3 Wellington St. E. Toronto, Ont.
315 William Ave. Winnipeg, Man.
} Branches

T. H. Estabrooks, St. John, N.B.

When You Are Asked For

one of the 57 Varieties that you do not carry in stock, you run the risk of losing a permanent customer. The housewife knows that

HEINZ
57 VARIETIES
Pure Food Products

(The kind that contain no preservatives)

are carried by all first-class grocers and she will have them. Absolutely pure, clean made and of the highest quality, Heinz products make firm friends wherever sold.

Merchants are authorized to refund purchase price if they ever fail to please.

Anything that's HEINZ is safe to sell

H. J. HEINZ COMPANY

New York Pittsburg Chicago London

ROLLED BACON

The cheapest line on the market to-day is our "Star Brand" Boneless Rolled Bacon.

These are absolutely without bone, easily sliced and with no waste.

They are mild, sugar cured, and sold at a very low price.

F. W. Fearman Co.
LIMITED

HAMILTON

Plain Figures that prove the Superior Quality of

TRURO QUALITY BRAND

Reindeer Milk
and
Jersey Cream

	Butter Fat
Reindeer Milk	8.61
Highest of other Brands	8.00
	.61

Reindeer Milk 7½% richer

Jersey Cream	8.05
Highest of other Brands	7.10
	.95

Jersey Cream 13% richer.

Figures taken from Government Bulletin No. 144

The Truro Condensed Milk Co., Ltd., Truro, N.S.

Butter
Eggs
Cheese
Poultry
(Live and Dressed)

We handle large quantities of these lines. Shipments and correspondence invited

The WM. RYAN CO.
LIMITED

70-72 Front Street East
Toronto - Ont.

Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN

Montreal, February 11, 1909.

The activity of the cheese market of a couple of weeks ago has developed into a period of decided dullness. From reports arriving from England, the New Zealand product seems to be satisfying the demand there, which is not large just now. The New Zealand cheese arrives on the London market in an opportune time, just following the close of our season. Stocks, however, on the other side are low, consequently a resumption of a more extensive trade may be looked for soon, as the New Zealand product will wane in supply before long. The best quotations offering locally are 12½c to 12¾c for finest Westerns, and 12⅜c to 12½c for Easterns. The receipts for the season up to date since May 1 have been 1,957,566 boxes, against 2,053,635 boxes for the same period of last year.

The butter market is dull, as the demand has suddenly fallen off, and stocks are more than adequate to meet current demands. Butter is arriving freely. Some extra fine early autumn stock is being held for a fancy figure, but it is doubtful if it will be obtained. Reports from the country state that the cows have come through the winter very well, indeed, and feed is plentiful. From this then it is fair to assume that there will be a good year if other things are equally favorable. Last year it will be remembered, the cows emerged from the winter season in very poor shape, owing to scarcity of feed. Prices locally rule around 26c for fall creamery, 24½c for winter creamery, 23c fresh receipts, and 20c for dairy rolls. Receipts for the season have been 416,781 packages, against 410,582 packages for the same period of last year.

THE PROVISION SITUATION.

Toronto, February 11, 1909.

With the price of hogs f.o.b. in the country at $6.70, the situation of the packers is not very encouraging. After several weeks of keen rivalry, the packers have come to the conclusion that the supply of hogs throughout the country is considerably below the average, and that even by paying much above their value, the required quantity to keep all the packing house supplied cannot be secured. The cause of this shortage is freely discussed, but opinions differ. Some claim that the new inspection act has something to do with it, and that farmers are either killing their hogs themselves or selling them to small packers, who confine their business entirely to the Province, where inspection is not required.

While the local demand for bacon is increasing from year to year, there is less shipped to England, which market is principally supplied by Denmark and other countries. The chief causes of the dangerously high prices for hogs seems to be that there are more packing houses in operation than are required to work up the hog product of the country. It might be stated that some time ago during a short supply of hogs, and in order to keep the men employed, packers were allowed to import hogs from the States and work them up in bond. This, however, cannot be done now.

The butter market is still in an unsatisfactory condition. The accumulation of poor butter, in order to get rid of it, is sold at lower figures, and while there is no more good butter than is required to meet the demand, merchants have difficulty in maintaining the price. Poor butter always has a tendency to pull down the price of even that which is good. Making poor butter, and putting it on the market always results in losses, not only to those who make it, but it is doing an injustice to those who make good butter.

The egg market is firm, with a drop in the new arrivals from the country, which come invariably with a strict guarantee of being strictly new laid. Here is a sample of the reliability of the guarantee. Three cases arrived of 36 dozen each, making 108 dozen. By careful candling, they turned out as follows: 49 dozen new laid, 32 dozen held stale, 21 dozen salted, and 2 5-12 dozen black rotten.

The stock of cheese is rapidly diminishing, but in the absence of export demand the prices are unchanged.

PROVISION MARKETS

MONTREAL.

PROVISIONS—The live hog situation remains strong, but so far no further advances have taken place in provisions, although a strong undertone characterizes the market.

Compound Lard—	
Tierces, 375 lbs	0 09
Parchment lined boxes, 50 lbs	0 09½
Tubs, 50 lbs	0 09½
Wood pails, 20 lbs. net	0 09½
Tin pails, in cases	0 09½
Heavy Canada short cut mess pork, in bbls	22 00 23 00
Selected heavy Canada short cut clear boneless pork	23 00
Heavy Canada short cut clear pork	22 50
Very heavy clear pork	25 [illegible]
Plate beef, 100-lb bbls	7 75
" 200 "	15 00
" 300 "	22 00
Pure Lard—	
Tierces, 375 lbs	0 12½
Boxes, 50 lbs., grained	0 12½
Tubs, 50 lbs., "	0 12½
Pails, wood, 20 lbs., parchment lined	0 13
Tin pails, 20 lbs., gross	0 12½
Cases, tins, 10 lbs. each	0 13
" " 5 "	0 13½
" " 3 "	0 13½

BUTTER—Owing to freer arrivals of butter, prices have declined a little, although some specially fine early autumn stock is being held for better prices, but it is doubtful if they will realize these.

Fall creamery, solids	0 26½ 0 27
Fresh Creamery, solids, lb	0 25½
" " prints, lb	0 26
Dairy, tubs, lb	0 17 0 19
Fresh larg roll	0 19 0 20

CHEESE—The cheese market remains unchanged. Locally demand is fair, with some export business passing.

Cheese, old	0 15½
" large	0 13½
" twin	0 13½
" small	0 13

EGGS—Owing to freer arrivals of new laids, the price of eggs has slumped slightly. Cold storage stock is done. There are only a few pickled eggs left.

New laids	0 32 0 35
Selected cold storage	0 29
No. 1 Candled	0 26
No. 2 Eggs	0 21 0 22

HONEY—This market is dull and uninteresting and there are no changes in quotations.

White clover comb honey	0 13 0 15
Buckwheat, extracted	0 08 0 09
Clover, strained, bulk, 30 lb. tins	0 10 0 11

POULTRY—Poultry prices remain firm, owing to scarcity, and prices are strongly maintained.

Spring chickens, per lb	0 15 0 16
Hens, per lb	0 11½ 0 12
Young ducks, per lb	0 12½ 0 14
Turkeys, per lb	0 19 0 20
Geese, dressed	0 10 0 12
Ducks	0 12 0 14

TORONTO.

PROVISIONS—The local demand for cured meats, is brisk, and the best in all lines is wanted. Even the orders for railroad contractors, lumber camps, etc., ask for nothing but the best.

Long clear bacon, per lb	0 11 0 11½
Smoked breakfast bacon, per lb	0 14½ 0 15
Roll bacon, per lb	0 10½ 0 11
Light hams, per lb	0 13½ 0 14
Medium hams, per lb	0 13½
Large hams, per lb	0 13
Shoulder hams, per lb	0 10 0 10½
Backs, plain, per lb	0 16 0 16½
" pea meal	0 16½ 0 17
Heavy mess pork, per bbl	20 00
Short cut, per bbl	22 50 23 00
Lard, tierces, per lb	0 12½ 0 12½
" tubs "	0 12½ 0 12½
" pails "	0 13
" compounds, per lb	0 08½ 0 11
Dressed hogs	0 10 0 10½

BUTTER—In order to effect sales of the inferior qualities, of which too much is on hand, lower prices are accepted, which also has some effect in the better qualities, which are however all wanted, and prices are firmly maintained.

	Per lb.
Creamery prints	0 27 0 29
Creamery solids	0 27
Farmers' separator butter	0 25 0 26
Dairy prints, choice	0 22 0 23
" " ordinary	0 21 0 [illegible]
" tubs, choice	0 21 0 22
Large rolls	0 20 0 21
Baking butter	0 16 0 18

CHEESE—The local demand is good and although no change, the prices are firm, and the trade satisfactory.

Cheese, large, prime	0 13½
" twins	0 13½ 0 14

HONEY—With a few outside enquiries, and a steady city trade in a small way is all that can be said in the honey

trade. Prices are the same as last week.

60-lb. tins	0 11	0 11½
Smaller sizes, tins and bottles	0 10½	0 12
Comb-, doz	1 50	2 50

POULTRY—The poultry trade is very quiet. Very little is coming in. All good quality is picked up readily at prices quoted.

Spring chicken, dressed	0 14	0 18
Hens, per lb., dressed	0 10	0 11
Ducks per lb., dressed	0 14	0 18
Turkeys, per lb, dressed	0 18	0 20
Geese, per lb., dressed	0 11	0 13

EGGS—In consequence of the fact that the eggs sent in from the country as strictly new laid, are almost in all cases not up to the mark, the price of such stock has dropped very nearly to the level of cold storage. The candling showed that these eggs were not running more than 50 per cent. new laid. The farmers put away a supply of eggs for their own use in the fall which are supposed to last them till the spring. This year on account of the mild weather, hens started to lay in January. Instead of continuing to use the old stock, and sell the fresh eggs, a good percentage of them used the best and sold their old stock. This accounts for the bad showing in the new laid arrivals from the country. This would lead one to think that the farmers would scarcely measure up to the standard they like to see in the business man.

Strictly new laid, per doz	0 29	0 31
Select cold storage	0 28	0 30
Cold storage	0 25	0 26
Limed	0 24	0 25

BARRELS

For Flour, Butter or packing any kind of merchandise, manufactured and for sale by

H. CARGILL & SON
CARGILL, ONTARIO

SALT

Car lots of Fine, Medium or Coarse, in Barrels, Sacks or Bulk.

TORONTO SALT WORKS
128 Adelaide Street, E., Toronto

ESTABLISHED 1892

Rutherford, Marshall & Co.

Wholesale Produce and Commission Merchants,
TORONTO, ONT.

Solicit Correspondence. **Always** buyers of Dairy Products. Write us before selling.

Poultry Wanted!

Persons having Poultry to ship to Montreal market should make a trial shipment to

P. POULIN & CO.
39 Bonsecours Market, - Montreal

Buyers of Poultry, Game, Eggs and Feathers. Prompt remittance. No commission. Reference, any bank.



THOMAS BROS., St. Thomas, Ont.

WINNIPEG.

DAIRY BUUTER — The market is weaker. This is due to two causes, first the absence of demand from the east, and secondly milder weather conditions. Accumulations, however, are not heavy. Buyers are paying from 17c to 18c f.o.b. Winnipeg for good round lots, and the lower grades are in poor demand.

CREAMERY BUTTER—The tail ends are being cleaned up, although some holders would have realized better prices if they had sold earlier in the season. Prices are firm at 25c to 26c.

EGGS—Stocks are low and arrivals are very light. Sales are being made in case lots from 32c to 34c per dozen. Prices will decline sharply providing milder weather prevails.

CHEESE—Very little Manitoba cheese is being offered. Ontario is selling in a jobbing way at 14½c to 14¾c per lb.

POULTRY—Buying prices f.o.b. Winnipeg are as follows :

Chicken, per lb	0 11
Fowl, per lb	0 08
Turkeys, per lb	0 16
Ducks	0 11
Geese	0 11

LAW IN BRITISH COLUMBIA.

Manufacturers' Association to Consider Course to Follow at Next Meeting.

Something new is likely to develop at the next meeting of the Canadian Manufacturers' Association regarding the conditions existing in British Columbia by which incorporated companies doing business there, especially where orders are taken, must first register before they can legally collect accounts or enforce agreements.

This question was considered at some length in The Grocer of a couple of weeks ago when it was stated that G. M. Murray, secretary of the Canadian Manufacturers' Association, had received a number of complaints as to this extra-provincial corporation law, and that the matter was then being considered with a view to taking definite action to bring about a change.

"A report is being prepared which will be submitted to the Manufacturers' Association at its meeting next week, and until then I cannot make public any proposals as to our future course," remarked Mr. Murray to the representative of The Grocer this week. The plans to be pursued will, therefore, not be made known for a week at least.

Mr. Murray stated that in his opinion the fact that a traveler could not legally make sales for his company in British Columbia, unless that company registered was merely an oversight at the time the Act governing such conditions was amended. It has been in existence now since 1897, and although twelve years have since passed, it was only recently that companies were non-suited in attempting to collect accounts.

This, he said, would indicate that the omission was an unintentional one.

"Some smart lawyer has observed the omission and won a case just because there was nothing in the Act allowing companies this privilege in British Columbia," he added.

This occurred first only a short time ago, and as it has been repeated occasionally, manufacturers are beginning to take notice. Mr. Murray said that similar conditions existed in other parts of the Northwest. The plans of the Manufacturers' Association will, therefore, be awaited with interest.

MAY SECURE FACTORIES.

Indirect Benefit to Canada if Franco-Canadian Treaty Goes Through.

There is a probability that the French Government within the next year will put into operation a revised tariff which, it is believed, will have the effect of very seriously discriminating against imports into France from the United States. The French tax now on many articles of United States production is prohibitive.

A very pertinent fact to be considered in this situation is the new Franco-Canadian treaty, which is now being concluded, says a despatch from Washington. Under this treaty Canada is to receive all of the minimum rates of the French tariff. Even under present conditions this will be sufficient to cause many United States manufacturers to build factories across the Canadian line, so that their product may be sent to France with the benefit of the low tariff.

APPLES FOR INSOMNIA.

A Good Fruit to Eat Before Retiring at Night—Has Medicinal Properties.

A writer who believes in the usefulness of apples to prevent sleeplessness, says that the apple is such a common fruit that very few persons are familiar with its remarkably efficacious medicinal properties. Everybody ought to know that the very best thing he can do is to eat apples just before retiring for the night. Persons uninitiated in the mysteries of the fruit are liable to throw up their hands in horror at the visions of dyspepsia which such a suggestion may summon up, but no harm can come even to a delicate system by the eating of ripe and juicy apples before going to bed. The apple is excellent brain food, because it has more phosphoric acid in easily digested shape than any other fruit. It excites the liver, promotes sound and healthy sleep, and thoroughly disinfects the mouth. This is not all—the apple prevents indigestion and throat disease.



Your Store Is Known

by the goods you sell. The Grocer with an eye to the future studies his stock and sells only those goods he knows will please his customers.

¶ Cheap and inferior goods never find a place on his shelves.



Magic Baking Powder

insures such delightful results in baking that housewives most everywhere demand it.

¶ It is splendidly advertised and yields a lasting profit. If you haven't been selling it, begin now—you'll find it sells better than any other Baking Powder.

E.W. GILLETT COMPANY LIMITED
WINNIPEG. TORONTO, ONT. MONTREAL.

ESTABLISHED 1852.

Food products that are produced in clean factories are best.

The Trade's Co-operation

The co-operation of the trade with the advertising campaign of CLARK'S CANNED MEATS has resulted in good profits to them.

This campaign showed dealers there was a bigger net profit in handling well advertised goods of high quality than in selling unadvertised and probably inferior goods.

My present advertising campaign is now on. It includes

Clark's Corned Beef
" Ox Tongue
" Pork and Beans
" Potted Meats

Make your stocks complete and be ready to meet the demand.

WM. CLARK

Manufacturer
MONTREAL

"Salad, Edible and Cooking Oils"

WINTER PRESSED



"Sun Burst" Reg'd.

"Non-Pareil" Reg'd.

To know these oils is to stock them. The finest substitute for lard on the market. Guaranteed under the Pure Food Act.

We carry a stock and will be pleased to send you samples, with prices.

You will find our oils a good proposition all the way, owing to the number of uses to which they can be put.

WRITE US TO-DAY

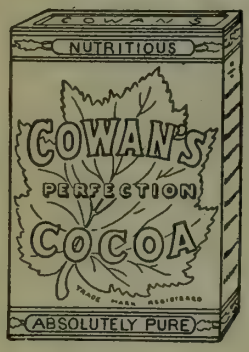
J. M. BRAYLEY,

MANAGER KENTUCKY REFINING CO., Incorporated
Cotton Seed Oils
55 ST. PAUL ST., - - MONTREAL

Trade that is brisk, steady, profitable, has grown out of the absolute purity and uniformly delicious flavor of

Cowan's

Cocoa and Chocolate



Made known by liberal advertising.

And the trade is growing still.

Stock up and profit from it.

The Cowan Co., Ltd.
Toronto, Ontario

Particular People Require Particular Attention



but it pays to cultivate this class of trade, for cranky housekeepers, while they demand the best, and are willing to pay for it, are easily held by the grocer who studies their wants.

When they ask for evaporated cream always give them IMPERIAL BRAND EVAPORATED CREAM.

Imperial Brand is put up in the finest dairying district in Canada, in a modern factory, by skilled workers. Milk supply is the finest.

THE PRODUCT IS UNPARALLELED.

The Canadan Condensing Co.
CHESTERVILLE, ONT.
GENERAL SALES AGENTS:—S. H. Ewing & Sons, MONTREAL

PURE SOLUBLE COCOA

WE ARE MAKING A SPECIAL OFFER OF HIGH GRADE PURE COCOA POWDER, EITHER IN BULK OR BARRELS OR IN 1-lb., ½-lb. and ¼-lb. CANISTERS, WITH LABELS BEARING YOUR OWN NAME OR BRAND.

IT WILL PAY YOU TO GET SAMPLES & PRICES

FROM OUR WHOLESALE AGENTS:

A. B. LAMBE & SON, 27, Wellington St. East, Toronto.
H. & A. B. LAMBE, Hamilton.
C. A. PARKER, 10, Albert Street, Ottawa.
CHAS. DUNCAN, P.O. Box 22, Winnipeg.
MITCHELL & WHITEHEAD, 92, St. Peter St., Quebec.
A. E. CURREN, 54, Bedford Row, Halifax.

GEORGE PAYNE & CO., Ltd.,
Wholesale Tea, Cocoa and Coffee Merchants,
LONDON, Eng.

WE ALSO SELL CHOCOLATE COVERING AND COCOA BUTTER.

THE FLOUR AND CEREAL MARKETS

Advance Expected in Price of Flour—Rolled Wheat and Rolled Oats Market Very Firm—Bran is Scarce.

In all probability the price of flour will advance in the near future. Wheat has gone up so high that millers state they can make no profit so that a change may be expected at any time. The cause for the recent decline still exists, but the millers interested are expected to settle their differences soon.

Rolled wheat and rolled oats are also likely to advance in view of the high prices of wheat and oats.

MONTREAL.

FLOUR—The recent drop in prices has precipitated such a demand upon the mills, that stocks have been pretty well cleaned up. There is a strong probability that prices will stiffen up soon. Export demand is also in a good healthy condition.

Winter wheat patents		5 50
Straight rollers	4 70	4 80
Extra	4 00	4 10
Royal Household		5 60
Glenora		5 10
Manitoba spring wheat patents		5 80
" strong bakers		5 10
Five Roses		5 60
Harvest Queen		5 10

ROLLED OATS—The rolled oats market is without change, since our last report.

Fine oatmeal, bags		2 72½
Standard oatmeal, bags		2 60
Granulated "		2 60
Golddust cornmeal, 98-lb bags		2 10
White cornmeal	2 00	2 05
Rolled oats bags		2 35
" bbls		5 05

FEED—The scarcity of bran continues and prices are well maintained, with further advance imminent. Shorts are fairly plentiful and selling well.

Ontario bran	21 50	22 00
Ontario shorts		25 00
Manitoba shorts		24 00
" bran	21 00	22 00
Moullie, milled	25 00	27 00
" straight grained	30 00	34 00
Feed flour	1 50	1 60

TORONTO.

FLOUR—The flour market seems to be in a rather peculiar position this week. Although Manitoba wheat has not actually advanced it does not seem that the strain can last much longer. The price of wheat at present is such as should demand higher prices, but the millers who a couple of weeks ago were responsible for the decline have not yet settled their differences. One milling company states that wheat is so high and so hard to get that milling is more of an expense than profit these days. Flour is therefore likely to advance. Export demand is improving.

Manitoba Wheat.

1st Patent	5 50	5 60
2nd Patent		5 20
Strong bakers	5 00	5 10

Winter Wheat.

Straight roller	4 20	4 30
Patents		4 80
Blended		5 00

CEREALS—In the cereal market this week rolled wheat is very firm with no change in prices as quoted last week. From the statements of one or two firms, however, the price is likely to advance on account of the condition of the wheat market. It does not seem that the strain can last much longer. There is a fair demand for rolled oats and on account of the many advances in the price of oats there is not likely to be any decline in prices.

Rolled wheat in car lots, 100 lbs	2 85
" oats in bags, per bag 90 lbs	2 50
Oatmeal, standard and granulated, in bags 98 lbs	2 75

AWAIT "OLEO WAR."

Proposed Lowering of Revenue Tax Excites Powerful Interests.

Washington, D.C., Feb. 8.—There is prospect of a sharp contest over a measure which Representative Burleson, of Texas, has introduced, to repeal the present internal revenue tax of ten cents per pound on oleomargarine. There are powerful interests on both sides of the question, among which, it is declared, importance must be given to a sharp change of opinion about the desirability of oleomargarine as a food. The high price of butter in recent years, with the prospect that it will go still higher, has forced a considerable demand for removal of the tax. Moreover, there is not so much sentiment as formerly, it is said, against imitation butter.

The question of revenue is also important. It is declared that a tax of two cents per pound would produce more revenue than the present ten cents, because the latter is to a large extent prohibitive.

The big packing interest is always named first among interests which want to remove or greatly reduce the tax. But the makers of cotton seed oil are just as insistent on removing the tax as the dairymen are on retaining it. Back of them are lined up the cotton producers, and a strong sentiment has developed in the South that the tax on imitation butter is a protection to a Northern industry at the expense of the cotton producers of the South. The wholesale grocers are also said to be strongly in favor of the change, because they could handle oleomargarine, while butter is beyond them.

Already promise is made that the dairy interests of the East and Middle West will bring great pressure to bear, and that they will use extreme measures to keep their representatives in line to retain the tax. The original fight which the dairy interests made to get the restrictions imposed on imitation butter was one of the most picturesque ever made in Congress, and there is every indication that it will be repeated in connection with the Burleson Bill or some similar one.

W. H. Thompson of Hamilton, and Fred D. Menzie of Niagara Falls, have just returned from Texas, where they have been representing the F. F. Dalley Company in the interests of "2 in 1" shoe polish.

Mooney's Perfection Cream Sodas

Are held in high favor by a great popular majority of the people who use soda biscuits. They hold their delicious crispness; and that's important to both consumer and grocer.

Most Grocers Sell Mooney's



The Mooney Biscuit & Candy Company,
LIMITED
STRATFORD, - CANADA

Have you any
Goose Wheat
or
Ontario White Wheat?
We want lots of it.
We want quality.
We will pay for good wheat.
Cummings Mills
Cummings Bridge, Ottawa

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

To suggest a good thing to your customers is to make future suggestions from you valuable. The suggestion to use

MOTT'S

"Diamond" and "Elite" brands of

Chocolate

is to get confidence and trade. You can't suggest anything better in Chocolate.

Your jobber sells them

John P. Mott & Co.
Halifax, N.S.

SELLING AGENTS:
J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver
Arthur M. Loucks, Ottawa — R. G. Bedlington, Calgary

By Royal Letters Patent

Nelson's Opaque, Brilliant, Isinglass, Leaf, and Powdered **Gelatine**

NELSON'S
Granulated Jellies, Tablet Jellies, Creams, Custards, Fruit Puddings, Bottled Jellies, Lemonade Crystals, and Baking Powder.

Nelson's Gelatine and Liquorice **Lozenges**

NELSON'S SOUPS
(SIX VARIETIES)

Sole Proprietors and Manufacturers of
GORDON'S GRANULATED GRAVY

G. NELSON, DALE & CO., Ltd.
EMSCOTE MILLS, WARWICK

The above can be had from any of the following agents:
The Smith Brokerage Co., Ltd., St. John, N.B.
Watt, Scott & Goodacre, P.O. Box 1204, Montreal.
J. L. Watt & Scott, 27 Wellington St. East, Toronto.
W. E. Ashley Winnipeg.
Geo.A. Stone, 34 Inns of Court Buildings, Vancouver, B.C.



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Pop Corn Poppers, Peanut Roasters and Combination Machines.
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Satisfaction Guaranteed.
Send for Catalog.
KINGERY MFG. CO., 106-108 E. Pearl St., Cincinnati, O.

French Vermicelli and Macaroni
The only factory in Canada producing these goods.
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Manufacturer
Sales Agent: L. FONTANEL, 187 Commissioners St., Montreal

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From 5 to 10 Cars Choice Cooking Peas
Clean and White
Quebec's leading Flour and Grain House.
C. A. PARADIS, Dalhousie St., Quebec

SUCHARD'S COCOA
This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes. Delicious in flavor; prices just right.
FRANK L. BENEDICT & CO., Montreal
Agents.

48 Highest Awards In Europe and America
WALTER BAKER & CO.'S
CHOCOLATE & COCOA



Registered, U. S. Pat. Off.

Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

Walter Baker & Co., Limited
Established 1780, Dorchester, Mass.
Branch House, 86 St. Peter St.
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COX'S GELATINE

When asked for GELATINE supply COX'S and you cannot go wrong. it is PURE and will do its work WITHOUT FAIL.

Canadian Agents:
C.E. Colson & Son, Montreal
D. Masson & Co., "
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J. & G. COX Ltd
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EDINBURGH

Ridgeway's Collecting Agency
11 St. Sacrament Street, Montreal
Established 1880
Has the confidence and patronage of the bank and leading merchants such as Forbes Bros., S. J. Carter & Co., John Robertson & Sons Overdue claims collected everywhere, no collection, no charge. Tel. Main 1677.

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Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

DOESN'T IT STAND TO REASON

That when you buy a High-Grade Chocolate which is positively delicious in flavor and quality that you will want the same brand next time.

No use talking, you can't be too particular; to get continuous trade, goods must have POSITIVE MERIT.

We claim our Specialty,

"CHOCOLATE BORDEAUX"

is the finest and most tasty line of Chocolate on the market, and is in a class by itself. Your stock is not complete without it.

Ask for samples and judge for yourself. Write to-day, and be the first in your town to stock it.

The Montreal Biscuit Company, Montreal

Manufacturers of "Sweets that Satisfy"

?

Now, what do you know about Allison?

Of course you've heard of the famous, flawless, universal Allison Coupon System. But what do you KNOW of this remarkable system in its application to your business? Here's a brief explanation.

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You think he is good. Give him a $10 Allison Coupon Book. Have him sign the receipt or note form in the front of the book, which you tear out and keep. Charge him with $10 — no trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on until the book is used up. Then he pays the $10 and gets anoth book. No pass books, no charging, no lost time, no errors, no disputes.



Allison Coupon Books

Manufactured by ALLISON COUPON CO., INDIANAPOLIS, U.S.A.

Order them from your jobber.

Try a business card in The Canadian Grocer.

To Have

your trade will be our reward after a trial of ANCHOR BRAND FLOUR

and

the longer you use it the more easy your trade will be

To Hold

LEITCH ANCHOR BRAND OAK LAKE

ANCHOR BRAND FLOUR

Manfd. by
Leitch Brothers Flour Mills,
Oak Lake, Manitoba. 4

If you have anything for sale which a Grocer or General Merchant will be interested in, advertise it in our "Condensed Ad." column. It will bring you good results.

California
Navel Oranges

Rose Brand for extra fancy cannot be beat. We also have several extra choice cars to arrive. Stock is good and price low.

California Celery, California Lemons, Head Lettuce, Cucumbers, Marmalade Oranges, Valencia Oranges, etc.

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Mc. AND E.
EVERIST

25-27 CHURCH ST. - TORONTO

The Cream of the Best Lemon Orchards in Messina Are Branded

"St. Nicholas"

and

"Home Guard"

Ask Your Wholesaler for These Brands

J. J. McCabe

Agent

32 Church Street - Toronto

FRUITS, VEGETABLES AND FISH

Strong Feeling in Green Fruit Market — Fish Market Being Stimulated — Strawberries on the Market—Fresh Cucumbers Expensive.

MONTREAL.

GREEN FRUITS—The recent disaster in Sicily did not affect the lemon market as much as was anticipated as there was a fairly large quantity in the country and other consignments on the way to keep the market supplied for some time. These, however, are becoming exhausted and the effect of the earthquake is beginning to be felt now slightly. There is a slightly stronger feeling in the market for bitter oranges, grape fruit, lemons and cranberries.

Almeira grapes, extra choice	6 00	6 50
California navels, 96, 126, 250, 288 size		3 00
" " 150, 176, 200, 216 size		3 00
Floridas, 126, 15 , 176, 200	2 50	2 75
Mexican oranges, 176, 200, 216, 250 size	2 00	2 25
Valencia " 420 size		3 75
Extra sweet Jamaicas	2 00	2 25
Bitter oranges	2 75	3 25
Grape fruit	3 50	3 75
Jamaica grape fruit, extra heavy		3 00
Lemons, choice, 300 size	2 75	3 25
Bananas crated	1 50	1 75
Pears, boxes		4 50
Pineapples, extra fancy, 24 size	4 50	5 00
Cranberries, Nova Scotias, early blacks, bbl	8 00	10 00
Spies, XXX		6 00
Baldwins, Greenings, Russetts, XXX		5 00
Straberries		0 50

VEGETABLES—The vegetable market is a shade easier this week, although the declines are not very much. Among these are cucumbers, new carrots and parsnips. Montreal potatoes are a shade stronger, and Canadian celery is also on the firm side. Other lines are unchanged, with a weaker undertone to the market. The freer arrivals of stock from the South has given a weakened aspect to the market.

Mushrooms, lb		1 00
Cucumbers, each	0 23	0 25
New carrots, bunch	0 15	0 25
Tomatoes, lb		0 20
Oyster plant doz		0 50
Artichokes, bbl	2 50	3 00
Leeks, dozen		1 25
Parsnips, bag	0 90	0 95
Sweet Potatoes, basket	2 50	2 75
Marrows, dozen		1 50
Cal. Cauliflowers, crates	2 75	3 00
Parsley, per doz. bunches	0 50	1 00
Sage, per doz		0 60
Savory, per doz		0 50
Can. celery bunch	0 50	0 75
Celery, crate		6 00
Water cress, large bunches, per bunch		0 15
Spinach, barrels	3 00	3 50
Green peppers, basket		1 60
Beets bag		0 90
Carrots, bag	0 70	0 75
Spanish onions, large cased	3 50	4 00
Lettuce, early		0 60
Lettuce, per doz, Boston		1 10
Radishes, doz		0 60
Horse radish, per lb		0 15
Cabbage, bbls	1 50	1 75
Montreal potatoes, bag		0 90
Green Mountains		1 00
New Brunswick potatoes		0 85
Onions large bag		2 00
Red onions, barrel		4 00
Turnips, bag		0 60
Pumpkins, doz		3 00
Squash, doz		2 50
Brussels sprouts, quart		0 20
String beans, basket	4 30	5 00

FISH—The approaching Lenten season is stimulating the market considerably, and a stronger undertone is the result of the increased demand. Prices, however, during the week have not changed.

Fresh and Frozen Fish.

Codfish	0 03½	03½
Qualla salmon	0 07	0 07½
B.C salmon, frozen	0 03½	0 04
Haddock, per lb	0 04	0 04
Fresh halibut	0 08	0 08½
Mackerel, "		0.10
Dore, "	0 07½	0 08
Steak cod	0 05	0 06
Frozen Grass Pike	0 04½	0 05
Whitefish, lb. Tullibees	0 05½	0 06
Lake trout	0 09½	0 10
Sea trout, lb		0 10
Flounders, lb		0 10
American live lobsters		0 22
Bullheads (dressed)		0 10
New Smelts		0 08
Sea herring, per 100	1 85	1 95
Tom cods, bbl		1 75
Smoked—		
Haddies (exp) 15 lb. bxs., per lb		0 06½
Bloaters, per box, large, Yarmouth		1 10
Smoked herring, per box		0 17
Prepared—		
Skinless cod, new, 100 lb. cases		5 25
Shredded cod, ½ lb. cartons, 2 doz. cartons in box, per box		1 80
Dry cod, in bundles 112 lb., per pound		0 06
Boneless cod, 1 & 2 lb. bricks, 20 lb. boxes		0 06
Boneless cod, 20-lb. boxes		0 08
Boneless cod, 20-lb. boxes		0 09
Boneless fish, 20 lb. bxs., 2 lb. blocks		0 05
Boneless fish, 25 lb. bxs., loose		0 04½
Pure cod in crates, 1 and 2 lb. bricks		0 05
Salted and Pickled —		
No. 1 Labrador herring, brls		5 50
" " " ½ brls		3 25
Large green cod, 200 lbs. bbl		6 50
Oysters, bulk, per gallon		1 30
Standards, bulk		1 40
" quart tins, sealed		0 40
Paper pails, per 100 qt. size		1 50
Live lobsters, lb		0 18
Standards, 4 gals		6 80
Selects		7 60

TORONTO.

GREEN FRUITS—California navel oranges, almost the only kind that are now receiving attention, are a little easier, and perhaps from 5c to 10c a case lower, with regular arrivals to meet the demand. Apples are firm and choice stock of Spies sell as high as $6.50 a barrel. This may seem very high, but one of the fruit men declared that he sold apples a few years ago as high as $8 a barrel. Strawberries are selling at 55c a quart box, and the lemon market shows very little of the effects of the recent earthquake, and prices are normal.

Grapes, Almeria, keg	6 50	7 00
Apples, Spies	5 50	6 50
" Russets	3 50	4 00
" Baldwins	3 50	4 00
" Greenings	3 25	4 00
" Tolman Sweets	3 00	3 50
" Ben Davis	2 50	3 25
Oranges Mexican, boxes, new	1 65	2 00
" Valencias, case		3 75
" Large		4 50
" California navels	2 90	3 50
" Messina bitter oranges	3 25	3 50
Lemons, Messina	3 00	3 75
" California, box	3 25	3 50
Bananas, Jamaicas, firsts	1 50	1 85
" Jamaica eights	1 00	1 25
Grape Fruit, Florida, box	3 00	3 75
" " Jamaica		3 00
Pineapples, Florida, crate	3 50	4 00
Strawberries		0 55

VEGETABLES—The pototo market is very steady, and the dealers who are a very courteous lot of fellows, simply smile and from week to week report no change. However, "by putting your ear to the ground," you might, perhaps, notice a little more firmness than usual. The crop in Ontario was good and the quality is excellent, and without any export demand it is not likely that prices will be any higher. The very high price of held cabbage may be checked, by the new cabbage coming in from Florida, a car of which has arrived, and which will be followed by another in a few days. These sell for $3.25 to $3.50 a case, but the dearest article on the market is the

fresh cucumber, which sells as high as $2.75 a dozen—think of eating cucumbers in the winter at 30c apiece and in the summer at 30c a bushel! New potatoes are quoted at $3 a bushel, or $9 a barrel, and Bermuda onions $4.50 a case.

Beets, Canadian, bag	0 45	0 50
Potatoes, Ontario, per bag	0 75	0 80
" " hamper		2 00
" Bermuda, per bushel		3 00
" " per barrel		9 00
Lettuce, Boston head, doz		1 25
Onions, Canadian, dried, bag	0 75	0 90
" Spanish, half crate	1 85	2 25
" Bermuda, per case		4 50
Tomatoes, Florida, small basket		1 00
" Canadian, hothouse, per lb		3 50
Cucumbers, doz	2 50	2 75
Carrots, per bag	0 35	0 40
Cabbage, per ton		44 00
" " barrel		2 25
" Florida, new	3 25	3 50
Cauliflower, per case		4 00
Celery native, doz	0 25	0 40
California celery, per case		6 50
Turnips	0 30	0 35
Radishes, per dozen	0 40	0 45
Spinach, per bushel		1 00

FISH—The fish men are busy, and naturally happy. How is business was asked by The Canadian Grocer? With a feeling too full to express himself the fish man pointed to the stack of fish that were ready to go out. "Yes, we have all we can do," he added. The fresh caught fish that came in last week are all sold, with no arrivals this week. Although with a good demand, prices are not changed.

Perch, large, per lb	0 06	0 07
Herring, medium, per lb	0 04	0 05
" fresh, per 100		2 00
" lake, per keg		4 00
Whitefish, frozen	0 09	0 10
Trout, "	0 09	0 10
Whitefish fresh caught	0 13	0 14
Trout, " "	0 13	0 14
Cod	0 07	0 08
Halibut	0 09	
Haddock, frozen		0 06
Sea salmon, Silverside		0 10
" Steelhead		0 14
Pike	0 05	0 06
Pickerel, yellow	0 08½	0 09
Herring, Digby, smoked, bundle 5 boxes		0 85
" Kippered, 15-lb. box		1 40
" Labrador, keg		3 00
Mackerel, each		0 10
Smelts, per pound No. 1	0 09	0 10
" " extra	0 12	0 14
Oysters, Long Island		1 50
" " medium selects		1 75
" " extra		1 85
" shell, per 100		1 50
Ciscoes, basket	1 00	1 10
Finnan Haddie, smoked, 15-lb. package	0 07½	0 08
Boneless cod, quail on toast		0 05½
" " imperial		0 05
" " steak		0 07
Shredded cod, doz		0 90
Arcadia, 24 packages 1 lb. box		3 12
" 12 packages, 2 lb. box		2 40
Acadia cod, crate		2 40
" tablets, box		1 60
Bloaters	1 15	1 25
Qualla		0 09
Catfish, dressed		0 10

Highest price paid for

DRIED APPLES

O. E. ROBINSON & CO.

Established 1880

Ingersoll - Ontario

WOULD YOU LIKE OUR WEEKLY CIRCULAR

SEASON 1908-9

Dried Apples

Shipments Solicited
Settlements Prompt

W. A. GIBB COMPANY
HAMILTON
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FISH for LENT

Complete Stocks of Fresh, Frozen, Salted, Pickled and Smoked Fish

Oysters, Sea Salmon, Smelts, Haddies, Herring and Trout, in ½-bbls., Labrador Herrings, Flounders, Sea Herrings, etc.

SEE OUR WEEKLY PRICE LIST WITH FULL DETAILS

Only Best Quality Goods Shipped

WHITE & CO., Limited

Toronto and Hamilton

CELERY

See that your orders call for pack of SANFORD CELERY UNION

Large 10-in. crates, from best fields in Florida.

W. B. Stringer, Toronto, District Agent

"Squirrel" Brand California Lemons

Packed by Arlington Heights Fruit Company

NONE BETTER

Bright, Handsome, Waxy Fruit, every Lemon same from top to bottom of box. Another car just arrived, price very reasonable, cost very little more than Messinas.

HUGH WALKER & SON
GUELPH, ONT.

Ask for DAWSON'S Banner Brand Table Delicacies

THE DAWSON COMMISSION CO., TORONTO

PREPARE FOR LENT

We have completed our arrangements to handle the largest quantity of

FISH AND OYSTERS

in our history. Get in on our

SPECIAL PRICES

and receive only the best.

The F. T. JAMES CO., Limited

Church and Colborne Streets **Toronto**

WHY BRUNSWICK BRAND
Sea Foods Are Canadian Market Leaders



Do you know why Brunswick Brand Sea Foods have such a sterling reputation?

It is because of the unvarying excellence of the products; modern methods in catching, packing and shipping the fish; A1 service, and courteous treatment of customers.

Such a programme consistently followed out MUST bring success. In our case it HAS.

The consumer is assured of the best article on the market, in Brunswick Brand; the grocer knows there is the demand for it, and that this brand yields him a good profit.

The customer expects and gets the best; the grocer desires the turnover and the returns. He is not disappointed.

If YOU are not Selling Brunswick Brand Sea Foods You Should Be—Because they are profitable.

CONNORS BROS., LIMITED

BLACK'S HARBOR, N.B.

AGENTS—Grant, Oxley & Co., Halifax, N.S.; C. H. B. Hillcoat, Sydney, C.B.; J. L Lovitt, Yarmouth, N.S.: D. Rattray & Sons, Quebec: Leonard Bros., Montreal; Arthur M. Loucks, Ottawa; C. De Carteret, Kingston; James Haywood, Toronto; Chas. Duncan, Winnipeg; R. G. Bedlington & Co., Calgary; Drexel & Co., Vancouver; J. Harley Brown, London, Ont.

LENT in 11 DAYS!

Secure your supplies of Fish before prices advance

FROZEN SEA HERRING

WE HAVE BOTH LARGE AND MEDIUM SIZES

Our leader

SALMON	**PIKE**	**HADDIES**
HALIBUT	**PICKEREL**	**KIPPERS**
WHITEFISH	**HADDOCK**	**BLOATERS**

"SEALSHIPT" AND BULK OYSTERS

BONELESS COD **LABRADOR HERRING** **SKINLESS COD**

We have all kinds in season. The largest and most complete assortment in Canada.
Best Quality Lowest Prices Fair Treatment

Get our new price list and compare prices

LEONARD BROS.

MONTREAL

Selling Sardines

is part of every grocer's business—Sardines are a delicious food and if properly cured and packed, enjoyable to everybody.

France for half-a-century or more had a monopoly of the Sardine trade, but since the Norwegians have entered the field, it's

Norwegian Sardines

for the best trade all the time.

To "King Oscar"



brand is due to a very large degree the reputation of superiority now held by Norwegian packers.

Fine small fish, clean, sweet, purest oil and government inspection, are the reasons.

Let these be your arguments for selling "King Oscar" brand. Demand them.

J. W. Bickle & Greening
(J. A. HENDERSON)
Canadian Agents, HAMILTON, ONT.

TRADE MARK



REGISTERED

This Trade Mark Guarantees You Fresh, Pure Oysters

Can you afford to sell ordinary tub oysters when you can get oysters with a name and reputation for freshness, purity, cleanliness and the genuine oyster flavor—unimpaired by melted ice water or preservatives of any kind.

"Sealshipt" Oysters

packed in steel cans sealed airtight with ice around the cans not touching the oysters are what the live, successful dealers sell now. "Sealshipts" are finer in flavor than any others. Let us tell you all their good points and how you can handle them.

"Sealshipt" Oysters will give you increased trade among the class of customers you most desire to have come into your store.

WRITE FOR PARTICULARS

Agents—Leonard Bros., Montreal. Samuel Egan, Toronto. R. M. Cline, Hamilton. Steele, Fruit Co., London. W. J. Guest Fish Co., Ltd., Winnipeg. Winnipeg Fish Co., Winnipeg.

NATIONAL OYSTER CARRIER CO.
SOUTH NORWALK CONNECTICUT

SOME CHATS WITH THE TRADE

Hamilton Grocer a Sound Believer in Doing a Cash Business—Where Credit Sometimes Prevails—A Young Man's Opportunities With Large Concerns.

"I conduct a strictly cash business," said a Hamilton grocer the other day. "I would not run any other kind. I have had many opponents start saying that they would run me out and capture my trade, but in the end they have had to give in. The cause was they were giving credit. They would endeavor to undersell me by offering certain staple lines as bait for the public at one or two cents less than me, but in the long run they found they were running away behind and had to cease the struggle. The man in my line who sells for cash and cash only can afford to dispose of his goods from five to ten per cent. less than one who extends credit. It stands to reason that he is able to do this because he has no bad debts. One customer has got to make up for the shortage of another. I believe in small profits and quick turnover. As a special inducement I offer certain snaps on Saturdays and have bills printed setting forth the bargains. This has resulted in my doing a largely increased trade and people flock here in great numbers knowing my sales are genuine. They embrace half a dozen or a dozen lines and not one or two particular things."

Cash Versus Credit.

When times of depression arrive and there is industrial stagnation with many artisans out of work, some trades are hit particularly hard. Among those who feel the downward tendency first are the jewellery men, the carriage men, the automobile makers, the furniture and piano industries. These things are counted to a certain extent as luxuries. The retailers do not buy; they have stock enough on their hands. But what about the grocer? He cannot keep his stock, and when a number of his customers are out of work he thinks he has to carry them over the quiet period, and trust to a revival of conditions to get his pay. Discussing this phase of the situation a Winnipeg representative of the trade recently said: "When a man has paid you cash right along it is a pretty hard matter to refuse him credit when he is out of work. Supposing you are doing a strictly cash business. Some morning a customer comes into your store and after ordering a liberal supply of goods, says, 'You will have to charge this as I am out of employment at present.' You refuse and he immediately pulls a long face and tells you that he expects work soon, and that a man has got to eat. What can you do but relent and extend him credit. Sometimes you get your pay when he resumes work and sometimes you do not. He may later go some place else. This cash business is a pretty hard problem but in the long run I believe it is the best."

Depends on the Viewpoint.

"When I was a clerk I had to work ten hours every day," remarked a Peterboro young man the other day. "I complained bitterly of my lot and its exasperating condition. Now I am in business for myself and I find that I have to labor twelve and fourteen hours daily in order to keep the sheriff from the door."

"Oh, that is one of the glorious privileges of being boss," responded a fellow sympathizer, "You must look upon the other picture. Think of the advantage that it is to have nobody to order you around. What are long hours to being master of your own actions, responsible to no one but yourself for your doings?"

It all depends on the viewpoint.

Chances With Large Concerns.

"Opportunities are better and more favorable in a flourishing city with a big concern than in a smaller centre," remarked a young man this week, "and I will tell you why. In a local business after serving your apprenticeship there are only one or two positions in the gift of a firm carrying with them a good salary and prospects sufficient to induce permanency. If you miss these you miss all. In a big corporation there are several remunerative posts and if you do not land the first or second vacancy, you still have an opportunity to try for the others. You may have to wait a while, but by energy, application and industry you are almost sure to rise in the end and do much better than in small and non-progressive centres. I freely admit that a local or general business is perhaps preferable to a large one for acquiring a good all-round experience, but when you have served a reasonable length of time, my advice is to get out and connect yourself with a large firm."

A SUGAR REFINERY.

It is stated in Victoria, B.C., that representatives of American capital have been there looking for a site for a new sugar refining factory.

"Confidentially you will give me a soap I like much better than Fels-Naptha?"

"Confidentially nothing! There is something doing against customers' interests in this shop, or you would not knock Fels-Naptha soap. That is a good tip for me to deal elsewhere. I want genuine goods—no imitations.



"No other soap made is *just as good* as **Fels-Naptha.**"

—Anty Drudge.

When writing advertisers kindly mention having seen the advertisement in this paper.

FROZEN LAKE FISH

For Prompt Shipment. **Get Our Prices**

The Canadian Fish and Trans. Co., Limited

Wholesale Fresh, Salt and Frozen Fish

BLIND RIVER - - - - - ONTARIO



"Mephisto"

The Finest Brand of Lobsters put up—

Selected Stock
Cleanly Packed
Lined Tins

Nothing to destroy or impair the natural fresh flavor of fresh Lobsters.

Every can is sold with a guarantee.

Sold from coast to coast by wholesale grocers in Canada.

SOLE PACKER:

Fred Magee,

Port Elgin, N.B., and Pictou, N.S.

Lent is Approaching You Will Need Fish

If you are an up-to-date grocer your customers will demand that you supply them with fish during the Lenten Season.
Be able to give them the best, all kinds, by acquiring the habit NOW to

Buy From O'Connor

Service is perfect, while the quality of the fish is A1.
All kinds of Fresh, Frozen, Salted, Smoked, Dried and Prepared Fish in Season.
Also dealers in Oysters. Those from the most famous beds only, are handled.

Send for Price List To-day.

It will tell you WHY we can best serve you.

O'Connor's Fish Market

St. Antoine Market (Between the 2 Depots)

Montreal

How About YOUR Spices ?

Analysis of Peppers sold in Manitoba, conducted by Dominion Government Experts, shows that:

20 samples of Pepper were analysed and
7 of these were manufactured in Winnipeg.

Every sample of Pepper **manufactured in Winnipeg** was found to be of genuine quality and **six** of the **seven** samples were Gold Standard Brand.

MORAL:

Place your orders with **Winnipeg Manufacturers** and receive what you pay for—**PURE SPICES**—Gold Standard Spices may cost you a **trifle** more, but their purity is unquestionably established by the highest authorities in the land.

MANUFACTURED IN WINNIPEG BY

The Gold Standard Mfg. Co.

SOLD AND DISTRIBUTED BY

The Codville Co., Ltd.

Samples and Quotations Cheerfully Furnished.

A PLEA FOR THE CASH SYSTEM

In Order to Prevent Bad Debts—Writer Does Not Believe in Securing Money by Litigation—Suggests Organization of the Merchants.

To the Editor of the Canadian Grocer :

I have read with considerable interest your article on how "Grocers may be benefitted," and I desire to express my sentiments and to assist if possible in removing abuses that a long suffering class in the community has been forced to contend with in the past.

I realize the importance of the task. I recognize that under our advanced civilization, and the present complex system of competition, the methods and means of distribution are distinctly in favor of the departmental stores and jobbers, that sell their goods on a cash basis.

The strained conditions existing between capital and labor, the uncertainty of employment, the persistency of manufactures in placing their goods upon the market, and a desire to stimulate trade and create wants by perfect methods of advertising and sampling, and added to this the excessive cost of living, and the environment of pleasure that is calculated to absorb the last cent of the laborer, presents a problem to the mercantile community that is fraught with disaster unless adequate legislation and protection is obtained.

Small Dealers' Standing.

The small dealer does not enjoy the confidence of the financial institution owing to the system of credit and his inability to make collection. He is thus handicapped in competition by the departmental and wealthier concerns that possess unlimited capital and credit and are able to purchase the goods in the market of the world, at the best prices, and frequently lower than the importer that supplies the retail trade.

The grocer has no security or protection when he disposes of his goods on credit, as the cost and annoyance of legal operations are certainly not worth the time and bother. The landlord virtually holds a chattel mortgage. The piano manufacturer plays a musical dirge and obtains his money, while the poor grocer struggling along depending upon the honesty of his customers, who by this time are dead to all sense of honor and true manhood is afraid to press his claim lest he offend others that he is depending upon for support.

What the final outcome will be in this tragedy of life we are unable to predict, but I venture to express a solution of this difficult problem, if we organize and unite our forces upon an equitable basis. True co-operation is a natural law. United we stand—divided we fall, and the truths of history and nature prove that unless we recognize society as a unit and producer and distribute accordingly, we must pass to the rear, and make way for more progressing and intelligent nations. The reforms I would like to have enforced are first : the introduction of a cash system and the abolition of all premiums and rebates ; secondry : if credit must be extended, a contract must be the signal, and goods sold at increased price, with satisfactory security by the person with whom customer is employed, or other responsible party ; Thirdly, that all traders be placed on the same footing and no destinction be made in price or quality, and all goods sold to the trade be listed at a selling price and a percentage allowed for the handling of same, and any trader known to violate agreement by cutting prices forfeits his right to handle goods by this method. There should be no discrimination between the trade, and the success of a tradesman would depend upon his personality and his qualification for the business.

In conclusion I am not in sympathy with legal proceeding against a customer as it is not good business and is revolting in character, preferring at all times the maxim, that an ounce of prevention is better than a pound of cure. Trusting that through the medium of organization that we may safeguard our interests and assist in developing a healthy moral sentiment is my supreme desire.

W. J. KING.

HINTS TO BUYERS.

Laporte, Martin & Co., Montreal, continue to offer attractive lines of goods at interesting prices, as a result of their having finished the annual taking of stock. Many varieties of canned goods are offered at bargain prices, while teas, castile soap, Vichy water, olive oil and other groceries are being sold at figures which cannot help but be inviting to the wise buyer. The firm pays the freight on all lots of teas, assorted or not, 200 lbs. and over.—Advt.

Who wants to do business anywhere with the man who is not neat in person and dress. The sloppy individual may be tolerated at times but he will never be liked.

ALL ABOARD
GET READY TO SUPPLY THE DEMAND FOR
GREAT WEST
CUT PLUG
SMOKING and CHEWING TOBACCO
SALES INCREASING DAILY

CLAY PIPES
Those made by McDOUGALL are peerless. Insist upon having them.
D. McDOUGALL & CO., Glasgow, Scot.

PIPES — CIGARS — TOBACCO
Merchants procuring their smokers' articles from the house of
JOS. COTE, QUEBEC
are always certain of getting value for their money.
Assortments always ample--Prices are based on practical knowledge of each article.
Calls and correspondence solicited.
Office & Store - - 188 St. Paul St.
Warehouse - - 119 St. Andre St
Branch - - - 179 St. Joseph St

Tel. Up 2076 Tel. East 5964
YOUNG'S PATENT PIPE
in Seven Shapes
W. J. GRANT
Sole Agent for Canada
506 Lindsay Building, MONTREAL.

BLACK WATCH
The Big Black Plug Chewing Tobacco.
Already a Big Seller
Sold by all the Wholesale Trade



—BUY—

Star Brand

COTTON CLOTHES LINES

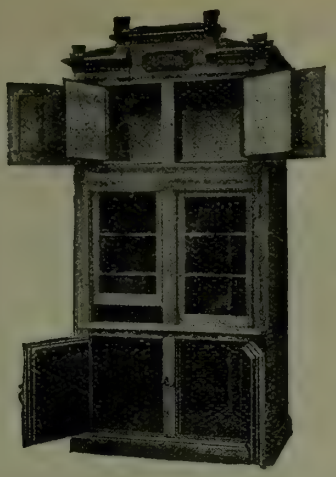
—AND—

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For Sale by All Wholesale Dealers.

SEE THAT YOU GET THEM.



Arctic Refrigerator

For butchers, grocers, hotels, etc. The coldest, driest and most up-to-date refrigerator on the market.

REPRESENTATIVES:

Western Provinces—
Ryan Bros., Winnipeg

Quebec—
Wolf, Sayer & Heller, Montreal

MANUFACTURERS:

JOHN HILLOCK CO., Limited
TORONTO, ONT.

WRITE FOR CATALOG



No premiums or cut rates needed to sell Star Ammonia—Merit sells it.

TALKING POINTS FOR DEALERS

ON

BANNER, CANADA, ONTARIO and HICONE

LAMP BURNERS



The screw part or burner-base is covered, which protects against fire. Many burners are made cheaper by leaving the screw part open so that dust, dead insects, or charred portions of wick may collect thus becoming saturated with oil and liable to catch fire. OURS DON'T.

Manufactured by

ONTARIO LANTERN AND LAMP CO., LIMITED, HAMILTON, ONT.

Are You Keeping Your Tobacco Stock Up-to-Date ?

IF NOT—WHY NOT?

"Tuckett's Special"

the new 10c. plug is the latest

Order from Your Wholesaler

Manufactured from **Imported Leaf Exclusively**

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

THE WALKER BIN SYSTEM OF GROCERY STORE EQUIPMENT

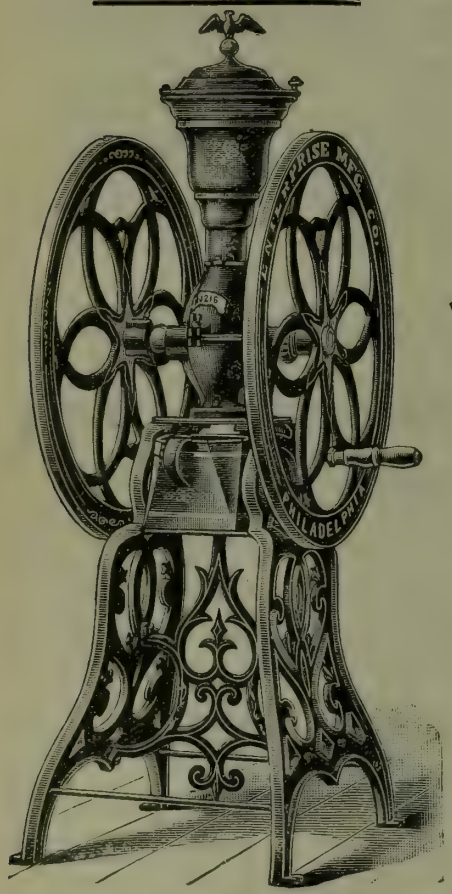
has become a large factor in meeting the demand for pure, clean food products and the public is not slow in showing its appreciation. A Walker Bin installation will mean a great deal to your regular and transient customers and to you it well mean ***LARGER BUSINESS—BETTER SERVICE—REDUCED EXPENSE*** and ***LARGELY INCREASED PROFITS.***

Write for Illustrated Catalogue: **"Modern Grocery Fixtures."**

Representatives:
Manitoba: Stuart Watson & Co., Winnipeg, Man.
Saskatchewan and Alberta; J. C. Stokes, Regina, Sask.
Montreal; Kenneth H. Munro, Coristine Bldg.

The Walker Bin and Store Fixture Co., Limited
Designers and Manufacturers of Modern Store Fixtures
Berlin, Ontario

FINE!



All of them can be adjusted for fine or coarse grinding while running and either way results are

"FINE"

"ENTERPRISE"



Rapid Grinding and Pulverizing Mills

If you are interested in a hand Mill, you will find exactly what you want. Between the large and small Mill shown here are many sizes, styles and prices—all of "Enterprise" excellence.

No. 216, at the left, holds 6½ pounds of coffee and grinds a pound with 50 turns. It stands 5 feet 8 inches high and weighs 320 pounds. Can be equipped for power.

No. 7, at the right, holds 1¾ pounds of coffee and weighs 62 pounds. It stands 21½ inches high and will grind a pound of coffee with 75 turns. Made for granulating or for pulverizing. As in all other "Enterprise" Mills, the grinders are warranted equal to steel. Write for illustrated catalogue.

The Enterprise Manufacturing Company of Pa.,
21 Murray St., New York **PHILADELPHIA, U.S.A.** **438 Market St., San Francisco**



The Elgin National Coffee Mills

40 Sizes and Styles

They are the
Fastest Grinders
Easiest Runners

Ask any wholesale grocer, tea and coffee house or jobber for prices



WOODRUFF & EDWARDS CO.
MAKERS
ELGIN, ILLINOIS, U.S.A.

We make a specialty of

COUNTER CHECK BOOKS

for all kinds and makes of
LOOSE LEAF SYSTEMS

Write for prices and samples.

We manufacture

SHIPPING TAGS

The Merchants' Counter Check Book Co., Ltd.
TORONTO - MONTREAL
Canada

Classified Advertising

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

Yearly Contract Rates.

100 words each insertion,	1 year.....	$30	00
" " "	6 months...	17	00
" " "	3 months...	10	00
50 " "	1 year.....	17	00
" " "	6 months...	10	00
25 " "	1 year.....	10	00

PERIODICALS.

ADVERTISING writers and business men interested in good printing should subscribe to Canada's only printing trade paper, THE PRINTER AND PUBLISHER. Subscription price $2 per annum. Address, 10 Front Street East, Toronto.

CANADIAN MACHINERY AND MANUFACTURING NEWS, $1 per year. Every manufacturer using power should receive this publication regularly, and also see that it is placed in the hands of his engineer or superintendent. Every issue is full of practical articles, well calculated to suggest economies in the operation of a plant. Condensed advertisements for "Machinery Wanted" inserted free for subscribers to the GROCER. "Machinery for Sale" advertisements one cent per word each insertion. Sample copy on request. CANADIAN MACHINERY, 10 Front St. East, Toronto.

COMPLETE information on books, stationery, fancy goods, music, photo supplies and kindred lines is given each month in THE BOOKSELLER AND STATIONER, of Canada. Subscription price $1.00 per annum. Address, 10 Front Street East, Toronto.

THE BUSY MAN'S MAGAZINE is the most popular periodical of its kind. Why? Because each issue contains a strong list of original articles of interest to every Canadian. It also reproduces the most timely, instructive and interesting articles appearing in the other magazines and periodicals of the month. The cream of the world's periodical press is too valuable to overlook. BUSY MAN'S is on sale at all news-stands. Better still, send $2 for one year's subscription. Mail it to-day. THE BUSY MAN'S MAGAZINE, Toronto.

THE market reports make HARDWARE AND METAL a necessity to every hardware merchant, paint and oil dealer in Canada. It is mailed every Friday. Subscription price is $2 per year. Address HARDWARE AND METAL, Montreal, Toronto or Winnipeg.

SITUATION VACANT.

APPLICATIONS for the position of Active Secretary for the Vancouver Retail Grocers Association will be received by letter only, duties to commence March 1st, salary $100.00 per month. Address, President of the Association, Room 21, Hadden Building, 633 Hastings St., Vancouver, B.C.

WANTED—Traveller for wholesale fruit house, with $5,000 to invest in the business. Have been established for a number of years and making big profits. Company being formed now for $49,000 capital. Situated in one of the best importing centres in Canada. If interested communicate at once with Box 282, CANADIAN GROCER, Toronto.

DUPLICATING DEVICES.

IF INTERESTED in a Duplicating Machine for getting out circular letters, reports, price-lists, etc., or for printing various office forms, write for booklet and samples of work. The "POLYGRAPH" is the newest, latest and best and sells for a lower price than the others. Is unexcelled by any similar device on the market. F. W. Tenney, Canadian Sales Agent, Stair Building, 123 Bay Street, Room 116, Toronto, Canada.

BOOKS FOR THE GROCER.

ART AND SCIENCE OF WINDOW DRESSING, by S. W. Roth. Every retail grocer should learn the methods set forth in this book—which is specially written for **Grocers**—on how to make grocery windows attractive and thus draw trade. Every means of successfully displaying goods is treated of in its 14 chapters and 30 illustrations. Price $2.00, postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

COFFEE, its history, classification and description, by J. M. Walsh. This interesting and instructive book deals with the commercial classification and description, adulteration and detection, and the art of blending and preparing of coffee. Price, $2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include special sales, getting holiday business, co-operative advertising, money-making ideas, contests, etc. Price, $2.50 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

TEA BLENDING as a fine art, by J. M. Walsh. This work is especially designed for the use and instruction of those engaged in the tea and grocery business, containing formulae for the scientific and judicious combination of the different varieties and grades of tea. Price, $2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

TEA, its history and mystery, by J. M. Walsh. The contents of this practical and exhaustive work include cultivation and preparation; adulteration and detection; arts of testing, blending and preparing; chemical and medicinal properties, etc. Price, $2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

THE GROCERS' MANUAL—New edition, enlarged and illustrated, 1188 pages. All about Groceries, Provisions, Fruits, Spices, Drysalteries, and Chandlery, their sources, varieties, manufacture, adulteration, &c. Specimen pages free. W. Clowes & Sons, Ltd., 23 Cockspur St., London, S.W.

SITUATIONS WANTED.

TEA TASTER, BLENDER, Coffee, Cocoa and Chicory manufacturer, advertiser with 16 years' experience seeks engagement as buyer and manager of department with wholesale company. Address Stirling, 37 Jameson Ave., Toronto. (p.tfd)

WANTED—A position as clerk in grocery store. Have had five years' experience. Willing to work and strictly temperate. Can furnish the best of references. Apply to Lorne Sweetman, Bracebridge, Ont. (8)

WANTED, by energetic young man, position with wholesale or retail grocery house. Five years' experience—city and town retail trade. Can play band instrument. Would leave city if necessary. Box 287, THE CANADIAN GROCER, Toronto.

WANTED.

WANTED in every town and village, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine. Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

WANTED—Manufacturers' agents or jobbers in the butchers' and grocers' supply lines to handle the Arctic Refrigerator for British Columbia and the Maritime Provinces. Write at once and get ready for the spring rush. John Hillock & Co., Limited, Toronto, Ont. (9)

FOR SALE.

FOR SALE—Two cars potatoes. Geo. Detwiller, Cargill, Ont. [8]

FOR SALE—Coffee mill, nearly new 5" plates, 2 flywheels, 27" high. Price $7.00 F.O.B. this station. R. J. Laing & Co., Wroxeter, Ont. (8p)

MISCELLANEOUS.

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, 129 Bay Street, Toronto.

A MARKET OF BUYERS, backed up by money to spend, is open to you in the Busy Man's Magazine. Every territory in Canada is represented. If you have something to sell, something you want to buy, a condensed advertisement in the Busy Man's Magazine will put you in touch with the classes you want to reach. Four cents per word will carry your message from Atlantic to Pacific. Send copy of your advertisement along with order to cover cost of insertion. Your announcement will appear under a special heading. Busy Man's Magazine, Montreal, Toronto, Winnipeg.

NOTICE—Users of Pitner Gasoline Lamps are warned against being induced to purchase parts of other makes of lamps to be used on the Pitner. The most vital part of any lamp is its generator, and the Pitner generator has been granted a patent in Canada, the United States and other countries, on the principle of its improved method of generating gasoline vapour. Supplies and parts for the Pitner Lamps can be received by return mail by applying to our representatives or direct to the Pitner Lighting Co., Limited 36-38 Lombard St., Toronto, Ont.

HIGH CLASS COLOR WORK—Commercial stationery, posters. The Hough Lithographing Co., Limited. Office, No. 3 Jarvis St., Toronto. Telephone, Main 1576. Art, good workmanship, business methods.

IT PAYS FOR ITSELF.—The money you are now losing because you haven't a National Cash Register would pay for one in a short time. The National Cash Register Co., F. E. Mutton, Canadian Manager, cor. Yonge St. and Wilton Ave., Toronto.

MAPLE SUGAR—Cakes or tins. Written guarantee of purity. Woodman & McKee, Coaticook, Que. (P)

AGENCIES WANTED.

PROPRIETARY MANUFACTURERS desiring to introduce their goods to Grocers and Stores throughout United Kingdom, can secure thorough representation. Experienced staff of travellers and complete sales organization. William Hill, McAlpine Street, Glasgow.

BOY WANTED

ANY BOY in every town and village in Canada can earn many dollars by selling our publications among his neighbors and relatives and business men.



YOU can begin at once. No money needed to start. We will provide you with capital. A watch to the boy who does good work, as special prize.

Write at once to

THE MACLEAN PUBLISHING CO.

10 Front St. E., TORONTO

Salesmen Wanted!

Be a high grade Traveling Salesman and earn from $1,000 to $10,000 a year and expenses. We will prepare you by mail in eight weeks to be one and assist you to secure a good position. Hundreds of our graduates now holding good positions we secured for them, with reliable firms. Many who had no former experience now earn $100 to $500 monthly and expenses. If you want to secure a good position and increase your earnings our Free Book, "A Knight of the Grip" will show you how. Send for it today. Address nearest office. Dept. 237 NATIONAL SALESMEN'S TRAINING ASSOCIATION, Chicago, New York, Kansas City, Minneapolis, San Francisco.



WITH EVERY EMPLOYEE from end to end of our immense factory doing his utmost to produce a uniformly high grade of goods, each individual package just right—means that our goods will be right when they reach you and your customer—result, storekeepers are our friends and push both ***RISING SUN*** Stove Polish in Cakes and ***SUN PASTE*** Stove Polish in Tins everywhere. Second result—the storekeeper makes his friends our friends — enormous sales for our goods; just the facts, that's all.

MORSE BROS., Props. - Canton, Mass., U.S.A.

"Keep up with the Twins"



"Keep up with the Twins"

Handle . . . .

GOLD DUST WASHING POWDER

It will give satisfaction to your customers and satisfactory profits to you.

One-half case free with every five cases assorted Soap and Gold Dust Washing Powder.

THE N. K. FAIRBANK COMPANY, Montreal

Worms in Horses and All Live Stock

The eradication of worms from horses and other animals is one of the most striking features of **Molassine Meal,** and is proof of its unique properties. When

MOLASSINE MEAL

is used regularly—although it is quite free from arsenic or drugs- in consequence of its antiseptic properties, all foul or putrid matter is evacuated, worms cannot live, and are naturally expelled.

A food which has effects like this must command the attention of all persons interested in the feeding of horses and cattle.

Sole Importer

ANDREW WATSON

91 Youville Square - - MONTREAL



CAPSTAN BRAND PURE MINCE MEAT

Paokage Minoe Meat
Put up in ¼ gross cases

Bulk in 7-lb. Pails,
½ doz. in crate.

25-lb. Pails and 75-lb. Tubs.

Capacity one ton per hour.
Sold by all wholesale dealers.

The CAPSTAN MFG. CO., - Toronto, Ont.



THE A 1 SAUCE

A Fine Tonic and Digestive.
An Excellent Relish For
"FISH, FLESH or FOWL."

Simply A 1.
Pleases everyone.
The Public WILL have it.
Sold all over the world.

For full particulars and prices write our Agents:

GENERAL AGENT—H. HUBBARD, 27 Common St., Montreal
HAMILTON MORTON CO., 1 Wellington St. E., Toronto
W. H. AHRENS, 396 Victoria St., Winnipeg
J. READ, St. John, N.B.
R. T. TINN, 337 Hastings St. W., Vancouver, B.C.

BRAND & CO., Purveyors to H.M. the King, Mayfair Works, Vauxhall, **LONDON - ENG.**
LIMITED

"How Do You Manage

to keep your hands so white?" said one woman to another, "housework, peeling potatoes, and such like, make my hands look so dirty all the time. "Said the other woman—"Use

SNAP
THE HAND CLEANER



It cleans hands quicker and better than anything else I know of; and it really does leave the hands so soft, clean and white. Only 15 cents a tin, too!"

TAKE THE HINT THE PEOPLE NEED SNAP

The Snap Company, Limited
Montreal, - Canada

HALF SOLD

The beauty of handling Black Knight Stove Polish is the fact that every can you order from your jobber is half sold before you get it. Our advertising in the good newspapers helps you immensely; but it's the genuine quality of Black Knight Stove Polish that will hold your customers.



The F. F. Dalley Co., Ltd.
Hamilton, Canada Buffalo, N.Y., U.S.A.

QUOTATIONS FOR PROPRIETARY ARTICLES

Baking Powder.

W. H. GILLARD & CO.

Diamond—

1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	5-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
¼-doz.	5lb.	19 75



MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 80
1 "	6 oz.	Per case $4 55
1 "	12 "	
1 "	16 "	



ROYAL BAKING POWDER

Sizes.	Per Doz.
doza'—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 55
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—	
1 lb. tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Baking Powder—	
1-lb. tins, 3-doz. in case, per doz	2 00
½-lb. " " "	1
¼-lb. " " "	0 8

Blue.

Keen's Oxford, per lb	$0 17
In 10-box lots or case	0 16
Gillett's Mammoth, ¼ gross box	2 00

Cereals

H-O. COMPANY ROCHESTER, N.Y.

Per case.		Per case.
Force, 36s	$1 50	Gusto, 36s $2 85
Korn-Kinks, 3 s,	1.45	H-O. oatmeal, 24, 3 10
Presto, 36s	3.40	Buckwheat, 36s . 3.50
Pancake, 36s	3.50	Corn Starch, 36s 2.50
Tapioca, 36s	2.85	Farina, 24s 1.70
Hominy, 36s	2.50	



WHITE SWAN SPICES AND CEREALS LTD.

White Swan Breakfast Food, 2-doz. in case, per case, $3.60.
The King's Food, 2-doz. in case, per case, $5.
White Swan Barley Crisps, per doz., $1.
White Swan Self-rising Buckwheat Flour, per doz., $1.20.
White Swan Self-rising Pancake Flour, per doz., $1.20.
White Swan Wheat Kernels, per doz., $1.40.
White Swan Flaked Rice, per doz., $1.
White Swan Flaked Peas, per doz., $1.

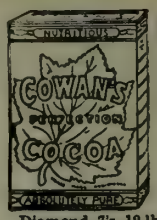
Chocolates and Cocoas.

Cocoa— THE COWAN CO., LIMITED	
Perfection 1-lb. tins per doz	$4 50
Perfection, ½-lb., per doz.	2 40
" ¼-lb., "	1 30
" 10c. size "	0 90
" 5-lb. tins per lb	0 17
Condensed cocoa, cream and sugar, doz	2 25
Soluble, bulk, per lb	0 [illegible]
" " "	0 15
London Pearl per lb	0 22
pecial quotations for Cocoa in bbls., kegs, etc	
Unsweetened Chocolate—	Per lb.
Plain Rock, ½-lb. cakes, 12-lb. boxes	0 40
" ¼-lb. " "	0 40

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ½, ¼ and 1-lb. tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37



Sweet Chocolate—	
Queen's Dessert, ½-lb. cakes, 12-lb. boxes, per lb	$0 38
Queen's Dessert, 6's, 12-lb. boxes,	$0 40
Vanilla, ½-lb., 12-lb. boxes per lb.	$0 35
Parisian 8s, lb.	$0 30
Royal Navy, ½'s, ¼'s, 12-lb. boxes per lb	0 33
Diamond, 7's, 12-lb. boxes, per lb	0 24
" ½'s " " "	0 25
" ¼'s " " "	0 28

Icings for cake—
Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., 2-doz. in case.

Chocolate—	
Maple buds, 5-lb. boxes, lb.	0 [illegible]
Vanilla wafers, " "	0 35
" " nonpariels, 5-lb. box	0 35
" " 2's, 5-lb. boxes, lb	0 28
" " 2's, nonpareils "	0 28
Ginger, 5-lb. boxes, lb	0 30
Milk sticks, box	1 35
Milk cakes, 5c. size, box	1 35

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

10c. tins, 4 doz. to case	per doz., $ .90
½ " " 4 " "	" 2.40
¼ " " 2 " "	" 4.75
1 " " 1 " "	" 9.00

JOHN P. MOTT & CO.'s.
R. S. McIndoe, Agent, Toronto
Arthur M. Loucks, Ottawa.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
R. J. Bedlington & Co., Calgary, Alta.
Standard Brokerage Co., Vancouver, B.C.

Elite, 10c size (for cooking), doz	0 90
Prepared cocoa, ½'s	0 28
Prepared ⅓'s	0 28



Mott's breakfast cocoa, 10c ize	90 per dz.
" breakfast cocoa, ½'s	0 38
" " ¼'s	0 [illegible]
" No. 1 chocolate, ½'s	0 [illegible]
" Navy " ½'s	0 29
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 24
" Plain choice chocolate liquors	0 32
" Sweet Chocolate Coatings	0 20

WALTER BAKER & CO., LIMITED. Per lb.

Premium No. 1 chocolate, ½ and ¼-lb. cakes	$0 38
Breakfast cocoa, 1-5, ½, ¼, 1 & 5-lb. tins	0 41
German Sweet chocolate, ½ and ¼-lb. cakes, 6 lb. boxes	0 28
Caracas Sweet chocolate, ½ and ¼-lb. cakes, 6-lb. boxes	0 35
Auto Sweet chocolate, 1-6-lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins	0 47
Soluble cocoa (hot or cold soda 1-lb. tins	0 38
Cracked cocoa, ½-lb. pkgs., 6-lbs. bags	0 34
Caracas tablets, 100 bundles, tied 5s, per box	3 00

The above quotations are f.o.b. Montreal

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—5c., 10c., 20 and 40c. packages packed in 15 lb. and 30 lb. cases. Per lb.

1 lb. packages	0 26
lb "	0 27
lb. "	0 28
1 and ½ b. packages assorted	0 [illegible]
½ and ¼ b. "	0 [illegible]
½ lb. packages assorted in 5 lb. boxes	0 28
½ lb. " "	0 29
¼ lb. " in 5, 10, 15 lb. cases	0 30

Bulk—

In 15 lb. pails and 10, 25 and 50 lb. boxes.	Pails.	Tins.	Bbls.
White Moss, fine strip	0 16	0 17	0 17
Best Shredded	0 18	....	0 16
Special Shred	0 17	....	0 15
Ribbon	0 19	.. .	0 17
Macaroon	0 17	....	0 15
Desiccated	0 16	....	0

White Moss in 5 and 10 lb. square tins, 21c.

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Cocoanut—	
Featherstrip, pails	0 16
Shredded	0 15
In packages 2-oz., 4 oz., 8-oz., lb.	0 28

Condensed Milk.

BORDEN'S CONDENSED MILK CO.
Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
"Eagle" brand (4 doz)	$6 00	$1 50
"Gold Seal" brand (4 doz)	5 00	1 25
"Challenge" brand (4 doz)	4 00	1 00
Evaporated Cream—		
"Peerless" brand evap. cream	4 70	1 20
" hotel size	4 90	2 45





TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 85
Reindeer" brand per case (4 doz.)	5 75





Coffees.

EBY, BLAIN CO. LIMITED.
Standard Coffees.
Roasted whole or ground. Packed in damp-proof bags and tins.

Club House	$0 32
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" ground	0 17½
Golden Rio	0 14

Package Coffees

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, ½ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

THOS. J. LIPTON retail wholesale

Lipton's "Special" blend coffee, 1 lb. tins, ground or whole	0 40	0 30

JAMES TURNER & CO. Per lb

Mocca	$ 0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

PATTERSON'S "CAMP" COFFEE ESSENCE
Agents, Rose & Laflamme, Montreal an Toronto.

5 oz. bottles, 4 doz, per doz	1 75
10 " " 4 " "	3 00
Rep. quarts, 1 " "	6 50
Imp. " 1 " "	9 00

WHITE SWAN SPICES AND CEREALS LTD.
White Swan Blend.



1-lb. decorated tins, 32c. lb
Mo-Ja, ½-lb. tins 30c. lb.
Mo-Ja, 1-lb. tins 28c. lb.
Mo-Ja, 2-lb. tins 28c. lb.

Cafe des Epicures—1-lb. fancy glass jars, per doz., $3.60.
Cafe l'Aromatique—1-lb. amber glass jars, per doz., $4.
Presentation, with 3 tumblers, $10 per doz



THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy lithographed canisters	0 30

Cheese.—Imperial

Large size jars, per doz	$3 25
Medium size jars, "	4 50
Small size jars, "	2 40
Individual size jars, per doz	1 00

Imperial holder—

Large size, doz.	18 00
Med. size "	17 00
Small size "	12 00

Roquefort—

Large size, doz.	2 40
Small size, "	1 40



Peanut Butter.

MACLAREN'S IMPERIAL CHEESE CO. LTD

Imperial Peanut Butter "Bobs," the Perfect Confectionery.

Large size, cases, 25 cartons	$3.50 each
Small " " 50 "	3 50 "
Assorted, cases, 26 small, 12 large	3.50 "

Net 30 days.

Confections

THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box, "	1 35
" " 10c cakes, 36 in box "	2 55
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
" " No. 2, " "	0 25
Maple Buds, 5-lb. boxes, lb	0 36
Nut Milk Chocolate, ½-lb. cakes, 12-lb. box, lb	0 40

These prices are F.o b. Toronto.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Ltd Toronto. C. O. Beauchemis & Fils. Montre^{al}
$2, $3, $5, $10, $15 and $20.
All same price one size or assorted.

UN-NUMBERED

Under 100 books	each 04
100 books and over	each (3½
500 books to 1000 books	(3

For numbering cover and each coupon, extra per book ½ cent.

Cleaner.



	Per doz.
4-oz. cans	$ 0 90
8-oz. "	1 35
10-oz. "	1 85
Quart "	3 [illegible]
Gallon "	10 00

Wholesale Agent
The Davidson & Hay, Limited, Toronto

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.

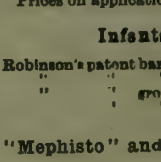
'Vita" Pasteurized Extract of Beef.	Per case.
Bottles 1-oz., case of 2 doz	$3 20
" 2 " " 1 "	3 00
" 4 " " 1 "	4 50
" 20 " " ½ "	4 75
" 20 " " 1 "	9 00

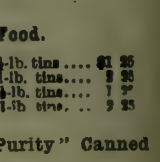
THOMAS J. LIPTON
Prices on application.

Infants' Food.

Robinson's patent barley ½-lb. tins	$1 25
" " 1-lb. tins	2 [illegible]
" " groats ½-lb. tins	1 [illegible]
" " 1-lb tins	2 25

"Mephisto" and "Purity" Canned Lobsters.





1 flats	$4 40	4 [illegible]
½ "	2 30	2 40
¼ "	1 40	1 50

Flavoring Extracts.

SHIRRIFF'S

1 oz. (all flavors), doz.	1 00
2 " " "	1 75
2½ " " "	2 00
4 " " "	3 00
5 " " "	3 75
8 " " "	5 50
16 " " "	10 00
32 " " "	18 00

Discounts on application.



Jams and Jellies.

BAYER'S WHOLE FRUIT STRAWBERRY JAM
Agents, Rose & Laflamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz	2 30

THOMAS J. LIPTON
Prices on application.

T. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case, per lb.	07½
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 07
7 wood pails, 6 pails in crate, per lb	0 07
30-lb. wood pails "	0 06½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb.	07½
7 wood pails, 6 pails in crate, per lb.	0 07

ONE GLANCE

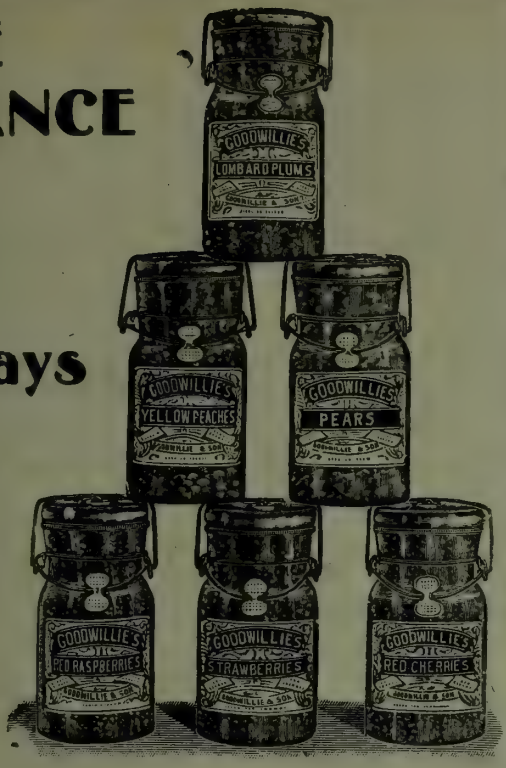
AT THESE BOTTLES OF DELICIOUS FRUITS

Always

MAKES YOUR CUSTOMERS

"Try Them"

AND THEY DON'T STOP THERE EITHER



ROSE & LAFLAMME, LIMITED
MONTREAL and TORONTO

MOLASSES AND SYRUPS

GINGERBREAD BRAND MOLASSES
(IN TINS)

2's, 3's 5's, 10's, 20's
1, 2, 3, 5 gal. Pails

GOLDEN SLING SYRUP
(IN TINS)

2's 3's 5's 10's 20's
1, 2, 3, 5 gal. Pails

"THE BEST THERE IS"

Agents

C. E. Paradis, - - Quebec.	W. H. Escott, - - - Winnipeg.
C. DeCarteret, - - Kingston.	R. G. Bedlington & Co., - Calgary
Jas. N. McIntosh, - - Ottawa	Tees & Peerse, - Edmonton.
Geo. Musson & Co., - Toronto.	Wilson & McIntosh, - Vancouver
J. W. Bickle & Greening, - Hamilton.	C. Leonard Grant, - P. E. Island
G. H. Gillespie, - - London	

Dominion Molasses Co.,
LIMITED

Halifax, - - Nova Scotia

per lb. 0 07
20-lb. wood pails.... ..... " 0 06½
Pure assorted jam, 1-lb. glass jars, 2 doz in case..... ..... 1 75

Jelly Powders
IMPERIAL DESSERT JELLY



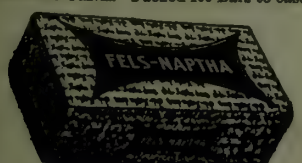
Assorted flavors—gross 10.75.
MacLaren Imperial Cheese Co., Limited



Assorted Case,	Contains 4 doz..$3.60
Assorted Case,	Contains 2 doz..$1.80
Lemon (Straight)	Contains 2 doz..$1.80
Orange (Straight)	Contains 2 doz..$1.80
Raspberry (Straight)	Contains 2 doz..$1.80
Strawberry Straight)	Contains 2 doz..$1.80
Chocolate (Straight)	Contains 2 doz..$1.80
Cherry (Straight)	Contains 2 doz..$1.80
Peach (Straight)	Contains 2 doz..$1.80

Weight 7 lbs. to case. Freight rate, 3d class.

Soap
The GENUINE. Packed 100 Bars to case.



Prices—Ontario and Quebec:
Less than 5 cases..... .... 5 25
Five cases, or over..... .... 5 15



THE ROBERT GREIG COMPANY.

White Swan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.



List price
Shirriff's" (all flavors), per doz. 0 90
Discounts on application.

Lard.
THE N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces....$0 10½	
½-bbls. 0 10¾	
Tubs, 60 lbs. 0 10¾	
20-lb. Pails. 2 20	
20-lb. tins.. 2 10	
Cases 3-lb.. 0 11½	
" 5-lb.. 0 10¾	
" 10-lb.. 0 10½	



F.O.B. Montreal.

Licorice.
NATIONAL LICORICE CO.

5-lb. boxes, wood or paper....per lb.	$0 40
Fancy boxes (36 or 50 sticks)....per box	1 25
"Ringed" 5-lb. boxes.....per lb.	0 40
"Acme" pellets, 5-lb. cans....per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans.....per can	2 00
Licorice lozenges, 5-lb. glass jars....	1 75
20 5-lb. cans.....	1 50
"Purity" licorice 10 sticks	1 45
" 100 sticks.....	0 75
Dulce large cent sticks, 100 in box....	....

Lye (Concentrated)
GILLETT'S PERFUMED. Per case

1 case of 4 dozen.....	$3 60
3 cases of 4 dozen.....	3 50
5 cases or more	3 40

Marmalade.
J. W. WINDSOR, MONTREAL



Scotch Marmalade, 1 and 2 lb. glass jars 1, 4, 5 and 7 lb. tins.
Orange Jelly Marmalade, 1 and 2 lb. glass 5 and 7 lb. tins

Preserved Ginger Marmalade,	1 lb. glass jars.		
Pineapple	"	1 "	"
Green Fig	"	1 "	"
Green Fig and Ginger	"	1 "	"
Lemon	"	1 "	"
Grape Fruit	"	1 "	"

Prices and special quotations.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case....per doz	$1 00
16-oz. glass jars, 2 doz in case "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Pint Sealers (24 oz.), 1 doz in case, per dozen.....	2 00

SHIRRIFF BRAND

"Imperial Scotch"—	
1-lb. glass, doz...	1 55
2-lb. " ..	2 80
4-lb. tins, " ..	4 65
7-lb. " ..	7 35
"Sbredded"—	
1-lb. glass, doz.....	1 90
2-lb. "	3 10
7-lb. tins, "	8 25



THOMAS J. LIPTON
Prices on application

Mince Meat

Wethey's condensed, per gross net ..	$12 00
" per case of 3 doz. net	3 10



ST. CHARLES CO. DENSING CO.

PRICES:

St. Charles Cream, family size, per case	$4.70
Ditto, hotel.	4.90
Silver Cow Milk	5.00
Purity Milk....	4.70
Good Luck....	4.00

Mustard
COLMAN'S OR KEEN'S

D.S.F. ¼-lb. tins.....	per doz.	$ 1 40
" ½-lb tins.....	"	2 50
" 1-lb. tins.....	"	5 00
Durham 4-lb. jar.....	per jar	0 75
" 1-lb. jar.....	"	0 25
F.D ¼-lb. tins.....	per doz.	0 85
" ½-lb. tins	"	1 45

Olive Oil
LAPORTE, MARTIN & CIE., LTD.

Minerva Brand—	
Minerva, qts. 12's	$ 5 75
" pts 24's	6 50
" ½-pts. 24's	4 25

Sauces
PATERSON'S WORCESTER SAUCE
Agents, Rose & Laflamme, Montreal and Toronto

½-pint bottles, 3 & 6 doz., per doz.....	0 90
pint " 3 doz.....	1 75

THOMAS J. LIPTON
Prices on application

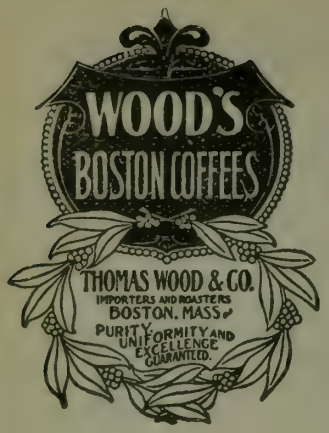
Soda
COW BRAND



Case of 1-lb. containing 60 packages, per box, $3.00
Case of ½-lb. containing 120 pkgs. per box. $3.00
Case of 1-lb. and ½-lb. containing 30 1-lb. and 60 ½-lb. pkgs, per box $3.00
Case of 5c. pkgs. containing 96 pkgs. per box, $3.00

MAGIC BRAND	Per case
No. 1, cases 60 1-lb. packages.....	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " {30 1-lb. " }	2 75
{60 ½-lb. " }	
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 00
5 cases.....	9 75

SOME LIKE ONE, SOME ANOTHER



Of our different brands of Coffees.

Let your customer decide on the brand, and we will back you up in suiting him every time whether that "time" is the first purchase or the fiftieth.

In our list the coffee drinker finds everything that is GOOD in coffee to select from. Why say more?—except to remark that

WOOD'S COFFEES

Have for thirty years maintained the highest standard for even and uniform excellence. That is their record.

Canadian Factory and Salesrooms:
No. 428 St. Paul Street, - MONTREAL

Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors.....per gross	$10	20
" " black..... "	15	30
Oriole soap..... "	10	20
Gloriola soap..... "	12	00
Shaw hair polish..... "	10	20



3 doz. to box..... $3 45

6 doz. to box .. $6 90

30 days.

Starch.

EDWARDSBURG STARCH CO., LIMITED

Laundry Starches—	per lb
No. 1 White or blue, 4-lb. carton.	
No. 1 " " 8-lb. "	
Canada laundry.....	0 06
Silver gloss, 6-lb. draw-lid boxes.	0 08
Silver gloss, 6-lb. tin canisters....	0 08
Edward's silver gloss, 1-lb. pkg.	0 08
Kegs silver gloss, large crystal....	0 08
Benson's satin, 1-lb. cartons.....	0 08
No. 1 white, bbls. and kegs.....	0 06½
Canada White Gloss, 1-lb. pkgs...	0 06½
Benson's enamel....per box 1 50 to	3 00
Culinary Starch—	
Benson & Co.'s Prepared Corn....	0 07½
Canada Pure Corn	0 06½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
" " 1 " or blue,	
4 lb. lumps.....	0 8½

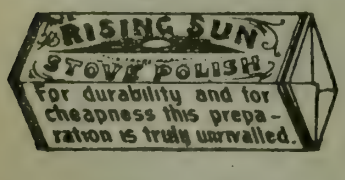
BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.....	0 6½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb....	0 06½
Barrels, 200 lb.....	0 7½
Kegs, 100 lb.....	0 07
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 08
6-lb. toy trunks, 8 in case.....	0 08
6-lb. enameled tin canisters, 8 in case.....	0 08
Kegs, ex. crystals, 100 lb.....	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.....	$0 06
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	3 00

Stove Polish.

	Per gross.
Rising Sun, 5-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 8-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes....	10 00
Sun Paste 5c. size, ½-gross boxes....	5 00



JAMES' DOME BLACK LEAD

	Per gross
6a size.....	$2 40
2a "	2 50

NICKLE PLATE STOVE POLISH.

Pints.....	2 90
Quarts.....	5 40
½ gallons.....	5 10
Gallons.....	4 80
gallons.....	4 50

Syrup.

EDWARDSBURG STARCH CO., LTD.

"Crown" Brand Perfection Syrup.

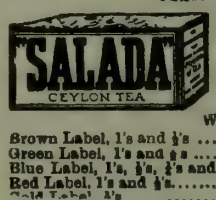
Barrels, 600 lbs.....	0 03½ per lb.
Half-barrels, 350 lbs...	0 03¾ "
Kegs, 150 lbs.....	0 03¾ "
2-gal. pails 25 lbs.....	1 25 each
3 " " 38½ lbs.....	1 75 "

Plain tins, with label— Per case

5	lb. tins,	1	doz. in case.....	2 40
5	"	1	"	2 75
10	"	½	"	2 65
20	"	¼	"	2 60

(5, 10 and 20 lb. tins have wire handles.)

Teas.



THE "SALADA" TEA CO.

	Wholesale.	Retail.
Brown Label, 1's and ½'s	$0 25	$0 30
Green Label, 1's and ½'s	0 27	0 35
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s.....	0 36	0 50
Gold Label 1's and ½'s.....	0 55	0 80
Red-Gold Label ½'s	0 55	0 80



EMPIRE PACKAGE TEA

Cases 30 and 50 lbs. each—Black, Mixed, and Green Ceylon.

25c.....	1s. 20c.; ½s, 21c.
30c.....	1s and ½s, 23c.
40c.....	1s and ½s, 28c.
50c.....	1s and ½s, 35c.
75c.....	1s and ½s, Vulcan, 50c.

100 lb. lots freight paid.

LIPTON'S TEA

Thomas J. Lipton
75 Front St. East, Toronto.



Packed in air-tight tins only.

	wholesale	retail
Blue label ½'s and 1's	0 24	0 30
Orange " ¼'s, ½'s and 1's	0 30	0 40
Pink " ⅛'s & ¼'s, tins	0 35	0 50
Red " Dominion blend, ½'s and 1's.....	0 44	0 60
Gold " Afternoon blend, ½'s and 1's	0 50	0 70



Blue Label, 1's	0 20	0 25
Blue Label, ½'s	0 21	0 26
Orange Label, 1's and ½'s ..	0 23	0 40
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 50
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s.....	0 40	0 60

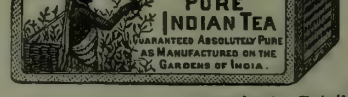
LAPORTE, MARTIN & CIE, LTD.

Japan Teas—		
Victoria, hf-c, 90 lbs	0 25	
Princess Louise, hf-c, 80 lbs	0 [illegible]	
Ceylon Green Teas—Japan style—		
Lady, cases 60 lbs	0 18	
Duchess, cases 60 lbs.....	0 19	

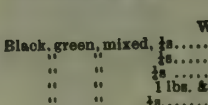


BLUE RIBBON TEA CO., TORONTO

	Wholesale	Retail
Yellow Label, 1's.....	0 20	0 25
" " ½'s....	0 21	0 25
Green Label, 1's and ½'s.....	0 24	0 30
Blue Label, 1's and ½'s.....	0 25	035
Red Label 1's, ½'s, ¼'s and ⅛'s..	0 30	0 40
White Label, 1's, ½'s and ¼'s..	0 35	0 50
Gold Label 1's and ½'s.....	0 42	0 60
Purple Label, ½'s and ¼'s.....	0 55	0 80
Embossed, ½'s and ¼'s.....	007	1 00



	Wholesale	Retail
Pink Label 1's and ½'s	30c.	40c.
Gold Label 1's and ½'s	35c.	50c.
Lavender Label 1's and ½'s	42c.	60c.
Green Label 1's and ½'s	50c.	75c.
Canisters		
Gold Tins, 5's	35c. 1.75	50c. 2.50
Gold Tins 3's	35c. 1.05	50c. 1.50
Gold Tins, 1's	36c. each	50c. each
Gold Label, ½'s	18c ea. 36 lb.	25c ea. 50 lb.
Red Tins, ½'s	35c ea. 70 lb.	50c ea. 1 00 lb.
Red Tins, ¼'s	18c ea. 72 lb.	25c ea. 1.00 lb



MELAGAMA TEA.

MINTO BROS., 55 Front St. East

	Wholesale	Retail.
Black, green, mixed, ⅛s.....	0 70	1 00
" " ¼s.....	0 55	0 80
" " ½s	0 44	0 60
" " 1 lbs. & ½s.	0 40	0 60
" " ⅛s.....0 38	0 50	
" " 1 lbs, & ½s.	0 35	0 50
" " 1 lbs,. ¼s....	0 30	0 40
" " ⅛s.....	0 25	0 30
" " ¼s....	0 32	0 40
" " ½s.....	0 25	0 30
" " 1 lbs.....0 24	0 30	

We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.

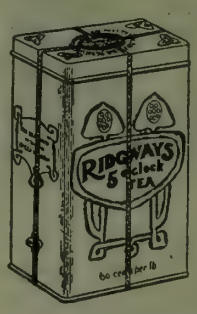


Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.....	$0	20
" " ½-lb.. "	0	21
Blue Label, retail at 30c.....	0	23
Green Label. " 40c.....	0	30
R [illegible] "	0	35
Orange Label. " 50c.....	0	42
Gold Label " 60c.....	0	48

RIDGWAYS.

London, Vancouver Winnipeg and Ceylon.



	Wholesale.	Retail.
Capital Household, 1's and ½'s	0 30	0 40
Old Count y, 1's and ½'s.....	0 35	0 50
5 o'clock, 1's and ½'s.....	0 42	0 60
H M B, 1's and ½'s.....	0 42	0 75

Ridgway's Standard Bulk Blend in stock at all our branches in Canada.



THOMAS WOOD & CO.

Montreal and Boston

	wholesale	reta
Wood's Primrose, per lb.. ..	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ½-lb tins. All grades—either black, green or mixed.

Tobacco.

IMPERIAL TOBACCO COMPANY OF CANADA, LIMITED—EMPIRE BRANCH.

Chewing—Black Watch 5s	36
Black Watch 11s	38
Bobs 5s and 10s.....	38
Bully 6s.....	44
Currency 5½s. and 10s.	38
Stag 5s.....	38
Old Fox 12t.....	44
Pay Roll Bars 7½s.....	56
Pay Roll 7s.....	56
Plug moking—Shan rock 6s., plug or bar	45
Rosebud Bars 6s..	45
Empire 5s, and 10s.....	36
Amber 8s. and 3s.....	60
Ivy 7s.....	50
Starlight 7s	50
Cut Smoking—Great West Pouches, 7s..	51

JOS. COTE, QUEBEC.

Cigars	
St. Louis (union), 1-20.....	$33 00
St. Louis, 1-40.....	35 00
St. Louis, 1-100.....	35 00
Champlain, 1-20.....	35 00
Champla n, 1-40	36 00
El Sergeant, 1-20.....	55 00
El Sergeant, 1-40	55 00
El Sergeant, 1-100.....	55 00
Cut tobaccos.	
Petit Havana, ⅛, 1-12—1-6.....	0 40
Quesnel, 1-4, 1-2	0 65
" 1-2	0 68
Cote's Choice Mixture, ½-lb tins.....	0 75
" " ¼-lb "	0 70
" " 1-lb "	0 00

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz.....	$18 00
Absorbine Jr., per dozen.....	9 00

Yeast

Royal yeast, 3 doz. 5 cent. pkgs	$1 10
Gillett's cream yeast, 3 doz. in case	1 10

For charges for inserting quotations in this dept. apply to Adver. Manager, The Canadian Grocer, at our nearest office.

TANGLEFOOT FLY PAPER The Standard throughout the world for more than twenty-five years. ALL OTHERS ARE IMITATIONS.





"GLOBE" with Percolator.

This pot speaks for itself. When tea is drawn take the Percolator out and tea remains free from tannin.

We make seven sizes of this, also The Champion Tea Pot. Send for price list.

R. CAMPBELL'S SONS

HAMILTON POTTERY

HAMILTON, - ONTARIO

Baking is best done by using



"Cow Brand" Baking Soda

It's easy enough to make this claim for other sodas, but it is another thing to prove it. The soda put up in packages under "Cow Brand" Soda Brand is purer, stronger, cleaner and more perfect than any other soda on the market.
Trial proves this.

For sale by all Jobbers.

CHURCH & DWIGHT

Manufacturers

MONTREAL

UNDER SUNNY SOUTHERN SKIES

Our new booklet under this title is out now and will be sent to anyone interested in a trip to the British West Indies from Halifax. A delightful thirty-eight day trip.

PICKFORD & BLACK

HALIFAX

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, - 644 Craig Street

MONTREAL.

For best values in

CURRANTS

Get quotations on fruit exported by

J. Caramandani & Co.

Patras, . Greece

Cleaners and Exporters, Est. 1878

Apply to General Agents in Canada:

J. L. Watt & Scott . Toronto

Watt, Scott & Goodacre, . Montreal

TWO CENTS PER WORD

You can talk across the continent for two cents per word in a Canadian Grocer Want Ad.

ROCK SALT

(Lump and Crushed)

VERRET, STEWART & CO.
LIMITED
MONTREAL

Canned Spinach and Squash

are slow sellers, but we are prepared to make you a price that will make them

FAST SELLERS

Write us at once.

Are there any other lines upon which you would like quotations?

We Solicit Your Enquiries.

J. H. WETHEY, LIMITED
ST. CATHARINES



Have you bought

EMPIRE and MAJESTIC SPICES?

Empire Brand

If not see our travelers or write for samples. Why does Imperial Vinegar sell so well? The quality does it. See our travelers.

4
Free Phones
Use Them

GEO. E. BRISTOL & CO.

Wholesale Grocers

Hamilton, - - - - Ontario

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

MONTREAL, 232 McGill St. TORONTO, 10 Front St. East. WINNIPEG, 511 Union Bank Building. LONDON, ENG., 88 Fleet St., E.C.

VOL. XXIII. PUBLICATION OFFICE: TORONTO, FEBRUARY 19, 1909. NO. 8.



It stands **alone** and above all other laundry blues in the world.

Keen's Oxford Blue

It is recognized the world over as the standard by which all other blues are judged—

FOR SALE BY ALL JOBBERS.

FRANK MAGOR & CO., 403 St. Paul Street, MONTREAL

Agents for the Dominion of Canada

Syrup Suggestions

Lent is approaching.
The wise grocer studies his customers' tastes.
Do you wish to please them ?
Suggest

"Crown Brand" Table Syrup

It is just the thing they will thank you for.
Try it.
Place "Crown Brand" Syrup prominently before them.

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, Toronto, Ont. Works, Cardinal, Ont. 164 St. James St., Montreal

Makes Child's Play



of Washday

While
"SURPRISE"
has
peculiar qualities for washing clothes, it can be used in any and every way a soap can be used.

We recommend the "SURPRISE" way for washing clothes. Follow directions on the wrapper.

Point this out to your customers

The St. Croix Soap Manufacturing Co.

Factory at St. Stephen, N.B.

Branches:—Montreal, Toronto, Winnipeg, Vancouver West Indies

Macaroni Vermicelli Spaghetti

The peculiarly desirable qualities of Taganrog (Russia) wheat impart to the Macaroni, Vermicelli, Spaghetti and fancy pastes made by Codou of France, a delicacy and flavor unlike any others—the quality is superb.

Added to that is the dependency of expert workmanship furthered by the aid of a model factory. With the definite purpose of securing the **"BEST"** insist upon having "Codou's."

Look for the Name "CODOU"

on the package—it assures and guarantees satisfaction. It is the stamp of reliability—the seal of goodness—the real and genuine. With it in your stock you are certain to avoid complaints. "Codou"—**that** is the name to think of.

Arthur P. Tippet & Co., Agts.

8 Place Royale, Montreal
84 Victoria St., Toronto

Made in France

Order Now



MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY



Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

HAMILTON

I PUSH BUSINESS IN HAMILTON
FOR LIVE CONCERNS
Do you want your goods sold on this market? Every detail look d after thoroughly.
WRITE ME TO-DAY
G. WALLACE WEESE
Manufacturers' Representative. Hamilton, Can.
Offices, Myles' Fireproof Storage Warehouse.

HALIFAX, N.S.

J. W. GORHAM & CO.
JERUSALEM WAREHOUSE
HALIFAX, N.S.
Manufacturers' Agents and Grocery Brokers.
WAREHOUSEMEN
can give close attention to few more first-class agencies. Highest references.

MONTREAL

FOR SALE
Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.

J. T. ADAMSON & CO.
Customs Brokers and Warehousemen
27 St. Sacrament Street, Montreal
TEL. MAIN 778 BOND 28

ROBERT ALLAN & CO.
General Commission Merchants
MONTREAL
Fish, Oils, Beans, Peas and Produce.
Agents: "Royal Crown" Skinless Codfish.
Representing Morris & Co., Chicago, Pork and Lard.

J. WALTER SNOWDON
MANUFACTURERS' AGENT AND BROKER
Open for exclusive representation of one or two more reliable houses with good grocery lines. Correspondence solicited.
Address
23 Burton Ave., Westmount, Montreal

D. McL. BROPHY
414 St. Paul St. - Montreal
Broker and Manufacturers' Agent
Open to represent one more up-to-date house desirous of utilizing my excellent connection with the grocery trade.
Correspondence will receive prompt attention

MOOSE JAW

D. STAMPER
GROCERY AND FRUIT BROKER
AND MANUFACTURERS' AGENT
Goods Stored and Distributed
Warehouse, City Spur Track
P.O. Box 793 MOOSE JAW, SASK.

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T. A. MACNAB & CO.
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's.
Codes: A, B, C, 5th edition, and private.

REGINA.

G. C. WARREN
Box 1036 - REGINA
Manufacturers' Agent and Commission Merchant. Direct Importer of all grades of pure Ceylon Teas, and Grocery and Drug Specialties. Dealer in Coffees, Spices, Mustard, etc. Established eleven years. More lines desired.

ST. JOHN

W. S. CLAWSON & CO.
Manufacturers' Agents and Grocery Brokers
WAREHOUSEMEN
ST. JOHN, - N.B.
Open for a few more first-class lines

TORONTO.

BEANS
Canadian and Rangoon
W. H. MILLMAN & SONS
GROCERY BROKERS
TORONTO

W. G. A. LAMBE & CO.
Toronto
Grocery Brokers and Agents.
Established 1885.

TORONTO.

SWIFT'S
Silver Leaf Lard
Lard Compound
COTOSUET
Anderson, Powis & Co.
Agents
15 Wellington Street East, Toronto

DOMINION STORAGE & FORWARDING CO., LTD.,
43 Colborne Street, TORONTO
Consignments stored at lowest rates in city. All facilities for handling and shipping goods.
TELEPHONE MAIN 5661

W. G. Patrick & Co.
Manufacturers' Agents and Importers
29 Melinda St. Toronto

MacLAREN IMPERIAL CHEESE CO. Limited
AGENCY DEPARTMENT
Agents for Grocers' Specialties and Wholesale Grocery Brokers
TORONTO, Ont. DETROIT, Mich.

Don Storage & Cartage Co. Limited
81 Front Street East
PHONE M. 2823
Storage facilities unequalled in city — Special cartage delivery — Lowest rate of insurance.

WINNIPEG

STUART WATSON & CO.
Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG, - MAN
Domestic and Foreign Agencies Solicited.

(Continued on page 4).

LENT

Now is the time to look up your FISH STOCK for LENTEN TRADE, if you wish to get your share of this profitable business. Our stock is all new and well assorted. We have a carload of the following.

FOR SHROVE TUESDAY

Don't forget

"PICKANINNY"

PANCAKE FLOUR

The best and best selling flour on the market.

Retails at 10c. package.

Scaled Herrings
Fine Large Fish

LABRADOR HERRINGS
Barrels and half barrels

Georgian Bay TROUT and HERRINGS

Guaranteed A.1. Fall Caught.

GET OUR QUOTATIONS.

The
ATLANTIC FISH CO'S
brands—

"HALIFAX"—

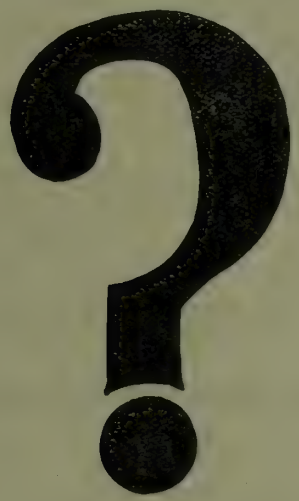
Shredded Cod 10c. pkgs.
Fish Cakes, 1-lb. cartons.
Boneless Cod 3-lb. boxes.

"ACADIA"—

Boneless Cod 1-lb. cartons.
" " 2-lb. boxes.
Bluenose Cod 1s.
Skinless Cod 100-lb. cases.

EBY-BLAIN, LIMITED

Wholesale Grocers **TORONTO**



Are all your customers satisfied with the tea they are using?

Blue Ribbon Tea pleases the most exacting palates.

We have it for sale in the following grades: 25c., 30c., 35c., 40c., 50c., 60c., 80c., $1.00, in Black, Mixed and Green.

The Blue Ribbon Tea Co., Limited

266 St. Paul Street - - - - - - ***Montreal***

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QUAKER OAT CO. of
Peterborough and Chicago
Represented in
Western Canada by

W. H. Escott

Wholesale Grocery Broker
141 Bannatyne Ave.
Winnipeg - - Canada

ESTABLISHED 1887

Carman Brokerage Co.

Wholesale Grocery Brokers
WINNIPEG, CALGARY and EDMONTON
GOODS STROED AND DISTRIBUTED
141 Bannatyne Ave. WINNIPEG, MAN.

BASKETS

You can make money as well as oblige your customers if you handle our

Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

The Oakville Basket Co.,
OAKVILLE, ONT.

When writing advertisers kindly mention having seen the advertisement in this paper.

SASKATOON.

CLARE, LITTLE & CO.
WESTERN DISTRIBUTORS
Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business Solicited.
PHONE 159 SASKATOON,
P.O. BOX 257. Western Canada

LET US COLLECT
Your Overdue Accounts

During the year we've been in business we've collected a heap of money for our clients. Send us your slow collections; and we'll make your slow-paying customers hustle to pay up.

Send Them in To-day!

The Beardwood Agency
313 New York Life Building - MONTREAL

THE PEOPLE OF
JAMAICA
are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the
KINGSTON "GLEANER"
might bring inquiries. Better write for rates to
I. C. STEWART, Halifax

ESTABLISHED 1849

BRADSTREET'S

Capital and Surplus, $1,500,000. **Offices Throughout the Civilized World**
Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claims as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices.
Correspondence Invited.

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HALIFAX, N.S.	QUEBEC, QUE.	ST. JOHN, N.B.	TORONTO, ONT.
OTTAWA, ONT.	VANCOUVER, B.C.	WINNIPEG, MAN.	

THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

EXPORT TRADE DEPARTMENT.

Firms Abroad Open for Canadian Business.

Messrs. Gordon, McDonald & Co., 6-7 Cross Lane, Eastcheap, London, invites correspondence, either from Exporters of Canadian produce or Importers of general groceries. From their long experience in Glasgow, Liverpool, and London, they have a wide and comprehensive knowledge of both trades on every side. All goods imported paid cash against documents. References to Montreal firms with whom we have done business for many years. Cable address, "Donable." Codes "A B C," fifth edition, Riverside and Adams.

DAVID SCOTT & CO.
Established 1878. 10 North John St.
LIVERPOOL, ENGLAND.
Splendid connections and references. Try us with a shipment of CANNED GOODS.
T. A.—Scottish, Liverpool.

SPRAGUE
CANNING MACHINERY CO.,
CHICAGO, ILL., U.S.A.



Ridgways TEA

is without a peer in the Canadian market.

No tea is more extensively advertised or better known.

Good tea is a magnet which always draws trade.

Ridgways Tea will be a trade winner for your store.

CANADIAN OFFICE, VANCOUVER, B.C.

Agents—Richards & Brown, 314 Ross Avenue, Winnipeg, Man.

THICK, SWOLLEN GLANDS

that make a horse Wheeze, Roar, have Thick Wind, or Choke-down, can be removed with

ABSORBINE



or any Bunch or Swelling. **No blister, no hair gone,** and horse kept at work. $2.00 per bottle, delivered. **Book 3 D free.**

ABSORBINE, JR., for mankind. $1.00, delivered. Reduces Goitre, Tumors, Wens, Varicose Veins, Ulcers, Hydrocele, Varicocele. Book free. Made only by
W. F. YOUNG, P.D.F., 204 Monmouth St., Springfield, Mass.
LYMAN, SONS & CO., Montreal, Canadian Agents.

Canned Fruits and Vegetables Absolutely Pure

All our Canned Fruits and Vegetables are absolutely pure. The preservation is accomplished solely by sterilization, this being the cheapest as well as the safest method of processing.

We not only guarantee our Canned Fruits and Vegetables to be preserved solely by sterilization, but we further guarantee that all our Fruits and Vegetables are canned when they are best fitted for table use.

Quality is of the greatest importance in Canned Goods, and owing to it being impossible to tell quality until the can is opened, consumers should be very particular as to the brands they purchase.

It has always been the policy of the Management of the Canadian Canners, Limited, to work for Quality.

The buyer of a can of goods with the Canadian Canners' Label, knows that he is running no risks. The quality is guaranteed by a responsible, reliable company.

Why buy inferior goods even if at lower prices only to perhaps incur the ill-will of your customers?

If you secure a name for handling nothing but reliable goods you are on the high road to success.

REMEMBER THE BRANDS :—

Simcoe, "Lynnvalley," "Auto"; Aylmer, "Canada First," "Log Cabin"; Bowlby's "Horseshoe"; Lalor's "Grand River," "Kent"; Delhi, "Maple Leaf"; Boulter's "Lion," "Little Chief," "Thistle"; Lakeport, "White Rose," etc.

CANADIAN CANNERS, Limited

The Staying Customer is a Boon to Business

The only way to raise a transient customer into the permanent class is to serve him with goods that particularly please him.

Naturally, the main question for you to settle with yourself when giving an order for new stock is whether the quality of the goods being offered you is calculated to please your customers by its excellence.

If it isn't don't order it!

We make certain claims for the high quality of

Old Homestead Brand
Canned Fruit and Vegetables

which it will pay you to carefully consider.

We claim that only the best grade of fruits and vegetables are selected for Old Homestead Brand, and that they are preserved by the most modern and sanitary methods known.

We claim that careful selection and skilful, sanitary packing produce goods of the highest quality, and every can of Old Homestead Brand is a concrete proof of our claims.

Try a can—See for yourself!

Order from your jobber.

The
Old Homestead Canning Co.
Picton, Ontario

QUALITY THAT TALKS—ATTRACTS—SELLS

The way to get the people coming to your store and passing by the man 'round the corner, is to sell

FARMER BRAND
CANNED FRUITS AND VEGETABLES

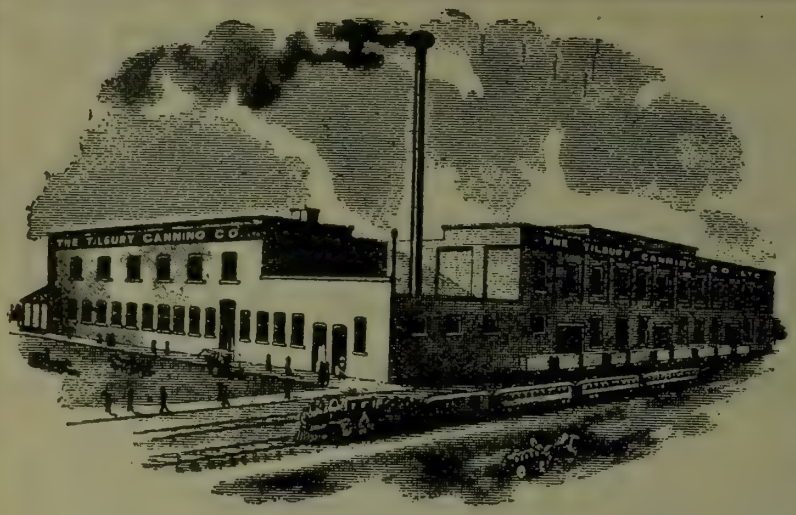
Every can is a splendid advertisement for the man who sells it. The reason we are able to produce goods of uniformly high quality is the fact that all our stock is grown upon our own 3,000 acres of the finest garden land. That's the basis of quality — good raw material. Then, look at our Canning Factory! Positively, it is modern and sanitary in every particular; and the people who operate it are clean and highly skilled in their trade.

Farmers' Canning Co., Limited, BLOOMFIELD Ontario

Unequalled in Quality
and a Producer of Permanent Profit

QUAKER
Canned Goods

THE BLOOMFIELD PACKING CO.
BLOOMFIELD, ONT.



"Tilbury Brand" Canned Goods

are in a group of their own—the **A1 GROUP**

Nothing Better Packed

One of the best-equipped factories on the Continent situated in the heart of the best Tomato District in Canada.

RYAN BROS., Winnipeg
WESTERN SALES AGENTS
{ Sales Agents for Manitoba, Saskatchewan and Alberta.
A large stock carried in Winnipeg warehouse.

The Tilbury Canning Company, Limited, Tilbury, Ont.

The Wise Grocer

is placing his order for 1908 pack and buying

"PEERLESS" Brand Canned Goods

Put up by the Beamsville Preserving Co., Limited.

SOLE DISTRIBUTORS:

WARREN BROS. & CO., - LIMITED

TORONO and KINGSTON

The Natural Feeling of Buyer Towards Seller is Distrust

but you cannot have distrust toward

"SALADA"

Why? Because, unlike sellers of other teas, we never want you to keep a pound of "SALADA" in stock if you desire to get rid of it. It costs you in interest and insurance 10 per cent yearly to carry other teas.

We paid the freight when sending it to you and will pay the freight back again if you want to return it, and allow you the full cost. Look around at your stock of bulk and packet teas. Would you not gladly return a lot of it if you could do so on the same conditions?

The "SALADA" Tea Co., Toronto or Montreal

Counter Check Books

"Get the Best."

PHONE OR WRITE

THE CARTER-CRUME COMPANY, LIMITED

TORONTO and MONTREAL

Business is Booming in the West

Are you getting your share, Mr. Manufacturer, of the active and profitable business in the West? Are you satisfactorily represented? We can handle one or two more lines.

Correspondence invited

R. B. Wiseman & Co.

123 Bannatyne Avenue East ***WINNIPEG, MAN.***

Manufacturers' Agents and Brokers

We make a specialty of distributing cars for Eastern Manufacturers. Consign to us and we will distribute the goods among your customers.

Those Who Wish to Rent or Hire

stores or departments, sell or buy businesses or stocks, place or acquire accounts, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises, should not fail to use the Want Advertisement Page of **THE CANADIAN GROCER.** It is the central office of the grocery, fruit, provision, canned goods and foodstuffs trade of Canada.

The flavor wins your favor and your Customers.

Our High Grade Specialty,

"CHOCOLATE BORDEAUX"

Is worthy of your particular consideration. The acme of perfection in modern chocolate making. Quickest selling specialty on the market.

CHOCOLATE BORDEAUX has a flavor all its own. It's different from all other Chocolates. Write for samples. Test it along side of any other and you will find it better, purer, and more delicious. Be the first in your town to offer this line. We supply hundreds of satisfied customers. Write to-day before it slips your memory: "Now is the time."

The Montreal Biscuit Company, Montreal

Manufacturers "Sweets that Satisfy"

ST. LAWRENCE
Granulated Sugar
20 Lb. Cotton Bags

Convenient Original Packages, containing the highest grade of Sugar.

No loss of sugar, or waste of time weighing and filling packages, thereby saving cost of labor and parcelling.

The ST. LAWRENCE
Sugar Refining Company, Limited

Montreal

BROOMS

We have them

Not CHEAP but GOOD

Ask for our present prices.

Walter Woods & Co.

Hamilton and Winnipeg

Try our Boss Bamboo handle Parlor Broom.

DO YOU WANT to buy or sell anything, to engage a clerk or secure a situation? Try a Condensed Ad. in The Canadian Grocer, it will bring results. Two cents per word for first insertion, one cent per word for each subsequent insertion. See page 69 for yearly rates.

"Wayne" Stands For Quality Washboards

TRADE MARK

First, last and all the time. Wayne Boards are sold with a guarantee of first-class workmanship and the best and highest grades of Glass, Brass, Enamel and Zinc Surfaces. We furnish with our regular line, frames made of the celebrated **St. Francis Basin Red Gum Lumber,** which is peculiarly adapted to this purpose. It is hard and smooth and has not the **warping qualities** of **cottonwood.** When our customers absolutely demand it, we are in position to furnish the **Wayne line** with white hardwood frames, using the best white hardwood that can be obtained in the U.S. This necessitates a slight advance in the price, owing to greater waste in the lumber but produces a frame far better in all respects than cottonwood or any of the kindred **soft** woods used in the manufacture of boards. We wish, however, to draw your earnest attention to the **St. Francis Basin Red Gum Lumber,** which we maintain is an absolutely perfect wood for the manufacture of washboard frames.

Our prices will please both the Jobber and the Dealer. Carrying our line **will increase your sales.**

WE ARE NOT IN THE TRUST

Wayne Manufacturing Co., St. Louis, U.S.A.

As Pure as Windsor Salt

$1.00 Sold $25 Worth of Groceries

It was a thirty-mile trip to town and the instructions of Mrs. Smith to husband John were to get a dollar's worth of Windsor Salt at the grocer's—naturally husband John secured his entire list of groceries at the store that was stocked with "Windsor." He spent twenty-five dollars in that particular store.

The reason why Mrs. Smith was determined to have Windsor Salt was and is plainly evident—its uniform excellence, purity, whiteness and dryness. It pays to sell the salt that helps to sell other goods in the store.

Windsor Salt

CANADIAN SALT COMPANY, LIMITED,
Windsor, Ont.

Arriving--

New Crop

Muscovado Sugar

The Davidson & Hay Limited

WHOLESALE GROCERS, TORONTO

Redpath

Sugars of this well known brand are put up in packages of a size convenient for family use.

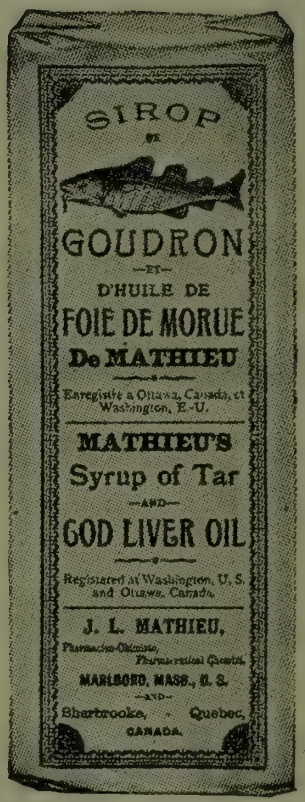
Extra Granulated - Bags 20 lbs.
Paris Lumps - Boxes about 5 lbs.

Equal to, if not better than, anything produced.

Ask your grocer for them and refuse substitutes.

Manufactured by

The
Canada Sugar Refining Co.,
Limited
MONTREAL



WHY YOU SHOULD SELL

MATHIEU'S SYRUP

of Tar and Cod Liver Oil

REASON NO. 2

It gives you a decent margin of profit. This profit is all profit. There is nothing to be subtracted from it at the end of the season. No bad or unsalable stock. No time and trouble spent in persuading people to have it.

Mathieu's Syrup sells all the year round. It is always on the move from off your shelves into your customer's hands.

Mathieu's Nervine Powder is another good seller. Both are necessities in your business.

MAIL THAT ORDER TO-DAY

J. L. MATHIEU CO., Props., SHERBROOKE, P.Q.

L. Chaput, Fils & Cie., Wholesale Depot, Montreal

JAPAN TEAS

Jobbers please write immediately for samples of the few lines of choice low grade teas remaining.

S. T. NISHIMURA & CO.

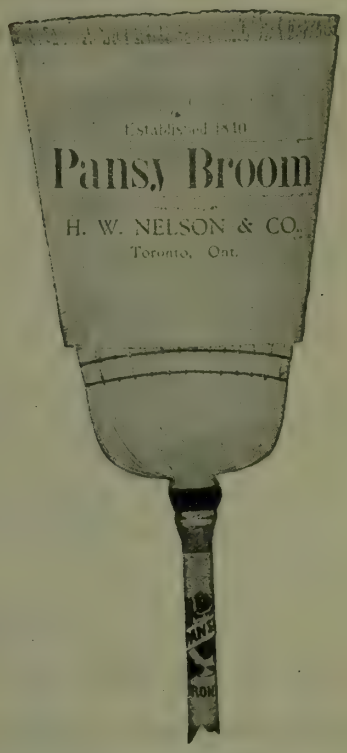
MONTREAL and JAPAN

ESTABLISHED A.D. 1840

The "Pansy" Has "Made Good"

The "Pansy" Broom has made good because it is chock full of quality in every point. The corn used is selected from the finest of the crop and the workmanship on it is easily better than the ordinary. It's just the right size and weight, and has just the right amount of springiness to please discerning housekeepers. Then, its appearance goes a long way towards selling it. We have best values to offer in brooms at any price, but you'll be wise to push the "Pansy."

"Buy From the Makers."



H. W. Nelson & Co., Ltd.

TORONTO ONTARIO



E.D.S. BRAND Jams and Jellies

GUARANTEED ABSOLUTELY PURE UNEQUALLED IN FLAVOR

AGENTS

W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; R. B. Colwell, Halifax, N. S.; J. Gibbs, Hamilton

E. D. Smith's Fruit Farms, Winona, Ont.

Have Your Wife Try Our
White Dove Cocoanut

If YOUR wife finds it the best for Cakes and Puddings, the OTHER man's wife will, too



IT PAYS YOU BEST TO SELL the BEST

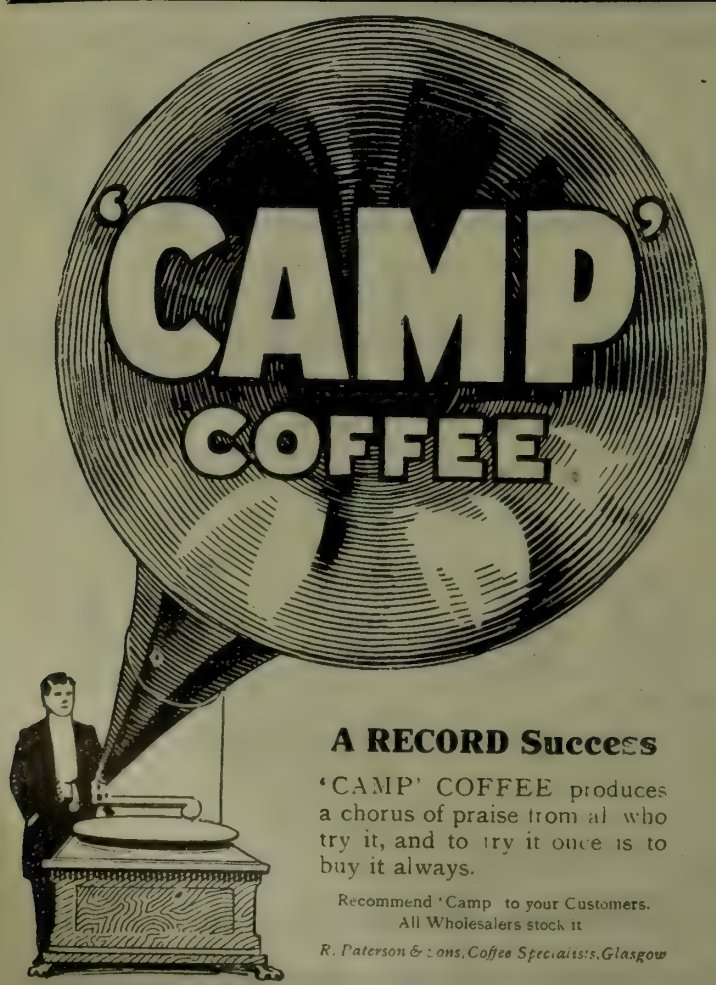
Sell White Dove Cocoanut

Agents :

Geo. A. Stone, Vancouver, B.C.
Scott, Bathgate & Co., Winnipeg, Man.
Frank M. Hannum, Ottawa, Ont.
C. E. Macmichael, St. John, N.B.
J. W. Gorham & Co., Halifax, N.S.

W. P. DOWNEY

24 and 26 St. Peter Street, - - MONTREAL



A RECORD Success

'CAMP' COFFEE produces a chorus of praise from all who try it, and to try it once is to buy it always.

Recommend 'Camp to your Customers.
All Wholesalers stock it

R. Paterson & Sons, Coffee Specialists, Glasgow

GASTRONOMICALLY PERFECT
and Purity backed up by $5,000

MASON'S
O.K.
SAUCE



Giant Bottle retails at 25 cents.
Secured profit 33⅓%

Sole Manufacturers:
GEO. MASON & CO., Ltd.
LONDON, ENGLAND.

Represented by
S. T. Nishimura & Co.
55 St. Francois Xavier St.
MONTREAL

N.B.—The trade are cautioned to avoid imitations.



A GOOD LINE

There is a "want more" fascination in H.P. Sauce that is crowding English Grocery Stores, and the Sauce is replacing the older ones on the best tables.

Judging from its reception the Canadian Grocer sees in H.P. a truly good thing in Sauce lines.

Our bright advertising here will send you the customers. Brisk sales—liberal profit—in H.P.

Postal to our Canadian Agents secures full sized tasting sample and quotations. Try it for yourself. Then you'll get the reason for its success.

W. G. Patrick & Co., Toronto and Montreal. R. B. Seeton & Co., Halifax, N.S.
Georgeson Co., Ltd., Calgary, Alberta. Ellis & Co., Ltd., St. John's, N.F.
Kelly, Douglas & Co., Ltd., Vancouver, B.C.

MIDLAND VINEGAR CO., Ltd. **BIRMINGHAM AND LONDON, ENG.**



When a customer asks for a bottle of the best pickles the wise grocer will show a bottle of

STERLING BRAND PICKLES

every time. He knows his customer will be satisfied and will come back for more.

Order from your jobber or direct from the factory.

THE T. A. LYTLE CO. LTD.

Sterling Road, Toronto, Canada

SASSO MEDICINAL OIL

DIRECT FROM ONEGLIA,
LEVANTE RIVER, ITALY.

A profitable line for you to stock at this season of changeable weather.
A perfect tonic, agreeable to take and quickly and easily assimilated. It is a soothing and at the same time incomparable remedy for

**Stomach and Intestinal Troubles,
Constipation, Indigestion,
Nervousness, General Debility,
Scrofula, Tuberculosis**

Its equal as a tonic for invalids has yet to be found. Secure a trial order. Then you will always stock it.

Museo Commerciale Italiano

43 St. Antoine St., Montreal

Sole Agents American Continent **Phone Main 2731**

Strength and Purity Are What Count

in the sale of flavoring extracts. And for the last quarter of a century

Shirriff's Flavoring Extracts



have proven the highest in strength and purity.

IMPERIAL EXTRACT CO., 18-22 Church Street
TORONTO, CAN.



There is a Big Demand for

Black Knight Stove Polish

We are advertising Black Knight Stove Polish extensively in good newspapers all over the Dominion. It is strong, dealer-helping publicity, telling women to ask you for Black Knight Stove Polish. Can you supply the demand?

Your jobber can supply you.

The F. F. DALLEY COMPANY, Limited

HAMILTON, CANADA — BUFFALO, N.Y.

FOUNDED IN 1842

TEAS —— TEAS

We have arriving in a short time a number of fine lines of teas, comprising:

665 PACKAGES

200 Chests "NOLANDA" Ceylon Green Tea, 60 lbs. value, 24c	.22
200 Chests "OWL CHOP" Ceylon Black and Green Teas, in 1lb. packages	.20
32 H. Chests Ceylon Black Tea, "COPTONA," value, 18c	.16
50 H. Chests Indian Pekoe Black Tea value, 17c	.15
37 H. Chests Indian Pekoe Tea, "BURMANI" value, 20c	.17
21 H. Chests Indian Pekoe Black Tea, "APPIAH," value, 21c	.16
50 H. Chests Japan Tea, "FANNINGS" value, 12c	.10½
50 H. Chests Japan Tea, Fannings, "FUJI YANA" value, 12c	.10½
25 H. Chests Ceylon Green Tea, "ADUWELLA," value, 22c	20

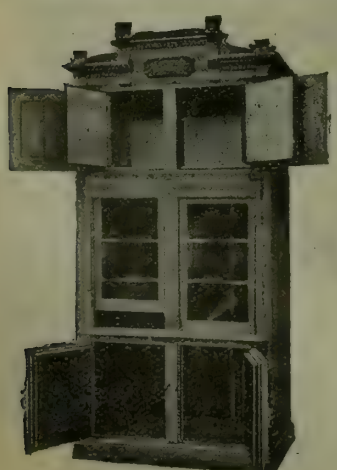
SAMPLES FURNISHED WITH PLEASURE

Such values are not obtainable elsewhere on the market to-day. We can prove what we say

Place Your Order at Once.

L. CHAPUT, FILS & CIE.,

2, 4, 6 and 8 DeBresoles St., MONTREAL



Arctic Refrigerator

For butchers, grocers, hotels, etc. The coldest, driest and most up-to-date refrigerator on the market.

REPRESENTATIVES:

Western Provinces—
Ryan Bros., Winnipeg

Quebec—
Wolf, Sayer & Heller, Montreal

MANUFACTURERS:

JOHN HILLOCK CO., Limited

TORONTO, ONT.

WRITE FOR CATALOG

ROYAL METAL POLISHES

The only METAL POLISH on the market that can be used with perfect safety on all Metals, instantly cleaning GOLD, SILVER, COPPER, BRASS, NICKEL or STEEL. It works for all. ***It contains no ACID or GRIT. It Preserves the Metals. It Works easily and quickly. It imparts a most Brilliant and lasting Lustre. It will not injure the Hands.***

'ROYAL' stands for the best there is in

METAL POLISHES

Made in Canada ***Once Used Always Used***

Every Package Guaranteed By

Royal Polishes Company, Montreal

AGENTS:

Ottawa: General Supply Co., of Canada, Ltd.
Winnipeg: H. W. Glassco & Co. Vancouver: Wm. Erichsen & Son
Halifax: J. C. Calder Sherbrooke: E. H. Bowen
And all dealers.

Sanitary Cans

For Hand Filled Goods

Tomatoes, Stringless Beans, Asparagus, Spinach, Etc., Apples, Peaches, Pears, Plums, Etc.

Sanitary Enamel Lined Cans

For Color Fruits And Goods Of Strong Acidity

Strawberries, Red Raspberries, Black Raspberries, Blackberries, Sour Cherries, Blueberries, Beets, Rhubarb, Etc.

"The Can Without The Cap Hole"
"Bottom Like The Top"

Write for Samples

SANITARY CAN COMPANY, LTD.
NIAGARA FALLS, - ONTARIO

FRUIT CANS
All sizes—All kinds.

SYRUP CANS
For products of Maple, Corn and Cane.

MILK CANS
For Sweetened Milk and Evaporated Cream.

MEAT CANS
Bevelled, Round and Square.

BISCUIT TINS
of any description.

BAKING POWDER AND SPICE CANS

PROMPT SHIPMENT SUPERIOR GOODS

THE
Norton Manufacturing Co.
HAMILTON

Good Coffee

Coffee better than the average.
Coffee superior to others.
Coffee so exquisite in flavor.

That people want it again—and again. That's what

Aurora Coffee

is. The best money can buy. It retails at 40 cents and leaves you a margin for yourself that is worth while—something to justify your buying the brand and introducing it to your customers. Don't lose this chance.

W. H. GILLARD & CO.
Wholesale Grocers *Coffee Importers*
HAMILTON

Branch House—Sault Ste. Marie

WAGSTAFFE'S

Fine old English

Pure Orange Marmalade

Season 1909, now ready.

WAGSTAFFE'S

Jams, Jellies and Sealed Fruits

are better than the imported.
Once tried always used.

WAGSTAFFE, LTD.

Pure Fruit Preservers

HAMILTON

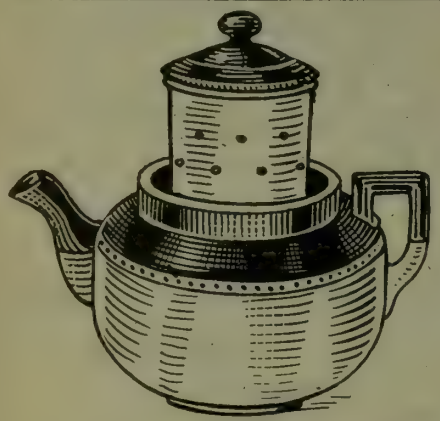
START THE NEW YEAR WITH THE BEST SELLERS

LOVATT & LOVATT'S

LANGLEY WARE

LEADLESS GLAZE FIRE-PROOF WARE

Langley Mills
ENGLAND



No. 120

MADE IN 8 SIZES

VITRIFIED LANGLEY WARE

Plain Green, Plain Green and Brown, Plain Green and Gold, Chocolate, Royal Blue, and Fancy Floral Designs.

TEA POTS FURNISHED WITH PERCOLATORS OR WITHOUT



No. 196

THE MOST COMPLETE AND UP-TO-DATE LINE IN THE WORLD OF LEADLESS GLAZE, VITRIFIED EARTHENWARE POTTERY

Jardinieres
Tobacco Jars
Vases



Nos. 119, 120 and 126

Flower Tubes
Foot Warmers
Match Stands

FIRE-PROOF WARE IN PLAIN GREEN AND BROWN

SAUCE PANS AND MILK BOILERS
PIE DISHES AND STEW POTS
OVAL ENTREE DISHES
OVAL AND SQUARE BAKERS
AND EGG POACHERS



FRENCH COFFEE FILTERS

HOUSEHOLD JARS
BUTTER JARS
GINGER BEER BOTTLES
CUSPIDORES
ETC.

Write us at once for Illustrated Catalog and Lowest Quotations—DO IT NOW and get ready for the BIG YEAR of 1909

CARVETH & COMPANY

SOLE AGENTS FOR CANADA

600 Lindsay Building - - - MONTREAL, QUE.

Tartan BRAND

SIGN OF PURITY

"Fish for Lenten Season"

Barrels and half barrels Labradors
Half Barrels Sea Salmon
Kegs Lake Salmon
Kegs Lake Herring
Kitts Mackerel
Quintals Whole Cod
Cases and half cases Boned and Skinned Cod
Cod Steak in every shape
Specials in Salmon, Lobsters, Mackerel, Sardines, etc., etc.

See our travellers. They have some good things up their sleeve or

PHONE 596

BALFOUR, SMYE & CO.

QUICK SHIPPERS

Wholesale Grocers, - - HAMILTON, ONT.

Avoid Cheap Marmalades —Stock Balmoral Marmalade

Cheap marmalades do not pay. Customers find out their poor qualities and judge your grocery stock by the marmalade. Balmoral Marmalade, is a high-class marmalade, being absolutely pure. It will pay you to handle it.

J. W. WINDSOR

MONTREAL



SOFT MINTS—5c. boxes.

ACME PELLETS—5-lb. tins.

M. & R. WAFERS—5c. bags.

and a complete line of **LOZENGES, ETC.**

Hard and Soft Licorice Specialties

Appropriate for the confectionery, grocery and drug trades.

Price Lists and Illustrated Catalogue on request.

AGENTS

Toronto - -	R. S. McIndoe -	54 Wellington St. E.
Montreal -	J. M. Brayley -	55 St. Paul St.
Winnipeg - -	E. W. Ashley -	123 Bannatyne Ave. E.
St. John -	H. S. Daly - - -	
Vancouver	J. F. Mowat & Co. -	

If you have anything for sale which a Grocer or General Merchant will be interested in, advertise it in our "Condensed Ad." column. It will bring you good results.

ESTABLISHED OVER 200 YEARS

CHAMPION'S IS THE BEST VINEGAR

MADE FROM FINEST MALT

LONDON, ENGLAND

Commands a Preference Over All Others.



ONTARIO AGENTS: The Lind Brokerage Co., 23 Scott St., Toronto
Agent for the province of Quebec, J. Walter Snowdon, 413 St. Paul St., Montreal
W. H. Escott, 141 Bannatyne Ave. East, Winnipeg

WE ARE OPEN TO DO BUSINESS ON EASY CONSIGNMENT TERMS. WRITE OUR AGENTS FOR PARTICULARS

WHAT LINE IN YOUR BUSINESS SHOWS THE GREATEST PROFIT ?

SPICES

WHAT LINE WILL IT PAY YOU TO PUSH ?

SPICES

DON'T FORGET THAT THERE ARE TWO KINDS

SPICES AND SPICES

ONE IS PURE ——— THE OTHER IS NOT

WE GUARANTEE EVERY POUND OF

"WHITE SWAN" SPICE

TO CONTAIN 16 PURE OUNCES

APPRECIATE THE POINT AND SEND US YOUR ORDERS

WHITE SWAN SPICES AND CEREALS LIMITED - TORONTO

CANADA'S GREATEST SPICE HOUSE



A Great Convenience — McGregor's

Patent Bag Holder

Holds every size bag. It is out of the way, yet permits instantaneous selection and prevents all waste.

Write us for full particulars and prices.

KILGOUR BROS.

19 Wellington St. West, - TORONTO

BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE

TRY IT.



SOLD BY ALL JOBBERS

¼-lb. tins—3 doz. in case.



The World has Moved Forward a Lot in 50 Years

In the preparation of health foods and hygiene the advance is especially noticeable. One of the greatest benefactors of mankind was the late Gail Borden. His inventive genius produced

Borden's Brands

of Condensed Milk and Evaporated Cream

The world has recognized the value of

"Eagle Brand" Condensed Milk and "Peerless Brand" Evaporated Cream

ASK YOUR JOBBER FOR THESE

WILLIAM H. DUNN, Montreal and Toronto



Unsweetened

Scott, Bathgate & Co, Winnipeg, Man.

Shallcross, Macauley & Co., Vancouver and Victoria, B.C.



ST. CHARLES CREAM

UNSWEETENED—STERILIZED

THE PUREST AND BEST

Prepared with the greatest care from the highest grade milk obtainable in the famous Oxford County district in Ontario.

Our sweetened brands, Silver Cow, Purity and Good Luck Milk, are the best that science can produce. Persons preferring sweetened milk will find any of these brands of the highest quality and every can guaranteed. A trial will convince you that there is no superior.

We are prepared to make prompt shipment of any of the above brands.



St. Charles Condensing Co.

INGERSOLL, - ONTARIO

CANADA

BANNER BRAND CONDENSED MILK



You will find Banner Brand a rapid seller because it is really superior in quality, and it is very attractively labeled. Its absolute purity is indisputable.

Ask your Jobber for Banner Brand

John Malcolm & Son

ST. GEORGE - - - ONT.



WHY CARRY IN STOCK

Canada First Evaporated Cream?

Because it is Highest in Butter Fat.

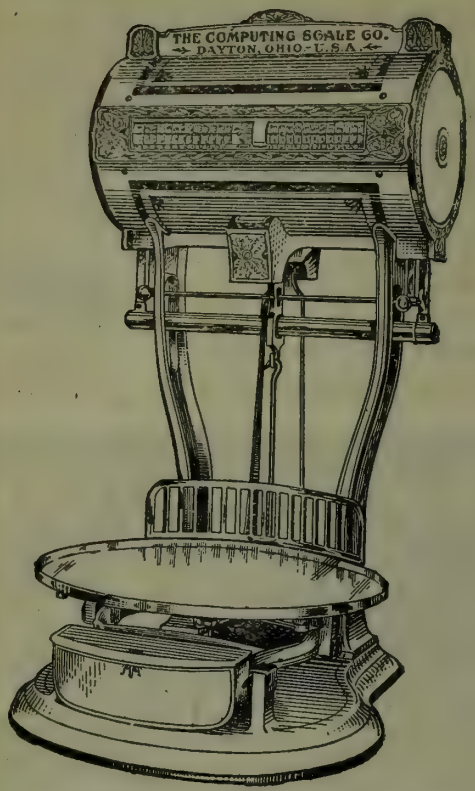
SURE TO PLEASE YOUR CUSTOMERS.

EVERY CAN GUARANTEED. NO DEAD STOCK.

Manufactured by

AYLMER CONDENSED MILK CO., Limited

AYLMER, - ONTARIO



DAYTON MONEYWEIGHT SCALE
NOTE THE LOW PLATFORM

Overweight Problem

Solved!

With this 1909 visible, self-weighing, self-computing, Automatic Scale, a child can easily, quickly and correctly divide the wholesale purchase into retail packages without a grain of overweight.

This is the simplest, easiest to operate form of

Automatic Weighing Machine

—accurate, reliable, durable.

Gives the exact weight for the exacting dealer.
Gives the exact weight to all customers.
True as steel and built for a lifetime of exact weighing.
Weighs to an ounce, computes to a cent.
Low platform—only 6½ inches from the counter.
Our Automatic scales are equipped with a thermostat, like a watch, which makes them weigh with absolute accuracy in any temperature.
No swinging pendulum, no moving indicators, no poises to shift, no beams to bother with, no ball to forget, no friction to pay for.

This scale saves time and money.

THE SCALE THAT SAVES IS NO EXPENSE.

Drop us a line for full information.

The Computing Scale Co.

of Canada, Limited

164 W. King St., Toronto, Ont.

WE'VE GOT WHAT YOU WANT

An Automatic Computing Scale with "NO SPRINGS"

The "Honest Weight" TOLEDO

"The Scale with Brains"

WE INVITE COMPARISON

Toledo Computing Scale Co.

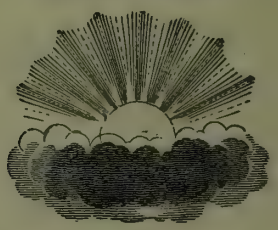
335 Yonge Street, Toronto, Ont.

55 Notre Dame Street East, Montreal, Que.

Write for illustrated booklet. *See our next ad.*

"Salad, Edible and Cooking Oils"

WINTER PRESSED



"Sun Burst" Reg'd.

"Non-Pareil" Reg'd.

To know these oils is to stock them. The finest substitute for lard on the market. Guaranteed under the Pure Food Act.

We carry a stock and will be pleased to send you samples, with prices.

You will find our oils a good proposition all the way, owing to the number of uses to which they can be put.

WRITE US TO-DAY

J. M. BRAYLEY,

MANAGER KENTUCKY REFINING CO., Incorporated

Cotton Seed Oils

55 ST. PAUL ST., - - - MONTREAL



Maple Syrup

Have you made arrangements for your supply of new season's goods? If not, let us figure on your requirements.

Our brand **"Sugar Bush"** cannot be beaten at the prices we sell.

James Turner & Co., Limited

Hamilton and Arnprior, Ont.

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Co-operative Ranks Recently Broken

President and Vice-President Have Resigned Within a Short Time of the General Meeting—Old Treasurer's Name Not on the New Prospectus—The Picton Affair Recalled—Some Reasons for Resignations.

Since the report of the failure of those interested to form a Picton branch of the Dominion Co-operative Association a few weeks ago, some changes are observed in the personnel of the officers of the Association. These can be seen from a leaflet pasted on the second page of the old prospectus covering the old officers names and showing the new. The change as shown by this "extra" or added leaf occurred on Feb. 9th, 1909.

Of course the Governor-General is not the president as the advertisement in the Picton press represented him to be. Other statements were made in that advertisement which should not have been and the natural result was the farmers who had been somewhat interested, declined to have anything to do with the scheme as it has so far been presented.

Change of Presidents.

Alexander Fraser is not now the president. He was but he has resigned. He told the Grocer his reasons were that the Dominion Co-operative Association is only yet in its preliminary stages. He accepted the presidency to get things started and never intended to stay with it.

"I was only president until the Association was ready to go on and do business. I merely gave advice," he states.

Speaking further he said: "The present arrangement (that is, the new officers elected since the resignations took place) will only last for a month or so; there is to be a general meeting in March."

This would indicate that the Association "is not yet ready to begin business."

And therefore, why did Mr. Fraser resign so soon?

"Can a man in the public service hold office in such an Association?" was asked Mr. Fraser.

"It's not illegal," he replied; "but its very undesirable that such should exist. I wouldn't care to hold office under those conditions and that was one reason why I only undertook to be president until the Association was ready to do business."

Name Without Authority.

Mr. Fraser, speaking in regard to the Picton affair said that his name was used in the advertisement without his authority. His successor according to the recently revised prospectus is Robert J. Goudy, manufacturer, Toronto. Mr. Fraser is Provincial Archivist.

The resignation of the president led to a change in the vice-presidency. Albert Chamberlain, in the office of the Belleville Portland Cement Co., the Arcade, Yonge St., Toronto, was the vice-president, but he has been succeeded by J. S. Milligan, bookkeeper, Toronto—so says the prospectus.

He Follows Mr. Fraser.

Mr. Chamberlain has also given his reasons for leaving the Association. Among them are the following: He is a busy man and he resigned because Mr. Fraser resigned.

"As long as Alex. Fraser was at the head of affairs I had no fear of things going wrong," he told the Grocer. "I never would have allowed my name to go before the Board for vice-president if Mr. Fraser had not been at the head."

Mr. Chamberlain is President of the British Welcome League and no doubt is a very busy man.

While he was connected with the Association he had wanted things done right. He had told the Board that if he ever found anything wrong he would resign and let them know why. He was on good terms with both the secretary and treasurer at the time he handed in his resignation. So far as he knew everything was done "on the square." Referring to the attempt to establish a Picton branch of the Association he also stated that there was no authority for his name going on the advertisement as one of the speakers.

Secretary's Statement.

H. Macdonald is the secretary of the Dominion Co-operative Association. He has not resigned. He told the Grocer that the Governor-General was not the president of the above named association as represented in the Picton paper. He, however, is the president of the International Co-operative Alliance of England.

He, Mr. Macdonald, was invited to Picton a few weeks ago to lecture for the purpose of laying the foundation stone of a branch of the Association there.

He had been told by the leading farmers that if the movement did nothing else it would serve to abandon the credit system.

"I left some literature and authorized J. Sayers, who I think is president of the School of Commerce there, to take subscriptions for stock on our published prospectus. The next information from Sayers was that he wanted me to give another address to the farmers. He carried out all arrangements on his own behalf. In the meantime a complaint was received through Alex. Fraser, the president, concerning the advertisement. I appreciated that the statements were misleading. I was not consulted regarding the ad.

They Couldn't Go.

"I wired Mr. Sayers that owing to the terms of the advertisement, my directors disapproved of my attending the meeting as it might be construed that I had given countenance to a misleading statement. The president telephoned to Picton that the advertisement was incorrect and asked his correspondent—who, by the way, was Fred Newman, president of the Retail Merchants Association there—to intimate this to the farmers."

The subsequent happenings were told in the Grocer of a couple of weeks ago.

Mr. Macdonald is a Scotchman. He was a member of St. Cuthbert's Society of Edinburgh, before coming to Canada.

In addition to changes already referred to the new prospectus hasn't the name of H. Kiteley who was the treasurer. There are three new directors and the auditors are also different.

All this in the face of a general meeting within a month's time might seem rather peculiar.

ILLICIT COMMISSIONS.

Clerks and salesmen throughout Canada are advised of the introduction of a bill a few days ago in the House of Commons by Hon. A. B. Aylesworth, Minister of Justice, regarding illicit or secret commissions. This bill is for the purpose of preventing the payment or acceptance of illicit or secret commissions and other like practices. The object of this legislation is that the payment or acceptance of illicit or secret commissions and practices of that nature shall be an offence punishable either by indictment or upon summary conviction, according to the gravity of the circumstances.

The measure is one of general application. Already on the statute book are enactments against receiving of secret commissions by agents in the employ of any government in Canada or municipal corporation.

No Employe Can Accept.

But the new legislation proposes to go further and make it illegal on the part of any employee to accept any secret commission in consideration of favors to be given at the expense of his employer.

This legislation is in substance the enactment adopted on this subject by the Imperial Parliament two years ago.

SEMOLINA.

The Grocer has received an inquiry from a London, England, house desiring to know whether an article known as "Semolina" is made in Canada or not. Any of our readers who know anything of this article which is manufactured from hard red wheat are requested to communicate with this paper telling particularly where it is made. The British firm wants to do business in Canada.

Rapid Advance of the Fishing Industry

The Pacific Coast and Lakes of the Northwest Becoming Important Sources of Supply—More Fish From the West Than From the East—The Part the Grocers Have Played in Developing the Trade by Educating the Public—Success of the F. T. James Co., Wholesale Fish Dealers, Toronto, and Methods Used.

During recent years the advance in the fishing industry in Canada has been such as to make it one of the Dominion's strong commercial points and deserving of particular notice. The vast development of the industry has greatly increased the internal trade in fish in the country and a few years ago where we had one grocer dealing in fish now we have scores. The consumer is gradually becoming educated to the value of fish as a food, by the grocers who handle them. They provide wholesome, cheap food and are a valuable change from meat which in many cases is consumed too freely for the health of the consumers.

The handling of fish at the present time is vastly different from what it was in the not yet distant past. During recent years the Dominion Government through legislation in connection with cold storage, etc., has done much to improve the industry and thus give work to a greater number than before.

Fish From the West.

One of the important changes which has come about in the last few years is the rapid gains western Canada has made in supplying the eastern trade. this development is phenomenal and promises to increase.

From Winnipeg, Winnipegosis and Manitoba Lakes in the province of Manitoba come white fish, pickerel, pike and perch and the fisheries in these lakes are becoming very important.

In the Lesser Slave Lake, farther to the west and north, fish are caught in abundance through the ice. They are frozen practically while they are still kicking on the ice and shipped east as they are. They land here in better condition than fresh fish and as they are immediately placed in cold storage there can be no deterioration.

Western Halibut.

The Pacific coast trade in halibut is enormous. This fish is caught by the ton there, Victoria and Vancouver being made the chief centres of distribution. Ontario fish dealers handle much more halibut from the Pacific than from the Atlantic and the western fish is now even being sold in Halifax and Boston.

Successful Fish Merchant.

The fact that the fish trade has gone rapidly ahead in latter years is well illustrated by considering the development of the business of the F. T. James Co., wholesale fish merchants of Toronto, of which F. T. James is the manager. The progress has been made in the last eleven years. Mr. James' connection with the trade however, dates back twenty years, when he became clerk and assistant to the late D. L. Port, of D. L. Port & Co., who had their business establishment in Toronto on the Esplanade.

Nine years afterwards he launched out for himself and has now a modernly equipped wholesale fish establishment fitted up with cold storage rooms of the latest type. Eleven years ago, therefore, the company began with almost no money, a little credit and a room 25 feet by 50 feet. Their early business was not very remunerative but it served to gain a good name among the trade. Courtesy and consideration were among their mottoes and they have now one of the most important fish and oyster wholesale houses in Canada.

The firm aimed at quality of service and for some time it was a test of determination and endurance but their qualifications for doing business were made manifest and success was the result. They have now a new building fitted with every facility for doing things correctly.

Fish Trade Entirely.

In earlier years Mr. James did a general commission business and it was not until recently that he dispensed with fruits and vegetables and has since confined all the operations to fish and oysters. The company has now their own branches on Lakes Ontario, Erie, Huron, Superior, Winnipeg and Geor-



Interior View of Cold Storage Oyster Room, with Temperature Just Above Freezing Point.

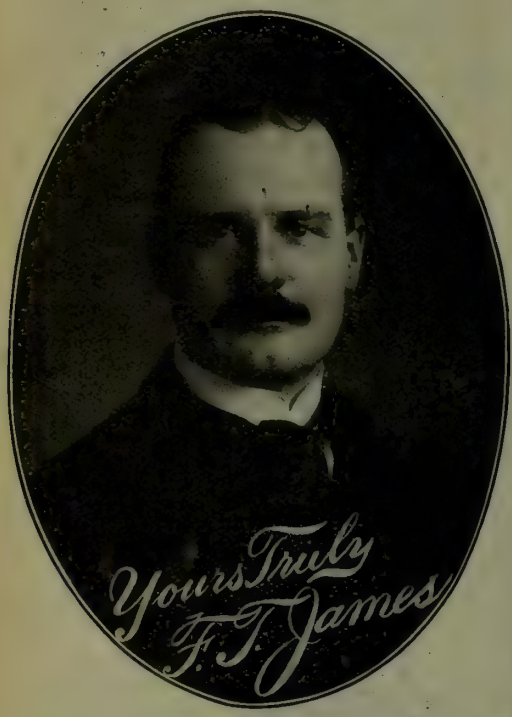
gian Bay together with buying connections on the Pacific and Atlantic coasts.

Oyster Trade Advance.

In this age of progress it is not surprising that the Oyster industry is keeping pace with the giant strides of civilization.

It used to be a question of what to eat, now that has been decided by science and the only thing that agitates the consumer is how to secure his food in the most wholesome manner.

There has been more or less talk as to the best possible means of shipping oysters, but it seems that it has been left to Mr. James to solve the problem.



Head of F. T. James Co., Wholesale Fish Merchants.

That he has succeeded in doing so, to the satisfaction of the dealers who draw their supply from the F. T. James Co., is shown by the popularity of the Beacon Brand Oyster package, which is the company's private carrier. It appeals strongly to pure food enthusiasts, for like a paper match box, it is used but once. That the value of this package is recognized by more than the oyster industry is shown by the visit recently of a score or more scientists, who were eager to inspect the packages and they highly praise the "single service package."

Mr. James now handles more fish from the West than from the Atlantic indicating that the West has more resources than merely its renowned wheat fields. It is not very long ago since fish was brought to Toronto in small quantities whereas now they come only in carload lots and these arrive every week.

Treat the order sent in with the same care it would receive if the customer were watching you put it up. People like to trade where they can trust the store. It's inconvenient to have to watch your grocer or butcher every move he makes.

EDMONTON MERCHANTS UNITE

Form Protective Association—Will Watch "Dead-Beats" and Indiscriminate Peddling—To Wait on Government for Purpose of Getting Small Accounts Collected With Less Expense—Cutting of Prices Considered.

Edmonton, Feb. 16.—For a long time Edmonton merchants have seen the need of some organization amongst themselves for protection against bad accounts and unwarranted cutting of prices and other evils. This matter has been talked of for some time but nobody until recently seemed to take the initiative and try to formulate plans whereby the retailers would get together and talk the matter over with a view to forming an association. Almost every city of any size at all in the country had some system to work upon.

A Protective Policy.

Within the last month or so though, this matter has been rapidly brought to a head through the strenuous efforts of some of the leading retailers and wholesale men and what gives promise of being one of the most important organizations of retail merchants in the West has been formed and is styled "The Retail Merchants' Protective Association."

At a meeting held a short time ago, in the office of G. S. & J. Galt, much business was gone over and officers for the ensuing year were elected as follows :—President, G. H. Graydon ; 1st Vice-President, H. K. Hilburn ; 2nd Vice-President, M. Webb ; Treasurer, H. W. B. Douglas ; Salaries Secretary, P. C. Engle ; Executive Committee, A. R. Duncan, W. J. Jackson, E. Tomlinson, C. C. Thompson and J. C. Dowsett. Mr. Engle will assume his new duties at once and in a short time will open up an office and devote considerable time to the affairs of this organization. At present the membership of the association is sixty-five and about two hundred more retailers of the city have expressed their desire of affiliating with the organization.

Objects of Organization.

The chief purpose of the Retail Merchants' Protective Association is, as its name implies, to protect the retailer. As far as possible the rating of every person in Edmonton will be obtained and thus the association will be able to control the credit system in the city and protect themselves against bad accounts. Representatives of the association will wait on the government and ask them to pass a law whereby merchants will be enabled to collect a small debt without expensive litigation. Steps will also be taken to protect merchants against indiscriminate peddling. The organization will endeavor to control and uphold prices as far as advisable and any retailer found guilty of "slashing" prices to the detriment of the other merchants will be brought to task.

The wholesale houses will be asked to cooperate in this matter by not selling to any retailer who has been causing any unwarranted break in prices under penalty of losing the business of the balance of the merchants in the city. Thus the offender will be cut off from getting goods and seeing his mistake may mend his ways.



Lake Trout Piled in Cold Storage Room Like Cordwood, with Temperature at 10 Degrees Above Zero.

PRESENTATION TO PRESIDENT

Geo. F. Benson Honored on the Occasion of the Silver Anniversary of the Canada Starch Co.—Given Handsome Solid Silver Centre Piece—His Reply.

At the conclusion of the annual meeting of the Canada Starch Co., Montreal, which was recently held, an event of a social rather than of a business nature occurred of more than ordinary interest. The reaching of the silver anniversary of the institution of the company was made the occasion for the presentation to President Geo. F. Benson, of a handsome solid silver centrepiece, manufactured by Henry Hickson & Sons, Montreal. In addition to the directors, there were present the local salesmen and office staff.

The following address was read accompanying the presentation :—

To George F. Benson, Esq.,

President of the Canada Starch Co., Ltd.,
Montreal.

Dear Sir :—

On the 50th anniversary of the founding of the starch industry in Canada, we the directors of the company, and the working staff in every capacity, ask your acceptance of this testimonial.

We offer it as a memorial to the courage and foresight of your late respected father, the founder, a pioneer and maker of the industrial history of this country—as a token of our appreciation of your maintenance of his successful administration as president—and of your qualities of mind and heart as shown in all your dealings with everyone connected with the company.



Solid Silver Centrepiece Presented to President Benson, of the Edwardsburg Starch Co., by the Directors, Office and Sales Staff of the Company.

This gift and our expressions are but feeble exponents of our personal feelings towards you, engendered by long experience of a character which has inspired all with that camaraderie and esprit de corps which is not only beneficial but absolutely necessary to the proper and successful development of industrial enterprise.

They are accompanied by our heartfelt wishes that you may long continue to guide the destinies of the company along the same pleasant paths of prosperity. And we venture moreover to express the hope that in the natural succession of generation to generation, on some future occasion a son of yours may receive from our successors, a similar tribute, tendered with as sincere pleasure as we ourselves are to-day experiencing."

A Modest Acknowledgment.

In acknowledging the gift and the sentiments expressed, Mr. Benson remarked that while he appreciated the kindness shown him, he felt that the comparitively few years during which he had been at the helm of the company did not warrant such a tribute. Had he been the chief for a quarter or half a century it might have been different. He thought his services had been overestimated but since he was honored he would have to live up to what had been said concerning him. He assured all of the absolute confidence he had in the business and its future.



President Geo. F. Benson, Directors and Sales Agents, of the Canada Starch Co., Ltd., from Halifax to Vancouver. Photo taken at the Bonaventure Station, Montreal, on the Occasion of the 50th Anniversary.

WHY BROOMS HAVE ADVANCED

Great Shortage in the Oklohoma Crop—Many Manufacturers Can Scarcely Secure Raw Material—Available supply Bought Up Unawares.

(Written for The Canadian Grocer.)

There have been great changes and developments as to the districts in which broom corn has been grown. Beginning in the Mohawk Valley in New York State many years ago, it gradually drifted over to what is termed the central district in Illinois, where the rich black prairie soil produces a class of broom corn which has never been surpassed, particularly as to its wearing qualities. Since 1899, however, the land in this portion of Illinois has become more valuable selling as high as $150 per acre in the last few years. This coupled with the fact that Indian Corn has brought high prices has contributed to a continuous reduction in acreage planted into broom corn since that year, so that at the present time Illinois does not produce more than 20 per cent. of the total crop when at one time it produced probably 75 or 80 per cent.

Sometime previous to 1899, numbers of farmers from this central district having moved to Kansas, began raising broom corn in that state and from this, the evolution of the broom corn raising in the new neighboring state of Oklohoma was a natural one. The land in Oklohoma being cheaper and the new settlers being anxious to raise any crop which could be sold for cash, went into the raising of broom corn quite extensively, so that during the last eight or ten years, Oklohoma has produced the bulk of America's crop of broom corn.

Difference in Growing.

Conditions, however, are entirely different in Oklohoma from those in Illinois. In Illinois the crop was practically raised in two or three counties and a buyer at any time could, within a few days become cognizant of the conditions by taking a drive around, whereas in Oklohoma the crop is pretty well distributed over the whole state and it is practically impossible to obtain a fair knowledge of the size of the crop until after the crop is shipped and the records are taken from the various shipping stations. It was this fact which helped to develop the peculiar conditions in broom corn last autumn. Previous to the Presidential election broom corn manufacturers were practically not in the market, although usually the bulk of the broom corn is bought in October, so that buying was comparatively small in October.

Broom Corn Bought Unawares.

Immediately after the election, however, manufacturers swarmed out into Oklohoma and, lo and behold, the broom corn had practically been bought up before anybody was aware of it. Careful estimates since that time, go to show that instead of a crop of between 30,000 and 40,000 tons which Oklohoma usually produces, there was not more than 16,000 tons, which with a reduced crop in Illinois, has developed a shortage such as has not existed during the last twenty years.

Naturally such dealers as had been buying for future requirements, when they became aware of the actual conditions, advanced prices and while broom corn during October was selling at from $30.00 to $70.00 per ton, almost anything will now bring $120 per ton and the better grades as high as $130 per ton in Oklohoma. With the market firm at this advanced price and the probability that before another season's crop can be grown, a large number of manufacturers will practically be out of business because no further supplies can be obtained, the condition is entirely different from what it was in 1889 when the broom corn market was manipulated and the broom corn secretly bought up, and prices boosted to $200 per ton and that during a year when there was a larger crop of broom corn than usual. This year however, practically everybody was caught short, being practically unaware of the actual conditions, until brought face to face with them, so that unless all consumers are bound to quit buying brooms, the market will continue to advance according to the demand.

The actual advance while it seems large in dollars per ton is not very much in cents per broom, the advance of 10 cents per broom to the consumer practically covering the advance so far.

This should not affect the trade very seriously, considering the small number of brooms used annually in a household. It is however of the utmost importance to the manufacturers because in the aggregate this amounts to a large sum.

COMMISSION VERSUS SALARY

Across the Border the Former System for Travelers is in Vogue — Benefits Claimed for Wholesaler, Retailer and the Traveler—Best Salesmen Come to the Surface—Poor Men Fall by the Wayside.

Travelers paid by commission instead of by salary is the system chiefly in vogue in the United States and information secured regarding the results to the traveler and wholesaler indicate that it is appreciated by both. Practically all the large wholesale houses across the border pay their travelers on commission and they claim the system proves more satisfactory than the other method and more beneficial too, from a monetary standpoint.

Paying on this profit sharing basis brings forward, it is maintained, good, active salesmen. It has the tendency to produce travelers who are real artists in selling. The brainier men are left on the road and those who have not the ability to make good salesmen are forced to drop out and seek their fortune in some other sphere of life.

The Retailer Also.

This system is claimed to be better for traveler, wholesaler and retailer. Advocates of it say that the travelers who make the salesmen, on the commission basis will make more money than by salary. It stands to reason that the greater the amount of sales the greater will be the commission. The standard of traveling is raised by the fact that only the best men come to the surface.

If the traveler sells more goods the wholesaler is bound to benefit because he will sell more also. Travelers in the United States make from 25 per cent. to 40 per cent. according to their territory and of course the man who provides the goods reaps his share of the benefits.

Those who advocate traveling on the profit sharing basis maintain also that the retailer comes in for his share of the advantages. A salesman to hold his customers must be very careful how he treats them and what he sells. Often it is said, retailers are sold goods they do not want, on the recommendation of the salesman, only to find he cannot get rid of them. This makes the merchant indifferent to purchasing from the same traveler again and the latter loses custom. No difference would be made to him if he worked on the salary basis unless this occurred too frequently. It therefore appears from this reasoning that the retailers would be supplied with the goods for which they would find ready sales.

Travelers Become Artists.

The commission system has been gradually established in the United States during the past fifteen or twenty years and it seems to be getting more advocates every year. The travelers appreciate it because it gives them something to work for and, as stated above, raises the standard of salesmanship.

To be a successful traveler a man must be a judge of human nature. Principles that make a sale in one case are disastrous if used in another and travelers themselves across the line claim that the commission system is the better because it brings out men worthy of the position and these are better paid. Travelers working on commission have often been known to make as much as $10,000 a year and instances are known where $25,000 have been earned.

Another benefit claimed for the wholesaler is that definite sales are always made. On the salary basis this does not always occur and trouble too frequently arises.

Mr. Loudon, of The Tillsonburg Packing Co. has purchased the business of J. W. Wait, known as the Jubilee Meat Market, on Broadway St., Tillsonburg, and will begin at once to make extensive alterations with a view to running a butcher and provision store. H. K. Anthony, late with the Wm. Davies Co., Toronto, and J. & A. McHardy of Guelph, has been appointed manager and intends carrying a full line of fresh smoked, pickled and cooked meats, canned goods, cheese, lard, butter, eggs, pickles, catsup, etc.

GROCERY TRADE CHANGES

New Stores Opening—Registrations and Assignments Made—Losses Sustained by Fire.

Ontario.

E. J. Mills, grocer, Ottawa, has sold to H. G. Gordon.

Hamilton & Co., general merchants, Spanish, have assigned.

F. G. Parker, grocer, Toronto, has been succeeded by I. N. Gostlin.

The assets of L. Ferguson & Co., grocer, Ottawa, are to be sold.

Archibald Finlayson, grocer, Glencoe, has sold to Graham & Tough.

A. J. McLean, general merchant, Manitowaning, asks for an extension.

Edward A. Ellis, grocer, Tillsonburg, has assigned to William McGuire.

H. H. Mockler, general merchant, Durham, has assigned to Henry Barber.

James Cunningham, grocers and hatters, have assigned to J. N. Cober.

Wm. Gillespie's grocery store at Petrolea was damaged by fire last week.

E. R. Woodiwiss, general merchant, Huntsville, Ont., has assigned to R. Tew.

H. H. Mockler, general merchant, Durham, has compromised with his creditors.

Geo. Hagerman, general merchant, Zephyr, has advertised his business for sale.

A. McEnteer, general merchant, Beamsville, has sold his business to W. G. Panter.

I. M. Joubert & Co., grocers, Williamstown, have sold their stock to Lewis Joubert.

The general store stock of the estate of Doubie & Co., Thessalon, is advertised for sale by tender.

A meeting of the creditors of N. Albert, general merchant, North Bay, was called for February 17th.

A meeting of creditors of the estate of James Cunningham, groceries and hats, Hespeler, will be held on February 23.

Quebec.

The assets of G. N. Bourassa, St. Jude, are to be sold.

The assets of R. Grenier, grocer, Quebec, have been sold.

Leon Pelletier, general merchant, St. Angele, has assigned.

Gauvin & Frere, general merchants, Cap Rouge, have assigned.

The assets of P. A. Galipeau, general merchant, Farnham, have been sold.

Chas. A. Dewar, general merchant, Chelsea, has admitted his son into partnership.

A curator has been appointed for the grocery business of M. Bernier, Fraserville.

Aime Alie, general merchant, Pointe Comfort, is offering his business for sale.

J. A. Tremblay & Cie, general merchants, La Tuque, are offering to compromise.

Dean, Rowe & Lacey, grocers, Sherbrooke, are dissolving, to be succeeded by Dean & Lacey.

The assets of A. Friendlich, general merchant, Riviere a Pierre, are to be sold on February 23.

A demand of assignment has been made on J. W. Marchand & Co., general merchant, Beauharnois.

The stock of M. S. Delisle, general merchant, Portneuf, was to have been sold at Quebec on February 15th.

Arthur Larouche, general merchant, Notre Dame du Sacre Coeur, has dissolved, Lefaivre & Taschereau being provisional guardians.

Maritime Provinces.

Catharine Bates, grocer, Halifax, N.S., has discontinued business.

J. L. Hamilton, grocer, Stellarton, N.S., has discontinued business.

J. L. Hamilton, grocer, Stellarton, N.S., has assigned to R. G. MacKay.

Chas. H. Beardsley, general merchant, Berwick, N. S., was burnt out last week.

R. Hensbee, general merchant, Half Island Cove, N.S., has assigned to Simon Sinclair.

E. McLeod & Co., general merchants, Sydney, C.B., have sold to the Sydney Supply Co.

Western Canada.

McCormick & Pullen, grocers, Morse, Sask., have dissolved.

C. J. McClocklin, Carberry, Man., has assigned to C. H. Newton.

Brack & Kirkland, wholesale spices, Winnipeg, have dissolved.

George French, grocer, Souris, Man., has sold to Hendren & Co.

Howell & Wier, grocers, Vancouver, B.C., have sold to W. J. McKay.

J. N. Pennock, grocer, Gull Lake, Sask., has sold to John S. Tweed.

Hing & Co., general merchants, Nelson, B.C., have sold to L. Q. Chow.

An extension has been granted to J. H. More, general merchant, Tyvan, Sask.

Creighton, Graham & Co., general merchant, Alameda, Sask., have dissolved.

A. F. Olson, general merchant Dundurn, Sask., has sold to I. B. Farnum.

The stock of the Alberta Public Supply Store, Edmonton, has been sold.

J. E. Cochran & Co., general merchant, Winnipeg, is succeeded by Joseph Lesk.

H. F. DeVelier, general merchant, of Findlay, Man., has sold to W. L. Smeeton.

T. A. S. Campbell, grocer, Saskatoon, Sask., has been succeeded by J. L. Archibald.

An extension of time has been granted Craig Bros., general merchants, Togo, Sask.

Bell & Co., general merchants, Emerson, Man., sustained loss by fire recently.

Swain & Clark, general merchant, Grand View, Man., has sold to Robt. Burns.

Geo. Maskell, Woodbridge, Man., general merchant, has sold to Jacob Focht.

D. W. Rumohe, general merchants, Perdue, Sask., is succeeded by C. W. Longbottom.

McLeod & Pirie, general merchants, Fillmore, Sask., has sold his stock to H. Ottenbaum.

The estate of Amson & Co. has sold its general store stock in Radisson, Sask., to Nichol and Mayhew.

New Companies.

The Nasmith Baking Machine Company has been given a Provincial charter to manufacture, sell and deal in all kinds of ovens, machines and other implements for the baking of breadstuffs, cakes, biscuits and similar commodities. The head office of the company will be in Toronto, and the provisional directors are John Drysdale Nasmith, Alexander Henry Rodgers and Sydney Turner, jr.

MERCHANTS ASK LEGISLATION.

A very representative deputation of members of the Retail Merchants' Association met the Provincial Secretary, the Hon. J. W. Hanna, in his office on Feb. 17th, to lay before him the legislation they desire.

They ask for assistance in securing an amendment to the criminal law of the Dominion, which they claim is unfair, and is the cause of much disturbance to the best interests of trade. They also ask for an amendment to the Pedlar's Act, to force the pedlars to pay their fair proportion of business tax, as well as to prevent transient traders from taking undue advantage of the retail stores.

They further ask an amendment to the Division Court Act, so that small debts can be collected at small cost, and with less trouble and annoyance to the retailers.

The law now on the statute books prohibiting girls being employed in stores or factories after six o'clock they ask to be amended so that they cannot be obliged to work more than a certain number of hours a day, but at any time their services are required.

The business tax to coal dealers they think is in some cases unfail. The deputation thanked the legislature for the assistance given them in defeating the co-operative bill in Ottawa, and called attention to the importance of safeguarding very fully any charters that may be given to these companies.

The deputation were assured that their requests were reasonable and should have careful consideration.

All merchants throughout the country should acquaint themselves with the legislation the retail trade is asking for, and urge upon their representatives in parliament to support them.

U. S. BISCUIT PROFITS DECLINE.

The profits of the National Biscuit Co. of the United States declined over $204,000 last year. The cause is attributed to the depression universal in the United States last year. The number of customers, on the other hand, increased over the previous year.

THE CANADIAN GROCER

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SUCCESS NEEDS ENERGY.

Success, it is said, is composed of one part ability and two parts energy. A grocer in order to succeed must attend to every detail of his business and he must enjoy his work. Intellectually he may occupy a favorable position, but unless that knowledge is augmented by the power to do something it will profit him nothing. The grocer who takes it into his head to do a thing and does it, who first plans his work and then works his plan, is the grocer who wins. He takes the "get-there" stroke and sticks to it. Failure itself, often leads to success. If you should lose all your possessions would you quit work or stop saving? What you would do, having the right stuff in you would be to buckle down and work harder than ever and save more rigidly than before.

WHOLESALER AND THE BROKER.

One of the first requisites of the ideal business man who is accustomed to come in contact more or less with his fellow men in the same or different lines of trade is prompt consideration of the wants and requests of others. Apropos to this might well be recalled the golden rule with which everyone should be familiar.

The attention of The Grocer has been called to the manner in which some wholesale grocers treat the brokers who call upon them to do business. The latter claim that on many occasions they are allowed to wait unreasonable periods of time before they secure a hearing. Courtesy and consideration for others are traits in a man's character that should be commended, and the business man who does not possess them has something to cultivate.

Time is valuable to the broker as well as to the wholesale grocer, and if business has to be done, promptness in attending to it should be a motto. A good plan might be to set a particular hour or two for business with the broker and he would then know the proper time to call to receive immediate consideration.

VALUE OF PEAS.

Since the days of Jules Verne all sorts of predictions and prognostications have been made regarding the future. These have largely, however, related to methods of transportation and communication, and have left the field of dietetics comparatively untouched. Lately, however, the general public has become more and more familiar with proper methods and means of nourishment.

A kind Providence has provided some of the most nourishing products in the greatest abundance, and until lately when their great value as producers of heat and energy has been discovered, many of them were thought of little value, because they were comparatively cheap. Among these, peas rank high. From a proteid standpoint they are much superior to oatmeal, being some 80 per cent. richer in this substance than the latter, with a high percentage of carbo-hydrates and a small proportion of water. In fact the pea is an ideal edible, since it possesses practically the whole of the constituents in correct proportions for the building up of animal tissue. Fashion decrees that they shall be eaten frequently during the summer, but in the winter they have to share their services with numerous other vegetable foods. This, however, is precisely the reverse of what ought to be, as they should, from a dietetic standpoint, find their greatest usefulness during the winter months on account of their sustaining and heat producing capacities.

Until comparatively recent times it was extremely difficult to preserve peas without to a great extent destroying their color and injuring their flavor, when canned without chemical preservatives. This, happily, is not the case now, as a dish of peas can be enjoyed in the middle of the winter which almost equals in flavor and color the freshly picked product. Beans are another vegetable which possesses highly nutritive value, and are being more extensively used each year as a food. Lately investigations have been carried on with forms of sea weed cast up on the coasts, which will furnish a highly nourishing food at a low cost for the entire world. From this then it is obvious that many of the best, most efficient and most highly useful foods are also commonest and cheapest. Each generation is realizing the necessity for greater supervision of food production, preparation and distribution. Adequate food laws are restricting adulteration so that we may hope to arrive before long at that Utopian state when it will be impossible for anyone to starve to death, when all, rich and poor alike, will at least be supplied with a sufficient, cheap perhaps, but sustaining food.

BUSINESS MEN AND THE COURTS.

That there is necessity for law reform that would cheapen the cost and expedite the work of legal machinery is quite obvious, but what is perhaps not so obvious is the necessity for the exercise of greater forethought and caution on the part of business men and others before they take their troubles into the law courts.

Where knotty legal questions are to be unravelled it may be necessary to have recourse to the Courts, but as a rule matters of dispute between business men could be settled not only at less cost and more expeditiously, but better by referring the same to arbitrators instead of to magistrates and judges.

A great many serious and important commercial disputes between their members are often settled by boards of trade in the large cities on both sides of the Atlantic through the machinery that is provided for the purpose. And in small places in Canada where there are not boards of trade there are always to be found business men of common sense and fairmindedness qualified to arbitrate average business disputes.

It is better to trust the average business dispute to arbitration than to run the risk of being tangled and torn in the machinery of the courts of law.

KEEP AN EYE ON THE FUTURE.

Vigilance and foresight are elements which enter materially into the success of any business. The merchant who is alert and active, always keeping his eyes and ears open, is the one who in the long run is going to distance his competitor. Call the quality shrewdness if you prefer the term, but no matter what name you bestow upon it,

the exercise of watchfulness and keen insight are most important. This is seen in all lines of trade and a few examples serve to bring home the point.

The auctioneer scans the papers to learn who have sold their farms, knowing full well that a sale of effects will likely follow, and then he goes after the business of handling the sale. Being first on the spot he often secures the engagement. The furniture dealer watches the society and nuptial columns, knowing that the participants will soon go in for housekeeping; then he gets in communication with the parties with a view of selling them goods with which to furnish their home. The monument and marble dealer reads the obituary announcements and seeks to sell the surviving relatives some suitable memorial to mark the last resting place of the departed. The transfer man scrutinizes the "houses wanted" and sends the persons advertising a card that he is prepared to cater to their wants in the line of conveyance or removal of household goods. The plumbers and heating contractors peruse the building permits, knowing full well that they may secure business by getting in connection with those who are about to build. Other instances might be furnished of the line of action adopted by different merchants to learn in advance the wants and undertakings of those in their community.

A grocer can put his time to good advantage, or open the way for increased trade by attending an auction sale in the country whenever an opportunity presents itself. In the smaller towns and cities he deals largely with the farmer, and by being present at sales not only becomes better acquainted with his customers but gains a personal touch that he cannot do by always remaining behind the counter.

In various ways the time spent in the country attending gatherings at which farmers assemble in large numbers is not lost. It may be hours well invested and result in the acquisition of pointers which will yield considerable business in the grocery trade.

MAPLE SUGAR AND FRUIT CROP.

Reports from different parts of the Dominion as to the probable effect the weather of the winter up to the present will have on the maple sugar, fruit and grain crops indicate varying prospects.

In Quebec the winter has been favorable to a good flow of sap on account of the bright sunshine of the days followed by cold and frosty nights. This, the sugar men say, is splendid weather for stimulating the flow of sap and a good run may be expected so far as can be seen at present.

The season has not been a particularly good one for fruits. The lack of snow for so long a time left the earth without its usual winter blanket and damage to strawberry plants are anticipated. Warm days followed by cold nights are not conducive in aiding the progress of the buds on the fruit trees. However it is not considered that much damage has been done to them so far. The future weather will tell.

Last autumn, on account of the dry weather, fall wheat seeding was somewhat delayed and it is therefore not far enough advanced to have been much injured by the varying thaws and frosts.

PASTEURIZATION.

There is always a danger of overdoing a good thing. No one who is well informed, doubts for a minute the efficacy of pasteurization of butter, but at the same time, there is a grave danger, of the process being carried to excess. The chief function of this process, is to eliminate certain forms of microbic life, which impairs the keeping qualities of the butter and to destroy nocuous microorganism. This latter aspect of its function, however, is really not as significant as the former, because butter prepared under normal conditions, does not include in its composition harmful bacteria, to any great extent. The happy solution of the difficulties, seems to have been reached at the Dominion Experimental Station at St. Hyacinthe, Quebec, where the milk is not submitted to the maximum temperature, but rather is maintained at a point half way between the minimum and maximum points. In this way the cooked flavor of butter, which is present in the Danish product, is eliminated, and all the natural aroma, flavor and taste is retained, and the preservative qualities largely increased.

It is a well known fact, that water which has been boiled is insipid, and disagreeable to the taste, due to the fact, that not only the nocuous, but the innocuous organisms are destroyed, and in this way, to use a common expression, the "life" of the water is destroyed. In food products such for instance as butter, cream or milk, a cooked flavor is the result of too great a sterilization. Therefore then, the ultimate degree should not be employed, only where the specific organisms of diseases are suspected, such as for instance those which are most frequently encountered, as the bacteria of typhoid or the bacilli of tuberculosis. As far as the keeping qualities of butter being improved by pasteurization, are concerned, this can be accomplished by relinquishing the process, before it reaches too great a degree, and the result for practically all purposes, will be adequate.

Nowadays there is a deep rooted impression, that anything known as bacteria or bacilli is the avowed enemy of mankind, and therefore relentless warfare is waged upon them, with the result that the innocent perish as well as the others. Many of the large breweries of the world employ a large staff of bacteriologists, who make a study of bacterial life, and their effect upon the flavor of the products. In this way, the product is improved from a hygienic, as well as an epicurean standpoint.

At the present moment, only about 5 per cent. of the butter, which we produce, is shipped abroad, the remainder going into home consumption. It is essential, however, to pave the way, for a larger export business, to manufacture Canadian butter in the most modern way, and undoubtedly one of the greatest steps in its scientific production, is marked by the introduction of the pasteurization process. If it is necessary to pasteurize our butter, which is shipped to Europe, because it comes in competition with pasteurized butter of other countries, then therefore it is just as necessary, that the butter for home use should be pasteurized for our own people.

THE TRAVELER A NECESSITY.

Mail order papers are continually throwing out slurs, aimed at traveling men. One of them recently stated "he is an expensive, useless luxury maintained at an enormous expense, merely to assist and encourage sluggish, ignorant storekeepers."

The traveling men of to-day are men of character and usefulness. They are the advance agents for improvements and new goods. They are educators whose views and conclusions are practical and based upon experience. Most of them are married and loyal to their families. They save their money and sooner or later usually embark in business. They are an economic necessity. If we had no traveling men, the dealer would have to go frequently to market; there would be the time and neglect of his business, as well as the expense of a long trip to account for.

The traveling salesman comes from the nearest town, the order is made up in the store where stock can be referred to and the advice of clerks obtained. If one merchant is making a great success of a certain line or method in another town, the traveling man knows it and speeds the information. If there is a failure or a fraud, he warns his customer who in turn can protect the public.

But why defend the traveling man, when all intelligent people to-day recognize his worth and influence. "Here's to his unbounded success. May he live long and prosper."

Grocery News from Atlantic to Pacific

Maritime Provinces and Quebec

Winter Carnival in Montreal Increases Trade — Marmalade and Jam Factory Burned—New Cold Storage Plant for Nova Scotia—Increase of Fish Shipments.

HALIFAX.

Feb. 16.—The announcement this week that the Department of Trade and Commerce had renewed the arrangement with the Express Companies to pay one-third of the cost of transportation of fish from the Maritime Provinces to the markets of Central Canada, was well received here. Since this arrangement has come into force there has been a notable increase in the shipments of fish from these parts, particularly from the Cape Breton districts. Shipments valued at thousands of dollars are made weekly from Nova Scotia to the American market. In lobsters alone, it is estimated that the shipments last year to the American market, totalled a half million dollars. It is a well-known fact that large quantities of fish taken from the waters along the Nova Scotia coast and sent to the American markets, find their way back into Canada again. With the fish taken fresh from the waters and shipped direct to the centres of Canada, the consumer would get a much more palatable article of food.

With a capital of half a million dollars a company composed of Halifax business men has been formed to erect a modern cold storage plant in this city. The proposed plant will be the equal of any on this continent. Plans have already been prepared, the site has been bonded, and it is expected that the work of construction will be started early in the spring. All the latest improvements will be installed, and it is the intention to make the plant one of the best in the Dominion. The plant is being erected with the idea of catering to the apple shippers, and for the storage of apples alone there will be a capacity of one million and a half cubic feet. The apple shippers of the Annapolis Valley have long felt the want of such a warehouse for the storage of their fruit. The exports of apples from Nova Scotia have grown enormously in recent years. In 1886 the shipments were only 20,000 barrels, while this season the exports will be over 600,000 barrels, and it is expected that before many years, the shipments from the valley will total a million barrels. All perishable products with the exception of fish will be stored in the plant. There is already a large cold storage warehouse here for fish. The new company will be known as the Acadia Cold Storage Company, and the proposed building will cost in the vicinity of $300,000. The site which has been bonded is an excellent one, being on the waterfront, and close to the terminus where all the large ocean steamers berth. The want of such a plant has been long felt here, and the announcement now made has been well received by local business men.

There is a heavy demand for Nova Scotia apples from all quarters and prices rule high. In addition to more apples going to Quebec this season than ever before, an almost entirely new market has been opened in Scotland. The shortness of the supply in other places has caused a big jump in prices of late. The last three shipments of Nova Scotia apples to the Old Country have averaged $3.50 per barrel. One lot of four thousand barrels sold for $4.00 per barrel f.o.b. at Bridgetown, N.S. The jobbers are reported to have cleared from $1.00 to $2.00 on every barrel that they bought at the opening of the season. The firm of Elliot and Miller of Paridise, N.S., have thus far handled over sixty thousand barrels of apples this season. Some of the Nova Scotia speculators who, in order to cover their losses last year, when the market was a little slack, asked their former clients to give them a rebate, are now doubtless ready to return the favor. Early this week three steamers sailing from Halifax for Liverpool took away 25,000 barrels. There is a general complaint among the local grocers regarding apples. They are unable to purchase any first-class stock, even though they offer prices in advance of those paid for the fruit on the other side of the Atlantic.

VALUE OF SUBSCRIPTION.

"I read the Canadian Grocer last week for the first time. and I take this opportunity to thank your persistent representative, to whom after a great deal of persuasion, I gave my subscription. When it came I started to read, and I found it so interesting from page to page, that I read everything in it, and am pleased to say that I appreciate it, and feel that I have already the full value of my subscription." This is what one subscriber says about the CANADIAN GROCER.

The past season was not a very successful one for the Louisburg Fishing Company. The report presented at the annual meeting this week showed that total expenditure for the year to be $8,955.28, and the total receipts $8,983.34. A dull market, the low prices for fish, and a shortage in the catch were attributed by President Murphy, for the poor showing. The old board of Directors was re-elected.

Some improvements was noted this week in the receipts of butter, a most unexpected condition. This butter was held back for higher prices, but as there is no prospect of any advance those holding stocks are now marketing them.

ST. JOHN, N.B.

Feb. 16.—There was very little in the local markets last week. In the produce line butter has declined in price, tub butter being quoted at 22c to 24c a pound, while choice rolls are quoted at 22c to 26c. On the other hand, eggs are firmer, although there is no change in price at present. One reason given for the drop in price of butter is the importation of a large quantity of Upper Canadian butter, which was brought here for 21c a pound.

The position of Manitoba flour remains the same, but dealers expect an advance in price at any time. Winter wheat has reached a very high figure on the Montreal Exchange, and reports are to the effect that it is likely to go still higher.

Letters patent have been granted to the Port Elgin Trading Co,. of Albert County, with a capitalization of $20,000; the St. John Forwarding Co., of St. John, with $2,000 capitalization, and Dearborn Co., of St. John, with $75,000 capital stock.

An assignment has been made to Sheriff Tompkins, of Carleton County, by Aubrey B. Lyons, of St. John. He was doing business as the Lyons Syndicate, in Woodstock and Hartland.

R. M. Fulton, of Sydney, C.B., who formerly carried on a business in Sackville, N.B., recently sold out his grocery to H. Harrington, also of Sackville.

J. D. Palmer, who for ten or twelve years has been traveler for the G. E. Barbour Co., of this city, chiefly through New Brunswick, has resigned his position and in a week or so will establish himself in the wholesale grocery business in Fredericton. Mr. Palmer has been a very progressive salesman and should make a success of his new venture.

An event of much interest to people here took place in Dorchester, Mass., on Saturday last, when Frank White, manager of the Frank White Catering Company, was married to Miss Janet Lingley, also of this city. After a wedding trip to various American cities, Mr. and Mrs. White will return to this city, where they will reside.

Thomas McClelland, who for forty years was connected with the firm of Jardine & Company, who conducted a grocery business here some years ago, died on February 8. He was 87 years of age, and is survived by one son, David McClelland, clerk for John Sealy, wholesale fish dealer, on South Wharf.

Fifty steamers which have made returns to the customs house up to February 13, took away goods to Great Britain valued at $10,417,553, of which $7,547,501 was Canadian goods, and $2,870,052 foreign products. Included in the

cargoes were 3,294,090 bushels of grain, 174,896 sacks of flour, 37,128 boxes of cheese, and 13,149 cattle.

MONTREAL.

Feb. 16. — George Graham, who carried on a large grocery business in Montreal for more than a quarter of a century, died February 11. Mr. Graham, who was born at St. Michel, 82 years ago, took up farming at Henrysburg, but for over forty years he was engaged in the grocery trade in this city, his store being situated on Notre Dame Street, where he carried on a flourishing business. Next he moved to St. James Street, and then to Victoria Square, where he carried on business for twenty-six years. He saw the advantages which the residential uptown district afforded in the nineties, and he then established the business at the corner of Drummond and St. Catherine Streets, which his eldest son, Alexander, has managed for twelve years. The late Mr. Graham is survived by two sons, Alexander and William, and three daughters.

The merchants residing in the uptown districts report increased trade, due to the carnival. This, however, is due to the increase in the number of people being entertained in the homes and various hotels rather than sales directly to the visitors themselves. Tourists are not in the habit of buying groceries to take home with them as souvenirs. But their presence in the city is, nevertheless, an indirect advantage to the city in the increased supplies required all around.

J. Richer, late manager of W. A. Scroggie's grocery department, has opened a store on DeLorimer Avenue.

A delegation from the Montreal Retail Grocers' Association, having at its head the president, J. A. Dore, submitted a request to the Provincial Premier, Sir Lomer Gouin, regarding the question of licenses. At present the license under the new law is fixed at $450 for the maximum and $300 for the minimum price. The delegation asked that the licenses be fixed at $275 to $425. The Premier promised to take the matter into consideration.

Horace Boisseau, one of the best known French Canadians in the city, died last Friday. Mr. Boisseau was downtown the day before, feeling as well as ever. He was 53 years of age. For many years he represented several French houses in grocery specialties, and only recently retired from active business.

D. M. Macpherson, of Glengarry, recently appointed by the Department of Agriculture to watch for frauds practiced in connection with the marketing of butter and cheese, brought action against the Montreal Dairy Company. This is one of the first cases taken in Montreal under the new act. The charge was, taking dairy butter and blocking it, putting it in creamery butter wrappers, and selling it as creamery. The company pleaded guilty and were fined $10 and costs. It is the intention of the department to push all cases of fraud to their ultimate limit.

Window displays in the uptown districts have, in a large number of cases, a carnival aspect.

A grocer who lives in the outskirts of the city, where his customers can go in for a certain amount of intensive farming, has kept well in touch with his people. A window full of poultry food has assisted sales considerably and proved a good drawing attraction. This mixture is prepared by the grocer himself and provides a first class profit.

From time to time the Grocer has urged simple treatment of windows as most effective. A local grocer was discussing this point a few days ago with a representative of this paper, and told of a window which had much impressed him, seen in Lowell, Mass. He stated that the entire window had been cleaned out and filled with fine washed potatoes, which certainly looked alright. On the very top was a well painted sign, "Murphies." Along the lower edge of the pile there were several cards, bearing on each a separate method of doing potatoes. The various ways in which the good old product can be prepared were fully set forth, and inside the store the grocer had all these various ways neatly printed, and with each half peck sold he gave one of these sets of recipes.

A fire, the origin of which is unknown, occurred early on Wednesday morning of last week, destroying J. W. Windsor's marmalade and jam factory, Visitation Street. The approximate loss is $20,000. The firm will secure temporary quarters and will rebuild a larger and more modern factory, and business will not be seriously interrupted.

The following grocers' buyers were in town this week: L. H. Beaulieu, of Cote, Bowin & Co., Chicoutimi, Que.; D. Hebert, Drummondville, Que.; W. Pierre, Sorel, Que.; H. Tourangeau, Varennes, Que.; T. Barbeau, Laprairie, Que.; J. B. Lanier, Lachine, Que.; J. Morand, St. Bartholemy, Que.; G. Lalonde, Papineauville, Que.; J. Lanctot, St. Isidore, Que.; J. A. Chevrier, Rigaud, Que.; Miss Eugenie Lanciault, St. Jacques le Minem, Que.; James Desasmath, Truro. N.S.; J. Dumaini, Shawinigan, Que.; T. Huet, St. Julie Vercheres, Que.

A very neat postal card has been issued by the St. Lawrence Sugar Refining Co., Montreal, on which are illustrated Crystal Diamond Sugar and their 20-lb. cotton bag of granulated sugar. The card shows the two on a table with a tea set, and the printing is done in natural colors.

There has been quite a demand for Montreal cabbages from the West. One car load sold at $22 per ton f.o.b. track Montreal, but the seller refused this figure on a further offer of 8 to 10 car loads.

Emil Chaput, assistant to L. E. Geoffrion, manager and chief buyer, has been admitted into partnership by L. Chaput, Fils & Cie, wholesale grocers, Montreal.

In an attractive booth, centrally located at the pure food fair held by Carsleys in Montreal, Canada First Brand Evaporated Cream and Canada First Brand Condensed Milk were demonstrated. These products of the Aylmer Condensed Milk Company are rapidly coming to the fore, through the progressive methods of the firm, and the lines attracted much attention at Carsleys. No less than three firms demonstrated Canada First Brand Evaporated Cream in conjunction with their goods, these being Chase & Sanborn, coffees, and the Dominion Chocolate & Cocoa Co., and Fry's cocoas. J. A. Gordon & Co. are Montreal agents.

T. Kusanobu, of S. T. Nishimura & Co., is visiting Kingston and other Ontario towns this week.

J. Chartrand & Cie, grocers, Montreal, have dissolved.

H. Drouin, grocer, Montreal, is succeeded in business by Alfred Rochon.

Geo. Graham, grocery and liquor merchant, Montreal, is dead.

J. N. T. Laberge, grocer, Montreal, is offering to compromise.

From Ontario Correspondents

Death of J. C. Woods—Kingston Grocers Keep Fancy Fowl—Toronto Grocers Want Provincial Association—Ingersoll Board of Trade Annual Meeting—Advance of Corner Grocery Stores in Peterboro.

KINGSTON.

Feb. 17. — Investigations seem to be the order of the day all over our fair Dominion and perhaps when all is over a circle will be formed by accused and accusers and each pointing a finger at the other fellow with one voice they will say, "It was you." Grafts and tips seem to have been all the go. Jim the grocer once took a trip to California and was innocent about tipping the colored porters who played tunes on his back with whisks and run out for milk, etc., at the stopping places. Jim soon learned the reason. His trunk was thrown off at Toronto and bounced all over. Jim put his hand in his pocket after that, and smiles, showing ivory teeth, followed and black hands were always willing when tipped by a shilling or more—25c and you are called sergeant, 50c captain and $1 colonel. And so it is in all our affairs of state.

James Crawford's tender got the yearly contract for the Home for the Aged. This home has for superintendent Wm. McDougall, who came out from Scotland many years ago. He was in the grocery business all his life, and makes an A1 manager. He and his good wife are kind to the aged.

Kingston is undergoing a series of troubles. Like Montreal, everything is coated with ice. Trees, wires, etc., are in danger of breaking.

The sheets issued by some of the institutions here asking prices, in some minds were just bluffs to make the departments feel they were trying to save money for the government treasury, and should an investigation occur these sheets might help them

cover up their sins and short comings.

Many of our grocers here took prizes at the poultry show for fancy fowl. It is quite a hobby now to keep good fowl for pleasure and profit. We get tired of the eternal and everlasting counter work and serving the public. Every one, even the newspaper man, likes to get out of the rut and run into the woods for a change.

Geo. Morrison, manager of the grocery department of Hudson Bay store at Portage la Prairie, and at one time one of Kingston's most efficient clerks, intends going on a claim near Moose Jaw. He is a South African veteran and can tell some good stories about dodging Boer bullets. George has a grant of land in New Ontario, in a good location. We are all glad to hear of his success in the West.

Chas. Saunders, after giving the cash system a year's trial, has declared it to have been the best and most satisfactory year since he started. Charlie saw this years ago, but doing a credit business, he was loath to change, as we all are, but he did it and does not regret the move.

It has always been a question for debate whether it is wise or not for a wholesaler or retailer to quote prices in local papers or trade journals. On the one hand you perhaps get orders quicker when prices low enough are quoted but you are telling your competitors what you are doing. Some send a type written list to good grocers and many think this is a good plan. A large firm who have a permanent advertisement in the Grocer sent me a list and they got an order.

PETERBORO.

Feb. 17.—"Have you ever sat down, and reviewed the change of the grocer in relation to his customers during the past twenty years," asks a business man—not a grocer. "Formerly the down town merchant sold many families everything in the grocery line, and supplied them with all the edibles required. All that is altered now. The family grocer gets us the staples, another supplies the tea, another the vegetables, another the fruit, another the flour. The corner store has become patronized too, for many of the housekeeper's needs, especially those living farther out in the residential districts. These smaller stores are increasing in number and size all over the suburbs of the city. In many cases they are doing a good trade, because with smaller expenses, the same prices are maintained as those of the leading main-street dealers. This is another of the many changes that have been slowly but surely taking place."

Eighteen hundred pounds of tea the property of the Daly Tea Co., Napanee, were destroyed in a fire early Friday morning in the White House sheds. An insurance will likely cover this entire loss.

The manufacturers of Spearmint and Fruitlets chewing gum have moved into larger quarters and are turning out large quantities of their product.

E. F. Mason has purchased the stock of groceries carried recently by Wesley Bros. who assigned to Jas. Edgar.

Local millers are paying one dollar for wheat much to the delight of the farmers.

Quite a number of the cheese factories on Peterboro's Board have held meetings arranging for the years' work. Many have added new equipment and facilities.

TORONTO.

Feb. 17.—Grocers in Toronto who are not at the present time members of the Toronto Retail Grocers' Association are missing profitable information. The Association is becoming stronger every month and at the present rate of advance should at the end of the year become an important factor in the trade.

The regular meeting was held on Monday night, Feb. 15, in their hall, Temple building. The members are very much interested in a new scheme which promises to attract the attention of its grocery trade all over the province of Ontario. That is the formation of a provincial association including as its members, men in the trade who are anxious to bring about unity in effort and thus advance the interests of the retail grocers of Ontario.

Discussion on this project was of long duration at the meeting and the feature of it was that there was not one dissenting voice. The members present voiced themselves as being in favor of the proposition and have placed on record a motion to the effect that they are willing to co-operate in carrying it to a successful issue.

Among the advantages pointed out was the effect of united effort, such as a provincial association would provide, on the governments at Toronto and Ottawa. The movement, it appears, will be followed up and it will be no surprise to find a well-working Ontario Retail Grocers' Association in a year from now.

The Toronto Association are much interested in bowling and have arranged for games with the College Street druggists and fruitmen.

The Secretary of the Retail Merchants Association reports that an elderly couple called on him, who had saved $80.00 of their hard earnings, and who claim that they were approached by one of the canvassing agents of the Dominion Co-operative Association who represented to them the advantages of investing their money in this concern, and they understood that they could draw out the whole or any part of it, with interest at 6 per cent. at any time they wished to do so. The representations, they said, seemed so plausible that they handed over the money. Since then they had occasion to require some of it, but were unable to get it back. Instead, however, they were handed certificates for stock in the company. They are now seeking advice, how to proceed in the matter, and to find out where they are at.

Some of the grocers in the city are so blind to the value of advertising, that they give the advertising space in their windows entirely to some wholesaler, without even having a sign containing their own names.

There are some grocers who know so little about the business that they keep their coal oil tank within three feet from the butter.

Bouskill Bros., Queen St. West, have a new idea of showing their goods. Instead of having boxes of the different articles opened and exposed to the dust of the store, they have samples neatly put on china plates and arranged artistically in a show case with neat little cards showing the prices. This shows the quality of the goods, the prices, and the goods kept in stock are seen at a glance.

Some merchants complain that bakers are selling bread to consumers, at the same price as they do to stores.

HAMILTON.

Feb. 17.—Commodity prices are high, poultry, butter and eggs still keeping up around the top figures. Everybody in the trade have looked for a slump, but this cold snap seems to have made the market firm. Cold storage and pickled eggs are just about done, and the bakers and confectioners are obliged to use fresh eggs. This extra demand has made the price hold firm to the farmer. Creamery butter is easier, the best firms offering at 27c. There is lots of dairy coming in, but it does not break 25c. a pound.

Trade continues good in groceries. Canned goods are moving freely. The wholesalers express themselves as delighted with the situation. One manager says their business this year is far in excess of last year and that their outside travelers never handled so much business before; so that it looks as if 1909 would be a banner year for grocery trade here. All the jobbers have from one to three travelers doing the city and to judge from the style of the men and their turnouts, the salary list must loom up pretty well in the expense account.

The Grocers Association are extending an invitation to all grocers to attend the next meeting, whether they are members or not, for the purpose of listening to an address from H. C. Beckett, President of the Dominion Grocers' Guild. This will be one of the events of the season for the trade. As Mr. Beckett is one of the best platform speakers in the country, eloquent and forceful, and there is no doubt that every grocer attending will learn something to his advantage.

Great regret is felt here at the closing of Bennett's mill. The bank has possession and stock is being taken. It is hoped that they will be able to show a surplus and continue in business, as they were very popular with the trade, and were considered level headed business men.

It is reported that E. Skedden, late proprietor of the Skedden Brush Co., is going on the stage.

The McCaskey Register Co., Alliance, Ohio, have opened up a branch factory in Hamilton. This company's account register and system of sales, etc., have secured strong endorsation at the hands of United States grocers and merchants and their invasion of the Canadian field indicates that they purpose pushing their system here.

BRANTFORD.

Feb. 17.—The Brantford Grocers' and Butchers' Association held their eighth annual banquet on Feb. 16, and the harmony and good feeling which have characterized former occasions of this kind were not lacking. A number of Hamilton grocers and salesmen were present, showing that the bond of friendship which has existed for the past eight or nine years between the Brant-

ford and Hamilton grocers was not broken. After partaking of a hearty repast all present enjoyed the following programme :—President's address, Arthur Coulbeck; Address, Mayor W. B. Wood ; ; Greetings from Hamilton, Ald. John Forth, President Hamilton Association ; Address by Senator Hill of Hamilton, "Greater Canada" ; Address, Frank Foster, representing wholesale grocers, "Greater Brantford" ; Song, "The Shamrock," by Mr. Friend; Comic Song, Clifford Todd ; Address, Geo. Cairn, Vice-President Hamilton Association; C. H. Peebles, Hamilton; J. T. Price, Hamilton; Mr. Connawarf, Hamilton; Comic Recitation, Harry Gowman.

After singing the "Maple Leaf" and with the usual amount of cheering the Hamilton party were escorted to the radial station where they took the 11.30 o'clock car for their city.

Those present from Hamilton were, Thos Stevenson, D. C. Allen, R. B. Hill, J. L. Price, E. L. Connawarf, John Forth, M. W. Roland, P. H. Gage, E. Mosgrove, S. Hilton, C. H. Peebles, John Lampman, B. Chrysler, J. M. Semmens, A. Louis, Geo. Cann, E. Springstead, H. P. Boyd, Jas. Main.

We have heard much in the city press in the past few weeks about "Booming Brantford," and, judging from the speeches at the banquet the grocers are particularly interested in this. Brantford on account of its great big shops and factories is essentially a city of workingmen who are in the enjoyment of good wages and a high order of comfort, and the grocers seem to appreciate the fact that this year's council is thinking seriously of going at it in a systematic way. An industrial campaign is sure to be started and it has been stated that the city council may set aside $1,500 this year for that purpose.

The market last Saturday was very good, the inside being well filled. Prices remain unchanged, although eggs are more plentiful. Butter 28c. to 30c. a lb., eggs 30c. a doz.

CHATHAM.

Feb. 17.—Throughout the grocery trade just now, the tone is quite optimistic. December was a good month, and ahead of December of 1907. January this year was in some cases as good as last January, and in many cases better; and February thus far gives good promise of beating last February. Last Saturday was on all sides pronounced a splendid day, though earlier in the week business was quiet. Steady cold weather and good, hard roads, will mean a lot. Grocers are looking forward to a good summer.

Shockingly sudden was the death of Orville I. Dolsen, who has for some years past conducted a business on St. Clair Street, and who dropped dead while crossing Aberdeen bridge last Sunday afternoon. Mr. Dolsen was in his 69th year, and a native of Chatham, being a prominent member of the I.O.O.F. and A.O.U.W. Mr. Dolsen, formerly conducted a flour and feed business, but for the past ten years has been engaged in the grocery business He leaves a wife, but no children.

There was a good market on Saturday. Potatoes went down from $1 to 90c a bag, and eggs from 28c a dozen to 25c. Live hogs sold for $6.75, and dressed for $8.75—a slight decline. Wheat, on the contrary, soared to the dollar mark.

The almost steady cold weather of the last couple of weeks has boomed the fish business. Smith & Jermyn, fish dealers, brought in three-quarters of a ton on Saturday, while many of the grocers, especially Wm. Anderson and Geo. A. Young, have been featuring fish of all kinds. Mr. Anderson has a special fish refrigerator, the lower portion filled with ice, while the fish, in the upper portion, are separated from the ice by a wooden lattice work. Above the fish is a good sized pane of glass. The galvanized top slants like an old-fashioned desk, giving space for a fish display. The refrigerator keeps the fish in better condition and smaller space.

D. H. Ingram, of the King Edward grocery, has accepted a position with Laffer Bros., Detroit.

C. J. Markle, of Kenny's wholesale grocery, Sarnia, called on the trade last week.

Hardy & McGaffney's grocery and general store at Thamesville had an exciting chimney blaze last week, which, fortunately, was extinguished before it had a chance to spread.

O. E. Willson, of the Dunnville Flour Mills, formerly of this city, was here last week.

Ald. John McCorvie and ex-Ald. Wm. Potter, both grocers, were in Toronto last week on business in connection with the I.O.O.F., in which both are interested.

J. F. Holden, Western representative of the Magic Baking Powder, Toronto, was in the city last week.

Ernest Russell Woodiwiss, general merchant, of Kingsville, has made an assignment to Richard Tew, of Toronto, with liabilities placed at $10,000. The assets are not known. The creditors' meeting takes place in Toronto on February 19.

Robert McWha died in Dresden last week, aged 81. In 1854 he started probably the first bakery in Dresden, carrying on the business for many years.

Ray King, formerly Western representative of the Chatham Fruit Growers' Association, has left for Moose Jaw, where he will represent a Western fruit concern.

Fred. S. Archer, of Walkerville, has sold his grocery business, and will leave shortly to locate near Hardisty, Alta.

ST. THOMAS.

Feb. 17. — Both markets were more largely attended Saturday and were better than for some time. Although the grocers were debarred the privilege of buying before ten o'clock by the by-law passed by a majority of the city council, prices were fully maintained and the expected result, that produce, etc., would be cheaper, did not materialize. Butter was in light supply and 27 to 28c per lb. was readily paid. Fresh laid eggs, owing to the mild weather, were very plentiful, but did not sell below 28c doz. Potatoes were eighty cents per bag; apples are very scarce, of an inferior quality and sell at $1.50 per bag; turnips are 40c per bag; cabbage sell from 10 to 15c per head. Other vegetables were in good supply at the usual prices.

It seems regrettable that the two aldermen who were instrumental in having the by-law amended prohibiting the grocers from going on the markets to buy before ten o'clock are both merchants.

On Wednesday night last the grocery store of C. J. Norsworthy was entered by burglars and a quantity of provisions taken, consisting of 10 lbs. butter, some cooked ham, 6 tins of sardines, and other articles. Entrance was gained by the cellar window on Wellington Street and the marauders left by the back door, leaving it partly open. As usual, the police have no clue as to the identity of the burglars.

Adcock's mill, recently in the possession of the Dominion Bank, has been sold by them to the John Campbell Milling Co., and business will be conducted as heretofore.

At a meeting of the grocers, held on Thursday of last week, the question of the price of a particular kind of creamery butter was up for discussion and it was found that nearly all were retailing at different prices, ranging from 29 to 32c per lb. Yet the public have an idea that there is a combine. The formation of a grocers' section of the R.M.A. was delayed until their next meeting, when the election of officers will take place.

LONDON.

Feb. 17.—The meeting of the Retail Grocers' Association on Tuesday night last was one of the largest and most enthusiastic held in a long time. Five new members were admitted, three of them doing business in West London and two in South London, and all having recently engaged in the grocery trade. The question of price-cutting was taken up. One blamed his action on some other grocer, while another offered a similar excuse. The result was that promises were made to correct matters. A strong committee was named to wait on the City Council to ask that the license fee charged peddlers be increased from $30 to $50 or $60 a year. The object is to put a stop to peddling from door to door from which legitimate trade suffers seriously.

Travelers report business in the London district fair the past week, with collections good. The feature of the wholesale trade during the week was the drop of ten cents in refined sugar, due to the fact that raw is lower and slow of sale. Teas are very firm and coffees are advancing. All the other staples are unchanged. Canned goods seem to be still hanging on canners' and wholesalers' hands.

The handsome trophy presented to the London grocers by the Lea Pickling Company for competition in baseball—North vs. South—is on view in Ryan & Russell's store, Richmond Street. It is a beautiful silver cup, mounted on an

PRINCE  WALES

PURE SPICES

Recent Government analyses of spices being sold to grocers reveal some startling facts. Adulteration reigns supreme in certain Canadian spice factories, judging by the Inspectors' reports, and but slight regard is being paid to the honest grocer and his desire to sell Pure Spices and to give his customers the Square Deal.

For 64 years the name EWING has stood for Absolute and Unparalleled PURITY in spices, and we want to assure you, Mr. Grocer, that for 64 years more, and until we quit the business, Ewing's name will always bear precisely that same significance when mentioned in connection with spices.

Protect yourself and your customers by always ordering your spices from EWING'S, a house with a reputation, a house that will not stoop to adulteration, a house that has always given to you and to the public the Purest Spices obtainable.

When we sell PURE Spices they are PURE.

It may cost a little More to deal with us but IT PAYS.

S. H. EWIN

MONTREAL



¼-lb. Carton.



THESE ARE EWING'S PACKAGES

Your only safeguard, when buying, unless you are an expert in Spices, lies in the reputation of the manufacturer with whom you are dealing. So it behooves you to know well and always order the Spices put up in the package of the manufacturer whose name stands for the highest perfection and Absolute Purity.

EWING'S Prince of Wales package always has, and always will, contain the PUREST Spices of any manufacturer catering to the trade.

Accept the Protection Thus Offered to You and to Your Customers by Always Specifying Ewing's Prince of Wales Spices.

G & SONS

TORONTO

ebony base, and presents a very attractive appearance.

Eggs took a drop on the local market on Saturday, strictly fresh selling at 25c per dozen.

John M. Dillon, of the wholesale grocery firm of A. M. Smith & Co., has left on a pleasure trip to the West Indies. He will be absent about six weeks.

The annual at home of the employes of the D. S. Perrin & Co., Limited, on Friday evening last was in every way enjoyable. The affair took the form of a "hop," lasting from 9 till 12, and was held in the Palace Dancing Academy, Dayton's orchestra furnishing the music. The guests numbered about 150. Thos. W. McFarland was chairman of the committee, having the affair in charge, and Wm. Evans, secretary.

J. C. Woods, founder of the line of stores in Ontario cities known as Woods' Fair, died at his residence in this city during the week as the result of an accident about three weeks ago, he having fallen down stairs and sustained injuries to his spine which affected the brain. He was 63 years of age, a native of New York State, and an ex-alderman of Hamilton, Ont. Some time ago he sold all of his stores, except those at Kingston and Guelph, which he controlled at the time of his death.

West London grocers report business particularly good, being 50 per cent. better from every point of view than last year. "Both sales and collections are away ahead of last year," said one grocer. "Our business is keeping up to the summer standard."

Owing to the advance in the price of wheat, which recently touched the dollar mark, local millers have put up the price of flour ten cents per cwt. This will not affect the bakers, as their flour is purchased by contract, and any fluctuation in the price of wheat is not felt by them. The advance will fall on grocers and housekeepers. "Unless deliveries increase and the farmers let up a little," said the manager of a local milling concern Saturday, "there will be a further advance in flour, as it takes two and a half bushels of wheat to make a hundred pounds of flour, and flour has only advanced ten cents per cwt., while wheat has gone up eight to ten cents per bushel." Local millers' supplies are being rapidly exhausted, and another advance is expected at any time.

INGERSOLL.

Feb. 17.—The annual meeting of the Ingersoll Board of Trade was held a few nights ago, a fact which suggests the important part that every enterprising citizen can play in the development of a town or city. It is a regrettable fact that not only in Ingersoll, but elsewhere, there are merchants who do not appear to realize the importance and necessity of their being identified with the Board of Trade. It is certainly displeasing to a merchant to learn that citizens of his own town are doing their trading at a distance, and that instead of buying from him or a home merchant in some other line they are spending their money elsewhere. This being true, should not every merchant who looks to his own town for support, take off his coat, figuratively speaking, and put his shoulder to the wheel of progress? There is an old saying, "don't knock; boost." The merchant who does not take an active part in work calculated to advance the affairs of his own town is indirectly neglecting his own business for the greater advancement made by the town, the greater will be his volume of business. There are many ways in which grocers and other merchants in general can assist in this work. They should always talk up the town in which they live and identify themselves with all movements that are deserving of their support, for it is a well known fact that the people like to go to the busiest and most talked of places and an increase in population spells more business for the merchants.

STRATFORD.

Feb. 17.—Owing to the favorable weather and fairly good roads a large number gathered on the market on Saturday. Everything was very firm in price. Butter still remains at 25c, and is in good demand. The egg market has taken a drop to 27c. They seem to be quite plentiful, and in all probability the price will be lower next week. Apples are very scarce and the price advanced to $1.40 and $1.60 per bag. The grain market remains much the same as last week.

W. J. Norfolk, of Ingersoll, is spending a few days at his home in the city.

Thursday next will be a great day for Stratford, when General Manager Hays, with a large staff of the highest officials on the road, will formally open the new G.T.R. shops here. The shops are to be open for public inspection between the hours of 3 and 6 p.m., and a movement is on foot to close the stores, if not for the whole afternoon at least during those hours, that all may have an opportunity to see the marvellously interesting processes at work. In the evening the civic corporation is tendering a banquet to Mr. Hays and staff, and the citizens are manifesting a keen interest in it. Our long and friendly relations with the Grand Trunk Railway, and the presence among us not only of the great locomotive shops, which are the pride of our city, but of a large number of operating and other employes, produce an identity of interest between city and railway which is cordially acknowledged by both. In viewing the new shops and the new station to be erected this year, the banquet is a proper compliment to Mr. Hays and staff, and that they are accepting it in the spirit in which it is offered is shown by the virtual transfer for the day of the head offices to Stratford.

The North Perth Farmers' Institute held meetings in the city hall Saturday afternoon and evening. Instructive addresses were given by the chairman and others. The addresses by the delegates were much admired by all, and no doubt many who came there to hear the lectures given went away with a better knowledge of farming than ever they had before. New methods were introduced by the speakers and methods that were well worth heeding, and no doubt from this meeting much benefit was received.

Western Canada Notes

British Columbia Fruit and Produce Exchange Reorganizes—Expected Increase in Ham and Bacon—Western Grain Movement.

EDMONTON.

Feb.16.—Trade in Edmonton is beginning to revive owing to the milder weather of the last two weeks thus enabling the farmers to get into town with their produce and considerable trading was done. During the severe cold snap of the previous month business was almost at a standstill. Very little produce came into town and fresh eggs were almost unattainable. What few there were were sold at from fifty to sixty cents. Potatoes have been selling from seventy-five cents to a dollar a bushel. Since the milder weather has been with us fresh laid eggs have been coming in a little more plentiful and prices quoted are forty and forty-five cents. Cased eggs shipped in from down east are quoted at thirty-five cents.

The local wholesale houses report business very good as the big fur traders from the north are in town refitting for next season's operations. Their business is a big item running well into the thousands.

Some of the big G.T.P. contractors are in town getting ready for their work when spring opens, to the west of us on the sections unfinished between here and the mountains. They intend taking large quantities of supplies to last them through the summer as the nearest outfits will not be less than one hundred miles away from here. After the snow and ice leaves it would be practically an impossibility to get freight supplies out to their camps over the almost impassable sloughs and trails.

CALGARY.

Feb. 12.—The western grain movement is by far the principal topic here at present. During last week a convention was held in Calgary to discuss ways and means of furthering the interests of the grain business with a view to shipping westwards instead of eastward, as has formerly been the case. Premier Rutherford presided, and there were present representatives from Vancouver, New Westminster, Victoria and all points throughout Alberta, including a large and influential body of Calgary's foremost business men. The convention created great interest, and all the discussions were of a practical and friendly nature, each speaker being fully alive to the advantages to be gained by shipping the export grain from Alberta and Western Saskatchewan via the Pacific

coast. At the present time Vancouver is without elevator accommodation, without which it is not possible to expeditiously handle and load grain into vessels in large quantities. It is expected, however, that the erection of at least one elevator will be undertaken this year, as those most interested hope to be ready to handle this season's crop. The stimulus that will be given to the grain-producing and shipping industries will be immense, as the rail haul to Vancouver from Alberta and Western Saskatchewan is less than half the distance that it is to Fort William. The C.P.R. have already given a rate that lands the grain at Liverpool, via the coast, equal to the present rate via Fort William, and it is confidently expected that in the near future a still lower rate will obtain via Vancouver and the Pacific. This advantage in rate should prove of direct benefit to the producer, all of which will tend to place these western grain growing areas in the most favorable position. It has now been fully demonstrated that the fall wheat lands of Alberta are capable of growing larger crops of superior quality than any other lands in the world; a somewhat broad statement, but nevertheless, results have proven such to be the case. The American farmer, quick to realize a good thing, is eagerly buying up these famous wheat lands and is bringing large areas under cultivation. The Canadian Pacific Irrigation & Colonization Co. are selling tens of thousands of acres of irrigated lands lying east of Calgary. In most cases these lands are being disposed of to actual settlers. It is expected that the spring will see a great movement of farmers from the middle and western states to central and southern Alberta.

As Calgary is the business and distributing centre for a vast territory including the great winter wheat lands, its advantageous position will be appreciated. As a wholesale and distributing centre, Calgary is to-day second only to Winnipeg and Vancouver. The city has a population of 25,000 progressive and industrious people, who are all justly proud of their home city and firm believers in the future of the Great West and Calgary particularly.

VANCOUVER.

Feb. 16.—There is an old saying that hen's teeth are scarce, and eggs are just about as scarce just now on the local market. There are practically none of that kind that are laid in this vicinity, and few from the outside. The Eastern stock has been cleared out, and some Californias are offered, but these are quoted by jobbers at 50c. Retailers are very slow in buying. As noted previously, the local supply may be augmented at any time with a breath of warm weather, and the price would be ten or fifteen cents cheaper than the California article, with the quality A1. The consequence would be that the latter would remain unsold and be a total loss. Eggs, therefore, are not in demand any more than can be helped.

Word has been passed to the retailers that there will be an increase in the prices of ham and bacon shortly, following the increased figures for dressed hogs, which are now nearly 25 per cent. dearer in the Chicago markets.

Locally, the ham and bacon situation is most interesting. The Swift people, who bought out the Griffin Company, has had almost absolute control of the market for a long time past. Their Swift premium has a call that nothing else can displace, with the result that either the manufacturers or the wholesalers are aware of it, to the detriment of the retailer, For instance, Swifts have been sold with heavy wrapping paper and heavy cord, these accessories being charged at the same rate per pound as the bacon. This is an overcharge pure and simple, and a loss to the dealer. If complaint has been made, it has passed unheeded, for if customers called for Swift Premium, that they had to have. But there is beginning to be a change in the aspect of things. The Morrell Company and the National Packing Company are getting in on the local trade, and as the sympathy is with them, everything possible is done to swing orders to their goods. From them, hams and bacon can be bought either in paper or unwrapped, and in short everything is done to secure trade. A good line of hams and bacon is put on by the B. Wilson Company, of Victoria, which is coming in for a share of the business.

The bill became law in the local legislature this week which will allow Live Stock, Dairy and Creamery Associations power to establish and supervise egg and poultry stations and to operate cold storage plants for all kinds of farm produce. This bill was introduced by W. H. Hayward, member for one of the Vancouver Island constituencies. It is not improbable that different associations in the older settled districts, or where there are agriculturists, will take advantage of it, and secure better prices for produce of various kinds.

A. S. Parkin, manager of Flavelle's wholesale produce establishment at Lindsay, Ont., is visiting his brother, W. H. Parkin, North Vancouver. He and his wife will spend a month here.

The Nanaimo Creamery Association reports a dividend of 6 per cent. The total revenue was $27,430.85, 72,713 pounds of butter having been sold. The new officers are : President, E. Quennell ; vice-president, R. Malpass ; secretary-treasurer, Jos. Randle ; directors, E. Quesnell, R. Malpass, J. Randle, J. Robson, John Thomas and Chas. Donner.

R. G. How, of Kelowna, has sold out his confectionery and refreshment business to Alf. McLellan, and has returned to Saskatchewan.

At the second annual convention of the Fruit and Produce Exchange of British Columbia, held at Revelstoke, the concern was practically reorganized, and started on a new career of usefulness in facilitating the interests of the fruit grower. One sentiment which found unanimous expression was that the future of the fruit industry in this province depended on a strict adherence to the principle of co-operation amongst the fruit growers, the transportation companies and the wholesalers interested in the business. Those who attended were: W. B. Robertson, Revelstoke ; C. E. Handcock, Enderby ; C. Ericson, Malakwa ; J. Arnot, Chilliwack ; Maxwell Smith, R. Robertson, O. H. Robertson, Vancouver ; A. J. C. Clarence, Peachland ; J. Wilson, Revelstoke ; J. Johnstone, Nelson ; H. Morrison, McPherson Fruit Company, Winnipeg. There were also present the following representatives of the Dominion Express Company; R. Helme, superintendent, Vancouver ; M. Lee, Vancouver, and E. Smith, Nelson. In addition addresses were delivered at a banquet by Mayor Lindmark, Judge Forin, Nelson ; Joseph Martin, K.C., Vancouver, and others. Among other matters appertaining to the future plans of the transportation companies, it was stated that proper facilities would be provided at different points in the Okanagan, whereby carload lots may be loaded in the cars and carried by barge to the place of transshipment,to be in operation during the coming season. It was also stated that the C.P.R. contemplated the erection of cold storage accommodations at Okanagan Landing, so that fruit may be properly cooled before being shipped. The officers elected were: President, James Johnstone, Nelson ; vice-president, A. J. C. Clarence, Peachland ; secretary-manager, L. M. Hagar, Revelstoke ; executive, J. Johnstone, A. J. C. Clarence, C. B. Hume, L. M. Hagar, H. E. R. Smythe, W. B. Robertson, the last three of Revelstoke ; directors, H. Puckle, Victoria ; P. Wilson, Chilliwack; W. T. Slavin, Kamloops, H. E. R. Smythe and C. B. Hume, Revelstoke; C. H. Cordy, Summerland; E. E. Handcock, Enderby ; J. L. Vicary, Peachland; E. W. Mutch, Penticton.

ELMVALE GROCER'S SUCCESS.

About one year ago James Hill, who had been in the baking business in Richmond Hill, where he had been successful, sold out and removed to Elmvale and opened a general store. Mr. Hill has been very successful in his new venture, securing an excellent trade among the town people and also the farmers of the surrounding country.

Last summer he erected a fine new brick store, twenty-nine feet frontage by 65 deep. This has been beautifully fitted up with counters and shelving of the latest design. A handsome silent salesman has been placed across the centre space of the store.

The shelves are filled with very select lines of dry goods and groceries suitable to the trade of the town and vicinity.

PERSONAL NOTES.

W. S. Greening, of Todhunter, Mitchell & Co., Toronto, left last Sunday for a six weeks' trip to the old country. He accompanied his sister, who is to be married in Paris within a couple of weeks.

Mr. Russell, manager of the Georgian Bay Lumber Co's store, at Waubaushene, was in Toronto on business last week.

Wm. Meen, assistant manager of Minto Bros., Toronto, is recovering from an attack of illness which he contracted while in the silver country in northern Ontario.

Martin W. Plunkett, grocer, Orillia, was in Toronto last week attending the Mendelssohn choir concerts.

Robert Williams, formerly with Swan Bros., has accepted a position with H. P. Eckardt & Co., Toronto, as city traveler.

How Guelph Merchants Collect Bad Debts

Retail Merchants of the Royal City Have Unique Plan—They Pay An Official Collector an Annual Salary — "Dead Beats" Are Cornered—Importance of United Effort Illustrated.

By Stanley Nicholson.

It was last June that the official collector system was established in Guelph. The Retail Merchants' Association there, after a lot of work and discussion, brought out their new idea. Their object was originally to appoint a collector to act as an official of their association, and to be recognized as such. They foresaw the advantage there would be in it, even in the saving of collection fees alone, and believed, that rather than let their neighbors see a recognized collector calling periodically at their homes, many of their delinquent customers would pay up. They finally decided that it would be better to have their officer paid a salary than a commission and selected for the position, in the person of an ex-storekeeper, D. A. Scroggie. They made a bargain with him to take over the work of drumming up their bad accounts for $700 a year. This amount, with the rent of the collector's office in the heart of the city, telephone fees, stationery, and other expenses, amounting in all to about $900, they decided to raise by taxing the merchant who would reap the benefit of the scheme.

Each Merchant's Share.

A Collection Committee was appointed, consisting of the president of the association, F. Waters; the secretary, H. O. Occomore; G. B. Ryan, a dry goods man, and J. A. McCrea, a grocer. They got together and drew up a list of the eighty odd merchants who belonged to the association, assessing each man what they believed was a fair amount, or a fair share of the collector's expenses. Their assessments ranged from $5 to $15 per year, according to the size of the firms that belonged, and the amount of business done by them. When this list was drawn up it was presented at a meeting of the association, and all the merchants who were satisfied with their assessment on the list, signed their names opposite their respective amounts. Some of the merchants did not at first think a great deal of the idea, and believed there was little to be gained by it. Enough fell in line, however, to make the thing go, and in a very short time the rest saw the advantage of it and began to fall in line. The scheme is now working with such success that the life of the delinquent in the Royal City is anything but a bed of roses.

The Black List Plan.

The official collector of the association was not very long getting acquainted with the slow pay people of the city. While by no means the most welcome visitor at their homes, he was undoubtedly one of the most persistent callers they had. Rather than have him making official calls at their homes every week or so, many people who could not be persuaded by lawyer's letters or threats of suits to settle, settled with the "pesky collector," so as to be rid for ever of him. All kinds and conditions of accounts began to come in as if the merchants all possessed magic magnets and could simply pull the money out. When asked if the money had come in to such an extent as to pay the cost of the collector, President Waters very emphatically stated that in many cases the merchants in the past few months which, after all, was only a trial, had received over ten times the amount they paid annually in fees—money that they had thought it was absolutely impossible to collect. But this is by no means the strong point of the plan.

The collector at the end of the first month, in addition to a report of the collections he had made, submitted a list to each merchant of all the "dead beats" in the city. This list was a revelation. It showed not only how much money "Mr. Dead Beat" owed, but in how many different stores he had big old accounts, so old in many cases that they were getting very grey. Then, the merchants saw really where they were at. They realized then why some customers had all at once started to deal very largely in their stores in spite of the fact that they lived in opposite parts of the city. They saw through some wonderfully touching hard-luck stories that they had heard, in a manner that set them thinking, and thinking hard. They awoke and were mighty glad of it. Nor were they alone surprised. Our friend, the enemy, got a few rather rude shocks during the next few weeks also.

When one of these smiling, affable women would come into the store on which she happened to be sponging at that particular time, and with a superfluity of excuses, would ask to have the matter of five or six dollars' worth of goods added to her "little bill," the merchant would quickly look her up on the list, and, finding that she had a dozen or so more "little bills" of $20 or $30 with other merchants around town, politely but sternly refused her any more credit. The woman, of course, would assume an attitude of indignation.

"Why, the idea! One would think, sir, that I was a dishonest person who tried to get out of paying accounts. I assure you, Mr. ———, you will not be troubled selling me anything again." And she would go in her assumed "hoity-toity" mood and, perhaps, try some other store with much the same result.

It Worked Fine.

Then she would wonder how they "got wise," until in a day or so she would answer a ring at her door to meet, not a boy from the bank with a draft, or a collector from one of the stores where she owed, but the official collector of the association, not with one, but with all her local accounts. Then in a few brief, well chosen words it would all be explained to her why she could no longer work the "pay-you-next-week-bluff," or tell with such good effect her touching tale of the temporary financial stringency. The collector would explain to her the black list system and the beauty of it in dealing with forgetful people. After several calls of this sort on the part of the tactful and persistent official the simple lesson of honesty, so long neglected, is generally learned to very good advantage, backed up as it is with the stern object lesson of the "black list." She finds that the only way to get off that list is to pay her way off it, and she generally begins to pay. It is surprising how honest she gets all at once. Sometimes, when the amounts involved have been large, the families have decided to leave town, but the watchful collector keeps his eye on the moving van, and already in Guelph several parties who contemplated leaving the city have been met at the station and finally persuaded to stay a while and make a few sundry settlements. The collections alone make the scheme a paying one, but the black list feature of it is what does the merchant the most good. It warns him not to let the bad ones get any further in on the wrong side of his ledger. If there was not a single collection made the black list scheme alone would pay the merchants for the expense involved.

Wilson Freres, merchants, Montreal, have dissolved.

The store that tolerates loafers will not have to tolerate customers as much as another. You can't keep all visitors out, but there should be a sharp line drawn between loafing and visiting.

The best way that you can invest a little money to the advantage of your business is to pay it out for trade and advertising journals. In them you get other merchants' best ideas with the deadwood thrown out.

Markets and Market Notes

SEE ALSO PROVISIONS, CEREALS AND FRUIT VEGETABLES AND FISH DEPARTMENTS, ON PAGES FOLLOWING.

QUEBEC MARKETS

POINTERS—

Montreal February 18, 1909.

Fruits—Declined slightly.
Vegetables—Advanced in some lines.
Furs—Fox, fisher and lynx advanced.
Butter—Easier.
Eggs—Declined slightly.
Provisions—Weaker undertone to market, owing to decline in live hogs.

Trade is reported as good for this season of the year, and orders are coming in fairly well from country points. There are obvious signs of a spirit of optimism in all quarters, and even as early as this the opening of navigation is being looked forward to as a turning point.

Few changes have taken place during the week. Shorts are scarce and a strong undertone has developed in the market. Bran continues strong also. Vegetables coming from Florida and other Southern points are a little stronger owing to a slight frost there.

Molasses continues to hold its firm position. Butter is a shade weaker, and cheese is firm. Eggs are in good demand, and the market is depending on new laids, which are plentiful, and pickled, as storage stock is exhausted. The feature of the provision market is the recent decline in live hogs, which have been soaring lately. The fur market is strong and fox, fisher and lynx are scarce. Fruits are a shade weaker in some lines, especially oranges. Other lines are the same as last quoted.

SUGAR—There is a fairly good demand at the recent decline. The market presents no new features this week.

Granulated, bbls	$4 40
" ½-bbls	4 55
" bags	4 35
" Imperial	4 10
" Beaver	4 00
Paris lump, boxes, 100 lbs	5 25
" " 50 lbs	5 35
" 25 lbs	5 55
Red Seal	0 35
Crystal diamonds, bbls	5 35
" " 100 lb. boxes	5 55
" " 50 lb. "	5 65
" " 25 lb. "	5 95
" " 5 lb. cartoons	0 40
Extra ground, bbls	4 80
" " 50-lb. boxes	5 00
" " 25-lb. boxes	5 20
Powdered, bbls	4 60
" 50-lb. boxes	4 80
Phoenix	3 95
Bright coffee	3 90
No. 2 yellow	3 80
No. 2 "	3 70
No. 1 " bbls	4 00
No. 1 " bags	3 95

SYRUPS AND MOLASSES—Barbadoes continues strong owing to a bare market, and the fact that supplies of any size to arrive are not due until March. Some small shipments from individual producers are coming forward, but they are not large enough to affect the market to any extent.

Barbadoes, in puncheons	0 44	0 46
" in barrels	0 46½	0 48½
" in half-barrels	0 47½	0 49½
" fancy		0 49
New Orleans	0 22	0 35
Antigua		0 30
Porto Rico		0 40½
Corn syrups, bbls		0 03½
" ½-bbls		0 03½
" ¼-bbls		0 03½
" 38½ lb pails		1 75
" 25 lb pails		1 25
Cases, 2 lb tins, 2 doz per case		2 40
" 5-lb. " 1 doz. "		2 75
" 10-lb. " ½ doz. "		2 85
" 20-lb. " ¼ doz. "		2 90

MAPLE PRODUCTS—Owing to the approaching season more interest has been manifested in this market lately. Considerable buying has taken place during the week, which has infused some life into the market, and imparted a firmer feeling to it.

Compound maple syrup, per lb	0 04½	0 05
Pure Townships sugar, per lb	0 06	0 07
Pure syrup, 8½lb. tin	0 60	0 6[illegible]

TEA—There is considerable interest manifested in the lower grades, especially in the country trade, but the better grades are slow.

Choicest	0 38	0 45
Choice	0 32	0 37
Japans—Fine	0 27	0 30
Medium	0 22	0 23
Good common	0 21	0 22
Common	0 19	0 21
Ceylon—Broken Orange Pekoe	0 20	0 [illegible]
Pekoes	0 19	0 20
Pekoe Souchongs	0 19	0 20
India—Pekoe Souchongs	0 17½	0 18
Ceylon greens—Young Hysons	0 19	0 25
Hysons	0 18	0 20
Gunpowders	0 17	0 25
China greens—Pingsuey gunpowder, low grade	0 12½	0 16
" " pea leaf	0 19	0 27
" " pinhead	0 30	0 45

COFFEE—Coffee is going steadily into consumption at unchanged figures.

Mocha	0 18½	0 25
Rio, No. 7	0 09	0 11
Santos	0 12	0 15

DRIED FRUITS—Valencia raisins are active, prunes are in good demand, and other lines are enjoying a moderate call. Some houses have shaded prices slightly, which gives the market locally an easier tone.

Figs—		
Bag figs	0 03½	0 05
Tapnets	0 03½	0 05
Elemes	0 08	0 14
Dates—		
Hallowees, per lb	0 05	0 06
Sairs, per lb		0 05
Malaga Raisins—		
London layers		2 25
"Connoisseur Clusters"		2 50
" ½-box		0 75
"Royal Buckingham Clusters," ½-boxes		1 30
boxes		4 75
"Excelsior Windsor Clusters"		5 75
" ¼s		1 60
Australian raisins	0 07	0 08
California Raisins—		
Fancy seeded, 1-lb. pkgs	0 09	0 10
Choice seeded, 1-lb. pkgs	0 08½	0 09½
Loose muscatels 3 crown	0 08	0 09
" " 4 crown	0 09	0 10
California Evaporated Fruits—		
Apricots, per lb	0 13	0 14
Peaches, "	0 11	0 14
Pears, "		0 13
Prunes—	per lb.	
Prunes 25-lb. boxes, 30-40s	0 10	0 12
" " " 40-50s	0 09	0 10
" " " 50-60s	0 08½	0 10
" " " 60-70s	0 08	0 08½
" " " 90-100s		0 07
Currants, fine filiatras	0 06½	0 07
" Patras	0 08	0 08½
" Vostizzas	0 08½	0 09½

SPICES—There is a fair uniform demand for all lines of spices, with no changes in quotations.

	Per lb.	
Peppers, black	0 14	0 20
" white	0 20	0 27
Ginger, whole	0 15	0 20
" Cochin	0 17	0 20
Cloves, whole	0 17	0 30
Cloves, ground	0 20	0 25
Cream of tartar	0 23	0 32
Allspice	0 13	0 18
Nutmegs	0 30	0 60
Cinnamon, ground	0 15	0 19
" whole	0 14	0 16

RICE AND TAPIOCA—The market for both rice and tapioca are decidedly dull, with no changes in quotations.

BEANS AND PEAS—No further advance has taken place in the price of beans, but the market still continues to show a strong undertone. Peas are unchanged.

Ontario, pickers	1 90	2 00
Peas, boiling	1 35	1 40

EVAPORATED APPLES—Demand continues good for this line, which, together with general scarcity, keeps the price at a firm level.

Evaporated apples, new	0 08	0 08½

FURS—Red fox is scarce and prices have advanced for these pelts; lynx and fisher have also gone forward, owing to same reason. Practically all lines of furs are in good demand.

Mink	5 00	6 50
Marten, pale	4 00	6 00
" dark	8 00	20 00
Fox, red	4 00	6 00
Lynx	9 00	15 00
Otter	15 00	25 00
Fisher	7 00	12 00
Weasel	0 25	0 35
Muskrat	0 15	0 25
Canadian coon	0 75	1 25
Skunk	0 40	1 25
Bear, large	8 00	10 00
" small	3 00	5 00

CANNED GOODS

MONTREAL.—The demand for canned fish is good. Canned fruits and vegetables are selling well this week. Canned meats are also going much better than for some time.

TORONTO.—Demand keeps up for general lines of canned goods, and there is a firmer tone about the market. Tomatoes, especially, are called for, and while no price changes have taken place all vegetable lines show a tightening up. Tomatoes are not so plentiful as they were a week ago. Fish lines are expected to be much in demand with the near approach to the Lenten season, and fruits, particularly apples, though this week quiet, are anticipated to be again much asked for.

ONTARIO MARKETS.

POINTERS—
Rice—Firmer.
Beans—Advance in primary markets.
Sugar—Decline in U. S.
Canned Tomatoes—Good demand.

Toronto, February 18, 1909.

Sugar is again the interesting feature of the grocery market, and while no price changes are noted here, there have been two declines in New York during the week, each of ten points. In consequence trading is quiet and an easier

tendency prevails. No immediate change is anticipated, though if one occurs it will be for lower prices.

Rice has firmed up a little, but has not at all affected trading. Beans, too, have advanced in the centres of production, and for small quantities a little higher price is asked, though for fair quantities price quoted last week holds good.

Generally good trading is being done, all the houses reporting splendid orders.

SUGAR—The quotations of a week ago still rule. During the week New York reports a drop of 20 points due to a greater supply than was estimated. This decline has made trading locally pretty quiet, and in consequence an easier tendency prevails.

"Crystal Diamonds," barrels	5 65
" " half barrels	5 75
" " boxes, 100 lbs	5 85
" " " 50 lbs	6 00
" " " 25 lbs	6 15
" " 5-lb cartons, boxes 100 lbs	8 10
St. Lawrence Crystal Diamond Dominor, 5 lb. cans	8 00
Paris Lumps, in 50-lb. boxes	5 75
" in 100-lb. "	5 45
" in 2-lb. boxes	4 75
Red Seal	4 50
St. Lawrence granulated, barrels	4 10
Beaver granulated, bags only	4 60
Redpath extra granulated	4 50
Imperial granulated	4 20
Acadia granulated, (bags and barrels)	4 30
Wallaceburg	4 30
St Lawrence Golden bbls	4 10
Bright coffee	4 40
No. 3 yellow	4 30
No. 2 "	4 20
No. 1 "	4 30

Granulated and yellow, 100-lb. bags 5c. less than bbls.

SYRUPS AND MOLASSES—Quietness rules the market regarding these two articles. Very little trading is being done and prices are unchanged.

Syrups—		
Medium	0 30	0 35
Bright	0 40	0 45
	Per case.	
2 lb. Tins, 2 doz. in case		2 40
5 " " "		2 75
10 " " ½ "		2 65
20 " " ¼ " "		2 60
Barrels		0 3½
Half Barrels		0 03½
Quarter "		0 03½
Pails, 38½ lbs. each		1 75
" 25 " "		1 25
Maple syrup—		
Gallons, 6 to case		4 50
½ " 12 "		4 80
Quarts, 24 "		4 80
Pints, 24 "		2 50
Molasses—		
New Orleans, medium	0 30	0 35
" bbls	0 28	0 30
Barbadoes, extra fancy		0 45
Porto Rico	0 45	0 50
West Indian	0 21	0 23

TEA—Following the advance in Colombo, noted last week, London has followed suit. As yet none of the Canadian markets report an advance. Locally prices may go up, though conflicting rumors are abroad regarding the quantity of Indian teas on the various markets.

DRIED FRUITS—Steady business is being done in dried fruits, native lines, especially, being much in demand. Peels, figs and dates are not called for so much as six weeks ago, though currants and raisins continue good sellers, with prunes and apricots leading.

	Per lb
Prunes—	
30-40's, 25-lb boxes	0 10½
40-50's, 25-lb. boxes	0 09½
50-60's, " "	0 08½
60-70's, " "	0 08½
60-70's, 50-lb. boxes	0 08½
80-90 " "	0 07½
90-100, " "	0 07
Apricots—	
Choice, 25-lb boxes	0 12½
Fancy, " "	0 16
Candied and Drained Peels—	
Lemon 0 10 0 11 Citron	0 17 0 20
Orange 0 10½ 0 12	
Figs—	
Elemes, per lb	0 08 0 10
Tapnets, "	0 03½ 0 04
Bag Figs	0 03½ 0 04
Dried peaches	0 10 0 10½
Currants—	
Fine Filiatras 0 06½ 0 07 Vostizzas	0 08½ 0 09
Patras 0 08 0 08½	
Uncleaned, ½c less.	
Raisins—	
Sultana	0 07½ 0 09
" Fancy	0 11 0 12½
" Extra fancy	0 14 0 15
Valencias	0 05½ 0 06
Seeded, 1-lb packets, fancy	0 09½ 0 10
" 16 oz. packets, choice	0 09½
" 12 oz. " "	0 08
Dates—	
Hallowees 0 05½ 0 06 Fards choicest	0 08 0 08½
Sairs 0 05 " choice	0 07½

NUTS—Trade in nuts is quiet, there being a supply more than equal to the demand.

Almonds, Formigetta	0 12½
" Tarragona	0 13
Walnuts, Grenoble	0 14
" Bordeaux	0 11
" Marbots	0 12
Filberts	0 10
Pecans	0 16 0 18
Brazils	0 15
Peanuts	0 10 0 12

RICE AND TAPIOCA—B grade rice is firmer and is quoted at three and a half cents straight. Tapioca is also firmer. Demand is good for these two lines and quietly steady for the others.

	Per lb.
Rice, stand. B	0 03½
Rangoon	0 03½ 0 03¾
Patna	0 05½ 0 05¾
Japan	0 05½ 0 06½
Java	0 06 0 07
Sago	0 05 0 06
Seed tapioca	0 06
Tapioca, medium pearl	0 04½

SPICES—Demand quiet at unchanged quotations.

Peppers, black pure	0 14 0 20
" white pure	0 22 0 30
" whole, black	0 18
" whole, white	0 28
Ginger	0 18 0 25
Cinnamon	0 25 0 40
Nutmeg	0 25 0 90
Cloves, whole	0 25 0 35
Cream of tartar	0 22 0 25
Allspice	0 16 0 19
" whole	0 17 0 20
Mace ground	0 80 0 90
Mixed pickling spices, whole	15 0 20
Cassia, whole	0 20 0 25

BEANS—An advance is noted in the buying centres and small quantities are higher by 15 cents. Local quotations, however, are at the figures of a week ago. Trading is fairly active.

Beans, prime No. 1, "	2 00
" Lima, per lb	0 07½

EVAPORATED APPLES—The demand for evaporated apples is steady and prices are well maintained.

Evaporated apples	0 07½

NEW AGENCY IN WINNIPEG.

J. A. Mackenzie leaves Toronto this week for Winnipeg, where he is opening a manufacturers' agency with R. M. Thayer, the firm to be known as Mackenzie and Thayer. Mr. Mackenzie was with Park Blackwell for five years and represented Swift & Co. for four years throughout the West. Mr. Thayer was with Gowans, Kent for four years, and later also with Swift & Co.

WESTERN CANADA RESOURCES.

A gentleman who called at the Toronto office of the Grocer this week and who has travelled through Manitoba and other western provinces states that the story of the resources of the west has not half been told.

"You hear people who have been there telling of their experiences and they talk about nothing besides wheat. Why, the fish and cattle-raising industries out there are developing in a wonderful manner.

"The land, too, can produce things besides wheat. Once while I was driving through a Manitoba field," he remarked, "where there were strawberries growing you could see strawberry juice running down the spokes of the buggy-wheels."

TRADE NOTES.

G. H. Hopper, grocer, Ottawa, has sold to W. B. Graham.

The assets of B. Foucreau, grocer, Montreal, have been sold.

Max Axler, general merchant, Bracebridge, has compromised.

Mady Cousins, general merchants, of Granby, have registered.

L. Z. Decosse, grocer, Hull, is succeeded by J. B. Bedard.

L. Ferguson & Co., grocers, Ottawa, have assigned to F. X. Laderoute.

F. De Bellefeville, general merchant, Fassett, is offering a compromise.

Jos. Labbe, general merchant, La Fayette, is offering a compromise.

Gravel & Phaneuf, grocers and liquor merchants, Montreal, have dissolved.

Geo. Vivian Hughes, merchant, Fonthill, has assigned to Jerome Bearss.

Schreiber Trading Co., general merchants, Schreiber, lost by fire last week.

The assets of L. Marchand & Co., grocers and liquor merchants, have been sold.

J. H. Beamish, general merchant, of Schreiber, sustained loss by fire last week.

W. G. Rogers, grocer, butcher, etc., Gananoque, sustained loss by fire recently.

Frank V. Samwell, merchant, Pembroke, has assigned to James Oscar Hutton.

The business of Martin Whitty, general merchant, Kintail, is advertised for sale.

The assets of T. H. Jacques, general merchant, Edwards, were to be sold on Feb. 11.

J. D. Abraham Co., general merchants, Delhi, Ont., has been succeeded by Morgan Bros.

V. E. Paradis is appointed curator of J. A. Tremblay & Co., general merchant. La Tuque.

G. C. Howison, baker, and confectionery, Brockville, recently sustained loss by fire.

A meeting of the creditors of Wm. J. Graham, merchant, Smith's Falls, was held on Feb. 3.

A meeting of the creditors of H. H. Unsworth, general merchant, Acton, was held on Feb. 2.

The assets of H. H. Unsworth, general merchant, Acton, were advertised for sale on Feb. 10.

Charland & Co., Ste. Gertrude, general merchants have assigned to Lamarche & Laurencelle.

A meeting of the creditors of H. H. Mockler, general merchant, Durham, is called for Feb. 12. Henry Barber, of Toronto, is appointed trustee.

EXCITEMENT IN WHEAT CIRCLES

Prices High and Trading Active—Ontario Wants Western Oats—Work of Railway Commission in Assisting Farmers—Big Convention for Calgary—The Situation in the West.

The Western Viewpoint, by our Special Correspondent.

Winnipeg, Feb. 16.—The wheat market has been a centre of interest this week; prices have ruled high, and trading has been extremely active. Receipts have been very light all week, with a keen demand for cash wheat and few offerings, indeed almost every car that comes in has been sold ahead. Eastern millers have been after contract wheat, and there has been some speculative trading, but the bulk of the business has been straight export. May wheat sold at $1.07¼ with $1.07⅜ asked on Thursday. Friday being a holiday in all the American markets trading was somewhat dull in Winnipeg, and there was a slight reaction but it made a strong close. As the weeks pass and Patten continues to hold on to his long line the interest certainly deepens. It now seems pretty well assured that the farmers who have wheat are holding it for higher prices. Of course, in view of the price of Chicago, Winnipeg wheat looks cheap. That Argentine surplus will be less than expected and that there is serious damage to American winter wheat seems now pretty well assured. There is one thing about the Patten corner and it is this; it must be a phenomenal price that will pull him through with a profit, as much of his wheat has been bought at such high figures that there is practically no profit in it at the present time.

It looks as if from now until the struggle is over that it will be a time of more or less, usually more, excitement in wheat circles. From time to time during the past week the excitement in the Winnipeg pit has been intense, some of the brokers coming out with their coats nearly pulled off their backs.

Interest in Oats.

One feature of the week has been the steady increase of interest in oats. For months oats have been dead as a door nail but suddenly interest has awakened and a demand from Ontario for feed, and also an export demand has sprung up. Some of the strength is no doubt due to the reported damage to the Argentine corn crop by locusts, which sent the American corn market up with a jump. Flax continues very strong, and there are rumors to the effect that considerable western Canadian flax has been shipped to or bought for shipment to Duluth.

Winnipeg has been very much given up to curling during the week and the men in Scotch bonnets and with brooms in their hands are very much in evidence. The attendance is the largest since the visit of the Scottish curlers, six years ago.

This week the cheap rates will be open to visitors as well as curlers, and the agricultural interests have taken advantage of the lower rates to arrange a series of important conventions and a Provincial Seed Grain Fair in connection with the Agricultural College. At this convention great prominence will be given to dairy interests, and a demonstration will be given of the use of milking machines. It has always been felt in the West that if milking machines could be successfully operated and were not too costly, that their use would practically solve the greatest difficulty in securing the advance of dairying. The women of the West have not time to milk and the hired man who is willing to milk is a rara avis indeed. This is always one of the stock objections to dairying.

Prominence will also be given to forestry and horticulture, and a very interesting series of meetings has been arranged for the discussion of household science. Altogether it promises to be quite a gala week at the M.A.C.

Wholesalers report all lines of business very quiet at present, excepting spring goods, but with one accord they predict an exceptionally heavy spring trade.

Judge Mabee Firm.

The Railway Commission has completed its work in Winnipeg for the present and departed westward after one of the most successful sittings in its history. It is the first lengthened sitting held here by Judge Mabee, and he has certainly created a most favorable impression. The smoothest of corporation lawyers have found it quite impossible to cloud the issue before him, and he left none in doubt as to his sympathy with the farmers in many of their grievances. He was especially strong on the loss suffered by farmers on account of the railway companies not fencing their tracks.

The jobbers and business men generally are still "chewing the cud" over the "standardization of freight rates" according to Hartwell's schedule, which has been printed in all the papers here. The question comes up for final adjustment later, but it is evident Chairman Mabee favors the Hartwell plan.

The report of the Tax Commission is still taxing the public mind—if one may be pardoned so feeble a pun—and citizens are indulging in a veritable epidemic of letters to the daily papers.

Calgary is to have, during February or the first week in March, the monster lumber convention of the age. Delegates will be there from the Atlantic to the Pacific, and the object of the convention, in plain terms, is to pool interests and advance the price of lumber. Of course, the lumbermen deny loudly anything in the nature of a combine, and declare, with their hands upon their hearts, that the present cutting system is ruining trade and driving them out of business. They assert loudly that though the price of lumber will jump, the unanimity that will follow will greatly benefit business in general. The men who have already tendered on large building contracts are watching the result of this convention with anxious eyes. There is no manner of doubt that any heavy advance in lumber will at once curtail building operations, which up to the present time have promised to exceed the past two seasons.

There threatens to be a suspension of the letting of building contracts where much lumber is involved until this convention is over.

Wheat Rate to Liverpool.

Another thing that will no doubt be discussed at this convention will be the movement of wheat west to the Pacific, and the movement of lumber east. The Canadian Pacific have made a rate from Alberta to Liverpool of 45c on wheat, but dealers say that at this figure they cannot do business, as the additional cost of sacking, the additional interest on money for the longer period in transit and the additional insurance for the more dangerous passage round the Horn does away with all profit. The railway company have not announced publicly, but some of their prominent officials have stated privately that could they be assured of lumber to fill their cars on the return trip they could make a still lower rate. This question of wheat to Britain via Vancouver is certainly making quite a stir, and several exporting houses have had bids and inquiries from the Old Country firms for wheat shipped that way. So far as I can ascertain no shipments of importance have been made up to date.—H.

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 9 a.m. Thursday, February 18, 1909.)

Bonspiel week brought to the city not only the devotees of the "roarin' game," but also a great many merchants from outside points, and the wholesale establishments have been keeping open house, most of their travelers being in from the country to entertain their customers.

Business prospects continue to improve and the volume of trade is steadily increasing. Collections are improving and the outlook has seldom been better at this season of the year.

SUGAR—

Montreal and B.C. granulated, in bbls	5 10
" " in sacks	5 05
" yellow, in bbls	4 70
" " in sacks	4 65
Wallaceburg, in bbls	5 00
" in sacks	5 05
B.C. gunnies granulated, 5-18's to bale, per cwt	5 05
" " " 5-2's " "	5 05
" hard pressed lump, 25's, per cwt	6 25
" " " half bbls., per cwt	6 60
" icing	5 90
bar sugar	6 70
Icing sugar in bbls	5 70
" " in boxes	5 90
" " in small quantities	6 20
Powdered sugar, in bbls	5 40
" " in boxes	5 70
" " in small quantities	5 75
Lump, hard, in bbls	6 05
" " in ½-bbls	6 05
" " in 100-lb cases	6 05

SYRUPS AND MOLASSES—Corn syrups are in very active demand. We quote:

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 15
" " 5-lb tins, per 1 "	2 60
" " 10-lb tins, per ½ "	2 45
" " 20-lb tins, per ¼ "	2 55
" " ½ barrel, per lb.	0 03½
" " Sugar syrup, per lb.	0 03½
Beaver Brand, 2 lb tins, per 2 doz case	3 10
" 5 " " 1 "	3 60
" 10 " " ½ "	3 30
" 20 " " ¼ "	3 20
Barbadoes molasses in ½-bbls, per gal	0 40
New Orleans molasses in ½-bbls, per lb	0 03½
Porto Rico molasses in ½-bbls., per lb	0 04½
Blackstrap, in bbls., per gal	0 [illegible]
" ½ " "	0 [illegible]
" 5 gal. kgs., each	2 25

MAPLE PRODUCTS — Selling very slowly. Prices continue as below:

Sugar, 25 lb. boxes, ½s. and ¼s	3 00
Syrup gallons ½ doz. to case, per case	5 [illegible]
" ½ " 1 doz. to case, "	6 15
" ¼ " 2 doz. to case "	6 [illegible]

FOREIGN DRIED FRUITS—The California raisin market is still weak. Local quotations continue as follows:

Sultana raisins, bulk, per lb	0 09
" cleaned, "	0 10½
" 1 lb pkgs "	0 11½
Table raisins, Connoisseur clusters per case	2 90
" extra dessert, "	3 85
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 70
" Connoisseur clusters, boxes (5½ lbs)	0 85
Trenor's Valencia raisins, f.o.s, per case, 28's	2 05
" " " 14's	1 00
" selects " 28's	2 25
" " " " 14's	1 15
" layers " 28's	2 35
" " " " 14's	1 25
California raisins, choice seeded in ½-lb. packages per package	0
" " fancy seeded in ½-lb. packages per package	07½
" " choice seeded in 1-lb packages per package	0 08½
" " fancy seeded, 1-lb. packages, per package	0 09
Raisins, 3 crown muscatels, per lb	0 05½
" 4 " " "	0 07½
Prunes 90-100 per lb	0 05½
" 80-90 "	0 05½
" 70-80 "	0 06½
" 60-70 "	0 07
" 50-60 "	0 07½
" 40-50 "	0 08
" 30-40 "	0 08½
Silver prunes	0 09
Currants, uncleaned, loose pack, per lb	0 06½
" dry cleaned, Filiatras, per lb	0 06½
" wet cleaned, per lb	0 07
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 08
Pears, per lb	0 08½
Peaches, standard, per lb	0 08
" choice	0 08
Apricots, standard, per lb	0 10½
" choice, per lb	0 11½
Plums, black pitted, per lb	0 11½
Nectarines, per lb	0 09½
Dates, new, per lb	0 07

RICE AND TAPIOCA—Japan rice has declined and is now quoted at 4⅛c per lb.; Patna, 4⅛c; Rangoon, 3¾c. Tapioca, 5c per lb.

EVAPORATED APPLES—There is a good staple demand at 8½c per lb. The market is steady and no change is expected in local prices.

HONEY—Supplies are hard to obtain. Prices are quoted as follows:

Honey, 2½ lb. tins, in case 24	3 75
" 5 " " 12	3 50

SPANISH ONIONS—New stock is quoted at $1.15 per crate.

NUTS — Advanced prices on new stock. We quote:

Shelled Walnuts, in boxes, per lb	0 28
" " small lots, per lb	0 30
" Almonds, in boxes, per lb	0 32
" " small lots, per lb	0 30

ROLLED OATS—The local market is steady, prices showing a slight decline.

Rolled oats, 80 lb sacks, per 80 lbs	2 10
" 40 " " 80	2 15
" 20 " " 80	2 20
" 8 " " 80	2 50

CORNMEAL—We quote the following reduced prices:

Cornmeal, per sack	1 90
" per ½ sack	0 95
" per bale (10, 10's)	2 15

BEANS—Prices are steady at the recent advance. Hand picked are quoted at $2.35 per bushel and the three-pound picker at $2.25.

POT AND PEARL BARLEY — Pot barley is quoted at $2.55 per sack; pearl barley at $3.75 per sack, and $1.95 per half sack.

CANNED GOODS—

FRUITS.

	Group No. 1	Groups No. 2 & 3
Apples—3's standard, per case	$2.44	$2.34
" Gallons, standard, per case	1.55	1.52½
Cherries—Red, pitted, 2's	4.18	4.08
" black pitted 2's	4.18	4.08
" white pitted 2's	4.36	4.28
Currants—Red 2's	4.18	4.08
" black 2's	4.18	4.08
Gooseberries—2's	4.58	4.48
Lawtonberries—2's	4.18	4.08
Peaches—Yellow 2's	4.18	4.08
" yellow 3's	6.54	6.44
" pie, unpeeled 3's	3.34	3.24
" pie, unpeeled, gallons	2.42½	2.40
" pie, peeled, gallons	3.30	3.27½
Pears—Flemish Beauty 2's	3.68	3.58
" Flemish Beauty 3's	4.74	4.64
" Globe 1.s. 2's		3.76
" Globe 1.s. 3's		4.14
Plums—Damson 1.s. 2's	2.28	2.18
" Lombard 1.s. 2's	2.28	2.18
" Green Gage 1.s.	3.08	2.98
Raspberries—Red 2's	4.18	4.08
" red, gallons	3.80	3.77½
" black 2's	4.18	4.08
" black, gallons	3.80	3.77½
Strawberries—2's	4.18	4.08
" gallons	3.80	3.77½

VEGETABLES.

Asparagus—2's	6.28	6.18
Beans—2's	2.08	1.98
Corn—2's	2.08	1.75
Peas—		
No. 4 standards, 2's	1.88	1.55
Early June, 2's	1.98	1.85
Sweet Wrinkle, 2's	2.18	1.85
Extra fine sifted, 2's	3.08	2.75
Pumpkins—3's	2.14	2.04
Succotash—2's	2.68	2.58
Tomatoes—3's	2.44	2.10
Tomatoes, 2's	2.08	1.74
Tomatoes—gallons	3.70	3.65

MEATS.

Clark's 1 lb., pork and beans, plain, per case	2 50
" 2 " " " " "	1 90
" 3 " " " " "	2 50
" 1 " tomato sauce, per case	2 50
" 2 " " "	1 90
" 3 " " "	2 50
" 1 " Chili "	2 50
" 2 " " "	1 90
" 3 " " "	2 50
Soups, per doz	1 25
Corned beef " 2's per doz.	2 00
" " 1's "	1 75

IMPERIAL EVAPORATED CREAM



Does it not stand to reason that a cream put up in what is generally known—according to reports we received from the Government—as Canada's finest dairying district would possess greater merit than others?

Certainly!

Well, why not stock Imperial Evaporated Cream, and make it your leader?

Imperial Brand is put up in just this district, and for that reason, other things being equal, we claim it is unparalleled.

Try a sample case, and see if your customers will not appreciate it.

The Canadian Condensing Co.
CHESTERVILLE, ONT.

GENERAL SALES AGENTS:—S. H. Ewing & Sons, MONTREAL

Grocers

Make Your Wants Known
BY ADVERTISING IN

The
Canadian Grocer

Through this paper you reach the retail trade, and let those interested know what you want to sell or buy. We circulate among those who read this kind of wants.

SEE PAGE 69

INFERIOR TIN PLATE USED

Some Causes of Fermentation in Canned Goods Over Which Canner Has No Control—Why Cans Cannot be Filled—Different Sizes of Tins and What They Should Contain.

"The old fashioned tin plate used for making cans was far superior to the kind used in these days," was a remark of an experienced Ontario canner to the Grocer a few days ago. This gentleman is one who has been in the business for a number of years and he gave some information very profitable to grocers and wholesalers and those not familiar with the canning industry.

He says that in recent years the tin supplied canners has been imperfect. He has made particular observations in this respect with a magnifying glass and has actually found rust oozing from the plate not covered with tin. There should, he said, be a larger amount of tin and the covering should be more perfect.

Some of the Results.

Gradually as the plate becomes rusted the can blows, the air gets inside and the goods ferment.

"We buy the cans in good faith," remarked the canner, "and it can be no fault of ours, if from this cause, fermentation sets in. The acid, whether malic or apple, comes in contact with the steel plate and is thus more trying than air as a hole is eaten through and the goods ferment."

Hard to Fill Cans.

The Grocer's informant also explained how difficult a matter it is for canners to fill up the cans. In putting on the lid solder is used and it has, of course, to be heated. It is absolutely necessary that the hot solder, or in fact anything hot, should be kept away from the contents of the can. In this way it is impossible to fill a can on a level with the brim as the goods must not be burned.

"While, therefore, a can cannot be actually full, it can be nearly so," he added.

Discolored Goods.

The discoloring of the contents of a can often occurs, but here again the canner is blamed for something over which he has no control.

"Flux is an acid used to assist in making solder; can makers use it in the solder on the seam of the can and sometimes this gets a grip on the tin, adhering to it. When the goods, whether fruit or vegetable, are placed inside they are discolored by this acid and we get the blame.

"Canners are probably responsible for a good many sins," he declared, "but there is a great deal credited to us over which we have no control."

Various Sizes of Cans.

In general use there are four kinds of cans. These are commonly known as No. 1, 2, 3 and 9. The No. 1 can should contain twelve liquid ounces; No. 2, twenty-four; No. 3, thirty-six, and No. 9 one hundred and eight. The latter is the gallon can.

The No. 2 can is the one used principally for corn while tomatoes are usually put up in the No. 3. The latter weighs about six ounces.

When the Grocer inquired regarded the relative sizes of the United States and Canadian No. 3 tin, the canner replied, "Ask the grocers themselves if they have ever noticed a difference."

Regarding the nature of the market, tomatoes are the feature, generally speaking. Just at the present time the market in gallon apples is better than it has been for a time.

TOMATOES AND LETTUCE.

Iowa Farmer Gets Phenomenal Results Growing These Vegetables.

Des Moines, Iowa, Feb. 16.—The most sensational disclosure to agriculturists has just been made by Francis Sestier, of Des Moines, a young man who has made $18,000 worth of permanent improvements on a thirty-two acre farm in the last seven years and paid for it all from the product of the soil. It is a demonstration of what application will do.

Francis Sestier is the son of a French stonecutter, who came to Des Moines in 1875 to work on the construction of the State Capitol. But stonecutting is unhealthy business, and one day he determined to quit it. He bought a farm within sight of the golden dome of the State house he had helped construct and struggled along for years, paying off the mortgages and at the same time raised a family. Seven years ago he died and his son Francis took the active management. It is he who has worked the miracle of the soil.

He has turned his farm into a truck garden, which is now said to be the finest truck farm west of the Mississippi River. The beauty of his success is that, unlike truck gardeners of the East, he does not have to spend great sums of money for fertilization. During all these years his fertilization has not cost him more than fifty cents an acre a year.

Mr. Sestier by his management is making his farm yield a gross income of $300 or $400 an acre. Like every successful man, Mr. Sestier can handle some things better than others. Tomatoes seem to be his favorite crop. He introduced the method of raising tomatoes on poles and plants 3,000 vines to the acre, getting a yield of 750 bushels of perfect fruit that brings the highest price on the market. He makes as much as $2,500 on lettuce in a year. Such figures for a thirty-two acre farm in Iowa are sensational, to say the least, especially when they are made to come by the son of a French stone mason who knew nothing of agriculture and who never attended an agricultural college.

The demonstration of Mr. Sestier of the truck value of Iowa land is threatening to turn the tide of corn and hog raising in Iowa to that of truck raising, for Iowa, unlike Texas and the Western States, is close to market for all these goods. The soil here has been demonstrated to be rich in such products. Corn raisers think they have done well to get a yield of $12 to the acre.

COFFEE AND TEA DUTY.

United States Grocers Opposed to It—Great Activity in Spot Market.

The leading wholesale grocers of the United States express themselves as being opposed to the advisability of a duty on tea and coffee. A large Chicago house says of the proposal: "At that time"—when the Spanish war tax on tea was imposed—"the theories were advanced that 10c. per pound duty would not work a hardship to the consumer, that importers could not afford to import low grade teas, that the consumer would get better teas, that a duty would cause the market to drop in China and Japan and that the foreign growers would absorb one half of the duty. All of these theories proved wrong."

The proposal to impose the tax has had the effect of making importers, commission brokers and wholesale and retail dealers, including the 350,000 grocers of the United States who purchase tea in large quantities or a few packages at a time, are beginning to take notice. Altogether the situation is a novel one. Merchants who have been in the trade for thirty years and more are unable to recall its parallel. All last season's crop has gone practically into consumption. There are no fresh supplies to be had until May and June. If there is to be a tax on tea it will take effect on the new crop's supplies about July and August. Virtually there can be no stock of tea till then. Country buyers who are looking for tea entering duty free cannot get it from importers. Boston and Chicago hesitated about believing in the shortage of tea at the end of last year. New York bought up their stocks and now large shipments are being made to Chicago and other points in the West at advanced prices.

COMPENSATION FOR LOSS.

During the present sitting of the House of Commons at Ottawa, a bill was introduced by Hon. Rodolphe Lemieux, to amend the Post Office Act regarding compensation for lost registered letters and parcels and is therefore of interest to all business men.

We have now two kinds of registered letters—the international and the domestic. At the last congress of the International Postal Union held at Rome three years ago, it was decided that when a registered letter or parcel sent from abroad was lost in the country to which it was addressed the postal authorities of the country should compensate the sender or, at the request of the sender the addressee, to the extent of fifty francs.

Canada has adhered to that regulation. The amendment to the act which Hon. Rodolphe Lemieux proposes is that the Canadian postal authorities shall compensate for the loss of a registered parcel or letter to a certain extent, while the parcel or letter is being transmitted from one party to another within Canada itself. In other words the postal authorities will do for Canadian people what they are now doing for foreigners.

The Fruit and Corn Growing Interests

What has Been Accomplished by Recent Conventions and Institutes in the Development of these Industries—The Increased Revenue Therefrom is Practically all Spent Among Local Merchants—Some Interesting Figures as to the Augmented Productiveness of the Land by Improved, Practical Methods.

The inter-dependent relations of the farmer and the business man are becoming better understood and the good work carried on by the Ontario Department of Agriculture in the line of practical instruction, judging competitions and timely talks by experts, is being appreciated and taken advantage of by fruit growers, vegetable raisers, corn growers, stock breeders and those interested in bees, horticulture, floriculture and gardening.

Whenever possible these conventions and institutes are being conducted under the district officer and, where there is no district office, then the Farmers' Institute have taken the matter in hand, and the Department has sent the most progressive and experienced men at its command. Every additional dollar that the farmer, fruit grower or stock breeder can make out of his line of enterprise means, as has frequently been pointed out in these columns, increased prosperity and business for the grocer the hardwareman, the dry goods merchant, etc. The more, that a farmer can get out of the soil or its products, the more evident, will be individual and collective thrift. In The Canadian Grocer last week appeared a review of the work, which is being undertaken by the Ontario Department of Agriculture, whose operations are only limited by its means but, with the funds at its disposal, under the direction of C. C. James, Deputy Minister, much has been accomplished and so encouraging have been the attendance and the interest, that more is being planned.

Fruit Institutes Conducted.

This week there was held at Beamsville and Stony Creek fruit institutes, the former being conducted on Tuesday and Wednesday and the latter on Wednesday and Thursday. The attendance at both was large and the number of young men and boys present was particularly gratifying. The fact that they took full advantage of the short course in fruit growing, augurs well for the future of that industry. The gatherings were held under the auspices of the Provincial Department of Agriculture, the Provincial Fruit Growers' Association, the Lincoln Farmers' Institute, and the Wentworth Farmers' Institute. The speakers at Beamsville were H. S. Peart of Jordan Harbor who spoke on "Orchard Management and Cover Crops," W. C. McCalla, of St. Catharines, on "Spraying," and L. Caesar, of the Ontario Agricultural College, Guelph, on "Fungus Diseases and Insect Pests." A. W. Peart, of Burlington, gave an address on "Pruning and Grafting," and J. P. Carey, of Toronto, and R. Thompson, of St. Catharines, on "Packing Packages and Marketing."

The speakers also addressed the meetings at Stony Creek on practically the same topics, including "Drainage" and "Co-operation."

It has been demonstrated during the past season in many sections of the province that fruit growing is one of the most profitable lines of agriculture, and the men who are following improved methods are being reimbursed many times over for the extra trouble and expense involved. The fruit growers, great and small, assembled at the special gatherings where they were afforded an opportunity of instruction near their homes. Wentworth and Lincoln counties are pre-eminently the thriving and largest fruit growing districts in the province and the courses were taken full advantage of. The lectures and practical work were of assistance and value to not only the experienced grower, but to the young men who took an active interest in the proceedings and in the discussions. The success of the gatherings was such that it is understood there will be undertaken similar work in other localities. The operations of the Agricultural Deparment of the province are not, however, confined to any one line, but are broad and comprehensive in scope and character.

The Corn Convention.

There was conducted at Essex last week the first Corn Growers' convention and exhibition ever held in Canada. It lasted four days and the results were of the most substantial nature, so much so that the association will apply for incorporation. People from all over Essex and Kent assembled in large numbers to take in the practical work. These two counties raise over half the total amount of corn in Ontario. The figures obtained from the Department of Agriculture for the year 1907 show that the value of the corn raised in Essex county was $1,672,000, and in Kent county $1,439,000, representing some 11,000,000 bushels in all. There were under cultivation 161,000 acres of corn in these two counties, and the amount realized was $3,111,000, out of $6,220,000 received for this cereal in the whole province.

It was pointed out that an increase of one bushel per acre would mean an average about 161,000 more bushels in Essex and Kent alone. Recent discoveries have indicated that, if proper methods of selection are practised, a gain of five or more bushels on the average per acre may be expected, which will materially add to the amount of money in circulation in the district, and the augmented revenue of the farmers will be practically all spent among the local merchants.

Addresses on "The Preparation and the Cultivation of the Soil for Corn," "Seed Corn Judging," "Field Competition with Corn," "How to Judge and Select Seed Corn," and "Experimental Work with Corn in Ontario," were given by Prof. Klink, of Macdonald College; Prof. Zavitz, of the O.A.C.; Dr. J. W. Brien, of Essex; C. C. James, Deputy Minister of Agriculture, and others.

Prof. Klink, of Macdonald College conducted an informal conference on the points to be considered in selecting a good seed ear. His talk was fully illustrated by the use of many seed ears, and by means of large charts, which enabled his audience to see and appreciate the points discussed. He expressed the opinion that the Lake Erie counties were capable of producing a large part of the seed corn required in Canada. His faith in the possibilities of these counties had led him to come to Essex, not to teach the farmers to grow corn, but to talk the situation over with them and acquaint them with the requirements of the farmers of Ontario and Quebec in the matter of seed corn. The exhibit, he said, was the finest he had ever seen outside the corn belt, and would prove a revelation to the average Canadian. "If," continued the professor, "the Immigration Department of Ottawa wishes to advertise Canada in the corn states of the middle west, it cannot do better than to send a representative to the Corn Growers' convention at Essex."

Entries and Exhibitors.

For the exhibition prizes of $5, $3 and $2 were given for the best ten ears in each of ten classes, and so much interest was taken in this department that there were 295 entries from 113 exhibitors.

The Colonization Department of Ontario has purchased the prize samples of corn shown for use in their immigration office in London, Eng.

The convention took the form of a school class during the morning session, when 150 farmers and farmers' sons were seated around tables scoring corn, according to instructions.

Some Prize Winners.

The judging competition for farmers and farmers' sons was won by Alvin

Bunn, of Ruthven, with Fred Ure, of Sandwich South, second, and J. H. Coatsworth, of Gosfield South, third. The prize for the best single ear of corn in the exhibition was won by J. H. Coatsworth, of Gosfield South.

There is no reason why Kent and Essex counties should not produce all the seed corn required in the Dominion, and the convention will, no doubt, do much good along these lines. Another convention will be held next year, so successful was the one conducted last week.

The Ontario Corn Growers' Association was organized with the following officers:

President—J. O. Duke, Olinda.

First Vice-President—Harrison Smith, Ruthven.

Second Vice-President—Pat Morentette, Ojibway.

Secretary—A. McKenny, Essex.

Treasurer—Harry Coatsworth, Kingsville.

A LIVE GENERAL MERCHANT.

St. Mary's Man Interested in the Progress of His Native Town.

R. Dickson, general merchant at St. Mary's and Thedford, Ontario, was in Toronto this week on one of his periodical business visits. Mr. Dickson is a man much interested in the affairs of the community in which he resides and it is through his instrumentality that the Hydro-Electric Commission has decided to extent its operations to St. Mary's, which will also be the terminus.

Improved methods in agriculture and in dairying are always advocated by Mr. Dickson. He urges his views upon the farmers whenever he has the opportunity, and seeks to make them more economical in their labors. While in Europe a few years ago he took particular observations regarding the farming and dairying methods in Belgium. He says that in spite of the fact that there is a direct tax of $22 per acre there the methods are so economical that farmers there can produce more butter than Canadian dairymen in corresponding conditions.

Mr. Dickson tells of some interesting episodes regarding the late Timothy Eaton. The latter used to keep store across the street from Mr. Dickson in St. Mary's, and occasionally during the early part of the day Mr. Eaton would come over and help him pack butter. He returned the compliment.

LARGEST BISCUIT AND CONFECTIONERY FACTORY.

London, Ontario, proudly lays claim to being the home of the largest biscuit and confectionery factory in Canada.

The growth of this factory from a small shop 12 feet by 18 feet, to its present enormous size has been one of the most remarkable in the history of Canadian manufacturing annals.

Fifty-one years ago McCormick's biscuits were unknown. To-day their famous quality is known and appreciated in every Canadian town from the Atlantic to the Pacific. And large numbers of our American cousins who have visited Canada have found McCormick's Jersey cream sodas so superior to the American crackers that they have made arrangements to procure them through their grocers in the States.

McCormick's attribute the wonderful growth of their business solely to the high quality of their products. For surety of purity and quality of materials they carry matters to the extreme. They even employ a chemist (the only biscuit factory that does) to analyze all ingredients and see that they conform to their standards of purity and quality. If not found satisfactory they are rejected.

The visitor to McCormick's factory is always amazed at the perfection of the manufacturing system. McCormick's biscuits are baked, packed, labeled, sealed and ready for shipment in about one hour from the time the dough leaves the mixing room. To make biscuits like McCormick's requires a lifetime's experience and the employment of skilled bakers, plus the use of the best materials and the most modern and expensive biscuit-making machinery, in the world.



But McCormick's don't stop at making superior biscuits. They are aggressive advertisers. This year their advertising campaign is the largest ever undertaken by a Canadian biscuit manufacturer. They believe in assisting the grocers in every possible way to keep their products moving rapidly. We believe the consumer who gets McCormick's biscuits as they are made today will be an enthusiastic advertiser for their biscuits and for the grocer who handles them. We feel confident that, any grocer who makes a specialty of McCormick's will be largely benefitted. Not only will brisk advertising be done for McCormick's Jersey cream sodas, but several new lines will be exploited, such as Lemon Cream, Thin Arrowroot and McCormick's Fancy Cream Sodas.

SPECIAL EXEMPTION STAMPS.

These Must Be Secured for Patent Medicine Bottles After April 1st.

Retail grocers are again reminded of the fact that the Patent Medicine Act comes into force on April 1st of this year. For supplies on hand grocers will be obliged to secure a "special exemption stamp," which will have to be pasted on the bottles, etc. These stamps can be secured at the mere nominal price of two or three cents for a hundred, from the Inland Revenue Department at Ottawa.

To deal in patent medicines after the first of April grocers must secure a certificate. If this is not attended to there is the liability of a fine following the neglect. This refers, of course, to remedies advertised for internal use.

RECENT HOCKEY GAMES.

H. P. Eckardt & Co. defeated Eby-Blain, at T.A.A.C. rink on Wednesday night of last week, in the Wholesale Grocery League, by 5 goals to 3, half-time score being 3 to 1 in the losers' favor. The teams:—

H. P. Eckardt & Co.—Goal, Joyce; point, G. Wilkinson; coverpoint, Brown; centre, Thompson; right wing, Cowan; left wing, F. Wilkinson.

Eby-Blain, Ltd.—Goal, Kelly; point, Watson; coverpoint, Thomas; centre, Bond; right wing, Real; left wing, Blain.

James Lumbers & Co. defeated T. Kinnear & Co. by 7 to 4 the same evening. The teams:—

T. Kinnear — Goal, Telfer; point, Marks; coverpoint, Mains; centre, Rennie; right wing, Dickey; left wing, Kinnear.

Jas. Lumbers—Goal, W. Lumbers; point, Kerr; coverpoint, F. Lumbers; centre, Pyne; right wing, Nelles; left wing, Carradus.

The standing of the clubs in the league is given below. The championship is represented by the Tillson Trophy, which has been won three years by the Brokers and once by T. Kinnear. The record to date:

	Won	Lost	To play
H. P. Eckardt & Co..	4	0	1
James Lumbers	3	0	2
Brokers I.	2	2	1
Eby-Blain	2	2	1
Kinnear & Co.	1	3	1
Brokers II.	0	4	1

WINDOW DRESSING.

The freest kind of advertising is the store window.

Do not crowd a window.

Display one line at a time.

Avoid dull monotony.

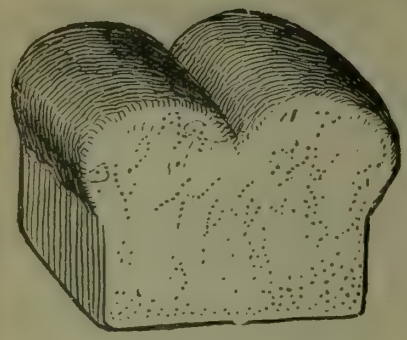
Change your window not less than once a week.

Keep your windows clean.

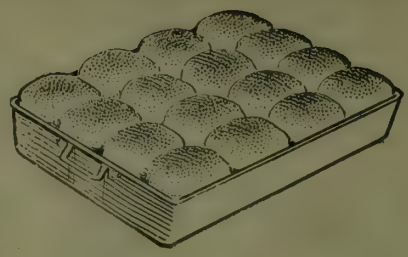
Be original; produce designs that will hold people's attention.

Show seasonable goods only.

Whenever possible put mechanical motion or something animate in the window.



The biggest and best Canadian Flour Advertising Campaign has just commenced in the papers.



Grocers who handle Purity Flour will receive the benefit.

Does Advertising Appeal to You?

It ought to. By process of reasoning does it not also appeal strongly to you that goods that are advertised steadily year after year must be profitable to handle? : : : :

Also that they must be good goods or the advertising would only serve to make their deficiencies known. : : : :



We are increasing our advertising appropriation steadily year after year. It's reasonable to suppose that it pays us. Likewise it pays those who handle **"Purity Flour."**

Increase your reputation by handling "Purity," the flour of quality, and please your customers by having it always in stock for them when they ask for it as they surely will.



PURITY FLOUR



Western Canada Flour Mills Co., Limited

TORONTO MONTREAL ST. JOHN WINNIPEG BRANDON



FACTORY AT LONDON. WAREHOUSES AT MONTREAL, OTTAWA, HAMILTON, KINGSTON, WINNIPEG, CALGARY.

This Enormous Plant is the Result of 50 Years' Experience in Making

JERSEY CREAM SODAS

and hundreds of varieties of Fancy Sweet Biscuits and Confectionery

Established in 1858 by T. McCormick in a very small shop, about 12 by 18 feet.

Now, look at the picture of the largest biscuit and candy factory in Canada, owned and managed by his three sons.

The factory is also the most modern on this continent—is thoroughly ventilated and kept scrupulously clean.

Pre-eminently the best

McCormick's Biscuits are made from Best Blended Flour, First Quality June Creamery Butter, Fresh, Sweet, Whole Milk, Pure Sugar, etc.

All materials are analysed by an expert chemist and therefore McCormick's are in a position to guarantee the Purity and Quality of their biscuits.

No other Biscuit Factory in Canada employs a chemist to insure wholesomeness of its biscuits.

Continental Reputation.

Great numbers of discriminating American women-visitors to Canada have pronounced McCormick's Jersey Cream Sodas vastly superior to the American crackers. They have even insisted on the factory shipping a supply to their grocers, stating that they were willing to pay the duty if, by so doing, they could enjoy such a luxury.

We have appreciated the confidence and assistance of the Grocery trade in Canada in placing our biscuits before the consumers and hope still further to merit your approval in our present efforts to assist your sales of our biscuits by advertising them extensively amongst the consumers. We hope you will keep on hand a good supply of

McCORMICKS

Jersey Cream Sodas and Fancy Sweet Biscuits

We will advertise for six weeks, Jersey Cream Sodas, Fancy Jersey Cream Sodas, Lemon Creams and Thin Arrowroot.

When You Consider

that well-known goods are half sold before you put them on your shelves, it's easy to understand why

HEINZ 57 VARIETIES

Pure Food Products

(The kind that contain no preservatives)

are good sellers. The consumer knows their quality, their purity, their goodness, and the guarantee on which they are always sold—money back if they fail to please.

You make more money on Heinz goods than you do on others, because there are more of them sold and it's volume of business that counts for profit.

Anything that's HEINZ is safe to sell

H. J. HEINZ COMPANY

New York Pittsburg Chicago London

ROLLED BACON

The cheapest line on the market to-day is our "Star Brand" Boneless Rolled Bacon.

These are absolutely without bone, easily sliced and with no waste.

They are mild, sugar cured, and sold at a very low price.

F. W. Fearman Co.

LIMITED

HAMILTON

Plain Figures that prove the Superior Quality of

TRURO QUALITY BRAND

Reindeer Milk

and

Jersey Cream

	Butter Fat
Reindeer Milk	8.61
Highest of other Brands	8.00
	.61

Reindeer Milk 7½% richer

Jersey Cream	8.05
Highest of other Brands	7.10
	.95

Jersey Cream 13% richer.

Figures taken from Government Bulletin No. 144

The Truro Condensed Milk Co., Ltd., Truro, N.S.

New Laid Eggs

We are buyers F.O.B. your station.

Get in touch with us.

Roll Bacon

Mild cured. Just the thing for breakfast these mornings with New Laid Eggs. Get our prices.

The WM. RYAN CO.

LIMITED

70-72 Front Street East

Toronto - Ont.

Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN

Montreal, February 18, 1909.

Cheese is displaying a strong feeling this week, owing to better demand from the Old Country. Both colored and white is going forward to English houses. This is encouraging, in view of the fact that there are fairly liberal supplies being offered from New Zealand. Reports from England state that stocks there are diminishing and consumption is increasing. This, however, is not altogether the reason that Canadian stock is going well, but because it has established itself in public favor, and the Englishmen seem willing to have it, even when the price is decidedly high. From what can be learned, a rise in the English market is not improbable, as holders are firm in their demands. The price, however, remains the same as a week ago. Locally prices rule 12½c to 13c for finest Westerns, and 12⅜c to 12½c for Easterns. Receipts for the season since May 1, 1908, to February 13, were 1,956,090 boxes, against 2,053,760 boxes for the corresponding period of last year.

The butter market is in a peculiar position, as various prices which are wide apart are being quoted, and there seems to be a general lack of uniformity in this respect. This is due to the many qualities which are offering. Some dealers think that butter will arrive in ample quantities to supply all demands, while others think that stocks are being reduced so fast that a pinch later on is inevitable. In view of all this it is interesting to know that the cows are in much better shape this year, and, consequently, a much larger yield can be looked for. There has been plenty of feed this year, a lack of which at this same time last year gave the butter outlook a serious aspect. Locally butter is quoted at 25c for fall creamery, winter creamery at 23c to 24c, dairy in tubs at 20c and rolls at 21c. Receipts since May 1 have been 417,525 packages, against 411,658 packages for the same period of last year.

THE PROVISION SITUATION.

Toronto, February 18, 1909.

Without any reason further than that such is the case, live hogs are quoted f.o.b. in the country about 50 to 60c per 100 lower than last week. The fact of the matter is evident, as stated last week, that the supply of hogs is not sufficient to meet the requirements of all the packing houses, and in consequence it is a game of who wins—the farmers or packers. Whenever the price reaches a point which suits the farmers in come the hogs, but as soon as the packers drop prices, the receipts drop accordingly. Dressed hogs this week to butchers sell for $9.50 to $10 per 100 weight, and by all appearance, good prices will rule for some time to come.

Owing to the excellence of our bacon, the rapid increase in its consumption is remarkable. Many will remember the difference of the present mild cured bacon and the strong salted cured meats which were used years ago. The packing houses are now doing for the farmers in the bacon line what the creamery does for them in the butter line. The result of producing better qualities is larger consumption, and consequently better prices for the farmers, and better prices for the farmers means prosperity to the country.

The butter market is still suffering from the large accumulations of poor butter, which can only be sold for baking purposes, at reduced prices. Good butter, although in good demand, follows the downward tendency of the inferior, and is also from one to two cents lower this week.

Eggs are about 2 cents cheaper, and receipts of new laid eggs are fair and of better quality. The held stock is very light, and if there should be a long spell of good winter weather there might be what sometimes has happened, an egg famine, with very high prices, before the fresh supply will be sufficient to meet the demand.

PROVISION MARKETS

MONTREAL.

The provision market is weaker in tone, although no changes in prices have occurred yet. This fact is due to the freer arrival of hogs, and a consequent reduction of prices.

Compound Lard—		
Tierces, 375 lbs	0 09	
Parchment lined boxes, 50 lbs	0 09½	
Tubs, 50 lbs	0 09½	
Wood pails, 20 lbs. net	0 09½	
Tin pails, in cases	0 09½	
Heavy Canada short cut mess pork, in bbls	22 00	23 0
Selected heavy Canada short cut clear boneless pork		23 00
Heavy Canada short cut clear pork		22 50
Very heavy clear pork		25 50
Plate beef, 100-lb bbls		7 75
" 200 "		15 00
" 300 "		22 00
Pure Lard—		
Tierces, 375 lbs		0 12½
Boxes, 50 lbs., grained		0 12½
Tubs, 50 lbs., "		0 12½
Pails, wood, 20 lbs., parchment lined		0 13
Tin pails, 20 lbs., gross		0 12½
Cases, tins, 10 lbs. each		0 13
" " 5 "		0 13⅛
" " 3 "		0 13¼

BUTTER—Owing to ample supplies the butter market has eased off slightly. Dairy stock remains the same.

Fall creamery, solids	0 25	0 25½
Fresh Creamery, solids, lb	0 24	0 24½
" " prints, lb	0 24½	0 25
Dairy, tubs, lb	0 17	0 19
Fresh large roll	0 19	0 20

CHEESE.—Enquiries from England are arriving more freely, and considerable stock is going forward. Reports from London, state that notwithstanding the liberal receipts from New Zealand the price of Canadian stock remains firm. Locally trade is brisk, and the undertone of the market is strong at unchanged figures.

Cheese, old	0 15½
" large	0 13½
" twin	0 13½
" small	0 13

EGGS—The egg market is bare of cold storage, new laids and pickled eggs being the only varieties available. New laids are in good demand, and the tone of the market is strong.

New laids	0 30	0 32
Pickled		0 27

HONEY—The honey situation has developed a firmer feeling, owing to increased demand, and small size of stocks held. No changes have yet taken place in quotations.

White clover comb honey	0 13	0 15
Buckwheat, extracted	0 08	0 09
Clover, strained, bulk, 30 lb. tins	0 10	0 11

POULTRY—Turkeys and chickens continue scarce, and prices are well maintained. Other lines are also fairly strong owing to a not too free supply. Prices remain as last reported.

Spring chickens, per lb	0 15	0 16
Hens, per lb	0 11½	0 12
Young ducks, per lb	0 12½	0 14
Turkeys, per lb	0 19	0 20
Geese, dressed	0 10	0 12
Ducks	0 12	0 14

TORONTO.

The market is firm, with good demand for all lines, and although some are asking a trifle more there is no noticeable change this week, with the exception of a quarter-cent advance in lard.

Long clear bacon, per lb	0 11	0 11½
Smoked breakfast bacon, per lb	0 14½	0 15
Roll bacon, per lb	0 11½	0 11
Light hams, per lb	0 13½	0 14
Medium hams, per lb		0 13½
Large hams, per lb		0 13
Shoulder hams, per lb	0 10	0 10½
Backs, plain, per lb	0 16	0 16½
" pea meal	0 16½	0 17
Heavy mess pork, per bbl		20 00
Short cut, per bbl	22 50	23 00
Lard, tierces, per lb	0 12½	0 12½
" tubs "	0 12½	0 13
" pails "	0 13	0 13½
" compounds, per lb	0 08½	0 11
Dressed hogs	0 10	0 10½

BUTTER—Butter on the whole is about 2c a lb. lower. In the following quotations is an explanation of what is meant by "Farmers' separater butter," and "choice dairy prints." It may be that some which is sold as the former was not made by the separater process, and some of the latter may, but the distinguishing line is drawn from the fact that the one is shipped direct by the farmer to the city, whereas the other is taken by the farmer to his country store and mixed lots made by different farmers sent in by the storekeeper. Out of these mixed lots is picked out the choice dairy prints. The class called "farmers' separater butter" is invariably better than the other. This may be owing to two reasons. The best butter makers will not sell their butter to the stores at the same price which is paid for

all, and therefore they ship direct. Another reason is that good and bad butter being packed together become tainted with each other and as well absorb the odors from the many articles kept in a store.

	Per lb.	
Creamery prints	0 26	0 28
Creamery solids	0 25	0 26
Farmers' separator butter	0 23	0 25
Dairy prints, choice	0 22	0 23
" " ordinary	0 19	0 20
" tubs, choice	0 20	0 21
Large rolls	0 19	0 20
Baking butter	0 15	0 17

EGGS—The held eggs by farmers must be about all sold out, as the stock coming in is much improved. They are now practically all new laid and do not nedd the emphatic guarantee of being "strictly new laid."

Strictly new laid, per doz	0 28	0 30
Cold storage	0 26	0 27
Limed	0 24	0 25

HONEY—A small lot of 60 packages came in this week, which is sold in 60-lb. cans at 11c a lb. Market is quiet with no change in prices.

60-lb. tins	0 11	0 11½
Smaller sizes, tins and bottles	0 10½	0 12
Comb, doz	1 50	2 50

POULTRY—Very little doing. All that comes in is readily taken at full prices, which are firm and a little higher. Geese and ducks are off the market.

Spring chicken, dressed	0 16	0 20
Hens, per lb., dressed	0 12	0 14
Turkeys, per lb., dressed	0 18	0 20

BARRELS

For Flour, Butter or packing any kind of merchandise, manufactured and for sale by

H. CARGILL & SON

CARGILL, ONTARIO.

SALT

Car lots of Fine, Medium or Coarse, in Barrels, Sacks or Bulk.

TORONTO SALT WORKS

128 Adelaide Street E., Toronto

ESTABLISHED 1892

Rotherford, Marshall & Co.

Wholesale Produce and Commission Merchants,

TORONTO, ONT.

Solicit Correspondence. Always buyers of Dairy Products. Write us before selling.

Poultry Wanted!

Persons having Poultry to ship to Montreal market should make a trial shipment to

P. POULIN & CO.

39 Bonsecoure Market, - Montreal

Buyers of Poultry, Game, Eggs and Feathers. Prompt remittance. No commission. Reference, any bank.



USE OVAL WOODEN BUTTER DISHES.

THOMAS BROS., St. Thomas, Ont.

WINNIPEG.

BUTTER—The dairy butter market is very weak. In fact the bottom seems to have fallen out of it. Supplies are liberal and the quality is complained of by the buyers. For No. 1 the price is 18c f.o.b., Winnipeg; for No. 2, 14c to 15c.

EGGS—Practically speaking there are no eggs on the market. Country stores are unable to supply any for the city buyers and owing to the egg famine in the East there are no supplies coming from Ontario. Canadian storage stock (what there is of it) is selling to the trade at 36 cents per dozen, and American at 40 cents.

CAUSE OF MOLDY BUTTER.

Moldy butter is something that grocers do not care to handle. "Mold" is a term applied to a large group of very small plants. These plants are found growing on the damp surface of almost any substance which contains animal or vegetable matter. They are propagated by very small and very light spores, which are formed in enormous numbers and are so light that they are carried about by the slightest movement of the air. While they grow more rapidly at high temperatures, molds are not so sensitive to cold as many other plants, and they will grow even in refrigerators held at near the freezing point. In addition to food and proper temperature, a supply of air is absolutely necessary to their growth.

When molds grow on butter they not only give it an unsightly appearance, but bring about changes in its composition which seriously affect the flavor. Moldy butter is very common, especially in the summer, and is a source of great annoyance and loss to butter dealers. Mold spores are so well distributed that it is impossible to secure tubs, boxes or liners entirely free from contamination. If the wood is well seasoned and is stored in a dry place these spores will not germinate, but if the tubs or boxes are made from imperfectly seasoned lumber or become damp through improper storage, the spores will germinate and the contamination will be very much increased.

Moldy butter comes from tubs contaminated before they are packed, and is not due to moldy refrigerators. Conditions which cause moldy refrigerators would favor the growth of mold on the inside of packed tubs, but the contamination for the most part must come before the tubs are filled.

The trouble from moldy tubs may be decreased by using only well-seasoned tubs, storing them in a dry place before using and in a good refrigerator after filling. Since, however, it is not always possible to fulfill these conditions, some additional measures become necessary. These usually take the form of killing the molds on the tub by heating or by treating with an antiseptic. Tubs are frequently steamed before packing, but while this is of some benefit, it is not always effectual. Soaking in cold brine, hot brine or brine with the addition of a small amount of formalin has been recommended. A more recent method is to coat the inside of the tub with a layer of paraffin.

BIRTH.

MILLER.—In Toronto, on Saturday, Feb. 6th, 1909, the wife of B. E. Miller, the Red Rose tea man, 747 Dufferin Street, of a daughter.

John E. Walker, Markdale, Ont., has purchased the grocery, flour and feed business of W. J. Stephens.

SITUATIONS WANTED.

WANTED—By young grocer, position in Cobalt store or vicinity. Thoroughly experienced. Open to buy interest in business. Reasonable salary to commence. Address Box 292, CANADIAN GROCER, Toronto. [10p]

SUCCESSFUL store manager desires change; high grade expert, excellent testimonials. Correspondence invited. Box 293, CANADIAN GROCER, Toronto. [12p]

The GRAY, YOUNG & SPARLING CO., Limited

SALT MANUFACTURERS

Granted the highest awards in competition with other makes.

WINGHAM *ESTABLISHED 1871*

Important Notice

Mason's

Number One Sauce

REDUCED PRICES

Small Bottles - - $1.40 doz.

Large Bottles - - - 2.25 doz.

Prepared by

GEO. MASON, (The Original), From London, England

ALL JOBBERS

THE MASON, MILLER COMPANY

Toronto, Canada

Agents Wanted



Your Customers Know It!

¶ Magic Baking Powder insures such delightful results in baking that housewives most everywhere use it.

¶ The purity and wholesomeness of the ingredients that enter into its making have made it Canada's Standard Baking Powder.

Magic Baking Powder

is so splendidly advertised and yields such a lasting profit that it is everywhere sold by wide-awake Grocers.

¶ If you aren't handling it, hadn't you better begin now?

E.W. GILLETT COMPANY LIMITED
WINNIPEG. TORONTO, ONT. MONTREAL.

ESTABLISHED 1852.

Food products that are produced in clean factories are best.

CLARK'S CANNED MEATS

The advertising campaign now running in the daily press is designed to help you and other dealers, not only by stimulating the demand in your district for CLARK'S goods—but by creating an increased consumption for this line.

From experience of previous campaigns the response of the public will be immediate and sustained, because they know the quality of CLARK'S MEATS.

See that you are ready to meet the demand in the following lines:—

CLARK'S PORK AND BEANS
" POTTED MEATS
" CORNED BEEF
" OX TONGUE

WM. CLARK

Manufacturer
MONTREAL

YOU NEED NOT LOSE TRADE IN

BOVRIL

for full stocks of

Bovril
Bovril Cordial
Johnston's Fluid Beef (Vimbos)
Johnston's Fluid Beef Cordial

are held by

R. S. McIndoe, 54 Wellington St. East, Toronto
W. L. MacKenzie & Co., 306 Ross Ave., Winnipeg
A. C. Urquhart & Co., 524 Hornby St., Vancouver
A. B. Mitchell, Mitchell's Wharf, Halifax

BOVRIL Ltd.

27 St. Peter St. **MONTREAL**

If You Are Not Selling

Cowan's

Maple Buds

and

Chocolate Confections

There is room for more profits from your Candy trade.

Superbly delicious flavor and wholesome purity make "Cowan's" specialties great sellers and profit earners.

The Cowan Co., Ltd.

Toronto, Canada



"White Moss"

Our exhibit at the S. Carsley Co.'s

FOOD FAIR

is attracting lots of attention, and will no doubt interest you. See it. First-class grocers sell it, and everybody buys "McLean's WHITE MOSS Cocoanut."

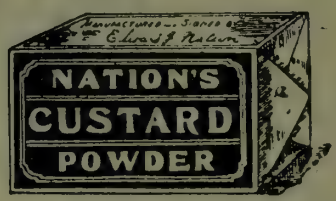
It's in the preparation

The Canadian Coooanut Co., Montreal

The delicious flavors of

Nation's Custard Powder

with Stewed Fruit is an ever pleasant memory.



Agents:

GREEN & CO.,
25 Front St. E. Toronto

W. H. ESCOTT,
Winnipeg

Made by Edward J. Nation & Co., Bristol, England

PURE SOLUBLE COCOA

WE ARE MAKING A SPECIAL OFFER OF HIGH GRADE PURE COCOA POWDER, EITHER IN BULK OR BARRELS OR IN 1-lb., ½-lb. and ¼-lb. CANISTERS, WITH LABELS BEARING YOUR OWN NAME OR BRAND.

IT WILL PAY YOU TO GET SAMPLES & PRICES

FROM OUR WHOLESALE AGENTS:

A. B. LAMBE & SON, 27, Wellington St. East, Toronto.
H. & A. B. LAMBE, Hamilton.
C. A. PARKER, 10, Albert Street, Ottawa.
CHAS. DUNCAN, P.O. Box 22, Winnipeg.
MITCHELL & WHITEHEAD, 92, St. Peter St., Quebec.
A. E. CURREN, 54, Bedford Row, Halifax.

GEORGE PAYNE & CO., Ltd.,

Wholesale Tea, Cocoa and Coffee Merchants,

LONDON, Eng.

WE ALSO SELL CHOCOLATE COVERING AND COCOA BUTTER.

THE FLOUR AND CEREAL MARKETS

Advance in the Price of Flour in Ontario—Good Demand for Cereals in View of Expected Advance.

As was anticipated in last week's Grocer, the price of flour has advanced. The extent is 20 cents per barrel, and it is considered that this is a low advance when the present price of wheat is thought of. The expectations are that flour will rise to still more advanced prices soon. If wheat prices keep on soaring as they have been recently another rise in flour will be the result.

The demand for rolled wheat and rolled oats has been good, but there have been no changes in prices.

MONTREAL.

FLOUR—Flour prices are well maintained at the recent decline, and in view of the strong attitude of the wheat market, may be looked to for an advance. Local conditions have been responsible for the recent drop, and cannot be taken as a true reflection of the market.

Winter wheat patents	5 50
Straight rollers	4 70 4 80
Extra	4 00 4 10
Royal Household	5 60
Ogilvie	5 10
Manitoba spring wheat patents	5 60
" strong bakers	5 10
Five Roses	5 60
Harvest Queen	5 10

ROLLED OATS—Rolled oats are going into consumption in small quantities only, but with a fair average volume. The market is otherwise featureless.

Fine oatmeal, bags	2 72½
Standard oatmeal, bags	2 60
Granulated " "	2 60
Golddust cornmeal, 98-lb bags	2 10
White cornmeal	2 00 2 05
Rolled oats bags	2 35
" bbls	5 05

FEED—Bran for a long time has maintained a strong position, owing to shortage, but this week, shorts are also reported small in supply, with a resulting strong undertone to the market. Other lines are unchanged.

Ontario bran	21 50 22 00
Ontario shorts	25 00
Manitoba shorts	24 00
" bran	21 00 22 00
Moullie, milled	25 00 27 00
" straight grained	30 00 32 00
Feed flour	1 50 1 60

TORONTO.

FLOUR—Last Saturday Ontario millers advanced the price of flour of all kinds 20 cents per barrel. This was of course due to the high prices of wheat. In view of the soaring of wheat prices, the advance in flour seems to be small and it will not be a surprise if another raise is announced in the no distant future. There is little call for export flour at present, but the Mexican demand for wheat still goes on to some extent.

Manitoba Wheat.

1st Patent	5 70 5 80
2nd Patent	5 40
Strong bakers	5 20 5 30

Winter Wheat.

Straight roller	4 40 4 50
Patents	5 00
Blended	5 20

CEREALS—The prices in cereals remain as quoted last week. They have, however, been fully maintained and the demand has been good in anticipation of higher prices.

Rolled wheat in barrels, 100 lbs	2 85
" oats in bags, per bag 90 lbs	3 50
Oatmeal, standard and granulated, in bags 98 lbs	3 75

DOING BUSINESS IN CANADA.

The Wayne Manufacturing Company, manufacturers of washboards and washing machines, St. Louis, U.S.A., have now been in existence for some 50 years in the washing machine line and 3 years in the washboard line. They have a capacity of 500 doz. washboards per day and 25 doz. washing machines. The company is now doing a rather extensive business in Canada.

HINTS TO BUYERS.

Carveth & Company, Montreal, who are agents for Lovatt & Lovatt, makers of Langley ware, are introducing to the Canadian trade, with marked success, this line of coffee pots, teapots and chocolate pots. Langley ware is thoroughly vitrified, fired at a terrific degree of heat, and impervious to all acids. It is made entirely with leadless glaze, so there is no danger of lead poison. Its extreme hardness and density gives Langley ware remarkable durability, strength and wholesomeness, and for the infusion of tea or coffee is not equalled by any other variety of pot. The heat retaining properties of these pots is marvelous, and makes them even more popular with the consumer. The pots are made with or without percolators. The cooking ware made at the Langley Mills, England, are of equally high repute, and are likely to meet with similar success on this market.—advt.

In this week's Grocer S. H. Ewing & Sons, Montreal and Toronto, call the attention of the grocery trade to the fact that there is a great deal of adulteration going on in the grocery trade to-day, and they warn the grocer who cares for his reputation to be careful not to stock up with so-called pure spices which are anything but pure. They call attention to the number of years they have been in business, 64, and are proud to state that their name and their brands have always stood for highest purity in spices. Their Prince of Wales Brand is their leading line, and this brand they guarantee to be an absolutely pure, unadulterated line of spices—advt.

Archibald Hart, formerly with Fenton & Co., 19 Eastcheap, London, England, has opened for himself a canned provision and general produce agency at Enrichment, London. He was connected with the canned provision and grocery trade for eight years.

The Cream of Cream Sodas MOONEY'S PERFECTION

All sodas are crisp when they come out of the oven. Mooney's Perfection are crisp on your customer's table. This is worth remembering.

Sell The Sodas People Know



The Mooney Biscuit & Candy Company,
LIMITED
STRATFORD, - CANADA

Have you any
Goose Wheat
or
Ontario White Wheat?
We want lots of it.
We want quality.
We will pay for good wheat.
Cummings Mills
Cummings Bridge, Ottawa

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

Just the time to suggest to your customers the use of

MOTT'S Chocolate

There are no brands on the Canadian market equal to the Canadian-made "Diamond" and "Elite" Chocolate—The one for drinking and the other for cooking purposes.

Every Jobber Sells Them.

John P. Mott & Co.
Halifax, N.S.

SELLING AGENTS:
J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver
Arthur M. Loucks, Ottawa — R. G. Bedlington, Calgary

By Royal Letters Patent

Nelson's Opaque, Brilliant, Isinglass, Leaf, and Powdered Gelatine

NELSON'S
Granulated Jellies, Tablet Jellies, Creams, Custards, Fruit Puddings, Bottled Jellies, Lemonade Crystals, and Baking Powder.

Nelson's Gelatine and Liquorice Lozenges

NELSON'S SOUPS
(SIX VARIETIES)

Sole Proprietors and Manufacturers of
GORDON'S GRANULATED GRAVY

G. NELSON, DALE & CO., Ltd.
EMSCOTE MILLS, WARWICK

The above can be had from any of the following agents:
The Smith Brokerage Co., Ltd., St. John, N.B.
Watt, Scott & Goodacre, P.O. Box 1204, Montreal.
J. L. Watt & Scott, 27 Wellington St. East, Toronto.
W. E. Ashley Winnipeg.
Geo.A. Stone, 34 Inns of Court Buildings, Vancouver, B.C.



A Good Investment

PEANUT ROASTERS and CORN POPPERS.
Great Variety, $8.50 to $350.00
EASY TERMS.
Catalog Free.
VINGERY MFG. CO., 106-108 E. Pearl St., Cincinnati, O.

EPPS'S

GRATEFUL AND COMFORTING

IN ¼-LB. LABELLED TINS. 14-LB. BOXES

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg

NUTRITIOUS AND ECONOMICAL

COCOA

French Vermicelli and Macaroni
The only factory in Canada producing these goods.
H. CONSTANT
Manufacturer
Sales Agent: L. FONTANEL, 187 Commissioners St., Montreal

OPEN TO BUY
From 5 to 10 Cars Choice Cooking Peas
Clean and White
Quebec's leading Flour and Grain House.
C. A. PARADIS, Dalhousie St., Quebec

SUCHARD'S COCOA
This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes. Delicious in flavor; prices just right.
FRANK L. BENEDICT & CO., Montreal
Agents.



COX'S GELATINE

COX'S GELATINE is a STEADY SELLER, therefore should always be in your STORE.

PURITY GUARANTEED BY THE MAKERS

Canadian Agents:
C.E. Colson & Son, Montreal
D. Masson & Co., "
A.P. Tippet & Co., "

J. & G. COX Ltd
Gorgie Mills
EDINBURGH

POT and PEARL

FOR CLOSE QUOTATIONS WRITE

JOHN MacKAY Caledonia Mills **BOWMANVILLE, ONT.**

BARLEY and FEED

THE CONDENSED ADS of The Canadian Grocer are what you should use if you wish to secure a clerk, a traveler or a situation.

RESULTS OF ONE MAN'S ENERGY

Merchant Restores to Village the Business it Once Enjoyed, but Later Lost—United With the Farmers—Introduction of Modern Methods and Personal Progressiveness.

An interesting story of how a village lost its progressiveness and business influence and how it was brought back to the position it formerly occupied in the eyes of the surrounding neighborhood by the efforts of one man, is linked with the banquet which was given by A. Kirkpatrick, merchant and grain dealer, at a small place known as Lefroy, Ont. His guests were about 50 farmers from the neighborhood who have shared with him the success which his foresight and ability brought to the whole neighborhood.

Lefroy had once enjoyed a business such as was common in many other places of the same size. It was the centre of a large country trade and the farmers left considerable money with the small stores, which did not have to cope with city houses.

But credits became long-standing and prices high. The area of trade was likewise broadened, with the result that business in Lefroy suffered and gradually the place lost its activity and the people lost hope of ever regaining their former prestige.

The Work of a Single Man.

It was then that Mr. Kirkpatrick stepped into the breach and by his aggressiveness eclipsed the business conditions that had formerly existed. He introduced modern methods into the country store, giving it the tone of those which are found in busy towns; he cultivated the good will of those whose custom he sought, and he introduced a system of unity with the farmers. By uniting his efforts with those of his customers, a modern elevator was erected for the handling of the surplus grain of the neighborhood.

The outcome of continued co-operation has been the forming of a farmers' market which those present at the banquet stated was the best for farmers' produce along fifty miles of railway.

Keep Up With the Times.

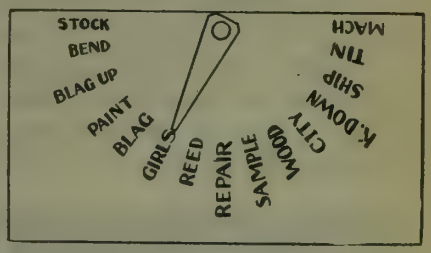
What has been done at Lefroy is an evidence of what may be done in other places. The old time village store with its old time methods is a thing of the past, but a dealer who will adapt himself to the changed circumstances, who will take a real interest in his surroundings, can do what has been done in this case—change a dead corner into a place of activity and public benefit.

NOT A CANDIDATE.

Hugh Blain, of Eby-Blain, has denied a rumor that he was a candidate for the position of collector of customs in Toronto. "I have my business to look after," said Mr. Blain, "and the position in no wise interests me."

TRANSFER CARDS.

In the Gendron Mfg. Co., Toronto, the elevator man does most of the transferring from one flat to another. He devised a scheme to facilitate the quick transportation of material. When a truck is loaded in one department it is taken to the elevator. At the side of the elevator are hanging a number of tin plates, painted white, with the names of the various departments printed on them. One of these plates is shown in the illustration.



Transfer Card.

A workman hangs one of these transfer cards on the truck turning the arrow to the name of the department to which it is to be delivered. The elevator man looks at the card, hangs it on the nail so it may be used again and takes the truck to the proper department. This scheme is found to greatly facilitate the handling of loads of material and besides saves the time of the workmen.



Canada's Prosperity

makes it possible for every one to buy the best food products. The best in every line is being asked for by the people. They have now the BEST ENGLISH BISCUITS as fresh and as perfect as when leaving the factory.

Carr & Co.'s Biscuits

are perfect—more cannot be attempted.
Your interests lie in serving your trade with the very best—suggest CARR'S BISCUITS.

CARR & CO., CARLISLE, ENGLAND

AGENTS:

Wm. H. Dunn, Hamblin & Brereton, The Standard Brokerage Co., Ltd., Montreal and Toronto, Winnipeg, Vancouver, B.C., Eastern Provinces Lakes to the Rockies British Columbia

We Help You to Sell

KORN KINKS

We advertise very extensively. The attractive name sticks; the price attracts; the sane argument CONVINCES; with the result that KORN KINKS sales are rising every month. The really delicious, appetizing quality of KORN KINKS makes every first package the forerunner of countless others. Moreover, there's a good big profit for you all the year round.

THE H-O MILLS
Hamilton - Ontario

NEW FLORIDA CABBAGE

We are offering this week

Florida Cabbage, California Celery, Florida Lettuce, Florida Tomatoes, also Fancy and Extra Choice Navel Oranges, California Lemons, Messina Lemons, Marmalade Oranges, etc.

McWILLIAM Mc. AND E. EVERIST

25-27 CHURCH ST. - TORONTO

At Last
The first
Direct Shipment
Messina
Bitters and Lemons
have arrived

"St. Nicholas"

and

"Home Guard"

Packed By
FRANC TRACUZZI
Catania

J. J. McCabe
Agent
32 Church Street - Toronto

FRUITS, VEGETABLES AND FISH

Some Oranges Decline in Price—Messina Lemons at New York—New Cabbage Arrive on the Market—Fish Trade Brisker.

MONTREAL.

GREEN FRUITS—The green fruit market is easier in many lines, among which are California navels, which have shaded off 25c. Valencia's are 25c cheaper, also bitter oranges. Lemons, in spite of the Messina disaster, are weaker. Bananas have firmed up slightly. Florida oranges are also stronger, owing to smaller supplies. Other lines are the same as when last reported. Trade locally has been fairly good.

Almeira grapes, extra choice	6 00	6 50
California navels, 96, 126, 150, 288 size		2 75
" " 150, 17 , 200, 216 size		2 85
Floridas, 126, 15 , 176, 200		3 00
Mexican oranges, 176, 200, 216, 250 size	2 00	2 25
Valencia 420 size	3 00	3 50
Extra sweet Jamaicas	2 00	2 25
Bitter oranges		2 50
Grape fruit	3 50	3 75
Jamaica grape fruit, extra heavy		3 00
Lemons, choice, 300 size		2 50
Bananas crated	1 75	2 00
Pears, boxes		4 50
Pineapples, extra fancy, 24 size	4 50	5 00
Cranberries, Nova Scotias, early blacks, bbl	8 00	10 00
Spies, XXX		6 00
Baldwins, Greenings, Russetts, XXX		5 00
Strawberries		0 50

VEGETABLES—This market has indulged in an upward movement during the week. This in a measure is due to slight frosts in Florida, and other shipping points. New beets are on the market at $3 a crate, and new cabbage at $4 per barrel. California cauliflowers are now arriving in single and double crates at $2.50 and $5 respectively. Sweet potatoes, owing to good supply, are cheaper by 50c. Other lines are unchanged.

Mushrooms, lb		0 75
Cucumbers, dozen		2 75
New carrots, bunch	0 15	0 25
Tomatoes, crate		4 50
Oyster plant, doz		0 50
Artichokes, bbl	2 50	3 00
Leeks, dozen		1 50
Parsnips, bag	0 90	0 95
Sweet Potatoes, basket		2 00
Marrows, dozen		1 50
Cal. Cauliflowers, crates, single		2 50
" " crates, double		5 00
Parsley, per doz. bunches	0 50	1 00
Sage, per doz		0 60
Savory, per doz		0 50
Can. celery, bunch	0 50	0 75
Celery, crate		6 00
Water cress, large bunches, per bunch		0 15
Spinach, barrels		4 00
Green peppers, crate		6 00
Beets, bag		0 90
Carrots, bag	0 70	0 75
Spanish onions, large cased	3 50	4 00
Lettuce, early		0 60
Lettuce, Boston, box		2 25
Radishes, doz		0 60
Horse radish, per lb		0 15
Cabbage, bb's	1 50	1 75
" new, bbls		4 00
Montreal potatoes, bag		0 90
Green Mountains		1 00
New Brunswick potatoes		0 [illegible]
Onions, large bag		2 50
Red onions, barrel		5 00
Turnips, bag		0 60
Pumpkins, doz		3 00
Squash, doz		2 50
Brussels sprouts, quart		0 25
String beans, basket	4 30	5 00
New beets, crate		3 00

FISH—Haddock and codfish are a shade stronger, having advanced ½ cent. Other lines are unchanged and demand generally is good. Dealers are stocking up for the approaching fish season.

Fresh and Frozen Fish.

Codfish	0 04	0 04½
Qualla salmon	0 07	0 07½
B.C. salmon, frozen	0 03½	0 04
Haddock, per lb	0 04½	0 05
Fresh halibut	0 06	0 08½
Mackerel, "		0 10
Dore, "	0 07½	0 08
Steak cod	0 05	0 06
Frozen Grass Pike	0 04½	0 05
Whitefish, lb. Tullibees	0 05½	0 06
Lake trout	0 09½	0 10
Sea trout, lb		0 10
Flounders, lb		0 10
American live lobsters		0 24
Bullheads (dressed)		0 10
New Smelts		0 08
Sea herring, per 100	1 85	1 95
Tom cods, bbl		1 75
Smoked—		
Haddies (exp) 15 lb. bxs., per lb		0 06½
Bloaters, per box, large, Yarmouth		1 10
Smoked herring, per box		0 17
Prepared—		
Skinless cod, new, 100 lb. cases		5 25
Shredded cod, ½ lb. cartons, 2 doz. cartons in box, per box		1 80
Dry cod, in bundles 112 lb., per pound		0 06
Boneless cod, 1 & 2 lb. bricks, 20 lb. boxes		0 06
Boneless cod, 20-lb. boxes		0 08
Boneless cod, 20-lb. boxes		0 09
Boneless fish, 20 lb. bxs., 2 lb. blocks		0 05
Boneless fish, 25 lb. bxs., loose		0 04½
Pure cod in crates, 1 and 2 lb. bricks		0 05
Salted and Pickled —		
No. 1 Labrador herring, brls		5 50
" " " ½ brls		3 25
Large green cod, 200 lbs. bbl		6 50
Oysters, bulk, per gallon		1 30
Standards, bulk		1 40
" quart tins, sealed		0 40
Paper pails, per 100 qt. size		1 50
Live lobsters, lb		0 18
Standards, 4 gals		6 80
Selects "		7 50

TORONTO.

GREEN FRUITS—California navels are arriving in large quantities and of excellent quality. One day during the week there were 20 cars on the track, all of which were readily picked up, mostly by Toronto buyers, only a few cars going to outside towns. The first cargo of Messina lemons shipped from Catania by the only surviving shipper of Messina, has reached New York and part of which will reach Toronto this week. This boat also contains 2,200 cases of bitter or marmalade oranges. Some Valencia oranges, via Liverpool, have just arrived. Some Cuban oranges are still in the market, but the Mexicans are off. Prices of oranges weakened on account of the large receipts, but almost immediately stiffened up again when a few days of light receipts followed.

Grapes, Almeria, keg	6 50	7 00
Apples, Spies	5 5	6 50
" Russetts	3 50	4 00
" Baldwins	3 50	4 00
" Greenings	3 25	4 00
" Tolman Sweets	3 00	3 50
" Ben Davis	2 50	3 25
Oranges, Valencias, case		3 75
" Large		4 50
" California navels	2 75	3 25
" Messina bitter oranges	3 25	3 50
Lemons, Messina	3 00	3 25
" California, box	3 25	3 50
Bananas, Jamaicas, firsts	1 75	2 00
" Jamaica eights	1 00	1 25
Grape Fruit, Florida, box	3 00	3 75
" " Jamaica		3 00
Pineapples, Florida, crate	3 50	4 00
Strawberries		1 25

VEGETABLES—The vegetable market looks summerlike, with new cabbage, carrots, beets, parsley, lettuce, green peppers, celery, egg plants, cucumbers, potatoes, etc., in good quantities. Potatoes are still without any change in price. The receipts are regular and quite sufficient to meet the demand.

Business is steady and entirely free from any speculative feeling.

Beets, Canadian, bag	0 45	0 50
Potatoes, Ontario, per bag	0 75	0 80
" sweet, hamper		2 00
" Bermuda, per bushel		3 00
" " per barrel		9 00
Lettuce, Boston head doz		1 25
Onions, Canadian, dried, bag	0 75	0 90
" Spanish, half crate	1 85	2 25
" Bermuda, per case		4 50
Tomatoes, Florida, small basket		1 00
" Canadian, hothouse, per lb		3 50
Cucumbers, doz	2 50	2 75
Carrots, per bag	0 35	0 40
Cabbage, per ton		30 00
" " barrel		2 25
" Florida, new	3 25	3 50
Cauliflower, per case		4 00
Celery native, doz	0 25	0 40
California celery, per case		6 00
Turnips	0 30	0 35
Radishes, per dozen	0 40	0 45
Spinach, per bushel		1 00
Egg plant, per doz		3 00
Green peppers per doz		1 00

FISH—The fish trade is brisk and satisfactory. Scarcely anything is handled now but frozen stock, which was held in refrigerators. No fresh caught fish of any kind are on the market. With a good demand now and Lent close at hand, prices will likely be stiffer.

Perch, large, per lb	0 06	0 07
Herring, medium, per lb	0 04	0 05
" sea, per 100		2 00
" lake, per keg	4 00	4 25
Whitefish, frozen	0 09	0 10
Trout, "	0 09	0 10
Whitefish fresh caught	0 13	0 14
Trout, " "	0 13	0 14
Cod	0 07	0 08
Halibut	0 09	
Haddock, frozen, per lb		0 07
Sea salmon, Silverside		0 10
" Steelhead		0 14
Pike	0 05	0 06
Pickerel, yellow	0 08½	0 09
Herring, Digby, smoked, bundle 5 boxes		0 85
" Kippered, 15-lb. box		1 75
" Labrador, keg		3 00
Mackerel, per lb		0 10
Smelts, per pound No. 1	0 09	0 10
" " extra	0 12	0 14
Oysters, Long Island		1 50
" " medium selects		1 75
" " extra		1 85
" shell, per 100		1 50
Ciscoes, basket	1 00	1 10
Finnan Haddie, smoked, 15-lb. package	0 07½	0 08
Boneless cod, quail on toast		0 05½
" " imperial		0 06
" " steak		0 07
Shredded cod, doz		0 90
Arcadia, 24 packages 1 lb. box		3 12
" 12 packages, 2 lb. box		2 40
Acadia cod, crate		2 40
" tablets, box		1 60
Bloaters	1 15	1 25
Qualla		0 09
Catfish, dressed		0 10

W. F. Young, manufacturer of Absorbine, Springfield, Mass., have changed their address from 204 Mammouth street to 75-77 Temple Street and 273 State Street.

Highest price paid for

DRIED APPLES

O. E. ROBINSON & CO.

Established 1880

Ingersoll - Ontario

WOULD YOU LIKE OUR WEEKLY CIRCULAR

SEASON 1908-9

Dried Apples

Shipments Solicited
Settlements Prompt

W. A. GIBB COMPANY
HAMILTON
JAMES SOMERVILLE, Manager

30,000 Lbs.

OF

Halibut - - - - 7½c. lb.

AND

Sea Salmon (Headless) 7½c. lb.

(IN CASE LOTS)

Special this week to open the Lenten Season.

A Genuine Bargain on a Line of Goods that is Badly Wanted.

WHITE & CO., Limited

TORONTO

Phone Main 6565

CELERY

See that your orders call for pack of SANFORD CELERY UNION

Large 10-in. crates, from best fields in Florida.

W. B. Stringer, Toronto, *District Agent*

The Best Grown in California

SUNKIST

"Golden Orange" Brand Navel Oranges

SUNKIST

"Squirrel" Brand California Lemons

Packed by Arlington Heights Fruit Company, California

We control these two brands for Ontario. One car each just unloaded.
Also one car Extra Fancy

"Camillia" Brand Navels, from Redlands

All Sizes, and at Rock Bottom Prices

Hugh Walker & Son

Guelph, Ont.

Ask for DAWSON'S Banner Brand Table Delicacies

THE DAWSON COMMISSION CO., TORONTO

A Good Fish Proposition

Lent commences Ash Wednesday February 24th, Meat and Eggs are dear, Fish are cheap and plentiful, the weather is favorable and everything points to a tremendous sale of fish during the next six weeks.

Write us for our weekly quotation cards which will give you the number of fast days each week in Lent.

Write us for something you can sell at a special price for one day to create a stir; we are as interested as you are in developing new business and will gladly do our share.

Now is the time to order your Salt and Pickled Fish before prices advance. We quote.

No. 1 Salt Trout in half-barrels, - - **$6.50**
Labrador Herrings in 200-lb. barrels - - **5.50**
Lake Herrings (headless and split) in half-barrels - **4.00**

Our stocks of Fresh Frozen, Salt, Smoked and Dry Fish are comparatively cheap. No other house has the variety, quality and facilities that we have for doing things right. Prices are popular on all the following lines:

LAKE FISH

Fresh Frozen Lake Trout
" " Whitefish
Large Lake Erie Herrings
Lake Superior Herrings
Goldeyes
Tullebees
Yellow Pickerel
Pike
Perch

SMOKED FISH

Finnan Haddies
Bloaters
Digby Smoked Herrings
Kippers
Ciscoes

CANNED FISH

Canned Lobsters (Mephisto Brand)
Kippered Herrings
Canned Haddies
Sardines

OCEAN FISH

Qualla Salmon
White Halibut
B. C. Salmon
Steak Cod
Haddock
Market Cod
No. 1 Smelts
Extra Smelts
Flounders
Mackerel

SALT and DRY FISH

Quintal Cod
Arcadia Boneless Cod
Halifax Boneless Cod
Quail on Toast
Blue Nose Boneless Cod
Imperial Boneless Cod
Sealy's Cod Steak

OYSTERS

The Famous Beacon Brand Oyster shipped in Sanitary Cans that are used only once.

If you have never handled Fish before now is the time to start, write us for any information and we will help you inject a big dose of confidence into your fish business.

The F. T. JAMES CO., Ltd., TORONTO

Catchers and Wholesale Distributors of all kinds of Fish and Oysters.

Telephone, Telegraph or mail your orders, state whether to ship freight or express.

FISH for LENT!

LENT BEGINS WEDNESDAY. SECURE YOUR STOCK AT ONCE BEFORE PRICES ADVANCE.

FROZEN SEA HERRING

LARGE SIZE
This is a leader for you.

MEDIUM SIZE
Good line to push.

WHITEFISH **PICKEREL** **BLOATERS**
SALMON **HADDOCK** **KIPPERS**
HALIBUT **PIKE** **HADDIES**

SKINLESS COD **LABRADOR HERRING** **BONELESS COD**

"SEALSHIPT" AND BULK OYSTERS

Best Quality The Square Deal Low Prices

The largest and most complete assortment in Canada.

Our new price list will interest you

LEONARD BROS.
MONTREAL

Wednesday Starts Season of Lent!

Be sure, Mr. Grocer, that you are well prepared to look after all the wants of your customers in the fish line.

Write O'Connor

for anything you require in fish and oysters and he will supply you quickly and satisfactorily.

Our prices are such as to attract and hold your attention.

Get our price list to-day.
and order for next week.

O'Connor's Fish Market

St. Antoine Market (Between the 2 Depots)

Montreal Established Half a Century

What are "Sealshipt" Oysters?

They are the product of the finest beds—sealed in air-tight steel cans as soon as tonged, with ice around the outside of the can but not touching the oysters. When you open them they are all solid meats—no water to bloat, bleach and soften them. The natural oyster flavor is all there—piquant and appetizing in taste, smell and appearance.

Does it pay to handle ordinary tub oysters—of questionable cleanliness, purity or freshness when you can get "Sealshipt"?

"Sealshipt" Oysters will give you increased trade among the class of customers you most desire to have come into your store.

Learn more about "Sealshipt" and how you can have the oyster trade of your town. Address

Agents—Leonard Bros., Montreal. Samuel Egan, Toronto. R. M. Cline, Hamilton. Steele Fruit Co., London. W. J. Guest Fish Co., Ltd., Winnipeg, Winnipeg Fish Co., Winnipeg.

TRADE MARK

SEALSHIPT OYSTERS

REGISTERED

NATIONAL OYSTER CARRIER CO.

SOUTH NORWALK CONNECTICUT

MOTTO MEANT MODERATION

"Live and Let Live" Printed on Windows of Grocery Store—The Proprietor Originated it When he Was in Undertaking Business—Finds it of a Double Benefit to Him.

"Live and Let Live." This is a motto used by a retail grocer, which he claims, has proved most beneficial to him from the standpoint of its advertising characteristics, as well as from the significance it bears to one who thinks.

The originator of the device is E. Armitage, proprietor of a grocery store at 443 Parliament Street, Toronto. The peculiarity of it is that he instituted it some years ago when he was engaged in the furniture and undertaking business. One might be disposed to think that a motto such as "Live and Let Live" printed in large letters on the plate glass windows of an undertaking establishment would not be particularly conducive to advertising the business. But on second thought it will be observed that an undertaker has little to do with the departure of beings from this world and that his motto must have some other significance.

In His Younger Days.

Mr. Armitage is now a pretty old man, but has apparently some years of life before him yet. When young he was a grocery clerk in stores in various places in Ontario, including Schomberg, Tottenham, Newmarket and Sault Ste. Marie. He, therefore, learned the grocery business pretty thoroughly, but did not stick at it all his life.

For seven years he was engaged in business for himself in Schomberg, as a furniture dealer and undertaker. It was there he originated the motto above referred to, and he considered it so successful that he decided to use it in his grocery store in Toronto.

On the Delivery Wagon.

Mr. Armitage's store is on a street corner and on the two front plate glass windows as well as on the side one he has his motto printed. In fact, he makes a feature of it as the device is also carried on the delivery wagon together with the name. People call his establishment "The Live and Let Live Store," and often, too, in preference to "Armitage's Store," and therein he gets an advertisement. Everybody wants to know, of course, where it is and what it means and in the explanation lies the chief benefit.

At Moderate Prices.

In informing The Grocer representative the exact intent of the motto, Mr. Armitage stated that it meant he sold goods at a moderate profit in order to live himself, thereby allowing his customers to purchase at moderate prices which would not oppress them. They were, therefore, figuratively speaking, "allowed to live."

Often Mr. Armitage has been asked by new customers coming into the store what the statement meant. He was then in a position to tell them, without appearing particularly anxious, by simply answering the question in a courteous manner. He conveyed the idea to the public he wanted to, not on his own initiative, but because the public desired to know.

Short Time in Present Stand.

It was only about five months ago since Mr. Armitage took hold of the business where he is now located and he already finds his business has grown greatly and that it is still growing. He attributes a great deal of his success so far to his motto on the window, and has no intention of having it erased.

A "cash trade" is another of his store mottos, but this one has no visible appearance. He finds he loses a little custom by not extending credit, but he believes he is better off in the end. Some half dozen of his customers pay every Saturday night, and this he considers the same as cash.

Trade at the present time is considered fairly good by Mr. Armitage. One article comparatively new in the grocery line which he sells considerable of is charcoal and coke. This is done up in 10-cent paper sacks, and is bought extensively by those who have fireplaces in their residences.

Mr. Armitage is not one of those who complain of dull business. He takes things philosophically and does not grumble.

FRUIT CROP OUTLOOK.

Continuance of Mild Weather With Frost Intervening Will be Disastrous.

A. McNeil, chief of the fruit division in the Department of Agriculture, Ottawa, upon request, has supplied The Grocer with some interesting information on the outlook for the fruit crop in Canada in 1909. He says in his communication, dated February 12th, that the present open weather is likely to injure fruit trees and small fruit plantations, but it is difficult to say whether the injury will be serious or not.

"The absence of snow and the probability of severe frost yet may very seriously shorten the crop of small fruit, particularly strawberries. Up to the present time, however, we can speak only as a matter of conjecture. No one can estimate the damage, if any, that has been done up to the present time.

The damage to tree fruit is, so far, not serious. Nevertheless, peach buds have been injured, but if favorable weather intervenes for the next two months no great loss in crop may result. If the weather of the last few weeks continues through March and April, there will be every prospect that the fruit buds will be seriously injured by the frost. Some of them even now are showing slight symptoms of swelling, but not sufficient to harm them if there is no further unseasonable warm spell.

It does not seem likely that there will be any serious loss from winter-killing, and no serious depredations from mice have been reported so far. Up to date, we can speak of the weather as having been fairly favorable for fruit, though the weather conditions have placed the fruit plantations in the way of being somewhat more easily injured by frosts than usual."

John R. Gill and S. Allan, Norwich, were each fined $50 in police court last week, for selling cider containing more than 2½ per cent. alcohol.

A. Boake, Roberts & Co., Limited

STRATFORD

LONDON - - ENGLAND

For:—

Vinegar and Sauce Coloring

Essential Oils Essences Oil Lemon

Acid Phosphate & Phosphate Lime Precip.

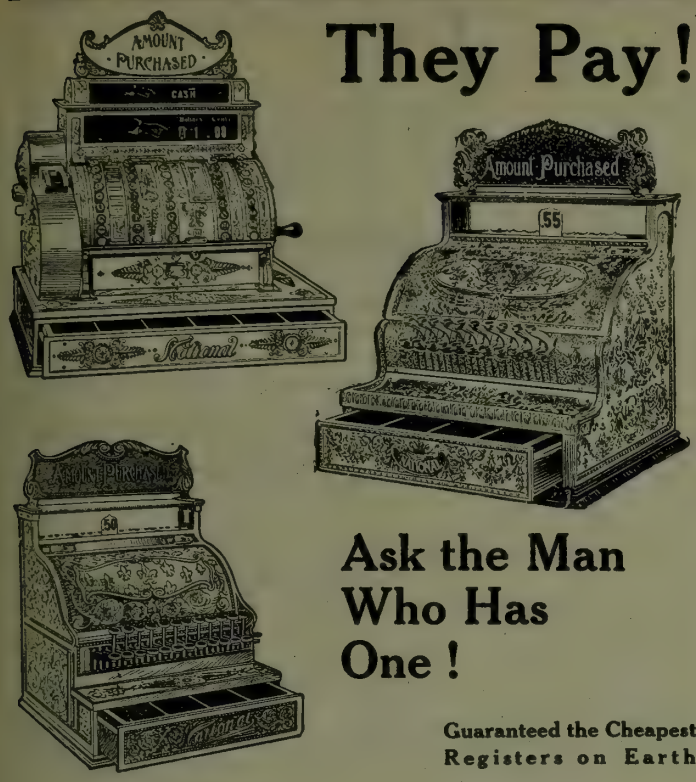
Harmless Colorings

Herbs, Roots, etc.

CANADIAN AGENTS:—

Andrews, Gillespie & Co,

CORISTINE BLDG.
MONTREAL



They Pay!

Ask the Man Who Has One!

Guaranteed the Cheapest Registers on Earth

THE NATIONAL CASH REGISTER CO.
Corner Yonge St. and Wilton Ave., Toronto, Ont.
F. E. MUTTON, Canadian Manager

Secure a Supply of Quaker Salmon now, for Lenten Trade.

You will sell a lot of it.

We haven't raised the prices:

Talls, $2.00
Flats, $2.15

Mathewson's Sons
Wholesale Grocers
202 McGill Street - - Montreal

One Reason Why Brunswick Brand Sea Foods are of Superior Quality.



Our own boats, in charge of our own men, expert judges of fish quality and fish values, make daily trips to the famous fishing grounds on the Atlantic coast and there personally select the finest fish, to be packed under Brunswick Brand. The traps, or weirs, where the best fish suitable for packing are caught, AND THESE ONLY receive our attention, and even then we often deem it advisable, for quality's sake, to make a selection.

Therefore, to start with, the goods "in their raw state" are the best obtainable.

It is UP TO US to pack them correctly.

WE DO.

For Unfailing Satisfaction to You and to Your Customers You Should Handle Brunswick Brand Sea Foods.

CONNORS BROS., LIMITED

BLACK'S HARBOR, N.B.

AGENTS—Grant, Oxley & Co., Halifax, N.S.; C. H. B. Hillcoat, Sydney, C.B.; J. L Lovitt, Yarmouth, N.S.: D. Rattray & Sons, Quebec: Leonard Bros., Montreal; Arthur M. Loucks, Ottawa; C. De Carteret, Kingston; James Haywood, Toronto; Chas. Duncan, Winnipeg; R. G. Bedlington & Co., Calgary; Drexel & Co., Vancouver; J. Harley Brown, London, Ont.

THE GROCER'S ENCYCLOPEDIA

Some Facts About Camphor—Where it Comes From and How it is Obtained—The World Wants More Than 12,000,000 Pounds Annually — Recent Increase in Production.

CAMPHOR—This is a white, translucent, crystalline substance occurring in the wood and bark of the laurel tree from which it is obtained by distillation with steam and subsequent sublimation. It melts at 350 dg.F. and boils at 500 dg.F. It has a strong characteristic odor and a peculiar cooling aromatic taste. It dissolves to a slight extent in water and freely in alcohol or ether. Small shavings of it exhibit lively motions when thrown upon a water-surface that is absolutely free from oily matter.

Camphor is a familiar substance about the household on account of its use for protecting furs and woolens from the attacks of moths and other insects. It is also employed in the manufacture of celluloid and various explosives. The chemistry of camphor is very complicated and numerous substances are known to resemble it closely, and yet differ from it in certain particulars.

Where Camphor Comes From.

From the far east including Japan, China and the island of Formosa comes the great portion of camphor. The Canadian Trade Commissioner located at Yokahama, in giving some statistics on the quantity produced in the east says that the total amount of camphor exported last year from January to September last year was about 2,059,506 lbs. valued at $894,386, in comparison with an export of about 3,456,121 lbs., valued at $2,152,105 for the corresponding period of 1907. The price of camphor averaged $83 per 133 lbs. in 1907, and was sold last year at $57.50, showing a depreciation in value of nearly one-third in comparison with the market price in 1907.

This unfavorable condition has been partly brought about by the general depreciation in the money markets of the world; but the main reason for this rapid decline in the value is, says the trade commissioner, on account of the manufacture of artificial camphor and other substitutes for the Formosan camphor, and also the development of the camphor industry in Southern China.

The steady development of camphor and other industries for which camphor was principally used, and the abnormal increase in the price of the Formosan variety after the establishment of the government monopoly gave an impetus to the growth of the China camphor and the improvement in the manufacture of artificial or synthetic camphor.

Rapid Growth of Manufacture.

Previous to the creation of the Japanese government monopoly of camphor, which took place in 1899, the Japanese authorities apparently thought that the growth of the camphor-wood and the development of the camphor industry would be confined almost altogether to the island of Formosa. The sudden increase in the price in the Western world gave a great impetus to the camphor industry in the island of Japan, which up to that time the authorities apparently thought had been almost entirely exhausted. The whole output of camphor in Japan proper was only about 100,000 lbs. before the monopoly was created in respect to the Formosan camphor. The output in Japan increased to about 2,667,000 lbs in 1902, and it then became necessary to extend the monopoly which was then existing in regard to Formosan camphor to the island of Japan also.

The increase in the value of this tropical product in Japan was perfectly natural when it was believed that the supply was limited, and there was a steady increase in the demand. The world required a supply equal to eleven million or twelve million pounds annually, and the entire output of Japan and Formosa did not exceed seven million pounds.

Stimulant for China.

The enormous increase in the price of genuine camphor furnished the main cause for an increase in the cultivation of the product in China, and for the development of the artificial industry in Europe. Up to 1904, the distillation of camphor in China did not exceed more than 266,700 lbs., which was scarcely enough to cover the domestic demand; but since then the conditions have altogether changed, as the output of camphor from China in 1907 was about 2,800,000 lbs.

Such a sudden expansion of the growth of the natural camphor in China has greatly affected the government mono-

Tell Your Customers That:

SHAMROCK

BIG PLUG

SMOKING TOBACCO

When cut never dries up or becomes hard. The leaves are so firmly packed that the plug remains fresh and moist

CLAY PIPES

The best in the world are made by

McDOUGALLS

Insist upon this make

D. McDOUGALL & CO., Glasgow, Scotland.

PIPES — CIGARS — TOBACCO

Merchants procuring their smokers' articles from the house of

JOS. COTE, QUEBEC

are always certain of getting value for their money.

Assortments always ample--Prices are based on practical knowledge of each article.

Calls and correspondence solicited.

Office & Store - - 188 St. Paul St
Warehouse - - 119 St. Andre St.
Branch - - - 179 St. Joseph St

Tel. Up 2076 Tel. East 5964

YOUNG'S PATENT PIPE

in Seven Shapes

W. J. GRANT

Sole Agent for Canada

506 Lindsay Building, MONTREAL.

BLACK WATCH

The Big Black Plug Chewing Tobacco.

Already a Big Seller

Sold by all the Wholesale Trade



polized product in Japan, and this, together with the manufacture of artificial camphor seems to have completely demoralized the value of the Japanese monopoly.

Leaves and Twigs Used.

Another innovation, which should largely increase the production of camphor, is the process of extracting it from leaves and twigs, instead of from the trunks of the trees, as has been the case hitherto. The quality thus obtained is said to be in no way inferior to that produced from the matured trees. For this purpose the Japanese Government is encouraging the laying out of camphor plantations, the advantage of this process being that profits are realizable in the fourth year after trees are planted, and increase annually. It is estimated that about 2lb. weight of camphor can be obtained from 100 lb. of leaves, and that after the fourth year 120 lb. can be obtained from 2½ acres of plantation. This quantity is doubled after the eighth year. The supply of raw material should thus be largely increased, but there is difficulty in finding a sufficient number of qualified workmen, as the process of distilling and manufacturing requires considerable skill and experience. Steps are, however, being taken to meet this difficulty, as well as to improve the stills, in order to further increase the output.

A. H. Holdsworth, Digby, N.S., who has been representative of Bauld Bros., wholesale grocers, in Cape Breton, has accepted a position in Canning with the Cornwallis Trading Co.

GROCERY MEN WHO HUNT.

Montrealers Elected to Chief Offies in Hunting Club.

Col. A. E. Labelle.

Col. A. E. Labelle was elected president of the Club Chapleau, and Armand Chaput, secretary-treasurer, at the annual meeting of that body of hunters and fishermen, held in Montreal last week. Col. Labelle is manager of the business of the Ogilvie Flour Mills Company for Quebec Province, while Mr. Chaput is of the firm of L. Chaput, Fils & Cie. This club is composed of some of the leading business men in Montreal, who every year spend more or less time hunting and fishing in the northern part of Quebec. They have excellent accommodation for themselves in the unsettled part of the province, and generally manage to spend a few very pleasant weeks when off holidaying.

BOVRIL CO. SEEK INJUNCTION.

Claim Others Have Supplied Customers With Substitute for Their Product.

The Bovril Co. through Greenshields, Greenshields & Langnedoc, last Wednesday applied in the Superior Court for a writ of interlocutory injuction against Metrakos Bros., K. Gambites and a score of others on the ground that the defendants have for years past sold and supplied to their customers preparations that were not Bovril, as a substitute for the article manufactured by the Bovril Co.

Among other allegations, the petitioners set forth that they have advertised their product extensively, and have spent very large sums of money therein, with the result that their product has become universally and favorably known under the name of "Bovril."

That the respondents have for a number of years palmed off and substituted, and are palming off and substituting upon their customers and public a substance or preparation manufactured and placed upon the market by certain firms as being "Bovril," the whole to the great loss and damage of the petitioners which, for the purpose of the present action, they reduce to the sum of $5,000.

CATALOGUES AND BOOKLETS.

ONTARIO SEED CO.—A nicely illustrated catalogue has been issued by the Ontario Seed Co., Waterloo, Ont. It has been gotten out in both German and English, for the benefit of those residing in the County of Waterloo, as well as the English speaking people throughout Canada. The illustrations of products of the company's seeds are particularly good, and opposite each is shown the prices. The booklet contains information and prices about flowers and flower seeds, as well as vegetables, etc., and is an education in these for any who read it.

Horace Hardy of Eby-Blain, Ltd., made a short business trip last week in the interests of his company to Port Arthur, Fort William and North Bay.

Are You Keeping Your Tobacco Stock Up-to-ate ?

IF NOT—WHY NOT?

"Tuckett's Special"

the new 10c. plug is the latest

Order from Your Wholesler

Manufactured from **Imported Leaf Exclusively**

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

THE WALKER BIN SYSTEM OF GROCERY STORE EQUIPMENT

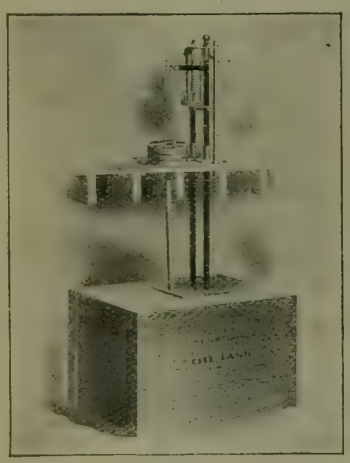
has become a large factor in meeting the demand for pure, clean food products and the public is not slow in showing its appreciation. A Walker Bin installation will mean a great deal to your regular and transient customers and to you it will mean ***LARGER BUSINESS—BETTER SERVICE—REDUCED EXPENSE*** and ***LARGELY INCREASED PROFITS.***

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

Representatives:
Manitoba: Stuart Watson & Co., Winnipeg, Man.
Saskatchewan and Alberta; J. C. Stokes, Regina, Sask.
Montreal; Kenneth H. Munro, Coristine Bldg.

The Walker Bin and Store Fixture Co., Limited
Designers and Manufacturers of Modern Store Fixtures
Berlin, Ontario

Saves Money at Every Point



CUT 1
CELLAR OUTFIT

The Bowser Self-Measuring Oil Tank prevents the loss or waste of a single drop of oil—and oil is money.

The Bowser enables you to wait on customers in one-tenth the usual time—and time is money.

The Bowser eliminates almost all the labor usually required to care for the oil — and labor is money.

When you realize that you are now actually losing the money which the Bowser would save for you, can you afford to be without one?

Write us for catalog 5044. It is free.

S. F. BOWSER & CO., Inc.
66-68 FRAZER AVENUE, TORONTO

If you have an old Bowser, and want a new one, write for our Liberal Exchange Offer.

?

Now, what do you know about Allison?

Of course you've heard of the famous, flawless, universal Allison Coupon System. But what do you KNOW of this remarkable system in its application to your business? Here's a brief explanation.

A Man Wants Credit

You think he is good. Give him a $10 Allison Coupon Book. Have him sign the receipt or note form in the front of the book, which you tear out and keep. Charge him with $10 — no trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on until the book is used up. Then he pays the $10 and gets another book. No pass books, no charging, no lost time, no errors, no disputes.



Allison Coupon Books

Manufactured by **ALLISON COUPON CO.,** INDIANAPOLIS, U.S.A.

Order them from your jobber.

When writing to advertisers, kindly mention having seen the advertisement in this paper.



The Elgin National Coffee Mills

40 Sizes and Styles

They are the
Fastest Grinders
Easiest Runners

Ask any wholesale grocer, tea and coffee house or jobber for prices



WOODRUFF & EDWARDS CO.
MAKERS
ELGIN, ILLINOIS, U.S.A.



Talking to the Point

CLASSIFIED WANT ADS get right down to the point at issue If you want something, say so in a few well-chosen words. Readers like that sort of straight-from-the-shoulder-talk, and that is the reason why condensed ads are so productive of the best kind of results.

CLASSIFIED WANT ADS are always noticed. They are read by wide-awake, intelligent grocers, who are on the look-out for favorable opportunities to fill their requirements.

TRY A CONDENSED AD IN THE CANADIAN GROCER.

TO THE TRADE:

DO YOU KNOW IN JUST WHAT IS TO BE FOUND

The Superiority

of

CEYLON TEA

The Delightful Fragrance,
The Uniquely Delicious Flavor,
The Beneficent Strength

and the

Full Bodied Quality and Eye-pleasing Tone of Its Rich Red Liquor.

DUETO

Ceylon's Wondrously Vivifying Climate ;
Ceylon's Nature-Fertilized, Volcanic Soil ;
The Marked Superiority of the White Man's Agricultural Methods

and his

Incomparable Auto-Machine Preparation Processes

QUOTATIONS FOR PROPRIETARY ARTICLES

Baking Powder.

W. H. GILLARD & CO.

Diamond—
1-lb. tins, 2 doz. in case $2 00
½-lb. tins, 3 " " 1 25
¼-lb. tins, 4 " " 0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
½-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
¼-doz.	5lb.	19 75



MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 80
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	



ROYAL BAKING POWDER

Sizes.	Per Doz.
Royal—Dime ...	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
3 lb.	13 20
5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—
1 lb. tins, 2 doz. in case $1 20
½ lb. " 2 " " 0 80
¼ lb. " 4 " " 0 45

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Baking Powder—
1-lb. tins, 3-doz. in case, per doz 2 00
½-lb. " " " 1
¼-lb. " " " 0 8

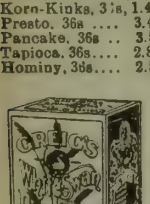
Blue.

Keen's Oxford, per lb. $0 17
In 10-box lots or case 0 16
Gillett's Mammoth, ½ gross box 2 00

Cereals

H-O. COMPANY ROCHESTER, N.Y.

Per case.		Per case.
Force, 36s	$4 50	Gusto, 36s $2 85
Korn-Kinks, 3's, 1.45		H-O, oatmeal. 24, 3 10
Presto. 36s	3.40	Buckwheat, 36s . 3.50
Pancake. 36s ..	3.50	Corn Starch, 36s 2.50
Tapioca. 36s	2.85	Farina, 24s 1.70
Hominy, 36s	2.50	



WHITE SWAN SPICES AND CEREALS LTD.

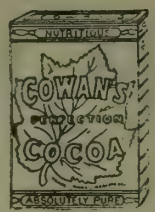
White Swan Breakfast Food, 2-doz. in case, per case, $3 60.
The King's Food, 2-doz. in case, per case, $5.
White Swan Barley Crisps, per doz., $1.
White Swan Self-rising Buckwheat Flour, per doz., $1.20.
White Swan Self-rising Pancake Flour, per doz., $1.20.
White Swan Wheat Kernels, per doz., $1.40.
White Swan Flaked Rice, per doz., $1.
White Swan Flaked Peas, per doz., $1.

Chocolates and Cocoas.

Cocoa—THE COWAN CO., LIMITED.
Perfection 1-lb. tins per doz. $4 50
Perfection, ½-lb., per doz. 2 40
" ¼-lb., " 1 30
" 10c. size " 0 90
" 5-lb. tins per lb 0 37
Condensed cocoa, cream and sugar, doz 2 [illegible]
Soluble, bulk, per lb ..... 0 [illegible]
" " 0 15
London Pearl per lb 0 22
Special quotations for Cocoa in bbls., kegs, etc
Unsweetened Chocolate— Per lb.
Plain Rock, ½-lb. cakes, 12-lb. boxes. 0 40
" ¼-lb. " 0 40

EPPS'S.

Agents, C. E. Colson & Son, Montreal.
In ½, ¼ and 1-lb. tins, 14-lb. boxes, per lb. 0 35
Smaller quantities 0 37



Sweet Chocolate—
Queen's Dessert, ½-lb. cake, 12-lb. boxes, per lb. $0 38
Queen's Dessert, 6's, 12-lb. boxes, $0 40
Vanilla, ½-lb., 12-lb. boxes per lb. $0 35
Parisian 8s, lb. $0 50

Royal Navy, ½'s, ¼'s, 12-lb. boxes per lb 0 33
Diamond, 7's, 12-lb. boxes, per lb... 0 24
" ½'s " " " .. 0 25
" 8's " " " .. 0 28

Icings for cake—
Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., 2-doz. in case.

Chocolate—
Maple buds, 5-lb. boxes, lb. 0 34
Vanilla wafers, " 0 35
" " nonpariels, 5-lb. box 0 35
" " 2's, 5-lb. boxes, lb .. 0 28
" " 2's, nonpareils " .. 0 28
Ginger, 5-lb. boxes, lb.... ..... 0 30
Milk sticks, box..... ..... 1 35
Milk cakes, 5c. size, box.... ..... 1 35

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

10c. tins, 4 doz. to case.....per doz., $ .90
½ " " 4 " " .... " 2.40
½ " " 2 " " .... " 4.75
1 " " 1 " " .... " 9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.
Arthur M. Loucks, Ottawa.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
R. J. Bedlington & Co., Calgary, Alta.
Standard Brokerage Co., Vancouver, B.C

Elite, 10c size (for cooking), doz 0 90
Prepared cocoa, ½'s 0 28
Prepared ½'s 0 28



	ize	90 per dz.
Mott's breakfast cocoa,		
" breakfast cocoa, ½'s		0 38
" " " ¼'s		0 38
" No. 1 chocolate, ½s		0 32
" Navy " ½'s		0 29
" Vanilla sticks, per gross		1 00
" Diamond chocolate, ½'s		0 24
" Plain choice chocolate liquors		0 32
" Sweet Chocolate Coatings		0 20

WALTER BAKER & CO., LIMITED. Per lb.

Premium No. 1 chocolate, ½ and ¼-lb. cakes	$0 38
Breakfast cocoas, 1-5, ½, ¼, 1 & 5-lb. tins	0 41
German Sweet chocolate, ½ and ¼-lb. cakes, 6 lb. boxes	0 28
Caracas Sweet chocolate, ½ and ¼-lb. cakes, 6-lb. boxes	0 35
Auto Sweet chocolate, 1-6-lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins	0 47
Soluble cocoa (hot or cold soda 1-lb. tins	0 38
Cracked cocoa, ½-lb. pkgs., 6-lbs. bags	0 34
Caracas tablets, 100 bundles, tied 5s, per box	3 00

The above quotations are f.o.b. Montreal

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—5c., 10c., 20 and 40c. packages packed in 15 lb. and 30 lb. cases. Per lb.

1 lb. packages	0 26
lb "	0 27
lb. "	0 28
1 and ½ b. packages assorted	0 26½
½ and ¼ b. " "	0 27½
¼ lb. packages assorted in 5 lb. boxes	0 28
½lb. " "	0 29
½ lb. " in 5, 10, 15 lb. cases	0 30

Bulk—

In 15 boxes.	15 lb. pails	and 10, 25 and 50 lb. Pails.	Tins.	Bbls.
White Moss, fine strip.		0 10	0 11	0 17
Best Shredded		0 18	....	0 16
Special Shred		0 17	....	0 15
Ribbon		0 19	.. .	0 17
Macaroon		0 17	....	0 15
Desiccated		0 16	....	0

White Moss in 5 and 10 lb. square tins, 21c.

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Cocoanut—
Featherstrip, pails..... ..... 0 16
Shredded.... .... 0 15
In packages 2-oz., 4 oz., 8-oz., lb. 0 28

Condensed Milk.

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
"Eagle" brand (4 doz)	$6 00	$1 50
"Gold Seal" brand (4 doz)	5 00	1 25
"Challenge" brand (4 doz).....	4 00	1 00
Evaporated Cream—		
"Peerless" brand evap. cream....	4 70	1 20
" hotel size.....	4 90	2 45





TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.) $4 85
Reindeer" brand per case (4 doz.).... 5 75





Coffees.

EBY, BLAIN CO. LIMITED.
Standard Coffees.
Roasted whole or ground. Packed in damp-proof bags and tins.

Club House	$0 32
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Plantation	0 [illegible]
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole...	0 17
" " ground..	0 17½
Golden Rio	0 14

Package Coffees

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, ½ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

THOS. J. LIPTON retail wholesale

Lipton's "Special" blend coffee, 1 lb. tins, ground or whole	0 40	0 30

JAMES TURNER & CO. Per lb

Mocca	$ 0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

PATTERSON'S "CAMP" COFFEE ESSENCE
Agents, Rose & Laflamme, Montreal an Toronto.

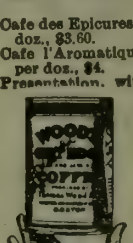
5 oz. bottles, 4 doz, per doz....	.....		1 75
10 " " 4 " "	....	....	3 00
Rep. quarts, 1 " "	.....	....	6 50
Imp. " 1 " "	....	....	9 00

WHITE SWAN SPICES AND CEREALS LTD.
White Swan Blend.



1-lb. decorated tins, 32c. lb
Mo-Ja, ½-lb. tins 30c. lb.
Mo-Ja, 1-lb. tins 28c. lb.
Mo-Ja, 2-lb. tins 28c. lb.

Cafe des Epicures—1-lb. fancy glass jars, per doz., $3.60.
Cafe l'Aromatique—1-lb. amber glass jars, per doz., $4.
Presentation, with 2 tumblers), $10 per doz



THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy litho-graphed canisters	0 30

Cheese.—Imperial

Large size jars, per doz	$3 25
Medium size jars, "	4 50
Small size jars, "	2 40
Individual size jars,.. per doz..	1 00

Imperial holder—

Large size, doz.	18 00
Med. size "	17 00
Small size "	12 00

Roquefort—

Large size, doz.	2 40
Small size, "	1 40



Peanut Butter.

MACLAREN'S IMPERIAL CHEESE CO. LTD

Imperial Peanut Butter "Bobs," the Perfect Confectionery.

Large size, cases, 25 cartons.....	$3.50	each
Small " " 50 "	3 60	"
Assorted, cases, 25 small, 12 large	3.55	"

Net 30 days.

Confections

THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box. "	1 35
" " 10c cakes, 36 in box "	2 55
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
" " No. 2, " "	0 25
Maple Buds 5-lb. boxes, lb	0 36
Nut Milk Chocolate, ½-lb. cakes, 12-lb. box, lb.....	0 40

These prices are F.o b. Toronto.

Coupon Books—Allison's.

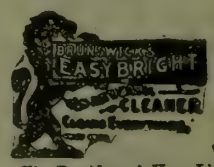
For sale in Canada by The Eby Blain Co Ltd. Toronto. C. O. Beauchemis & Fils. Montreal
$2, $3, $5, $10, $15 and $20.
All same price one size or assorted.

UN-NUMBERED

Under 100 books	each 04
100 books and over	each (3½
500 books to 1000 books	(3

For numbering cover and each coupon, extra per book ½ cent.

Cleaner.



	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agen

The Davidson & Hay, Limited, Toronto

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.
"Vita" Pasteurized Extract of Beef. Per case.

Bottles	1-oz.,	case of 2 doz	$3 20
"	2 "	" 1 "	3 00
"	4 "	" 1 "	4 50
"	20 "	" ½ "	4 75
"	20 "	" ¼ "	9 00

THOMAS J. LIPTON

Prices on application.

Infants' Food.

Robinson's patent barley	½-lb. tins	$1 25
" " "	1-lb. tins....	2 25
" " groats	½-lb. tins....	1 25
" "	1-lb. tins....	2 25

"Mephisto" and "Purity" Canned Lobsters.



1 flats	$4 40	4 60
½ "	2 30	2 40
¼ "	1 40	1 50

Flavoring Extracts.

SHIRRIFF'S

1 oz. (all flavors),	doz.	1 00
2 "	"	1 75
2½ "	"	2 00
4 "	"	3 00
5 "	"	3 75
8 "	"	5 50
16 "	"	10 00
32 "	"	18 00

Discounts on application.



Jams and Jellies.

BATGER'S WHOLE FRUIT STRAWBERRY JAM
Agents, Rose & Laflamme, Montreal and Toronto.
1-lb. glass jar, screw top, 4 doz., per doz 2 20

THOMAS J. LIPTON

Prices on application.

T. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case.....per lb.	07½
5 and 7-lb. tin pails, 8 and 9 pails in crate. .....per lb.	0 07
7 wood pails, 6 pails in crate, per lb .	0 07
30-lb. wood pails ..... "	0 06½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb	0 07½
7 wood pails, 6 pails in crate, per lb..	0 07

Classified Advertising

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

Yearly Contract Rates.

100 words each insertion,			1 year.....	$30 00
"	"	"	6 months...	17 00
"	"	"	3 months...	10 00
50	"	"	1 year.....	17 00
"	"	"	6 months...	10 00
25	"	"	1 year.....	10 00

PERIODICALS.

ADVERTISING writers and business men interested in good printing should subscribe to Canada's only printing trade paper, THE PRINTER AND PUBLISHER. Subscription price $2 per annum. Address, 10 Front Street East, Toronto.

CANADIAN MACHINERY AND MANUFACTURING NEWS, $1 per year. Every manufacturer using power should receive this publication regularly, and also see that it is placed in the hands of his engineer or superintendent. Every issue is full of practical articles, well calculated to suggest economies in the operation of a plant. Condensed advertisements for "Machinery Wanted" inserted free for subscribers to the GROCER. "Machinery for Sale" advertisements one cent per word each insertion. Sample copy on request. CANADIAN MACHINERY, 10 Front St. East, Toronto.

COMPLETE information on books, stationery, fancy goods, music, photo supplies and kindred lines is given each month in THE BOOKSELLER AND STATIONER, of Canada. Subscription price $1.00 per annum. Address, 10 Front Street East, Toronto.

THE BUSY MAN'S MAGAZINE is the most popular periodical of its kind. Why? Because each issue contains a strong list of original articles of interest to every Canadian. It also reproduces the most timely, instructive and interesting articles appearing in the other magazines and periodicals of the month. The cream of the world's periodical press is too valuable to overlook. BUSY MAN'S is on sale at all news-stands. Better still, send $2 for one year's subscription. Mail it to-day. THE BUSY MAN'S MAGAZINE, Toronto.

THE market reports make HARDWARE AND METAL a necessity to every hardware merchant, paint and oil dealer in Canada. It is mailed every Friday. Subscription price is $2 per year. Address HARDWARE AND METAL, Montreal, Toronto or Winnipeg.

SITUATION VACANT.

WANTED—Bright, ambitious, active young man, with experience in selling grocers' specialties to Ontario trade. Give full particulars. Box 290, CANADIAN GROCER, Toronto. [8]

WANTED—Grocery salesman. Must be good window dresser, with a touch of originality. Enclose copy of testimonials. McLaurin & Dow, Fort William. [8p]

FOR SALE.

FOR SALE—Two cars potatoes. Geo. Detwiler, Cargill, Ont. [8p]

FOR SALE—Coffee mill, nearly new 5" plates, 2 flywheels, 27" high. Price $7.00 F.O.B. this station. R. J. Laing & Co., Wroxeter, Ont. (8p)

FOR SALE—A small grocery in an Ontario city. Good stand, nice clean stock. An excellent opportunity. Will be sold on very reasonable terms. Box 288, CANADIAN GROCER, Toronto. (8,p)

BOOKS FOR THE GROCER.

ART AND SCIENCE OF WINDOW DRESSING, by S. W. Roth. Every retail grocer should learn the methods set forth in this book—which is specially written for **Grocers**—on how to make grocery windows attractive and thus draw trade. Every means of successfully displaying goods is treated of in its 14 chapters and 30 illustrations. Price $2.00, postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto

COFFEE, its history, classification and description, by J. M. Walsh. This interesting and instructive book deals with the commercial classification and description, adulteration and detection, and the art of blending and preparing of coffee. Price, $2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include special sales, getting holiday business, co-operative advertising, money-making ideas, contests, etc. Price, $2.50 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

TEA BLENDING as a fine art, by J. M. Walsh. This work is especially designed for the use and instruction of those engaged in the tea and grocery business, containing formulae for the scientific and judicious combination of the different varieties and grades of tea. Price, $2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

TEA, its history and mystery, by J. M. Walsh. The contents of this practical and exhaustive work include cultivation and preparation; adulteration and detection; arts of testing, blending and preparing; chemical and medicinal properties, etc. Price, $2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

SITUATIONS WANTED.

CLERK desires engagement in general store, capable and reliable, North-West preferred. Box No. 291 CANADIAN GROCER, Toronto.

TEA TASTER, BLENDER, Coffee, Cocoa and Chicory manufacturer, advertiser with 16 years' experience seeks engagement as buyer and manager of department with wholesale company. Address Stirling, 37 Jameson Ave., Toronto. (p,tfd)

WANTED—A position as clerk in grocery store. Have had five years' experience. Willing to work and strictly temperate. Can furnish the best of references. Apply to Lorne Sweetman, Bracebridge, Ont. (8)

LADY DEMONSTRATOR—Would like position, preferably in Maritime Provinces, where well acquainted. Could capably fill traveling position in this territory. Eight years experience in grocery trade. Address Box 210, CANADIAN GROCER, Montreal. [8p]

WANTED.

WANTED in every town and village, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine. Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

WANTED—Manufacturers' agents or jobbers in the butchers' and grocers' supply lines to handle the Arctic Refrigerator for British Columbia and the Maritime Provinces. Write at once and get ready for the spring rush. John Hallock & Co., Limited, Toronto, Ont. (9)

DUPLICATING DEVICES.

IF INTERESTED in a Duplicating Machine for getting out circular letters, reports, price-lists, etc., or for printing various office forms, write for booklet and samples of work. The "POLYGRAPH" is the newest, latest and best and sells for a lower price than the others. Is unexcelled by any similar device on the market. F. W. Tenney, Canadian Sales Agent, Stair Building, 123 Bay Street, Room 116, Toronto, Canada.

MISCELLANEOUS.

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, 129 Bay Street, Toronto.

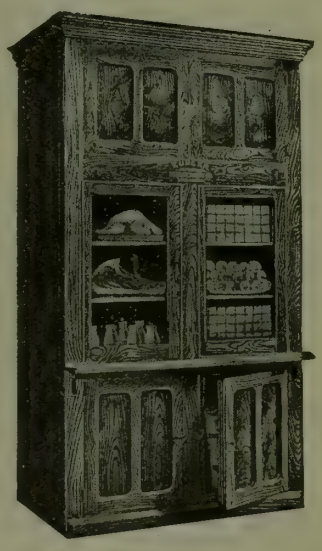
A MARKET OF BUYERS, backed up by money to spend, is open to you in the Busy Man's Magazine. Every territory in Canada is represented. If you have something to sell, something you want to buy, a condensed advertisement in the Busy Man's Magazine will put you in touch with the classes you want to reach. Four cents per word will carry your message from Atlantic to Pacific. Send copy of your advertisement along with order to cover cost of insertion. Your announcement will appear under a special heading. Busy Man's Magazine, Montreal, Toronto, Winnipeg.

HIGH CLASS COLOR WORK—Commercial stationery, posters. The Hough Lithographing Co., Limited. Office, No. 3 Jarvis St., Toronto. Telephone, Main 1576. Art, good workmanship, business methods.

NATIONAL AID—An aid to every retail merchant in the world. Saves money, time, work and worry. The National Cash Register Co., F. E. Mutton, Canadian Manager, cor. Yonge Street and Wilton Avenue, Toronto, Ont.

NOTICE—Users of Pitner Gasoline Lamps are warned against being induced to purchase parts of other makes of lamps to be used on the Pitner. The most vital part of any lamp is its generator, and the Pitner generator has been granted a patent in Canada, the United States and other countries, on the principle of its improved method of generating gasoline vapour. Supplies and parts for the Pitner Lamps can be received by return mail by applying to our representatives or direct to the Pitner Lighting Co., Limited 36-38 Lombard St., Toronto, Ont.

MAPLE SUGAR—Cakes or tins. Written guarantee of purity. Woodman & McKee, Coaticook, Que. (19p)



REFRIGERATORS
FOR BUTCHERS AND GROCERS
EUREKA REFRIGERATOR CO., Ltd. TORONTO, CAN.

The Condensed Ads. in The Canadian Grocer bring results

Salesmen Wanted!

Be a high grade Traveling Salesman and earn from $1,000 to $10,000 a year and expenses. We will prepare you by mail in eight weeks to be one and assist you to secure a good position. Hundreds of our graduates now holding good positions we secured for them, with reliable firms. Many who had no former experience now earn $100 to $500 monthly and expenses. If you want to secure a good position and increase your earnings our Free Book, "A Knight of the Grip" will show you how. Send for it today. Address nearest office. Dept. 287 NATIONAL SALESMEN'S TRAINING ASSOCIATION, Chicago, New York, Kansas City, Minneapolis, San Francisco.



LOSS AND GAINS. You may lose a friendly customer if you sell an inferior stove polish that cakes and streaks on the iron and stares the housekeeper in the face day in and day out, as long as it lasts. She thinks of the man who sold it every time she faces that wretched looking stove. But when you push ***RISING SUN*** Stove Polish in Cakes and ***SUN PASTE*** in Tins, you gain friendly customers among all those who learn through you for the first time what a really good stove polish is. We believe we know what you will do—you will push the goods that gain friends for the storekeeper—that means ours.

MORSE BROS., Props. - Canton, Mass., U.S.A.



PATENT APPLIED FOR

Mr. Grocer!!



PATENT APPLIED FOR

Have you placed your order for KAISER WAX PAD yet? If not, DO IT NOW—you are missing one of the best business-pullers on the market.

Hundreds of gross of this convenient domestic necessity have been sold throughout Canada during the past five weeks, and repeat orders are flowing in already. MAKE A HIT! Be the first in your town to have them on sale. WOMEN DO THE BUYING of groceries and provisions!

EVERY WOMAN takes a pride and wishes to excel in her laundry-work. Now, where she can procure an article at small cost—10 cents—that REDUCES IRONING TIME BY HALF—REDUCES LABOR TO A MINIMUM—ADDS TO THE FINISH OF CLOTHES—MAKES IRONING A PLEASURE—there she is sure to leave her order for other things.

Advertise Your Business!!!

In each gross we pack 500 descriptive circulars with space for you to stamp or print your firm name, etc. These are attractively gotten up and will not only pull you customers for KAISER WAX PAD—and by so doing pull you customers for your other lines—but makes a good general advertisement. Send your order to our nearest agent or direct.

Manufactured by

The Ancker-Thiem Co.

CHICAGO, U.S.A.

WANTED — Agents throughout Canada in unrepresented distributing centers.

Canadian Agents:

Howe, McIntyre Co., 91-93 Youville Sq., Montreal, Que.
W. L. Mackenzie & Co., Winnipeg and Calgary.
G. C. Warren, Regina.
Whitlock & Marlatt, Moose Jaw.
Howard Bros., Brantford, Ont.
W. S. Clawson & Co., St. John, N.B.
D. B. Brubacher, 199 Pape Avenue, Toronto.
W. A. James, Vancouver, B.C.

Worms in Horses and All Live Stock

The eradication of worms from horses and other animals is one of the most striking features of **Molassine Meal,** and is proof of its unique properties. When

MOLASSINE MEAL

is used regularly—although it is quite free from arsenic or drugs—in consequence of its antiseptic properties, all foul or putrid matter is evacuated, worms cannot live, and are naturally expelled.

A food which has effects like this must command the attention of all persons interested in the feeding of horses and cattle.

Sole Importer

ANDREW WATSON

91 Youville Square - - MONTREAL



CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat
Put up in ¼ gross cases

Bulk in 7-lb. Pails,
½ doz. in crate.

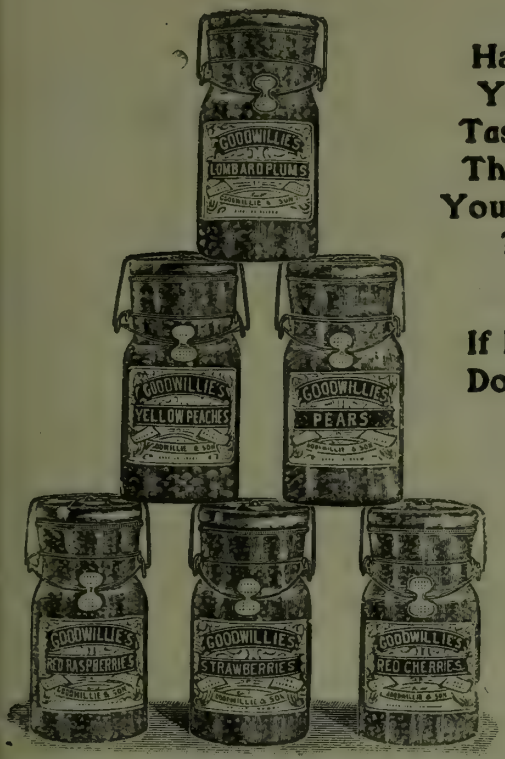
25-lb. Pails and 75-lb. Tubs.

Capacity one ton per hour.
Sold by all wholesale dealers.

The CAPSTAN MFG. CO., - Toronto, Ont.

Goodwillie's Fruits

IN GLASS



Have You Tasted Them Yourself ?

If Not Do so

AGENTS:

Rose & Laflamme
Limited
Montreal and Toronto

MOLASSES AND SYRUPS

GINGERBREAD BRAND MOLASSES

(IN TINS)

2's, 3's 5's, 10's, 20's
1, 2, 3, 5 gal. Pails

GOLDEN SLING SYRUP

(IN TINS)

2's 3's 5's 10's 20's
1, 2, 3, 5 gal. Pails

"THE BEST THERE IS"

Agents

C. E. Paradis.	Quebec.	W. H. Escott,	Winnipeg.
C. DeCarteret,	Kingston.	R. G. Bedlington & Co.,	Calgary
Jas. N. McIntosh,	Ottawa	Tees & Peerse,	Edmonton.
Geo. Musson & Co.,	Toronto.	Wilson & McIntosh,	Vancouver
J. W. Bickle & Greening,	Hamilton.	C. Leonard Grant,	P. E. Island
G. H. Gillespie,	London		

Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

20-lb. wood pails ...	per lb.	0 07
	"	0 06½
Pure assorted jam, 1-lb. glass jars, 2 doz. in case		1 75

Jelly Powders

IMPERIAL DESSERT JELLY



Assorted flavors—gross 10.75.
MacLaren Imperial Cheese Co. Limited

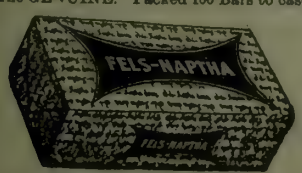


Assorted Case,	Contains 4 doz.	$3.60
Assorted Case,	Contains 2 doz.	$1.80
Lemon (Straight)	Contains 2 doz.	$1.80
Orange (Straight)	Contains 2 doz.	$1.80
Raspberry (Straight)	Contains 2 doz.	$1.80
Strawberry (Straight)	Contains 2 doz.	$1.80
Chocolate (Straight)	Contains 2 doz.	$1.80
Cherry (Straight)	Contains 2 doz.	$1.80
Peach (Straight)	Contains 2 doz.	$1.80

Weight 7 lbs. to case. Freight rate, 3d class.

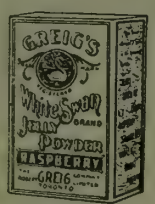
Soap

The GENUINE. Packed 100 Bars to case.



Prices—Ontario and Quebec:

Less than 5 cases	5 25
Five cases, or over	5 15



THE ROBERT GREIG COMPANY.

White Swan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.

List price



"Shirriff's" (all flavors), per doz. 0 90

Discounts on application.

Lard.

THE N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces	$0	10½
½-bbls.	0	1 ¾
Tubs, 60 lbs.	0	10½
20-lb. Pails.	2	20
20-lb. tins	2	10
Cases 3-lb.	0	11½
" 5-lb.	0	10¾
" 10-lb.	0	10½



F.O.B Montreal.

Li rice

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper	per lb.	$0 40
Fancy boxes (36 or 50 sticks)	per box	1 35
"Ringed" 5-lb. boxes	per lb.	0 40
"Acme" pellets, 5-lb. cans	per can	2 00
" " (fancy boxes 40)	per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans	per can	2 00
Licorice lozenges, 5-lb. glass jars		1 75
" " 20 5-lb. cans		1 50
"Purity" licorice 10 sticks		1 45
" 100 sticks		0 75
Dulce large cent sticks, 100 in box		

Lye (Concentrated)

GILLETT'S PERFUMED. Per case

1 case of 4 dozen	$3 60
3 cases of 4 dozen	3 50
5 cases or more	3 40

Marmalade.

J. W. WINDSOR, MONTREAL



Scotch Marmalade, 1 and 2 lb. glass jars 1, 4, 5 and 7 lb. tins.
Orange Jelly Marmalade, 1 and 2 lb. glass 5 and 7 lb. tins

Preserved Ginger Marmalade,	1 lb. glass jars.		
Pineapple	"	1	" "
Green Fig	"	1	" "
Green Fig and Ginger	"	1	" "
Lemon	"	1	" "
Grape Fruit	"	1	" "

Prices and special quotations.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case ... per doz $1 00
16-oz. glass jars, 2 doz in case " 1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb. 0 07
Pint Sealers (24 oz.), 1 doz in case, per dozen ... 2 00

SHIRRIFF BRAND

"Imperial Scotch"—		
1-lb. glass, doz.	1	55
2-lb. " "	2	80
4-lb. tins, " "	4	65
7-lb. " "	7	35
"Shredded"—		
1-lb. glass, doz.	1	90
2-lb. " "	3	10
7-lb. tins, "	8	25



THOMAS J. LIPTON

Prices on application

Mince Meat

Wethey's condensed, per gross net .. $12 00
" per case of 2 doz. net 1 10



ST. CHARLES CO. DENSING CO.

PRICES:

St. Charles Cream, family size, per case	$4 70
Ditto, hotel.	4.90
Silver Cow M.lk	5.00
Purity Milk	4.70
Good Luck	4.00

Mustard

COLMAN'S OR KEEN'S

D.S.F. ¼-lb. tins	per doz.	$ 1	40
" ½-lb tins	"	2	50
" 1-lb. tins	"	5	00
Durham 4-lb. jar	per jar	0	75
" 1-lb. jar	"	0	25
F.D ¼-lb. tins	per doz.	0	85
" ½-lb. tins	"	1	45

Olive Oil

LAPORTE, MARTIN & CIE., LTD.

Minerva Brand—

Minerva, qts. 12's	$ 5 75
" pts 24's	6 50
" ½-pts. 24's	4 25

Sauces

PATERSON'S WORCESTER SAUCE

Agents, Rose & Laflamme, Montreal and Toronto

½-pint bottles, 3 & 6 doz., per doz.	0	90
pint " 3 doz	1	75

THOMAS J. LIPTON

Prices on application

Soda

COW BRAND



Case of 1-lb. containing 60 packages, per box, $3.00
Case of ½-lb. containing 120 pkgs. per box, $3.00
Case of 1-lb. and 1½-lb. containing 30 1-lb. and 60 ½-lb. pkgs, per box $3.00
Case of 5c. pkgs. containing 96 pkgs. per box, $5.00

MAGIC BRAND Per cas

No. 1, cases	60 1-lb. packages	$ 2	75
No. 2, "	120 ½-lb. "	2	75
No. 3, "	30 1-lb. " / 60 ½-lb. "	2	75

No. 5 Magic soda—cases 100—10-oz. pkgs.

1 case	2 85
5 cases	2 75

SOME LIKE ONE, SOME ANOTHER

WOOD'S BOSTON COFFEES
THOMAS WOOD & CO.
IMPORTERS AND ROASTERS
BOSTON, MASS.
PURITY, UNIFORMITY AND EXCELLENCE GUARANTEED.

Of our different brands of Coffees.

Let your customer decide on the brand, and we will back you up in suiting him every time whether that "time" is the first purchase or the fiftieth.

In our list the coffee drinker finds everything that is GOOD in coffee to select from. Why say more?—except to remark that

WOOD'S COFFEES

Have for thirty years maintained the highest standard for even and uniform excellence. That is their record.

Canadian Factory and Salesrooms:
No. 428 St. Paul Street, - MONTREAL

Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross	$10 20
" " black	"	15 30
Oriole soap	"	10 20
Glorioia soap	"	13 00
Straw hat polish	"	10 80



3 doz. to box..... $3 45

6 doz. to box ... $6 90

30 days.



1 Box Price $1.00

5 Box Price $5.90

Freight paid on 5 box lots.

Starch.

EDWARDSBURG STARCH CO., LIMITED

	per lb
Laundry Starches—	
No. 1 White or blue, 6-lb. carton	0
No. 1 " " 6-lb. "	
Canada laundry	0 06
Silver gloss, 6-lb. draw-lid boxes	0 08
Silver gloss, 6-lb. tin canisters	0 08
Edward's silver gloss, 1-lb. pkg.	0 08
Kegs silver gloss, large crystal	0 08
Benson's satin, 1-lb. cartons	0 08
No. 1 white, bbls. and kegs	0 06½
Canada White Gloss, 1-lb. pkgs.	0 06½
Benson's enamel....per box 1 50 to	3 00
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07½
Canada Pure Corn	0 06½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
" " 1 " or blue,	
4 lb. lumps	0 8½

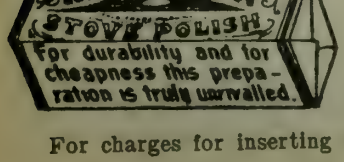
BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 6½
Finest Quality White Laundry—	
1-lb. Canisters, cases of 48 lb.	0 06½
Barrels, 200 lb.	0 7½
Kegs, 100 lb.	0 06
Lily White Gloss—	
1-lb. fancy cartons, cases 20 lb.	0 08
6-lb. toy trunks, 8 in case	0 08
6-lb. enameled tin canisters, 8 in case	0 08
Kegs, ex. crystals, 100 lb.	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 06
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 00

Stove Polish.

	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste 5c. size, ½-gross boxes	5 00



JAMES' DOME BLACK LEAD

	Per gross
6a size	$2 40
2a "	2 50

NICKLE PLATE STOVE POLISH.

Pints	2 90
Quarts	5 40
½ gallons	5 10
Gallons	4 80
5 gallons	4 50

Syrup.

EDWARDSBURG STARCH CO., LTD.

"Crown" Brand Perfection Syrup.

Barrels, 600 lbs	0 03½ per lb.
Half-barrels, 350 lbs	0 03¾ "
Kegs, 150 lbs	0 03¾ "
2-gal. pails 25 lbs	1 25 each
3 " 38½ lbs	1 75 "

Plain tins, with label—	Per case.
½ lb. tins, 2 doz. in case	2 40
5 " 1 " "	2 75
10 " ½ " "	2 65
20 " ¼ " "	2 60

(5, 10 and 20 lb. tins have wire handles.)

Teas.



THE "SALADA" TEA CO.

	Wholesale	Retail.
Brown Label, 1's and ½'s	$0 25	$0 30
Green Label, 1's and ½'s	0 27	0 35
Blue Label, 1's, ½'s and ¼'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label 1's	0 44	0 60
Red-Gold Label ½'s	0 55	0 80



EMPIRE PACKAGE TEA

Cases 30 and 50 lbs. each—Black, Mixed, and Green Ceylon.

25c	1s, 20c.; ½s, 21c.
30c	1s and ½s, 23c.
40c	1s and ½s, 28c.
50c	1s and ½s, 35c.
75c	1s and ½s, Vulcan, 50c.

100 lb. lots freight paid.

LIPTON'S TEA

Thomas J. Lipton
75 Front St. East, Toronto.



Packed in air-tight tins only.

	wholesale	retail
Blue label ¼'s and 1's	0 24	0 30
Orange " ½'s, ¼'s and 1's	0 30	0 40
Pink " ½'s & 1's, tins	0 35	0 50
Red " Dominion blend, ¼'s and 1's	0 44	0 60
Gold " Afternoon blend, ¼'s and 1's	0 50	0 70



Blue Label, ¼'s	0 21	0 26
Orange Label, ½'s and ¼'s	0 23	0 30
Blue Label, 1's	0 20	0 25
Brown Label, 1's and ¼'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ¼'s	0 35	0 50
Red Label, ½'s	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf-c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs	0 19

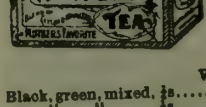


BLUE RIBBON TEA CO., TORONTO

	Wholesale	Retail
Yellow Label, 1's	0 20	0 25
" " ½'s	0 21	0 25
Green Label, 1's and ½'s	0 24	0 30
Blue Label, 1's and ½'s	0 25	035
Red Label 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, ½'s and ¼'s	0 55	0 80
Embossed, ½'s and ¼'s	007	1 00



	Wholesale	Retail
Pink Label 1's and ½'s	30c.	40c.
Gold Label 1's and ½'s	35c.	50c.
Lavender Label 1's and ½'s	42c.	60c.
Green Label 1's and ½'s	50c.	75c.
Canisters		
Gold Tins, 5's	35c. 1.75	50c. 2.50
Gold Tins, 3's	35c. 1.05	50c. 1.50
Gold Tins, 1's	36c. each	50c. each
Gold Label, ½'s	18c ea. 36 lb.	25c ea. 50 lb.
Red Tins, ½'s	35c ea. 70 lb.	50c ea. 1 00 lb.
Red Tins, ¼'s	18c ea. 72 lb.	25c ea. 1.00 lb

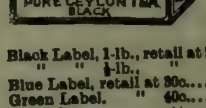


MELAGAMA TEA.

MINTO BROS., 55 Front St. East

	Wholesale	Retail.
Black, green, mixed, ¼s	0 70	1 00
" " ½s	0 55	0 80
" " ¼s	0 44	0 60
" " 1 lbs. & ½s	0 40	0 60
" " ½s	0 38	0 50
" " 1 lbs. & ½s	0 35	0 50
" " 1 lbs., ½s	0 30	0 40
" " ½s	0 32	0 40
" " ¼s	0 25	0 30
" " 1 lbs.	0 24	0 30

We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.

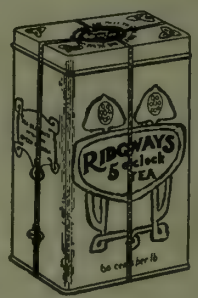


Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 35c	$0 20
" " ½-lb., " "	0 21
Blue Label, retail at 30c	0 23
Green Label. " 40c	0 30
Red Label. " 50c	0 35
Orange Label, " 60c	0 42
Gold Label. " 80c	55

RIDGWAYS.

London, Vancouver Winnipeg and Ceylon.



	Wholesale.	Retail.
Capital Household, 1's and ½'s	0 30	0 40
Old Country, 1's and ½'s	0 35	0 50
5 o'clock, 1's and ½'s	0 42	0 60
H M B, 1's and ½'s	0 75	1 00

Ridgway's Standard Bulk Blend in stock at all our branches in Canada.



THOMAS WOOD & CO.

Montreal and Boston

	wholesale	retail
Wood's Primrose, per lb.	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ½-lb. tins. All grades—either black, green or mixed.

Tobacco.

IMPERIAL TOBACCO COMPANY OF CANADA, LIMITED—EMPIRE BRANCH.

Chewing—Black Watch 5s	36
Black Watch 11s	38
Bobs 5s and 10s	38
Bully 6s	44
Currency 5½s and 10s	38
Stag 5s	58
Old Fox 12s	44
Pay Roll Bars 7½s	56
Pay Roll 7s	56
Plug making—Shamrock 6s, plug or bar	45
Rosebud Bars 6s	45
Empire 5s and 10s	36
Amber 8s and 3s	60
Ivy 7s	50
Starlight 7s	70
Cut Smoking—Great West Pouches, 7s	51

JOS. COTE, QUEBEC.

Cigars	
St. Louis (union), 1-20	$33 00
St. Louis, 1-40	35 00
St. Louis, 1-100	35 00
Champlain, 1-20	35 00
Champlain, 1-40	36 00
El Sergeant, 1-20	55 00
El Sergeant, 1-40	55 00
El Sergeant, 1-100	55 00
Cut tobaccos.	
Petit Havana, ¼, 1-12—1-6	0 40
" 1-9	0 65
" 1-3	0 68
Cote's Choice Mixture, ¼-lb tins	0 75
" " ½-lb "	0 70
" " 1-lb "	0 00

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz	$18 00
Absorbine Jr., per dozen	9 00

Yeast

Royal yeast, 3 doz. 5 cent. pkgs	$1 10
Gillett's cream yeast, 3 doz. in case	1 10

For charges for inserting quotations in this dept. apply to Adver. Manager, The Canadian Grocer, at our nearest office.

TANGLEFOOT FLY PAPER The Standard throughout the world for more than twenty-five years. ALL OTHERS ARE IMITATIONS.





"GLOBE" with Percolator.

This pot speaks for itself. When tea is drawn take the Percolator out and tea remains free from tannin.

We make seven sizes of this, also The Champion Tea Pot. Send for price list.

R. CAMPBELL'S SONS

HAMILTON POTTERY

HAMILTON, - ONTARIO

A SLIGHT DIFFERENCE

IN PRICE ON A CHEAP ARTICLE LIKE

Sal Soda

SHOULD NOT COUNT, WHEN QUALITY IS CONSIDERED

BRUNNER, MOND & CO.'S

ENGLISH SAL SODA

is the PUREST, contains LEAST MOISTURE and therefore GOES FURTHEST of any Washing Soda sold.

WINN & HOLLAND, LIMITED

SOLE AGENTS MONTREAL

UNDER SUNNY SOUTHERN SKIES

Our new booklet under this title is out now and will be sent to anyone interested in a trip to the British West Indies from Halifax. A delightful thirty-eight day trip.

PICKFORD & BLACK

HALIFAX

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, - 644 Craig Street

MONTREAL

For best values in

CURRANTS

Get quotations on fruit exported by

J. Caramandani & Co.

Patras, . Greece

Cleaners and Exporters, Est. 1878

Apply to General Agents in Canada:

J. L. Watt & Scott . Toronto

Watt, Scott & Goodacre, . Montreal

TWO CENTS PER WORD

You can talk across the continent for two cents per word in a Canadian Grocer Want Ad.

ROCK SALT

(Lump and Crushed)

VERRET, STEWART & CO.
LIMITED
MONTREAL

Canned Spinach and Squash

are slow sellers, but we are prepared to make you a price that will make them

FAST SELLERS

Write us at once.

Are there any other lines upon which you would like quotations?

We Solicit Your Enquiries.

J. H. WETHEY, LIMITED
ST. CATHARINES



See our prices in

Prunes, 'Cots, Peaches

Empire Brand

Empire Tea Sales

increasing daily. If you are not selling, let us send you samples.

4
Free Phones
Use Them

GEO. E. BRISTOL & CO.

Wholesale Grocers

Hamilton, - - - - Ontario

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

MONTREAL, 232 McGill St. TORONTO, 10 Front St. East. WINNIPEG, 511 Union Bank Building. LONDON, ENG., 88 Fleet St., E.C.

VOL. XXIII. PUBLICATION OFFICE: TORONTO, FEBRUARY 26, 1909. NO. 9.



Healthful Foods

The grocer is looked to by his customers to study the foods he sells them—His judgment carries weight.

Robinson's Patent Barley

is a health food pure and simple and every household should use it.—Talk it to your customers—It will pay you.

FRANK MAGOR & CO., 403 St. Paul Street, MONTREAL

Agents for the Dominion of Canada

Syrup Sales

Will be larger and more plentiful during the next two months—
Every one will use it, pancakes, fritters etc. will loom up on your customers' tables—
Your syrup sales will be much larger by selling—

"Crown Brand" Table Syrup

The real life extract of selected white corn, pure, clean, clear, rich, golden, flavory table syrup.

Ask for "Crown Brand"
your jobber can sell it.

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St East, Toronto, Ont. Works, Cardinal, Ont. 164 St. James St., Montreal





These are well advertised goods for which a demand has been created, goods which when once tried are of such quality as to perpetuate the demand.

Time is Money

Think of the time you save behind the counter or over the telephone when your customers **ask** for goods which are good and profitable.

Ask your jobber

Imperial products are manufactured by

MacLaren Imperial Cheese Co., Ltd.

Toronto, Ont. **Detroit, Mich.**

Macaroni Vermicelli Spaghetti

The peculiarly desirable qualities of Taganrog (Russia) wheat impart to the Macaroni, Vermicelli, Spaghetti and fancy pastes made by Codou of France, a delicacy and flavor unlike any others—the quality is superb.

Added to that is the dependency of expert workmanship furthered by the aid of a model factory. With the definite purpose of securing the **"BEST"** insist upon having "Codou's."

Look for the Name "CODOU"

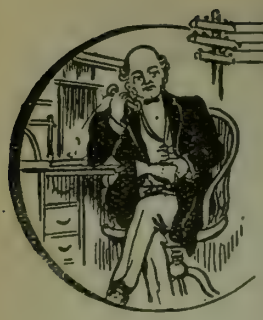
on the package—it assures and guarantees satisfaction. It is the stamp of reliability—the seal of goodness—the real and genuine. With it in your stock you are certain to avoid complaints. "Codou"—**that** is the name to think of.

Arthur P. Tippet & Co., Agts.

8 Place Royale, Montreal
84 Victoria St., Toronto

Made in France

Order Now



MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY



Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

HAMILTON

I PUSH BUSINESS IN HAMILTON
FOR LIVE CONCERNS
Do you want your goods sold on this market? Every detail looked after thoroughly.
WRITE ME TO-DAY
G. WALLACE WEESE
Manufacturers' Representative. Hamilton, Can.
Offices, Myles' Fireproof Storage Warehouse.

HALIFAX, N.S.

J. W. GORHAM & CO.
JERUSALEM WAREHOUSE
HALIFAX, N.S.
Manufacturers' Agents and Grocery Brokers.
WAREHOUSEMEN
can give close attention to few more first-class agencies. Highest references.

MONTREAL

FOR SALE
Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.
J. T. ADAMSON & CO.
Customs Brokers and Warehousemen
27 St. Sacrament Street, Montreal
TEL. MAIN 778 BOND 28

ROBERT ALLAN & CO.
General Commission Merchants
MONTREAL
Fish, Oils, Beans, Peas and Produce.
Agents: "Royal Crown" Skinless Codfish.
Representing Morris & Co. Chicago, Pork and Lard.

J. WALTER SNOWDON
MANUFACTURERS' AGENT AND BROKER
Open for exclusive representation of one or two more reliable houses with good grocery lines. Correspondence solicited.
Address
23 Burton Ave., Westmount, Montreal

D. McL. BROPHY
414 St. Paul St. - Montreal
Broker and Manufacturers' Agent
Open to represent one more up-to-date house desirous of utilizing my excellent connection with the grocery trade.
Correspondence will receive prompt attention

MOOSE JAW

D. STAMPER
GROCERY AND FRUIT BROKER
AND MANUFACTURERS' AGENT
Goods Stored and Distributed
Warehouse, City Spur Track
P.O. Box 793 MOOSE JAW, SASK.

NEWFOUNDLAND

T. A. MACNAB & CO.
MANUFACTURERS' AGENTS and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's.
Codes: A, B, C, 5th edition, and private.

REGINA.

G. C. WARREN
Box 1036 - REGINA
Manufacturers' Agent and Commission Merchant. Direct Importer of all grades of pure Ceylon Teas, and Grocery and Drug Specialties. Dealer in Coffees, Spices, Mustard, etc. Established eleven years. More lines desired.

ST. JOHN

W. S. CLAWSON & CO.
Manufacturers' Agents and Grocery Brokers
WAREHOUSEMEN
ST. JOHN, - N.B.
Open for a few more first-class lines

TORONTO.

EVAPORATED APPLES
Wire us when you want a car.
P. S. Some nice Barbadoes Molasses in bbrls.
W. H. MILLMAN & SONS
GROCERY BROKERS
TORONTO

W. G. A. LAMBE & CO.
Toronto
Grocery Brokers and Agents.
Established 1885.

TORONTO.

SWIFT'S
Silver Leaf Lard
Lard Compound
Cotosuet
Anderson, Powis & Co.
Agents
15 Wellington Street East, Toronto

W. G. Patrick & Co.
Manufacturers' Agents and Importers
29 Melinda St. Toronto

MacLAREN IMPERIAL CHEESE CO. Limited
AGENCY DEPARTMENT
Agents for Grocers' Specialties and Wholesale Grocery Brokers
TORONTO, Ont. DETROIT, Mich.

Don Storage & Cartage Co. Limited
81 Front Street East
PHONE M. 2823
Storage facilities unequalled in city — Special cartage delivery — Lowest rate of insurance.

Try a business card in The Canadian Grocer.

WINNIPEG

STUART WATSON & CO.
Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG, - MAN.
Domestic and Foreign Agencies Solicited.

(Continued on page 4).

LENT

Now is the time to look up your FISH STOCK for LENTEN TRADE, if you wish to get your share of this profitable business. Our stock is all new and well assorted. We have a carload of the following.

FOR SHROVE TUESDAY

Don't forget

"PICKANINNY"

PANCAKE FLOUR

The best and best selling flour on the market.

Retails at 10c. package.

Scaled Herrings
Fine Large Fish

LABRADOR HERRINGS
Barrels and half barrels

Georgian Bay TROUT and HERRINGS

Guaranteed A.1. Fall Caught.

GET OUR QUOTATIONS.

The ATLANTIC FISH CO'S brands—

"HALIFAX"—

Shredded Cod 10c. pkgs.
Fish Cakes, 1-lb. cartons.
Boneless Cod 3-lb. boxes.

"ACADIA"—

Boneless Cod 1-lb. cartons.
" " 2-lb. boxes.
Bluenose Cod 1s.
Skinless Cod 100-lb. cases.

EBY-BLAIN, LIMITED

Wholesale Grocers TORONTO



SOLD AT FOLLOWING PRICES:

PINK LABEL	1s and ½s	Costs you	30c per lb.	LAVENDER LABEL	1s and ½s	Costs you	42c per lb
		You sell at	40c per lb.			You sell at	60c per lb.
GOLD LABEL	1s and ½s	Costs you	35c per lb.	GREEN LABEL	1s and ½s	Costs you	50c per lb.
		You sell at	50c per lb.			You sell at	75c per lb.

CANISTERS

GOLD Tins	5s	Costs you	35c per lb.—$1.75	GOLD Tins	½s	Costs you	18c each—36c per lb.
		You sell at	50c per lb.— 2.50			You sell at	25c each—50c per lb.
GOLD Tins	3s	Costs you	35c per lb.— 1.05	RED Tins	½s	Costs you	35c each—70c per lb.
		You sell at	50c per lb.— 1.50			You sell at	50c each—$1.00 per lb.
GOLD Tins	1s	Costs you	36c each	RED Tins	¼s	Costs you	18c each—72c per lb.
		You sell at	50c each			You sell at	25c each—$1.00 per lb.

Head Office and Factory for Canada: 266 St. Paul Street, MONTREAL

GIVE US A TRIAL ORDER AND BE CONVINCED OF THE QUALITY.

RAM LAL'S PURE TEA CO., LIMITED

Manufacturers' Agents—Continued.

W. H. Escott
141 Bannatyne Ave.
Winnipeg - - Canada
Wholesale Grocery Broker and Manufacturers' Agent

For prompt service use the Wires

ESTABLISHED 1887
Carman Brokerage Co.
Wholesale Grocery Brokers
WINNIPEG, CALGARY and EDMONTON
GOODS STROED AND DISTRIBUTED
141 Bannatyne Ave. WINNIPEG, MAN.

THE PEOPLE OF
JAMAICA
are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the
KINGSTON "GLEANER"
might bring inquiries. Better write for rates to
I. C. STEWART, Halifax

When writing advertisers kindly mention having seen the advertisement in this paper.

SASKATOON.
CLARE, LITTLE & CO.
WESTERN DISTRIBUTORS
Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business Solicited.
PHONE 159 SASKATOON,
P.O. BOX 257. Western Canada

Queen City Water White Oil
GIVES PERFECT LIGHT
The most economical high-grade oil ever sold in Canada.
FOR SALE EVERYWHERE

BASKETS
You can make money as well as oblige your customers if you handle our
Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.
We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.
The Oakville Basket Co.,
OAKVILLE, ONT.

ESTABLISHED 1849
BRADSTREET'S
Capital and Surplus, $1,500,000. Offices Throughout the Civilized World
Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claims as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.
Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices.
Correspondence Invited.

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HALIFAX, N.S.	QUEBEC, QUE.	ST. JOHN, N.B.	TORONTO, ONT.
OTTAWA, ONT.	VANCOUVER, B.C.	WINNIPEG, MAN.	

THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

EXPORT TRADE DEPARTMENT.

Firms Abroad Open for Canadian Business.

Messrs. Gordon, McDonald & Co., 6-7 Cross Lane, Eastcheap, London, invites correspondence, either from Exporters of Canadian produce or Importers of general groceries. From their long experience in Glasgow, Liverpool, and London, they have a wide and comprehensive knowledge of both trades on every side. All goods imported paid cash against documents. References to Montreal firms with whom we have done business for many years. Cable address, "Donable." Codes—"A B C," fifth edition, Riverside and Adams.

DAVID SCOTT & CO.
Established 1878. 10 North John St.
LIVERPOOL, ENGLAND.
Splendid connections and references. Try us with a shipment of CANNED GOODS.
T A—Scottish, Liverpool.

SPRAGUE
CANNING MACHINERY CO.,
CHICAGO, ILL., U.S.A.



Ridgways TEA

is without a peer in the Canadian market.

No tea is more extensively advertised or better known.

Good tea is a magnet which always draws trade.

Ridgways Tea will be a trade winner for your store.

CANADIAN OFFICE, VANCOUVER, B.C.

Agents—Richards & Brown, 314 Ross Avenue, Winnipeg, Man.



You Can't Cut Out A BOG SPAVIN, PUFF or THOROUGHPIN, but ABSORBINE

will clean them off permanently, and you work the horse same time. **Does not blister** or remove the hair. Will tell you more if you write. $2.00 per bottle at d'lers or deliv'd. **Book 4D free.**
ABSORBINE, JR., for mankind. $1 bottle. Reduces Varicose Veins, Varicocele, Hydrocele, Ruptured Muscles or Ligaments, Enlarged Glands. Allays pain quickly.
W. F. YOUNG, P.D.F., 204 Monmouth St., Springfield, Mass.
LYMAN, SONS & CO., Montreal, Canadian Agents.

Canned Fruits and Vegetables Absolutely Pure

All our Canned Fruits and Vegetables are absolutely pure. The preservation is accomplished solely by sterilization, this being the cheapest as well as the safest method of processing.

We not only guarantee our Canned Fruits and Vegetables to be preserved solely by sterilization, but we further guarantee that all our Fruits and Vegetables are canned when they are best fitted for table use.

Quality is of the greatest importance in Canned Goods, and owing to it being impossible to tell quality until the can is opened, consumers should be very particular as to the brands they purchase.

It has always been the policy of the Management of the Canadian Canners, Limited, to work for Quality.

The buyer of a can of goods with the Canadian Canners' Label, knows that he is running no risks. The quality is guaranteed by a responsible, reliable company.

Why buy inferior goods even if at lower prices only to perhaps incur the ill-will of your customers?

If you secure a name for handling nothing but reliable goods you are on the high road to success.

REMEMBER THE BRANDS :—

Simcoe, "Lynnvalley," "Auto"; Aylmer, "Canada First," "Log Cabin"; Bowlby's "Horseshoe"; Lalor's "Grand River," "Kent"; Delhi, "Maple Leaf"; Boulter's "Lion," "Little Chief," "Thistle"; Lakeport, "White Rose," etc.

CANADIAN CANNERS, Limited

Proof in Every Can

When you make a claim of quality for canned goods or anything else, and the actual quality of the goods fully confirms your claim, you have made a splendid impression on your customer.

And that's precisely what happens every time you sell a can of

Old Homestead Brand

Canned Fruits and Vegetables

Full, ripe, natural flavor is preserved by the Old Homestead method. We get it by being particular in the selection of only the finest raw stock obtainable, and in the use of only the most modern and sanitary methods of processing.

We say nothing but the unvarnished truth when we declare that Old Homestead Brand will boost the business of the man who sells it. It is a money-maker and a reputation builder of the very highest order.

Get in line for better business by ordering Old Homestead Brand from your jobber.

The Old Homestead Canning Co.

Picton - Ontario

Making the Customers Come Back

That's just what

"Pride of Niagara Falls" Brand Canned Goods

have been doing this Season

They'll keep on doing it. It's all owing to the quality and methods employed in the most modern and sanitary factory in Canada. We have on hand

Select Hand Packed Tomatoes
Refugee Wax Beans

These are not cheap goods but THE BEST. Can be obtained through the following agents:

Eby-Blain, Limited, Toronto. **Frank L. Benedict & Co., Montreal**

F. H. Wiley, Winnipeg, Western Agent.

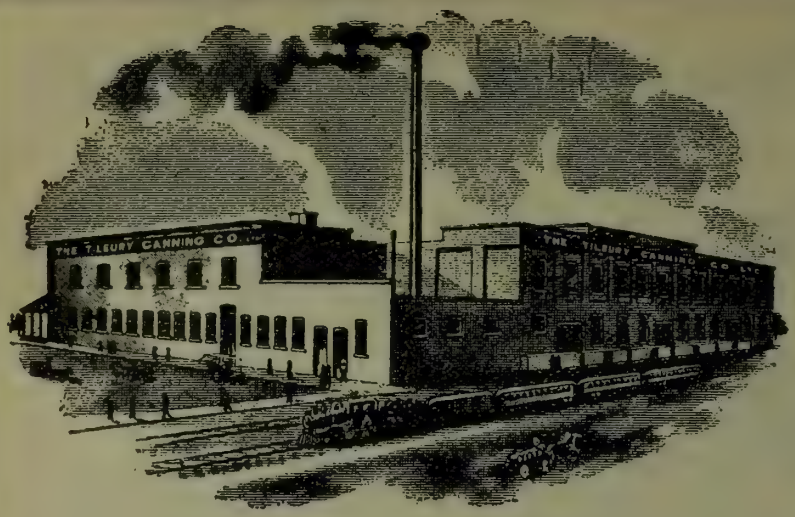
Unequalled in Quality

and a Producer of Permanent Profit

QUAKER
Canned Goods

THE BLOOMFIELD PACKING CO.

BLOOMFIELD, - ONT.



"Tilbury Brand" Canned Goods

are in a group of their own—the **A1 GROUP**

Nothing Better Packed

One of the best-equipped factories on the Continent situated in the heart of the best Tomato District in Canada.

RYAN BROS., Winnipeg
WESTERN SALES AGENTS

Sales Agents for Manitoba, Saskatchewan and Alberta.
A large stock carried in Winnipeg warehouse.

The Tilbury Canning Company, Limited, Tilbury, Ont.

The Wise Grocer

is placing his order for 1908 pack and buying

"PEERLESS" Brand Canned Goods

Put up by the Beamsville Preserving Co., Limited.

SOLE DISTRIBUTORS:

WARREN BROS. & CO., - LIMITED

TORONTO and KINGSTON



The New Kind of Soda Biscuits

WHAT every grocer knows will sell like hot cakes – soda biscuits in a real dainty design. Here they are—McCormick's FANCY Jersey Cream Sodas. Much thinner, smaller and neater than ordinary sodas. Wonderfully crisp, flaky and tasty!

The demand is already large. In a couple of months it will be tremendous! Mail orders will be filled promptly.

Put up only in 5c. and 10c. Blue Label Packages.

McCORMICK'S FANCY JERSEY CREAM SODA BISCUITS



Factory at London. Warehouses Montreal Ottawa Hamilton Kingston Winnipeg and Calgary

MOLASSES AND SYRUPS

GINGERBREAD BRAND MOLASSES
(IN TINS)

2's, 3's 5's, 10's, 20's
1, 2, 3, 5 gal. Pails

GOLDEN SLING SYRUP
(IN TINS)

2's 3's 5's 10's 20's
1, 2, 3, 5 gal. Pails

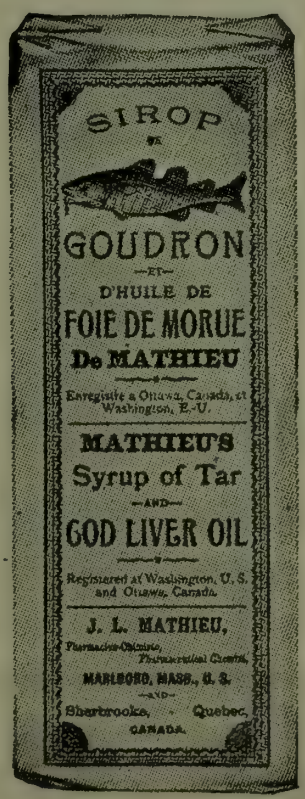
"THE BEST THERE IS"

Agents

G. E. Paradis, - - Quebec	W. H. Escott, - - - Winnipeg.
C. DeCarteret, - - Kingston.	R. G. Redlington & Co., - Calgary
Jas. H. McIntosh, - - Ottawa	Tees & Persse, - Edmonton.
Geo. Mussen & Co., - Toronto.	Wilson & McIntosh, - Vancouver
J. W. Sickle & Greening, - Hamilton.	C. Leonard Grant, - P. E. Island
G. H. Gillespie, - - London	

Dominion Molasses Co.,
LIMITED

Halifax, - Nova Scotia



WHY YOU SHOULD SELL

MATHIEU'S SYRUP

of Tar and Cod Liver Oil

REASON NO. 3

It is not a secret fake medicine

It contains no dope, nor anything else that is injurious. It is just a scientific combination of pure Cod Liver Oil and Syrup of Beech Tar.

Therefore, in selling Mathieu's Syrup, you are promoting the welfare of your community, and also aiding in the war against disease and death. Mathieu's Syrup is the best thing for Coughs Colds, Bronchitis, etc.

Mathieu's Nervine Powders—another simple family medicament—that is very good for headaches.

Just look over your stock and send us your order.

J. L. MATHIEU CO., Props., SHERBROOKE, P.Q.

Sold by wholesale trade everywhere
Distributors for Western Canada.

Foley Bros., Larson & Co., Wholesale Grocers and Confectioners, Winnipeg, Edmonton, Vancouver.

L. Chaput, Fils & Cie., Wholesale Depot, Montreal

Think This Over:

Are you getting all you should out of your "Chocolate Trade?" A reputation for selling good Chocolates means increased trade.

Our Chocolate Bordeaux has helped gain the "Good Chocolate reputation" for others; it will do the same for you.

Chocolate Bordeaux

Is not an experiment, but the result of long experience, backed by a reputation for "Chocolate quality."

Why not handle The Best Goods?
That give The Best Profit?
And are The Best Sellers?

Our other chocolates are also exceedingly popular and all are money-makers.

Write us for samples. Do it now. Full particulars will follow.

The Montreal Biscuit Company, Montreal, Manufacturers of "Sweets that Satisfy."

WANTED: Hustling agents throughout Canada in unrepresented centers for our High-Grade Chocolate lines.

ST. LAWRENCE
Granulated Sugar
20 Lb. Cotton Bags

Convenient Original Packages, containing the highest grade of Sugar.

No loss of sugar, or waste of time weighing and filling packages, thereby saving cost of labor and parcelling.

The ST. LAWRENCE
Sugar Refining Company, Limited
Montreal

Redpath

Sugars of this well known brand are put up in packages of a size convenient for family use.

Extra Granulated - Bags 20 lbs.
Paris Lumps - Boxes about 5 lbs.

Equal to, if not better than, anything produced.

Ask your grocer for them and refuse substitutes.

Manufactured by

The
Canada Sugar Refining Co.,
Limited
MONTREAL

DO YOU WANT

to buy or sell anything, to engage a clerk or secure a situation? Try a Condensed Ad. in The Canadian Grocer, it will bring results. Two cents per word for first insertion, one cent per word for each subsequent insertion. See page 69 for yearly rates.

"SALADA"

— and what it means to you

We have consistently advocated the merits of "Salada" tea in aiding the retail grocer combat the peddler.

Of its immense advantage over Bulk Teas in uniformity of quality, freshness, convenience, economy, time-saving and *real* profit.

Our business has increased because the public have been *convinced* of the honesty of our goods.

Of their absolute reliability in quality, flavor and purity.

This conviction has *grown*.

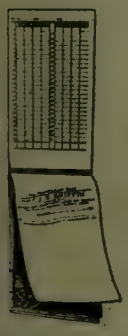
Grown in spite of opposition, competition and imitation.

Grown because we have told the people of "Salada" and its goodness and they have told it to others.

To you "Salada" offers a sure road to quick sales and good profit without the necessity of carrying a heavy stock. Better to buy tea in small quantities and buy *often*.

It enables you to get trade, to hold trade and to get *more* with the least expense to yourself.

"SALADA" does credit to your recommendation. It enables you to sell more tea without fear of competition from the peddler.



Counter Check Books

"Get the Best."

PHONE OR WRITE

THE CARTER-CRUME COMPANY, LIMITED

TORONTO and MONTREAL

Business is Booming in the West

Are you getting your share, Mr. Manufacturer, of the active and profitable business in the West? Are you satisfactorily represented? We can handle one or two more lines.

Correspondence invited

R. B. Wiseman & Co.

123 Bannatyne Avenue East **WINNIPEG, MAN.**

Manufacturers' Agents and Brokers

We make a specialty of distributing cars for Eastern Manufacturers. Consign to us and we will distribute the goods among your customers.

SYMINGTON'S COFFEE ESSENCE

ALWAYS READY!
ALWAYS PURE!
ONE STANDARD QUALITY!

UNQUESTIONABLY THE VERY BEST

TO BE HAD OF ALL WHOLESALERS

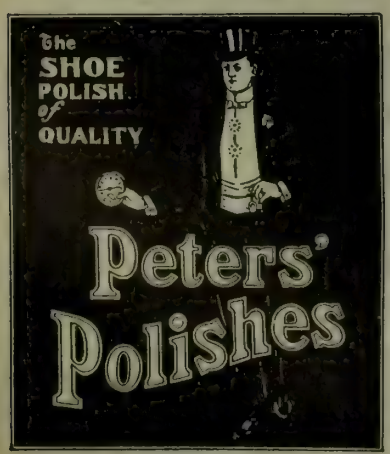
THOS. SYMINGTON & CO. EDINBURGH

Careful selection of the raw material
Modern machinery
And years of experience

Explain why **CHASE & SANBORN'S** High Grade Coffees are unsurpassed.

Chase & Sanborn, Montreal

THE IMPORTERS



PETERS POLISH

A line of shoe polish that has created great enthusiasm among those selling and using it.

Write and get the sale of it for your district. It is a money maker.

M. Peters,
617 Queen St, West
Toronto



A Great Convenience — McGregor's

Patent Bag Holder

Holds every size bag. It is out of the way, yet permits instantaneous selection and prevents all waste.

Write us for full particulars and prices.

KILGOUR BROS.
19 Wellington St. West, - TORONTO

ESTABLISHED A.D. 1840

The "Pansy" Has "Made Good"

The "Pansy" Broom has made good because it is chock full of quality in every point. The corn used is selected from the finest of the crop and the workmanship on it is easily better than the ordinary. It's just the right size and weight, and has just the right amount of springiness to please discerning housekeepers. Then, its appearance goes a long way towards selling it. We have best values to offer in brooms at any price, but you'll be wise to push the "Pansy."

"Buy From the Makers."



H. W. Nelson & Co., Ltd.

TORONTO ONTARIO

BROOMS

We have them

Not **CHEAP** but **GOOD**

Ask for our present prices.

Walter Woods & Co.

Hamilton and Winnipeg

Try our Boss Bamboo handle Parlor Broom.

TRADE MARK KEYSTONE BRAND REGISTERED

Improvement in Quality
Improvement in Finish
Improvement in Value
Improvement in Range
Improvement in Methods of Production

Constant improvement has been the story of Keystone Brand Brushes and Brooms during the past twelve years. That is why the best dealers from coast to coast are handling our goods.

STEVENS-HEPNER CO.

Limited

Port Elgin, Ontario



THE A 1 SAUCE

A Fine Tonic and Digestive.
An Excellent Relish For
"FISH, FLESH or FOWL."

Simply A 1.
Pleases everyone.
The Public WILL have it.
Sold all over the world.

For full particulars and prices write our Agents:

GENERAL AGENT—H. HUBBARD, 27 Common St., Montreal
HAMILTON MORTON CO., 1 Wellington St. E., Toronto
W. H. AHRENS, 396 Victoria St., Winnipeg
J. READ, St. John, N.B.
R. T. TINN, 337 Hastings St. W., Vancouver, B.C.

BRAND & CO., LIMITED

Purveyors to H.M. the King, Mayfair Works, Vauxhal.
LONDON - ENG.

It sells like Lightning

Yes—'CAMP' sells just as you'd expect the best Coffee Essence in the world would sell!

The Quality of the Coffee, combined with the convincing advertisements continually appearing in the press and on the hoardings on its behalf, results in 'Camp' being half sold before you get it.

R. Paterson & Sons, Coffee Specialists, Glasgow

'CAMP' COFFEE

GASTRONOMICALLY PERFECT
and Purity backed up by $5,000

MASON'S O.K. SAUCE



Giant Bottle retails at 25 cents.
Secured profit 33⅓%

Sole Manufacturers:
GEO. MASON & CO., Ltd.
LONDON, ENGLAND

Represented by
S. T. Nishimura & Co.
55 St. Francois Xavier St.
MONTREAL

N.B.—The trade are cautioned to avoid imitations.



The Real Live Selling Line

is what you want. H.P. Sauce is what you are looking for.

It has all the necessary qualifications for a leading line.

It is extensively advertised, and sells freely. Customers are delighted with it. It is the Sauce of the 20th Century. Write our agents for samples and prices. Try it on your own table and you will see why it has caught on.

W. G. Patrick & Co., Toronto and Montreal. R. B. Seeton & Co., Halifax, N.S.
Georgeson Co., Ltd., Calgary, Alberta. Ellis & Co., Ltd., St. John's, N.F.
Kelly, Douglas & Co., Ltd., Vancouver, B.C.

MIDLAND VINEGAR CO., Ltd. **BIRMINGHAM AND LONDON, ENG.**



Every grocer wants to please his customers.

STERLING BRAND PICKLES

please every one hence every grocer should carry a full line of this famous Canadian Brand. Nothing is easier. Just order from your jobber or direct from the factory.

THE T. A. LYTLE CO. LTD.

Sterling Road, Toronto, Canada
PHONE PARK 376

SASSO MEDICINAL OIL

DIRECT FROM ONEGLIA,
LEVANTE RIVER, ITALY.

A profitable line for you to stock at this season of changeable weather.
A perfect tonic, agreeable to take and quickly and easily assimilated. It is a soothing and at the same time incomparable remedy for

**Stomach and Intestinal Troubles,
Constipation, Indigestion,
Nervousness, General Debility,
Scrofula, Tuberculosis**

Its equal as a tonic for invalids has yet to be found. Secure a trial order. Then you will always stock it.

Museo Commerciale Italiano

43 St. Antoine St., Montreal

Sole Agents American Continent **Phone Main 2731**



A Delicious Dessert on Short Notice

may always be enjoyed if you have on hand

Shirriff's Imperial Jelly Powders

Refreshing flavors. All Progressive Dealers Handle them, and one trial convinces both grocer and consumer.

IMPERIAL EXTRACT CO., 18-22 Church Street TORONTO, CAN.



Borden's Brands

of

Condensed Milk and Evaporated Cream

have the experienced reputation of 50 years of sanitary milk experts behind them.

Your customers get the benefit of the best skill and hygienic improvements. Your interest is their's and your profits are good.



Unsweetened

FOR SALE BY ALL JOBBERS

WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man. Shallcross, Macauley & Co., Vancouver and Victoria, B.C.

BANNER BRAND CONDENSED MILK



Write for Particulars

You'll sell lots of Condensed Milk this year—

Sell "Banner Brand"—Made from Pure Milk, latest hygienic methods—Get hold of this good line—

We want reliable active agents in large Canadian cities.

John Malcolm & Son

ST. GEORGE - - - ONT.

IMPERIAL EVAPORATED CREAM



Does it not stand to reason that a cream put up in what is generally known—according to reports we received from the Government—as Canada's finest dairying district would possess greater merit than others?

Certainly!

Well, why not stock Imperial Evaporated Cream, and make it your leader?

Imperial Brand is put up in just this district, and for that reason, other things being equal, we claim it is unparalleled.

Try a sample case, and see if your customers will not appreciate it.

The Canadian Condensing Co.

CHESTERVILLE, ONT.

GENERAL SALES AGENTS:—S. H. Ewing & Sons, MONTREAL



WHY CARRY IN STOCK

Canada First Evaporated Cream?

Because it is Highest in Butter Fat.

SURE TO PLEASE YOUR CUSTOMERS.

EVERY CAN GUARANTEED. NO DEAD STOCK.

Manufactured by

AYLMER CONDENSED MILK CO., Limited

AYLMER, - ONTARIO

FORT WILLIAM

THE COMMERCIAL GATE-WAY OF THE WEST

We are the distributing headquarters for the Newer and Greater Canada. We import direct and our prices are to the advantage of all buyers both East, West and North. You don't have to look to Montreal, Toronto or Winnipeg for your supplies. We carry full lines of Groceries, Provisions, Wines, Cigars, Tobaccos, etc.

This week we call your attention to ***LENTEN REQUIREMENTS:***

Fine Haddies—15-lb. boxes	Skinless Codfish	Salmon	Eggs
Yarmouth Bloaters	Green "	Lobsters	Butter
St. John Bloaters	Market "	Sardines, canned	Cheese
Labrador Herrings	Steak "	" salted	Lard
Smoked Herrings	Haddock		Jams
			Syrups

Find Out What We Can Do for You **Write for Our Quotations Before Buying**

The JOHN KING COMPANY, Limited

Wholesale Grocers and Importers **Fort William, Ontario**



E.D.S. BRAND Jams and Jellies

GUARANTEED ABSOLUTELY PURE UNEQUALLED IN FLAVOR

AGENTS

W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; R. B. Colwell, Halifax, N. S.; J. Gibbs, Hamilton

E. D. Smith's Fruit Farms, Winona, Ont.

Keeping Your Hands Clean

was no Snap until the product of that name was put on the market and thus a perplexing personal problem was solved

With **SNAP**
THE HAND CLEANER

which is antiseptic, rapid in results, easy to apply and effective. The best of all is that it leaves the hands smooth, soft and white. It is a positive pleasure to use Snap and the price is only 15 cents a tin.



Users ask for it again. Be prepared.

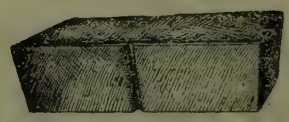
The Snap Company, Limited
Montreal, - Canada

Quality 

Wins

Our Catalogue Tells of Our
Diamond Brand Specialties
Mailed on Request.
Sugar & Canners Limited, - Montreal

SOLD BY WHOLESALE GROCERS EVERYWHERE

Twin Block  **Maple Sugar**

Pure

Black Knight Stove Polish

will hold your custom



BECAUSE
It is brilliant and durable.
It is easy to apply and quick in results.
It is unsurpassed in quality.
It is extensively advertised.
It is widely talked of by the women.
It is half sold as soon as your order is placed.
It is the best known stove polish to-day.

The F. F. DALLEY Co., Ltd.
Hamilton, Canada - Buffalo, N.Y., U.S.A.

Canadian made Licorice
Y&S BRAND
All Druggists.


SOFT MINTS—5c. boxes.
ACME PELLETS—5-lb. tins.
M. & R. WAFERS—5c. bags.
and a complete line of **LOZENGES, ETC.**

Hard and Soft Licorice Specialties

Appropriate for the confectionery, grocery and drug trades.

Price Lists and Illustrated Catalogue on request.

AGENTS

Toronto - -	R. S. McIndoe -	54 Wellington St. E.
Montreal -	J. M. Brayley -	55 St. Paul St.
Winnipeg - -	E. W. Ashley -	123 Bannatyne Ave. E.
St. John -	H. S. Daly	- - -
Vancouver	J. F. Mowat & Co.	-

Sanitary Cans

For Hand Filled Goods

Tomatoes, Stringless Beans, Asparagus, Spinach, Etc., Apples, Peaches, Pears, Plums, Etc.

Sanitary Enamel Lined Cans

For Color Fruits and Goods of Strong Acidity

Strawberries, Red Raspberries, Black Raspberries, Blackberries, Sour Cherries, Blueberries, Beets, Rhubarb, Etc.

"The Can Without The Cap Hole"
"Bottom Like The Top"

Write for Samples

Sanitary Can Company, Ltd.
Niagara Falls, - - Ontario

FRUIT CANS
All sizes—All kinds.

SYRUP CANS
For products of Maple, Corn and Cane.

MILK CANS
For Sweetened Milk and Evaporated Cream.

MEAT CANS
Bevelled, Round and Square.

BISCUIT TINS
of any description.

BAKING POWDER AND SPICE CANS

PROMPT SHIPMENT SUPERIOR GOODS

THE
Norton Manufacturing Co.
HAMILTON

British Columbia Buyers

PLEASE NOTE THAT

TODHUNTER, MITCHELL & CO.
TORONTO

Can supply your wants for their well known lines of **Coffee, Cocoa, Chocolate**

FROM VANCOUVER

Write Our Agents

W. HARRY WILSON & CO.
VANCOUVER

WAGSTAFFE'S

Fine old English

Pure Orange Marmalade

Season 1909, now ready.

WAGSTAFFE'S

Jams, Jellies and Sealed Fruits

are better than the imported.
Once tried always used.

WAGSTAFFE, LTD.

Pure Fruit Preservers

HAMILTON

RAW SUGARS

We are direct importers of Raw Sugars and will appreciate your enquiry before placing your order.

The Davidson & Hay Limited

WHOLESALE GROCERS, TORONTO

Good Coffee

Coffee better than the average.
Coffee superior to others.
Coffee so exquisite in flavor.

That people want it again—and again. That's what

Aurora Coffee

is. The best money can buy. It retails at 40 cents and leaves you a margin for yourself that is worth while—something to justify your buying the brand and introducing it to your customers. Don't lose this chance.

W. H. GILLARD & CO.

Wholesale Grocers *Coffee Importers*

HAMILTON

Branch House—Sault Ste. Marie

WESTERN ASSURANCE COMPANY.

Incorporated 1851

FIRE AND MARINE

HEAD OFFICE—TORONTO, ONT.

Assets over - - $3,570,000
Income for 1906, over 3,609,000

HON. GEO. A. COX, President,
W. R. BROCK, Vice President
W. B. MEIKLE, General Manager
C. C. FOSTER, Secretary

HOTEL DIRECTORY.

WINDSOR HOTEL, HAMILTON, BERMUDA

This House is pleasantly and conveniently located on the East Side of Queen Street. The rooms are bright and cheerful. Every attention paid to guests. Billiards and pool. Hot and cold water baths. A. McNICOL, Prop

TOWER HOTEL, GEORGETOWN, DEMERARA, BRITISH GUIANA.

This first-class hotel is most conveniently situated in the coolest and healthiest part of the city. Five minutes from railway station and steamer stallings, and near to all principal public buildings. Cool and lofty bedrooms. Spacious Dining and Ladies' Rooms. Billiard Room. Electric light throughout.

HALIFAX HOTEL

HALIFAX, N. S.

WINTER RESORT—QUEEN'S PARK HOTEL

PORT OF SPAIN TRINIDAD, B.W.I.

JOHN McEWEN, Manager. For Rates, etc., apply Trinidad Shipping & Trading Co. 29 Broadway, New York.

THE GRAND UNION

The most popular hotel in

OTTAWA, ONTARIO. JAMES K. PAISLEY, Prop

VICTORIA LODGE

Mrs. J. F. SMITH, Proprietress. HAMILTON, BERMUDA
Opposite Victoria Park and Cedar Ave. Private Board $12 to $14 per week.
Open Now. Closes on May 1.

Jenkins & Hardy

Assignees, Chartered Accountants, Estate and Fire Insurance Agents, 15½ Toronto St., Toronto. 465 Temple Building, Montreal.

British America Assurance Company

A. D. 1833

FIRE & MARINE

Head Office, Toronto

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Sir Henry M. Pellatt, E. R. Wood.

W. B. Meikle, General Manager; P. H. Sims, Secretary

CAPITAL - - - - - - - - $1,400,000.00
ASSETS - - - - - - - - - 2,162,753.85
LOSSES PAID SINCE ORGANIZATION, 29,833,820.96

Tartan BRAND

SIGN OF PURITY

"Fish for Lenten Season"

Barrels and half barrels Labradors
Half Barrels Sea Salmon
Kegs Lake Salmon
Kegs Lake Herring
Kitts Mackerel
Quintals Whole Cod
Cases and half cases Boned and Skinned Cod
Cod Steak in every shape
Specials in Salmon, Lobsters, Mackerel, Sardines, etc., etc.

See our travellers. They have some good things up their sleeve or

PHONE 596

BALFOUR, SMYE & CO.

QUICK SHIPPERS

Wholesale Grocers, - - HAMILTON, ONT.



HOLBROOK'S

Worcestershire SAUCE

HOLBROOKS LIMITED

CANADIAN BRANCH
40 Scott Street, Toronto
Canadian Manager, H. Gilbert Nobbs

MADE AND BOTTLED IN ENGLAND.

THE METROPOLITAN

Capital Paid Up $1,000,000.00 **BANK** Reserve Fund and Undivided Profits $1,277,404.49

Every Department of Banking conducted with satisfaction and absolute security.

Accounts of Individuals, Firms and Corporations solicited.

SAVINGS DEPARTMENT

$1.00 or more opens an account. No delay in withdrawal.

DAILY CAPACITY 30,000 LBS.



Dignard Limited

BISCUIT MANUFACTURERS

MONTREAL

If you have anything for sale which a Grocer or General Merchant will be interested in, advertise it in our "Condensed Ad." column. It will bring you good results.

To the Trade:

Do You Know Why

CEYLON TEA

IS SO

Rapidly Displacing the Thin Light Teas, Here, in America?

(Two and Three Quarter Millions Increase in Direct Shipments Alone in 1908 over 1907.)

First: Because it Takes a Strong, Full-Bodied Tea to Satisfy the Coffee-Educated Palate;

Second: Because of Its Piquant Flavor;

Third: Because of Its Unvarying Excellence;

and

Fourth: Because of Its Cheapness Regardless of Cost.

A Pound of Ceylon Tea
"Goes Twice as Far"
as the Light Thin Tea.

THE SECRET of building up a profitable ***TEA TRADE*** is solved by selling

"MELAGAMA" TEA

Quality predominates. The people ***know*** this and ***ask*** for it. Make the best of ***your*** opportunities by having ***this line*** in stock.

In buying ***BULK TEAS*** from us you get the benefit of our long experience and ready cash purchases. Order from us and make money. Procure from us samples and prices and prove our assertion.

MINTO BROS., Toronto

Manufactured in Canada

White Dove Almond Paste



Packed in 5-lb. Tins, 12 to case
" 10-lb. " 6 "

Makes the finest Macaroons on Earth.

W. P. DOWNEY

24 and 26 St. Peter Street, - - MONTREAL

JAPAN TEAS

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The merchant that anticipates is the one that succeeds. It will pay you to anticipate your requirements of the following:

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We secured a few cars of Santa Claras at the lowest point of the market, which is now on the upward trend

New Santa Claras—1908 Crop

60/70s, 50 lb. boxes..... **6¾c.**
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30/40s, 25 lb. boxes..... **9 c.**
50/60s, 50 lb. boxes..... **7¼c.**

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"Duke" Brand, 56 lb. bags..... **3¼c.**
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In gallon tins.....(per dozen) **$1.85**
10 case lots (each ½ doz.)..... " **1.75**
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Freight prepaid to Ontario points on 5 and over.

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New season's Tea in chests to arrive next week....**14c.**

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Wholesale Grocers, - Toronto

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Manufacturers whose goods are sold by retail grocers and who are not reaching grocers as systematically and as effectively as they are consumers are making it hard for consumers to get their goods when it is possible to make it easy. Those who are not taking advantage of the best way to reach grocers with given sums are giving money away to somebody. Those who are reaching grocers now, through some other method than the trade press, are spending more than they have to.

It is impossible for the manufacturer to reach grocers right without using the trade press. Manufacturers who are not doing it are going around the block to get to the house next door, simply because they are not posted or because somebody has misled them. No manufacturer knows what trade paper advertising to grocers can do until he has done it right—it has not been done right by those who think it valueless. To-day every manufacturer can do it right. The Grocery and Allied Trade Press of America, which has just been organized, consists of practically all the trade papers which reach grocers and general storekeepers all over the United States. These papers reach over 150,000 retail grocers. Manufacturers can advertise in a quarter page in each issue of every one of them for a year for about $6,000. No manufacturer can talk to this many grocers this often any other way for less than five times this sum. It would cost him $40,000 to send them a postal card. These papers are published exclusively in the interests of the retailers. This means that they are the logical avenue for manufacturers to reach retailers.—*Tea and Coffee Trade Journal, February.*

THE CANADIAN GROCER Talks to Nearly 6,000 Grocers and General Merchants Every Week. If You Have the Right Goods at the Right Prices and TALK RIGHT in Your Ads., You'll Get Results.



Lenten Season

We have full supplies of all kinds of Smoked, Salted, Pickled and Canned Fish, Domestic and Foreign at attractive prices.

Ask our travellers for quotations, write or wire us.

James Turner & Co., Limited

Hamilton and Arnprior, Ont.

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London Grocers at the Banquet Board

More Than a Hundred Competitors Unite as Friends at Annual Festival of the Retail Grocers' Association—Merry Songs and Bright Speeches Pass Away Some Pleasant Hours—Canada's Resources Enumerated—Neglect of Government in Aiding Merchants—Provincial Grocers' Association Proposed, and Desired by London Grocers—Wholesalers and Manufacturers Present.

(Special Staff Correspondence.)

BANQUET BREEZES

Canadians are going to cut a great swath in this continent in the future.—E. B. Escott.

There are more working men in London who own their homes than in any other city in Canada. —Mayor Stevely.

The man who is always offering bargains will soon have nobody but bargain hunters coming into his store.—E. J. Ryan.

We should amalgamate with the grocers of Toronto, Hamilton and other places and meet once a year. in convention.—R. J. Donaghy.

Traveling is older than the hills —it began in Eden and the first traveler was a woman.—F. E. Tobias.

You are setting an example to the grocery trade of the world; you can sit down beside your competitor and call him friend.—H. Gilbert Nobbs.

Modern traveling is an evolution of our own times; it is a development of commerce and it has come to stay.—Wm. Turnbull.

I often wonder at your equanimity when I see from time to time legislation enacted to unfairly coerce and hamper you to the inconvenience of the public.— Col. A. M. Smith.

London, Feb. 23.—Occasionally does it occur that a hundred or more business men of a city mingle together in social intercourse about a common banquet board, but seldom indeed it is that one finds so many representatives of a single trade assemble as friends yet competitors as the merry company of grocers who graced the dining hall of the City Hotel of London last week. It was the occasion of the second annual banquet of the Retail Grocers' Association of the Forest City, it being held on Wednesday night, February the 17th, and from every standpoint it was a brilliant success. The association, representing, as it does, practically the entire grocery trade of the city, is looked upon with pride by all the business men; it not only brings business benefits to its members, but creates a feeling of harmony among competitors which is to be eulogized wherever found—and the city nestling on the banks of the Thames is a splendid concrete example.

As visitors present expressed themselves, it was simply wonderful to see more than a hundred grocers unite as friends about the festive table—and good fellows every one of them, too. It served to show that life is something more than an incessant drudgery and that keen competitors in business during the day can meet as friends when once the lock in the door is turned.

Everybody present enjoyed themselves. In fact, it could not have been otherwise. President Shaw, with his genial smile that would not vacate the premises cordially greeted his brothers-in-the-trade and guests and all were made to feel at home.



THOS. SHAW,

The Diplomatic President of the London Retail Grocers' Association, Who Presided as Toast Master.

The banquet plans had been carefully prepared by the officers, executive and special committees, and everything "went merry as a marriage bell." R. J. Donaghy, chairman of the reception committee, with Cyril Hayes, the youthful but energetic secretary, and Treasurer E. J. Ryan, were valuable lieutenants of the president in receiving the guests and they deserve a great deal of credit. The musical portion of the evening's programme was a delightful one, including numerous selections from Tony Vitas' orchestra which were greatly appreciated. Harold Watson presided at the piano and performed the difficult task of accompanying the orchestra and soloists.

Addresses of an educative, humorous and patriotic nature were given by members of the association and their guests, including Mayor Stevely, and these, together with the songs that punctuated them made everybody enjoy every minute of an evening which sped away all too quickly. Cares, if there were any, were laid aside, and good-fellowship and merriment reigned supreme. The menu, like the menu card, was an elaborate one and the manner in which the good things on the table disappeared bore ample testimony not only to their quality, but as well to the appetites of the company, which took some time to be worn off. The menu card was printed and presented by Holbrooks Limited, whose representative at the banquet was H. Gilbert Nobbs.

Therefore, in a word, it may be said that harmony, good fellowship, good management, a splendid supper and a delightful programme all combined to make the affair such a success that it will remain fresh in the memories of those fortunate enough to be present for years to come.

Men Behind the Gun.

The officers and executive of the London Retail Grocers' Association through whose energy the banquet was arranged are:

President—Thomas Shaw.

Vice-President—John Diprose.

Second Vice-President—Garfield McCormick.

Treasurer—E. J. Ryan.

Secretary—Cyril Hayes.

Executive—E. S. Linnell. Wm. T. Mullins, James Wilkey, R. A. Ross, H. S. Marshall, P. H. Ranahan and R. J. Donaghy.

The Toast List.

The health of the King was loyally drunk and this was the beginning of the end of the evening's enjoyment. President Shaw, when he arose to introduce the various toasts, was greeted by prolonged applause. It gave him great pleasure to see so many of the retail grocers of the Forest City in attendance at this the second annual banquet. It was a great credit indeed to the gro-

cery trade to see such an assemblage of representatives meeting in common fellowship. He welcomed the members of the wholesale trade, the travelers and the manufacturers, intimating the good feeling shown by the uniting and mingling of all in the same banquet hall, and he expressed the desire that results beneficial to all would ensue.

A cablegram expressing greetings from Holbrooks, Limited, London, Eng., and regrets at not being able to be present from M. Masuret, E, Masuret, S, Screaton, C. Tune, C. Mountjoy and W. Nichol were read by the secretary, Cyril Hayes.

The Wealth of Canada.

In response to the toast to "Canada," which was drunk amid much enthusiasm, T. B. Escott, of T. B. Escott & Co. wholesale grocers, London, gave many interesting statistics showing the marvelous wealth and vastness of the Dominion. In introducing his address, he referred to the pleasure it gave him to be present, particularly because he himself was an old grocer.



JOHN DIPROSE,

Vice-President of the Association and Vice-Toastmaster at the Banquet.

"Grocers' and grocery travelers' company is the best I can be in," he remarked, amid applause, "and as I have here both, it is a pleasure to join with you on this festive occasion."

In replying to the toast to Canada, he had undertaken a large subject when the country's great extent was taken into consideration. It is nearly as large as the Continent of Europe, and when we consider the many nations there we begin to wonder. We are almost a continent of our own with many natural advantages. Our waterways modelled by nature's own hand, stretch almost from coast to coast, and we can travel 6,000 miles by boat with a break of only some hundred and fifty miles. We have the largest fresh water lake in the world and yet only 3½ per cent. of our entire domain is water. Canada has the finest and best water power in the world and her fisheries last year totalled over $26,000,000, with an export of more than $12,000,000, and which gave employment to 88,000 men.

The vastness of the mineral wealth of Canada is as yet unknown. In 1906 the total production amounted to $80,000,000, and we are told that no more than one-tenth our mineral fields have yet been explored. Canada has the largest silver mines in the world, having in the last thirteen months paid $5,000,000 in dividends. Nickel, asbestos, corundum and coal are found in abundance. We have the largest forests in the world; these occupy some 1,600,000 square miles and in this respect no nation in the world can approach Canada. The wealth standing aloft in them is inestimable, the United States only have one-third the forests we have.

A Government Mistake.

The Government has set apart 20,000,000 acres as reserves, but it has made a mistake in allowing so much of our forests to be cut out in blocks and distributed to individuals.

Canada's wheat fields, we are told comprise some 171,000,000 acres, with only about 6,000,000 under cultivation. If all were under cultivation, yielding on an average of 10 bushels, which is a low estimate, it would mean 1,710,000,000 bushels, representing an enormous sum of money.

"Considerable talk has been heard as to the future policy which Canada will pursue towards England, but," said Mr. Escott, "you can rest assured that we will always remain loyal to the Motherland, and we can if necessary in time of war, supply her with the wheat she requires and we can build a fleet to protect it on its passage across the ocean."

Twenty-five years ago the whole of the Northwest had only twenty-five head of cattle and now she can boast of 1,500 000 head, the exports in 1908 amounting to more than $12,000,000. Great Britain, is, of course, our best customer.

Canadian manufacturies have also made an enormous increase. We have now more than 15,000 establishments, large and small, and during the last five years alone about thirty different and new classes of manufacturies have been added. The sign of progress is surely written across our country.

November of this year will be the centenary of the foundation of the steamboat in Canada. Advancement along this line has been wonderful and Mr. Escott jocularly remarked at this juncture that in a hundred years from now "we" should be going to the north pole in balloons or air ships—and Mr. Escott has now at least passed the half-century mark himself.

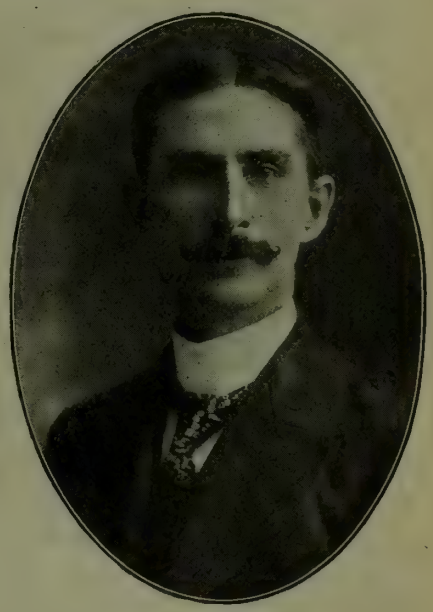
"Canadians are going to cut a great swath in this continent in the future, just the same as we have done in the past; we have the climate and the resources and we have the men with the iron wills who will subdue all opposition."

Mr. Escott enumerated the importance of Canada from its railway, steamboat, banking, emigration and educational standpoints, giving statistics illustrating that we have much to feel proud of. His address in its every sentence brought forward surprising facts and left much food for thought among the assembled business men.

Masters Barr and Mullins, two juveniles, sang a duet and sang it so well they were called upon for an encore number, which they gracefully gave.

The Mercantile Interests.

The duty of responding to the toast "Our Mercantile Interests" fell upon Col. A. M. Smith, of A. M. Smith & Co., wholesale grocers, London.



E. J. RYAN,

Treasurer of the Association and a Firm Believer in Its Usefulness.

It gave him great pleasure to be present as a guest of such an important association and to meet so many old friends about the banquet board.

"I have been asked," he said, "to say a few words on the subject—"The Mercantile Interests." The mercantile interests of this country are very important, second only to the agricultural. Notwithstanding the passive neglect and active discouragement of all the Governments, the mercantile interests are prospering and will prosper because they are absolutely necessary to the welfare of the country."

When a new country was being settled, first comes the farmer, and very soon after the store, they cannot do without it; later on and far behind come one by one the other interests. He often

wondered at the equanimity of merchants when he saw from time to time legislation enacted to meet the wishes of and in favor of the various other interests, but any legislation which applied specially to the merchants was always enacted to unfairly coerce and hamper them to the inconvenience of the public, and the enactments were so worded that no one could interpret them.

Something to Think Over.

"Should you not let the Governments realize that the influence of the mercantile community is not a negligible quantity?" he asked. "But your attitude towards that subject is perhaps on a par with your attitude towards the all-important subject of making a living. While on the one hand, I see the members of all the other interests, professions, trades, etc., endeavoring to get the highest possible remuneration for their services, on the other hand I see the members of your branch of the mercantile community endeavoring to find how little they can induce the people to pay them for their services; sometimes succeeding in inducing the public to pay so little as hardly to cover the necessary postages. Again, I sometimes stand astounded at the generosity of the retail merchants in the matter of undue credit. These subjects deserve careful thought.

Commerce he added, has always been the enricher of nations. It may be safely said that agriculture is not the paramount interest of Great Britain, as it is of Canada, but that Britain's greatness has been built up by manufacturing, trade and commerce. By those interests the United Kingdom, a mere speck on the map, has made herself the greatest nation on the face of the globe and has built up the most stupendous foreign trade in manufactures ever known in the history of the world.

"We are told," said Col. Smith, "that the United Kingdom imports three-quarters, more or less, of her principal foods, and here I would like to say a few words with great earnestness, I would say, 'Let no Canadian move so much as a feather's weight of influence towards inducing any British Government to put clogs on the wheels of that magnificent trade, or to impose taxes on the cheapest food of their poorest people, for the purpose of putting a few more dollars into the pockets of the prosperous Canadian farmers;' the farmers neither ask nor desire it; the Canadian Government does not ask it and has no idea of giving the imaginary 'Quid pro quo.' Let each country regulate her mercantile policy to suit herself and in case of any measure proving unsatisfactory it may be changed without involving these countries in dangerous misunderstandings."

A vocal solo by Edward Webster followed, and as the singer possesses a splendid voice his selection was encored and he also had to respond with another.

Hospitality of the Grocer.

All then filled their glasses and drank to the health of "Our Manufacturers," the first responder being H. Gilbert Nobbs, manager in Canada and the United States for Holbrooks, Limited, of England.

"In inviting the manufacturers to participate in this magnificent banquet you have once more exhibited that hospitality which every traveler knows exists among you," said Mr. Nobbs. "We have been with you as part and parcel of your business—to assist you in supplying the household needs to the general public. We appreciate your invitation and welcome, as our visit here has the effect of broadening our ideas and giving us a greater pleasure in doing business."

In Canada Mr. Nobbs had noticed that the retail grocers worked on a much more friendly basis than in England. There seemed to be a desire on their parts to work more in harmony with



CYRIL HAYES,

One of the Bright Workers of the Association as Secretary, Though as Yet in His Teens.

the wholesalers and manufacturers. He congratulated the grocers on their splendid organization and upon the existence of such a friendly feeling among them.

Competitor Yet Friend.

"You are setting an example," he said, "to the grocery trade of the world; you can sit down beside your competitor and call him 'friend'. You are unselfish and you have busy men amongst you giving up part of their time in doing what they can to better the retail trade. I know of places where grocers keep open until midnight and call that living, where they cut prices and work individually. Here you feed and you flourish."

Mr. Nobbs again remarked that the manufacturers highly appreciated the honor conferred on them by the London Retail Grocers' Association in inviting them to their annual banquet, and congratulated those in charge for its splendid success.

Robert Wallace, the Toasted Corn Flakes' London representative, also replied to this toast. He offered his thanks for the welcome he received, and it was a revelation to him to know that so many grocers in London could be gotten together in one banquet hall.

"That such a number could possibly assemble is certainly a surprise to me," he concluded.

Another vocal solo was rendered, this time by M. McKeough, who soon became a favorite with the merry company. His Irish dialect found ready listeners and when he gave "Harrigan" as an encore everybody felt like singing the chorus, and everybody enjoyed it.

Toast to Trade Journal.

Toastmaster Shaw proposed the health of "Our Trade Journal," which was briefly responded to by the editor of The Canadian Grocer. He advocated the organization of a Provincial Grocers' Association similar to what the Ontario hardware men enjoy, and which they represent as being successful beyond their expectations. Over in the United States each State had its individual grocers' organization, and all of these were affiliated with the National Association, which contained some 350,000 members and which had become a force in the affairs relative to the grocery trade of the country across the border. The Division Court Act was something now attracting the attention of many grocers, and with a provincial organization the grocers would have some weight in presenting their views to the Legislature requesting desired changes. This would be but one of many benefits that might be derived.

From the size of the London Grocers' Association, from its enthusiasm for its work, and from what he had learned concerning its aggressiveness he considered that it should take the lead in getting other associations interested in the movement with a view to the formation of a provincial organization. He had with him the copy of a motion passed by the Toronto Retail Grocers' Association referring to the matter and which was read as follows:—

C. W. Clark, Mover.
J. S. Bond, Seconder.

We, the Toronto Retail Grocers' Association assembled, send to the London Retail Grocers' Association our greetings and wish them every success at the banquet.

We also approve of any effort made toward a provincial organization, and promise our aid and co-operation.

J. C. BEAUMONT, Secretary.
February 15, 1909.

The above motion was received with applause, showing the interest the Forest City men take in the proposal.

A solo by Percy Spence followed, and as occurred with the vocalists that preceded him, his song was appreciated and he had to sing again.

They Love Them Still.

When the toast to "Our Travelers" was announced everybody tipped their glasses to the health of the "Knights of the Grip," the first to respond being Wm. Turnbull, of Edward Adams & Co., wholesale grocers, of London. He thanked the grocers for the manner in which the travelers had been treated,

remarking humorously that "with all our faults you love us still."

He recalled to memory the time when he first went on the road, remarking that traveling was in reality an evolution of our own time. It was, however, a development of commerce and it had come to stay. The retail merchants have to have the traveler come around and sell him the goods and the merchants themselves understood this. The merchant now recognizes the advantage of the man on the road, not merely because he sells him goods, but on account of the information regarding the trade that he brings with him.

"The traveler is pretty well tied up," said Mr. Turnbull, "he has two masters to serve—his customer and his employer."

There were many who did not realize the extent of the grocery trade in London and he pointed out that annually about $1,500,000 worth of business was turned over. Goods from all countries of the world, and fish from every sea come under the eye of the grocer—and his business is therefore important. He did not like to hear the grocer condemn his own trade and asked them all to remember that it took time to educate the people. Concluding, he hoped the good feeling manifested at the banquet would always exist between the traveler and the trade.

Woman the First Traveler.

The response to the toast to the travelers was augmented by F. E. Tobias, whose witty speech proved one of the features of the evening.

"I see at the head of this menu card: 'Let him be sure to leave other men their turn to speak,' and gentlemen, that's my introduction."

Next he took issue with Mr. Turnbull concerning the latter's statement that traveling was a development of modern times.

"My opinion, after deep research," he said," is that traveling is older than the hills—it began in Eden and the first was a woman named Eve. It is a common belief that the first article of commerce was an apple, but I think it was a lemon, for at any rate Adam raised 'Cain' about it when he got 'Able'."

Continuing in this humorous vein Mr. Tobias believed there were two styles of traveling—the ancient and modern. He himself would like to be classed as the "modern antique." There are the new travelers and old liars and he could not be called either.

He thanked the association for their kindness and appreciated the invitation to be at the banquet.

"While I don't want to be considered a beggar," he added, "if you have another next year, don't forget yours truly." He finished his address by a dramatic presentation of Ella Wheeler Wilcox's poem, "The Commercial Traveler."

Joseph Boyd, traveler for Red Rose Tea, expressed his thanks to the grocers of London for the privilege of spending such a pleasant evening, and assured them of the harmonious feeling the travelers held towards them.

Very appropriately Chas. H. Earle, a young traveler for the Atlantic Fish Co., was next called upon for a solo. As he possesses a splendid voice and facile expression, he, too, was heard again, as well as later on in the evening, when nothing would satisfy the delighted company except a triple response to loud applause.

Are Loyal Londoners.

London grocers are all loyal to their city, judging from the reception given His Worship Mayor Stevely when he entered the dining hall, and again when he arose to reply to the toast to "The City of London." He appreciated the hearty manner in which the toast was drunk, because there was nothing nearer or dearer to them all than their native home. He was pleased to be present on the occasion of the grocers' banquet and humorously remarked that had he the privilege of arranging the dates of all the banquets he attended he would not have to eat at home at all.

Refers to Hardware Convention.

Mayor Stevely is a hardware man and in touching upon the proposed provincial organization referred to the



R. J. DONAGHY,

Chairman of the Reception Committee and a Strong Advocate of a Provincial Organization.

hardwaremen's convention held recently in Hamilton, which had been a splendid success and a great benefit to Hamilton as well as to members of the hardware trade. He had invited the convention to London for next year.

His Worship gave an interesting account of the advance London had made and was making in the commercial and educational arenas. He said that more working men own their homes in London than in any other city in Canada.

"There is no room for knockers," he declared, "we want boosters."

T. Ranahan, another of the entertainers, contributed a solo, which was appreciated by the audience; an encore was demanded and responded to.

To the Retail Grocers.

Vice toastmaster John Diprose proposed the next toast—"The Retail Grocers' Association of London"—which was replied to by E. J. Ryan, the treasurer, and R. J. Donaghy, of the executive.

"This toast is perhaps the most important one on the list," said Mr. Ryan. "We have practically every retail grocer in the city on our membership list and our organization has brought them all together where they can talk over business matters as friends and not as bitter opponents. A few years ago the grocers used to outbid each other every day on the market but things are different now. We can, nevertheless, do a great deal more by turning out to the meetings.

"We have, of course, our faults; we occasionally have some black sheep who remain away from the fold instead of attending meetings and lending their assistance. If mistakes are sometimes made, do not blame the officers. Our president has worked hard and done everything possible to make matters run smoothly.

Bargain Hunters Only.

"I never could understand," continued Mr. Ryan, "why some grocers always wanted to undersell his fellow merchants; one man cannot do all the business, and when prices are cut it does away with the profit, whereas if they are not there is plenty of room for all to do a nice business and make some money. The man who is always offering bargains will soon have nobody but bargain hunters coming into his store."

As an example of fair dealing with one another Mr. Ryan referred to the biscuit manufacturers. They fight their battles on the merits of their goods, and grocers should do the same.

He complimented President Shaw and Secretary Hayes on the good work they were doing in increasing the membership. The association was also doing a good work in getting after the hucksters and peddlers. It was not considered that the present license of $30 for the latter to do business was enough and at the last meeting a deputation had been appointed to wait on the city council to have it further increased.

Replies to One's Thoughts.

Mr. Ryan paid a compliment to The Grocer when he said: "I would ask every retail merchant here to read the Canadian Grocer. It answers questions without being asked."

It was also the duty, he said, of every grocer if he wished to further the interests of the trade, to attend the meetings of the association and not to criticise what was done when they were not present. If they did this they would be not only doing themselves some good but the trade at large.

Favors Large Organization.

In his reply to the toast Mr. Donaghy said he appreciated the honor of having been chosen among so many to speak, and also the honor of having the travelers present at the banquet. He urged better attendance at the regular meetings, as everybody could be accommodated. Knockers were not wanted, but what was desired was boosters to come out regularly and attend the sessions.

The association was responsible for the Wednesday afternoon closing arrangement in June, July and August; it produced harmony between themselves and the wholesaler so that now

trade was going through the proper channels.

One thing that should be discouraged was the 20-pound bags of sugar, and even the 100-pound bags of sugar should be likewise treated.

"The London grocers want the credit for causing Sir Wm. Macdonald to reduce the price of tobacco," said Mr. Donaghy.

"Last autumn we told him we were making a profit of 11 per cent. when it cost us 20 per cent. to do business. It started him thinking and he lowered the price—that's something the London association has done.

Mr. Donaghy strongly favored the formation of a Provincial Grocers' Association similar to the National Association across the border.

"We should amalgamate," he said, "with the grocers of Toronto and Hamilton and other places, meet once a year, talk over our grievances and have papers read by well informed men of the trade."

His remarks, judging by the applause, met with the approval of the members.

To the Ladies.

A well rendered solo by Clyde Nopper followed, giving W. H. McK. Millman an opportunity to recall to memory some of his thoughts regarding "The Ladies," whose healths were most heartily drunk. Mr. Millman championed their cause by paying numerous pretty compliments to them all of which seemed to be endorsed by the entire company.

Chas. Earle again responded to the call for a song and with "Brannigan's Pup" as an introduction he had to follow up with two more before the appetites of his audience could be even partly satiated.

A Word from the Guests.

On behalf of the guests Chas. McGuire, representing the Queen City Oil Co., and Jas. McDougall, of the St. Lawrence Sugar Refining Co., referred to the good fellowship existing among the members of the trade.

"In holding these banquets," said the latter, "you get better acquainted and you become more sociable with one another. We go through the world but once and men should aim at something higher than the almighty dollar. Let us be able to say when we go to our offices that we go anticipating a business day of pleasure."

He thought the wholesalers of London could do nothing better than to follow the example of the retailers and hold a banquet for the sake of getting a better knowledge of one another.

Clem Garvey, another guest, referred to the pleasure it gave him to be there. Wholesaler and retailer did not meet often enough, he thought, in order to derive every benefit possible. With the sign of prosperity in London better times could be looked forward to, and he hoped that the association would continue to prosper in the future.

The speeches ended, the singing of God Save the King brought to a conclusion an evening of profit and pleasure that will not soon be forgotten by the Retail Grocers' Association of the Forest City.

Grocers and Their Guests.

Those in attendance at the banquet were:—George Armstrong, Phil. C. Powell, Frank A. McCormick, James S. McDougall, Robert Wallace, T. B. Escott, Thomas Shaw, Wm. Turnbull, H. Gilbert Nobbs, John Marr, Wm. Gorman, Harry Ranahan, A. McPherson, J. A. McFarlane, C. W. Summers, C. W. McGuire, A. M. Masuret, W. H. McK. Millman, W. C. Falls, Clem Garvey, C. H. Earle, N. R. Howden, F. E. Tobias, C. H. Lee, H. Lewis, A. S. Gormaly, J. H. Boyd, W. M. Ripley, Edward Webster, Percy R. Spence, John Diprose, H. Marshall, T. Fitzgibbon, T. McKay, F. W. Paul, J. A. Beechie, Ernest Charlton, Jack Walton, James McKenzie, A. R. Boug, R. Marr, M. A. Young, J. L. Wyckoff, F. W. Parker, James Fitzgerald, R. F. Gray, Harry Harley, F. E. Millson, Joseph F. Fortner, A. J. McGuffin, G. S. Brock, James McLeod, H. Geach, J. Wright, W. McGuffin, W. H. Bloomfield, H. E. Trebilcock, F. T. Yealland, J. Haskett, T. H. Haskett, J. H. Goodge, E. T. Reid, J. Dobbin, J. C. McGladery, P. A. Sands, M. J. McKeough, Thomas Black, A. Wray, O. L. Falkner, R. C. Kidner, W. Hayes, R. H. Cullis, Fred. H. Traver, C. J. Farr, R. Fonger, John Murray, J. A. Henderson, Walter Richards, R. Jupp, James Jupp, Fred. Barr, Fred. Mullins, J. H. Wilkey, E. E. Linnell, Wm. O'Loughlin, J. M. Duncan, E. M. Insley, H. English, H. Fountain, E. S. English, J. Marr, Robert G. Collins, O. Boug, C. Nopper, T. James Ranahan, Frank Grandage, J. H. Langford, H. A. Bishop, B. T. Huston, Cyril Hayes, M. Fowler, E. B. Hargreaves, W. T. Mullins, E. J. Ryan, James Dean, C. Maker, J. A. Wilson, D. J. Patterson, T. J. Cohoon.

Post-Banquet Remarks.

To the King—God bless the great white Prince of Peace.

There was no trouble in sight—therefore the Colonel was there.

One manufacturer at least gave plenty of "sauce" to the banqueters.

President Tom Shaw's genial smile had everybody hypnotized, judging from the manner in which they enjoyed themselves.

There was nothing "hayesy" about the banquet, although Cyril is the secretary—except, of course, "My Lady Nicotine."

The speaker who said that a woman was the first traveler was probably right; he might have added—she was the cause of it all.

Vice-Toastmaster John Diprose kept strict order at the other end of the hall.

"Brannigan's Pup" was the only dog that passed the guard at the door; but he was a very welcome canine.

The glad hand was extended to everybody by R. J. Donaghy, the chairman of the reception committee.

For a sugar story that was only a dream, ask Jas. McDougall.

"Oh, Garfield, Garfield, did that chicken see you dressing!" was whispered in the ear of one of the vice-presidents.

Robert Wallace, might appropriately have been the "toast" master at the banquet.

Deep Ryan pie with treasury cream was conspicuous on the menu card.

Charlie Earle can catch more than fish. He caught the ears of the company with his catchy songs.

McKinley Millman can certainly be recognized as an authority when the fair sex are in question. He talked about them for 30 minutes, more or less, and had not even one disparaging word to say of them.

NEW BILL OF LADING.

Limiting Liability of Vessels for Short Weight—Discussed by Corn Exchange.

A meeting of the Committee of Management of the Montreal Corn Exchange Association was held last week to consider the new bill of lading adopted by the owners of all Canadian grain carrying vessels for use on grain cargoes from Port Arthur and Fort William during the coming season. This is the bill of lading limiting the liability of the vessels for short weight in cargo at the point of out-turn, which the shipping people declared was necessitated by the lax methods of weighing at the ports of shipment, and which they were unable to rectify in spite of numerous complaints to the Government.

A report was presented by President Jos. Quintal, of the Corn Exchange, and Alex. McFee, in which they set forth that they had attended the annual meeting of the Dominion Marine Association at Ottawa last week, and made fruitless efforts to induce the association not to put the new bill of lading into force this season. The report set forth that the Dominion Marine Association had refused to recede from its present position with regard to the new bill of lading, but that it had promised to assist the shippers of grain by every means possible in endeavoring to secure a remedy which would decrease or remove the present discrepancies in the weighing of grain cargoes

No action was taken by the Corn Exchange Committee in the matter, but it was decided in the meantime to exchange views with grain men at Winnipeg and see what further could be done.

Jos. Quintal presided over the meeting, and the other members present were:—A. Y. Chaplin, E. S. Jaques, Paul B. Earle, J. J. Norris and Alex. McFee.

NEW WINNIPEG AGENCIES.

W. H. Escott has recently been appointed agent for Winnipeg and West for the Quaker Oats Co., and for J. W. Windsor, Montreal. For the latter he will specialize on Balmoral jam. Business prospects in the West are exceedingly bright for this year and many manufacturers are looking for good representatives.

HEARTS OF WHEAT OFFICERS.

Officers were elected on Friday, Feb. 19th. of Hearts of Wheat Company, Limited, one of the most recent additions to the cereal enterprises in Canada. The meeting was held at the office Scott Street, Toronto. The officers elected were: N. H. Stevens, president; J. J. Dyer, vice-president; B. H. Blakeslee, managing director; Wm. Junor, secretary-treasurer, and J. A. Walker, K.C., solicitor.

THE COFFEE MEN AROUSED

Report Circulated to Effect that Coffee is Being Stored in Canada to be Hurried Across Border in Case of Tariff Change—Canada Supposed to be Receiving Abnormal Supplies From Brazil Via England—Views of Canadian Coffee Men.

An announcement of a somewhat sensational character is made in the New York Journal of Commerce of February 17th, referring to conditions supposed to be existing whereby Brazilian coffee is shipped in large quantities to Canada via London and stored in this country in order to be in readiness to be hurried across the border into the United States should any change in the tariff occur there. In view of this report a number of widely known Canadian coffee men were requested and have given interviews to the Grocer on this question which is now causing considerable interest on the other side.

The Journal of Commerce says:

"Another report of distinct interest in the first hand coffee trade was that a movement on a large scale had been begun to ship coffee from London to Canada, storing it in the Dominion, so that it can be rushed into this country at a moment's notice in the event of prompt action being required. Coffee is on the free list in Canada if imported direct from the country of production or if imported indirectly through bonded warehouses in the United Kingdom. This coffee will therefore come under the latter provision. It has not yet been possible to secure specific confirmation of the Canadian reports. According to stories which have been circulated in the West Side grocery trade within the past few days from across the Canadian border, the interests which are most vitally interested in valorization and in having the Ways and Means Committee of Congress place coffee under substantial protection are working an interesting coup through the ports of Canada. According to these stories, the large importations of coffee into Canada—far beyond the normal necessities of the country—have been a matter of comment and discussion for the past two or three weeks. Investigation there, according to the reports in question, tends to indicate that much of it is being stored in warehouses for the account of American consignees, or parties representing them. The trade has reasoned out that it is merely a plan to take hasty and secret advantage of the pending coffee tariff in this country in case the Ways and Means Committee decides to recommend such a duty. If the goods were entered directly at any American port, the purpose would be evident at a glance, whereas entry in Canada would disarm suspicion. The goods already stored—no figures are given, but the amount is understood to be large—could be rushed across the American line within twenty-four hours of the enactment of a duty by Congress or in the advance of such enactment if it was practically assured.

Montreal Men's Views.

Mr. Anderson, of Chase & Sanborn, Montreal, stated that he thought there was nothing whatever in the report and that such a scheme was too much of a gamble to be entertained seriously.

Mr. Halford of S. T. Nishimura & Co. stated that he had heard nothing of such a movement.

The Montreal manager of Thos. Wood & Co. said he knew nothing of such a thing happening and it appeared to him to be rather a dangerous undertaking financially.

Herron, Leblanc Ltd. disclaimed any knowledge of such a move.

Mr. Reilly of the Amrita Tea Co. knew nothing of it before stating it was the first time it had been brought to his attention.

What Toronto Men Say.

In speaking to Geo. Musson & Co., Woodley Musson stated it was a feasible plan alright, but that he had heard nothing about it. He could readily see the reason why such a course might be followed, but thought that Montreal would be the more likely place for storing the coffee. That city would be a handy distributing point for Canada as well. Extra freight charges to Toronto and other inland ports would, he considered, prevent shipments being brought so far, whereas Halifax and other maritime cities would be too far distant for distribution in Canada. He had, however heard nothing about the condition of affairs as alleged in the Journal of Commerce.

"We know absolutely nothing about it," said T. B. Greening of the Pure Gold Co. "I saw the article to which you refer in the Journal of Commerce, and we have written to England and New York to try and obtain more particulars about it. I rather think, however, it has been greatly exaggerated."

HAS SODA WATER FOUNTAIN

Oakville Grocery Store Also Carries Fine Line of Confections—Equipped in Modern Fashion—Flowers for Decorations—A Bright, Clean and Attractive Interior.

A first glance at the picture of the interior of J. L. Hewson's grocery store at Oakville, Ont., reveals that it belongs to a man who has modern ideas in store equipment. It is roomy and bright, clean and attractive, and equipped in up-to-date fashion. The general impression is that it is a well built store and one well looked after, and a second glance does not make one's opinion differ. It is 55 feet in length and 27 feet wide.

At the rear, in one corner will be observed the office, with a glass front, and a door leading to the storeroom at the rear.

On a marble-covered counter just outside the office is a handsome soda water fountain and the picture of it certainly denotes cleanliness. Mr. Hewson states that the introduction of the fountain has proved a profitable investment.

Carries Confectionery.

Next to this counter is a confectionery show-case with swinging glass shelves, and from the appearance of the interior, Mr. Hewson carries a fine line of goods. Shelves to the rear of this, containing bottled goods, make that side of the store rather attractive. Fruit and vegetables are arranged in conspicuous places on the floor.

On the opposite side and to the rear sample breakfast package goods occupy the shelves and towards the front other



Interior of J. L. Hewson's Grocery Store at Oakville, Ont.

package and canned goods are displayed. The counters are so clean they reflect as a mirror the articles on them.

Floral Decorations.

In the matter of store decorations Mr. Hewson has some tasty ideas. On the one side will be observed a beautiful fern on the showcase on the counter, and on the other a pretty flower beside the soda water fountain. Flowers are almost always appreciated and particularly so by the ladies who come into the store.

Oakville has electric light and Mr. Hewson, it will be noticed, uses it in his store. No stoves appear in the store to attract the dirt, but instead it is heated by furnace and hot air registers.

On the whole Mr. Hewson has a store of which he may well feel proud and one from which others may easily secure some good ideas.

CANNED FOODS INSPECTORS.

Those Who are Acting for the Government and Their Salaries.

Under the Meat and Canned Foods Act of Canada inspectors are appointed by the government not for particular provinces, their services being available for the whole Dominion as they may be required. This comes under the Department of Agriculture and the inspectors at present serving in Ontario under the Act and their salaries are as follows :

Bone, D. R., V.S., $900 ; Brown, Dennis, $900 ; Brownridge, G. S., V.S, $1,200 ; Bruce, E. A., V.S., $1,300 ; Dickinson, S. S., V.S., $1,200 ; Edgecome, J., $900 ; Edgett, C. E., V.S., $1,200 ; Everett, M. W., $900 ; Farewell, E. R., V.S., $900 ; Fisher, F., V.S., $1,200 ; George, J. H., V.S., $1,200 ; Henderson, W. A., V.S., $1,200 ; Hodgins, W. A., $900 ; Irvine, D. A., V.S., $1,200 ; Irvine, J. D., V.S., $1,200 ; Johannes, C. J., V.S., $1,200 ; Jones, F. A., V.S., $1,200 ; Lawson, Wm., V.S., $1,200 ; Lowrey, F. H. S., V.S., $1,200 ; McLeish, J. A., V.S., $1,200 ; Marshall, H. E., V.S., $1,200 ; Morrin, W. A., V.S., $1,200 ; Morse, J. E., V.S., $1,200 ; Murray, R. E., V.S., $1,200 ; Pine, T. M., V.S., $1,200 ; Porter, J. W., V.S., $1,200 ; Ramsay, A. C., V.S., $1,200 ; Ransom, S., V.S., $1,200 ; Ross, H. H., V.S., $1,200 ; Tennent, D. C., V.S., $1,200 ; Thompson, J. R., V.S., $1,200 ; Walker, A. C., V.S., $1,200 ; Walsh, F. A., V.S., $1,200 ; White, J. B., V.S., $1,200 ; Willson, L. A. V.S., $1,300.

FOR MONTREAL ONLY.

We regret that it was erroneously stated in our issue of Jan. 29th, that S. T. Nishimura & Co. had been appointed sole agents for the sale of Rowley, Davies & Co.'s Java teas for the whole of the Dominion, which should have read for Montreal, instead of the Dominion. Stuart Watson & Co., Winnipeg, are agents there, as well as in the west.

H. H. Stevens, of the Stevens-Hepner Company, Port Elgin, Ont., was a visitor at the Toronto office of the Grocer during the week.

SCOTT, THE MASTER MERCHANT

Proprietor of General Store in Village on the Prairie a Leader Among His Class—Provides Rest Rooms for Men and Women and Stables for the Farmers' Horses—Believes in Service and Advertising.

By Thos. Dreier, in American Paint and Oil Dealer.

Right at the start, in Bro. Clark's magazine for retail merchants, I want to burn a little incense before George E. Scott, unquestionably the most advanced and most successful country merchant of modern times. In the little village of Prairie Farm, in Northern Wisconsin, six miles from a railroad, Scott has built a store the like of which can be seen nowhere else. Thirty thousand dollars was its cost, and it was built in the centre of a three-acre plot of ground upon which many hundreds of dollars were spent in landscape gardening. The store itself resembles a California mission, and one looking at it would take it to be a library or some college building. Yet it is "just a country store"—a place where men and women and children are sold the necessities, and a few of the luxuries, of life. Scott preaches his business gospel from this text: "Quality of Goods and Excellence of Service." To him the mail order bugaboo does not exist. He gives satisfaction. And, you know, the merchant who wraps every article in satisfaction most certainly makes of each customer a link in an endless chain for the bringing of more customers. In the Scott store is to be found a stock that is fresh and clean and up to date. Special rooms are provided for customers, in which the women may lie down and rest after their long drive across the prairie, and where the men may gather and talk as men sometimes like to talk. In the women's room is found hot and cold water, towels, books and magazines, couches, easy-chairs—everything that is needed for the comfort of those hard-working women of the farms. The store itself is airy and light and clean. No posters desecrate its walls. Its floors are always clean. Behind the store is a barn in which the teams of all customers are sheltered free of cost. Around the store are no posts to which unthinking farmers may tie their beasts in the winter cold.

Guide to Customers.

And the result of all this is that Scott gets the trade and is making money. He finds it pays big dividends in dollars and cents, not to mention the satisfaction which comes to a man who is engaged in doing certain work better than it was ever done before. Scott has been sent to the legislature year after year without a single vote registered in opposition. What a record for a successful business man! To his customers he is a guide, philosopher and friend. To him they tell their troubles, and from him they get help. There is much more I might say about Scott and his work. But this hint will serve for the present. Let country merchants and city merchants everywhere learn the lesson that Scott teaches so successfully. Let them all learn that the only reason mail order houses succeed is because there is a need for them. If country merchants can serve their customers better than mail order houses can serve them, and if they advertise so that the home folks may know of this service, the mail order houses will be forced to quit. Let us not fear to look this matter squarely in the face. The mail order houses have not all the good on their side. Neither have the smaller merchants. Both can improve. The question before us then is: Will the merchants improve enough to overcome the lead which the mail order houses have undeniably secured? Scott did. Scott won and is winning. "SERVICE"—in this sign he is conquering.

TO AMEND PHARMACY ACT.

Bill in Legislature Would Allow Merchants to Sell Household Remedies.

A bill has been introduced in the Ontario Legislature which if it becomes law will remove a restriction on the retail grocers enacted through the influence of the druggists. P. H. Bowyer, M.P.P. for East Kent, has brought in the bill which is in the form of an amendment to the Pharmacy Act, and is intended to give rural store-keepers the right to sell "harmless household remedies."

Formerly all but qualified druggists were prohibited from selling poisons, and later a change was made to include all drugs and medicinal remedies. During the past year an agent of the Ontario Pharmacal Association has traveled throughout the country enforcing the Act, and this has resulted in the fining of several country shopkeepers $25 and costs for the sale of a few cents worth of some harmless remedy such as quinine or salts. Storekeepers promptly discontinued carrying even the simplest things, and to-day Mr. Bowyer says farmers are compelled to drive ten or twelve miles to a drug store for anything they may want. His bill is aimed at correcting this, and he states that he has several druggists behind him as support.

TRADE NOTES.

John Shaw, grocer, Goderich, has sold to W. Hern.

The Wylie Milling Co., Almonte, recently sustained loss by fire.

T. Briscoe & Co., general merchants, Earlton, has sold his business.

F. G. Woolnough, grocer, Niagara Falls, has sold to J. S. Baxter.

Alphonse Gratton, grocer, Toronto, advertises his business at 1642 Queen St. for sale.

James E. Montgomery, grocer and butcher, Toronto, has sold his Dundas St. business to Harry McClement.

T. E. Morrow, of Jarvis, Ont., writes the Grocer that as he has been in the grocery business continuously since 1875 he believes he is entitled to a rest and contemplates selling his business.

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SUCCESS FROM SERVICE.

The reader's attention is directed to a column in the news section of this issue referring to the methods by which George E. Scott, known as the master merchant, is making a success of the retail business in a country store. He has advanced ideas of serving the public who come to his store and, in fact, he bases all his success upon service.

The inclinations of the farmers and their wives have been particularly studied. A special room has been provided for the women who at their leisure may lie down for a rest after their lengthy drives, or use the bathroom, books, magazines and easy-chairs. Another room is set apart for the men. At the rear of the store the proprietor has erected a barn where the farmers can shelter their horses free of cost.

Quality of goods and excellence of service, is the motto of Scott, who cares nothing for the mail order houses. He declares that if country merchants can serve their customers better than the mail order houses, and if they advertise for the benefit of those living in their community, the mail order houses will be forced to quit.

The idea of providing rooms of rest in connection with a retail store for those who come from a distance is not a new one. The Grocer has advocated from time to time this scheme as one which would certainly bring results, and the experience of Scott in his country store in the western prairie has substantiated our contentions. For a retail business in a small town, village or even out in the country the proposition is one deserving of more than a passing thought.

IMPORTANCE OF CAREFULNESS.

Statistics gathered in connection with fires which occurred in the United States during last year indicate that out of eleven thousand fires almost 23 per cent. were caused through carelessness. Of this percentage more than half is attributed to the careless use of matches.

Business men cannot emphasize too much the importance of carefulness upon their clerks. A thorough training in the necessity for the development of this trait in one's character may often mean dollars and cents to the merchant. A business destroyed by fire frequently means the entire destruction of that business, and the financial ruin of the proprietor.

Impress upon clerks and all store assistants the importance of taking pains to prevent fires and develop it in yourselves. If necessary placards calling attention to this should be placed in a conspicuous position in the stores.

CHINESE PIGS.

At the recent annual meeting of the Peninsular & Oriental Steam Navigation Company, the chairman announced that it was intended this year to introduce Chinese pigs into Great Britain. The company looked forward with hopes to this trade as they believed they would be carrying these pigs in thousands by means of refrigeration. If this hope is realized it means that the already extensive shipments of the poorer classes of pigs to the British markets will be augmented. There will always be a good market for the best in Great Britain but it seems unfortunate that with the exception of certain fancy brands Canadian bacon is not able to compete with Irish or Danish. There is, of course, no reason why it should not, except the failure of Canadians to turn out what the market requires. Not many years ago the Canadian would not sell a pig until it was hog fat; now he is going to the other extreme and selling before the animal is fit. During the past year some excuse was to be found for falling off in quality in the shortage of milk flow, and the generally high prices of feed, but it is a not altogether good excuse. Farmers might as well make up their minds that if they desire to hold and increase their market they must improve their quality. All should know what a bacon pig is, and how to raise it. They are not living up to their ability because they think they see quick and easy money at turning out cheap goods. When it comes to cheap goods they cannot compete with the Chinamen, despite the long carriage the latter have to pay for. If Canada is going to hold its export trade they must aim at placing on the British market only high-class goods. The Canadian cheese maker recognized this fact and now the Canadian product is held in high esteem there. It will be more profitable to the Canadian shipper to recognize this fact now rather than later on.

THE ONLY REMEDY.

In his reply to the toast to the Mercantile Interests at the banquet of the London Retail Grocers' Association last week, Col. A. M. Smith, a wholesaler of the Forest City, made some statements which deserve thought. He intimated the passive neglect of the governments in advancing the mercantile interests and wondered at the silence of merchants as they saw from time to time legislation being enacted in favor of other interests, but if anything was done particularly for them it was usually enacted to unfairly confine them to the inconvenience of the public. The enactments were usually so worded that no one could interpret them.

Certainly with such existing conditions, the grocers of the provinces should let the governments realize their influence and their importance in the mercantile arena which is second only to that of agriculture.

Col. Smith also remarked that generally the attitude of the grocers towards the subject was perhaps on a par with their attitude towards the all-important question of making a living. He saw that the members of all other interests, professions and trades were endeavoring to get the highest possible remuneration for their services and this stood out prominently when he observed how the members of the grocer's branch of the mercantile community seemed to be endeavoring to see how little they could induce the people to pay them for their services.

The only remedy for such a condition of affairs is unity. An individual grocer can have no influence with a government. Strength of members to force home a point is absolutely necessary to overcome grievances and unless the grocers are organized their single efforts can have no avail. The London Association recognizes this and they now work in harmony when any concession is desired from the city council, and the members of that body have to consider their requests.

Grocery News Spanning a Continent

Western Canada Notes

Eggs 65 Cents at the Coast—New Officers of Victoria Retail Grocers' Exchange—Regina Wholesale Firm Hold Annual Meeting—Good Quality of Eastern Butter in Vancouver—Calgary Potato Situation.

CALGARY.

February 23.—Potatoes are a feature in this market at present. It does not often occur that potatoes have to be brought in here from the East, but Calgary dealers are now securing supplies at Winnipeg, and it is reported that already some thirty-five cars have been purchased there for shipment to Calgary. Every year large shipments of potatoes are brought in here from Ashcroft and Okanagan in British Columbia. This is not because they are not grown in Alberta. as, usually, they are grown in very large quantities. Many of our people, however, prefer the B. C. potato on account of its being drier. However, this year there is a shortage, as, owing to the somewhat extremely cold weather experienced in British Columbia this winter, many pits of potatoes were frost-bitten, thereby rendering them risky stock to handle. The price of these Eastern potatoes will necessarily be high upon arrival here. The retail price to-day is Alberta's $1.20 and British Columbia's $1.80 per bushel. The local market is well supplied with all other vegetables at usual winter prices, and California celery is now arriving in fine condition. In fresh fruits the market is well supplied with oranges, lemons, apples, bananas, etc., prices being reasonable for the season. Fresh butter and eggs are becoming more plentiful, the former retailing at 30c per lb.; eggs, strictly fresh, 50c per dozen.

In general grocery lines trade is fairly active, and dealers look forward to a steady improvement and a largely increased business as spring approaches.

California dried fruits are largely used in this territory, and we are now approaching the season of greatest consumption. As prices have declined very considerably during the past year, the thousands of consumers of this staple will be benefited. It may be interesting to your readers to know that the jobbers of Calgary, during the year 1908, disposed of over 1,000,000 pounds of California dried fruits, prunes, peaches, apricots, and seeded raisins being the greatest in demand, with a fair proportion of pears, pitted plums, egg plums, and nectarines. This is exclusive of all Mediterranean fruits and Eastern evaporated apples, which are also largely consumed here. At some future date figures showing the approximate number of cars of fresh fruits consumed annually in the district supplied from Calgary will be furnished.

REGINA.

February. 23.—The wholesale grocery firm of Cameron & Heap held their annual meeting on Saturday, January 23. In addition to the local shareholders the following were present from Kenora: W. G. Cameron, L. Johnson, N. Schnarr and G. Pagon. The retiring officers were unanimously re-elected as follows. President, M. K. Heap; vice-president, J. T. Andrews; secretary-treasurer and manager, S, C. Burton. The business for the past year has been satisfactory. The firm is now well established here and each month shows a good increase over the corresponding month of the previous year. In the evening a banquet was held at the King's Hotel at which, in addition to the shareholders, all the employes of the firm were present. The present traveling staff of the firm is composed of W. C. Jones, R. A. Wright, and C. McCreary.

The marriage took place last week of Miss Helen Pope, daughter of Mr. and Mrs. J. C. Pope, Lorne Street, to S. C. Burton, manager of Cameron & Heap's wholesale grocery here. The ceremony was performed in Winnipeg, where Mr. and Mrs. Pope and Mr, and Mrs. Burton are at the present time.

VANCOUVER.

February 23.—The local grocery features centre in butter and eggs. The egg situation is the one talk, and dealers are wondering who, if any, will be caught. It is a game that has to be very carefully played. Everyone is apprehensive that a sudden influx of local eggs will catch some of the commission men with Kansas stock on hand. There are no eastern eggs on the market, and the importations from Kansas are dribbling in in partial carload lots. Some are selling at 45 and others at 40, but the demand is good. Retailers, like the wholesale dealers, are also loath to stock up, consequently not many eggs are to be found in any one particular place. Californias are coming in, but not in large numbers. After a long rest it is expected that British Columbia hens will be wakening up with the Spring and getting down to work. Certainly their efforts will be appreciated, for standard eggs have been missing for a long time.

Local butter is not quite up to the high mark of excellence that it generally is. At this time of year cold storage butter is placed on the market and although the quality is unmistakably poorer there is no change in the price built up by the good butter of the summer time. It is held for 40c, but there was some talk this week of one of the creameries bringing down the price 5c. Australian butter is here at 32c, but since the quality in the past couple of years has not been quite up to the mark, grocers are slow in handling it. Some refrain altogether. Eastern butter comes at 30c. There is a distinct difference in the keeping qualities of eastern butter and the local in cold storage. What is the cause of this has not yet been ascertained. The local butter once it has been frozen hard comes out with a taste not exactly rank, but somewhat off. On the other hand, when eastern butter comes out of the cold it is firm and nice. Whether the difference is due to the food the cows receive in this country, or in the making, it is hard to say.

The first consignment of canned milk has been turned out by the new company in New Westminster, under the name of the B.C. Clover Brand. This is not the venture in the condensed milk line on the Fraser River, and those interested are wondering what the outcome will be. Some years ago, a factory started at Mission, and went along first rate for a time. The present company purchased the plant at New Westminster, after a long idleness. The management has had experience in the business in Washington State and ought to be able to produce an article that will go.

The death took place at New Westminster on Tuesday evening of James Rae, who for over twenty years kept a grocery store in that city. About five months ago he gave up business, going into the customs office.

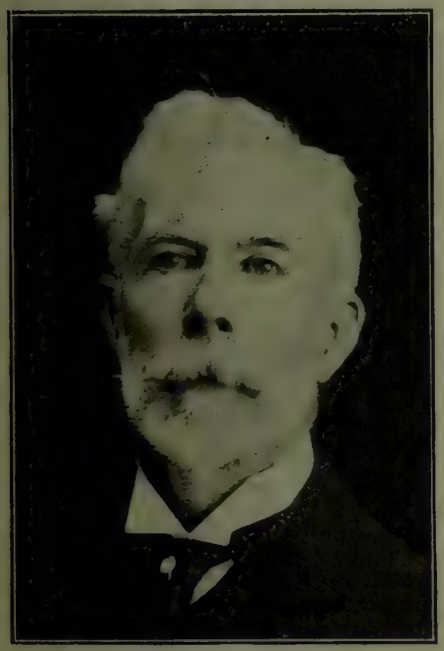
The Vancouver Prince Rupert Meat Company has absorbed the business of the Cromwell Ormsby Company, of this city. This latter company was established but a few months ago, and as it handled the product of the Swift house at Edmonton it was reported that this was one of the Swift stores in connection with the movement to try and secure some of the trade in the province held by P. Burns & Co. F. T. Cromwell, the leader of the firm, has had trouble with his eyes and has just returned from Chicago, where he went for treatment. An assignment was made last week, since he will not be able to conduct the business. The Vancouver Prince Rupert Meat Company is composed of all the large ranchers in the Ashcroft-Kamloops district, including such men as Thomas Ellis, Price Ellison, M.P., Ex-Governor Cornwall, Senator Bostock, Hon. C. A. Semlin, Joseph Guichon and William Fortune. The company now has thirteen branches, eight in Vancouver, one in New Westminster, three in Victoria and one in Prince Rupert.

The herring season closed in Nanaimo to-day, and the Japanese, who have a monopoly of the business, declare that they have put up 20,000 tons. From a rough estimate, the figure is placed at 15,000 tons, though it may be that this figure will be exceeded. There is perhaps 5,000 tons in stock, and constant shipments have been made during the

past few weeks. Every effort was made to catch as many fish as possible before the season closed, and these are now being cured. There is a disposition to lament the fact that the Japs have a monopoly of the business, but they do not make a great deal out of the trade. The market is altogether in Japan, the price having been as low as $15 per ton this year. After expenses have been made perhaps $2 a ton has been realized. The local transportation companies get the best part of the business.

VICTORIA.

Feb. 23.—The annual meeting of the Retail Grocers' Exchange was held Wednesday evening the 10th inst. There was a large attendance and the greatest harmony prevailed. The treasurer's report showed a successful year financially, with a substantial balance in hand to start this year with. The following officers were elected: E. J. Wall, of the Windsor Grocery Co., president; F. Carne,



THOS. S. FUTCHER,
Secretary of the Victoria Retail Grocers' Exchange.

vice-president; T. Redding, treasurer, and S. J. Heald, P. H. Havinson, and S. Greenhalgh, the three directors. T. S. Futcher continues as secretary.

Mr. Wall's election as president was unanimous. He has been longer in business than any of his competitors and his genial manners and reliability have secured him many friends.

The Windsor Grocery Co. has a large and modern store including a spirit department and the proprietors are making a success of the business by paying especial attention to the wants of their customers.

Eggs are away up in price, being 65c a doz. The supply from the East seems to have completely failed. The market is demoralized and unless milder weather induces the hens to "get busy" there may be a further advance in the near future.

The last lot of pineapples from Hawaii are of exceptionally good quality and bring from 25 to 60 cents each.

Advices lately received predicted an advance in flour; we have suddenly had an alteration in the opposite direction; one particular brand is retailed at $1.75 per bag and one firm has even made a price of $1.70. The day before everyone was getting $2.00! Something seems to be wrong somewhere and a few days will probably tell what it is.

Maritime Provinces and Quebec

Price of Charcoal Rises in Montreal—Suspicious Actions of St, John Clerk—Grocers to Form Company to Deal in DrugsPrince Edward Island a Confectionery Province.

ST. JOHN, N.B.

February 23.—A number of the wholesale grocery stores on the North and South market wharves were flooded on Saturday last by the high tides which rose to a height of from one-half to almost two feet of water on the wharf. The warehouses of Thomas Gorman, Andrew Malcolm and Elmore & Mullin grocers, were flooded and some damage was also done in John Sealy's fish warehouse. Thomas Gorman suffered the heaviest damage among the grocers. Most of the merchants, when the water commenced to rise so high, moved their goods above the level reached by the flood. Spring tides, together with a strong southeast wind, were responsible for the unusual conditions.

A mild sensation was created on Friday last by the announcement that W. H. Downie, a clerk in the office of T. S. Simms & Co., brush and broom manufacturers, had been choked into unconsciousness while alone in the office at the noon hour, and the company's payroll, some $1,200, had been stolen. The police were notified and after inquiries suspicion centred on Downie, and a search of the office during his absence revealed the missing money hidden in his desk. His arrest followed Friday evening and the case is now before the courts. The police hold the theory that Downie schemed to throw suspicion on someone else by feigning unconsciousness after having secured the money.

Business has been rather quiet during the past week. Ontario flours advanced 10c a barrel on Thursday last, but Manitobas are unchanged up to the present. The dealers are, however, looking for an advance in this line as well. In the produce market butter and potatoes are a little easier. Dry cod and pickled herring are reported scarce, but no change in quotations is yet reported.

Charles D. Trueman, wholesale grocer and commission merchant, who was reported as being in financial difficulties has made an assignment for the benefit of his creditors, to Charles E. Macmichal, broker, and Henry H. Pickett, barrister. A meting of the creditors is called for Friday, Feb. 26, for the appointment of inspectors and giving directions with reference to the disposal of the estate. At a meeting held last week the committee appointed to look into affairs reported that the assets amounted to $8,142, with direct liabilities, $4,482. The Bank of British North America estimated that it would rank for $5,000, making a total liability of $9,482. The debtor offered to pay 13 cents cash and further payments of nine cents at intervals of six, twelve and eighteen months, making a total of 40 cents in all, but the offer was declined and Mr. Trueman asked to make an assignment.

A number of St. John men, principally retail grocers of this city, are applying to the Provincial Government for incorporation as the Empire Chemical Company with a capital stock of $13,000. The objects of the company are to manufacture and deal in drugs and druggists' specialties of all kinds. The names of the merchants interested are: Herbert G. Currie, merchant; W. Leslie Seely, grocer; Harry G. Martin, grocer; Frederick A. Young, merchant; James A. Cooper, grocer; Orland S. Dykeman, grocer; George W. Colwell, grocer; Israel E. Smith, grocer; David W. White, grocer; Melvin T. Gibbons, grocer; Frank S. Purdy, grocer; Frank T. Coleman, grocer, and John W. Rose, grocer, St, John.

The annual general meeting of the Phillips & White Co., manufacturing confectioners, was held on Monday Feb. 15, when the following board of directors were elected: J. Fraser Gregory, president; J. B. Keenan, vice-president; T. J. Phillips, manager; F. E. Williams and T. J. Durick.

Owing to rough weather in the Bay of Fundy lobsters have been very scarce and high for the past couple of weeks.

The grocery trade is represented in speed skating events by Walter (Happy) Evans, a clerk employed with H. G. McBeath, the retail grocer, on Charlotte Street. Evans is entered for the championship races for the Maritime Provinces in Halifax, and in a series for the championship of St. John he has won the half-mile event and in the 440 yards he lost to Fred Logan, former world's champion. In this latter race Evans fell while close on the leader. Two events—the 220 yards and 1 mile races are yet to be skated. There are four or five contestants in the series.

Seed fairs are to be held in Woodstock, March 18, and in Chatham, March 19. W. H. Woodworth, a fruit grower, of Berwick, N.S., is to speak at Wood-

stock. The annual meeting of the Farmers' and Dairymen's Association is to be held in Fredericton on March 17 and 18.

GEORGETOWN, P.E.I.

February 23. — Business conditions generally are very much improved. The excellent sleighing is quite a big stimulus to trade. A few grocers are always complaining, but the general information is to the effect that business is quite satisfactory for this season of the year. The wholesale houses also report business good. Collections are proportionately satisfactory.

The principal feature of the week is the rapid advance in the price of pork. Buyers are paying as high as eight and three-quarter cents for first-class hogs. This certainly is an unprecedented price and should make the farmers sit up and think.

A. Maclean & Co. have added to their general stock of groceries a complete line of fresh, salt and smoked fish, also oysters—the United States goods. In conversation with this firm, The Grocer is pleased with the information that their sales of those goods have far exceeded their expectations.

W. A. Johnstone, Montague Bridge is making a specialty of choice smoked ham. Mr. Johnstone is a firm believer in the trade-pulling effect of strong advertising with prices conspicuous.

The smelt and eel business is about over for this season. Quite a quantity were shipped to Toronto, owing chiefly to the unsatisfactory returns made from New York and Boston.

The following are the average market prices throughout the island: White oats, 38c; black oats, 40c; hides, 7c; pressed hay, $8 and $9; loose hay. $8.

The supply of molasses is quite low here. Some fancy Barbadoes is to be had in Charlottetown at 40c per gallon. It will be quite a time yet before any cargoes come here direct. In the meantime grocers who are low in this commodity will have to sell it at a very small margin of profit, as the consumer is very slow to grasp the necessity for an advance.

In a recent issue of The Grocer there was a sentence which contained some excellent advice, "Weigh, count, measure and gauge everything you buy."

George Poole, proprietor of W. A. Poole & Co., Lower Montague, has returned from St. John, where he went to meet Mrs. Poole, who has been spending some months in western Canada and United States.

A large contingent of biscuit and confectionery travelers have been doing the island. The quantity of confectionery consumed amongst our 100,000 inhabitants is enormous. Whether other salesmen find business good or slow those knights of the grip always have full order books on their P. E. Island trip.

L. A. Haszard, Charlottetown, a new grocer, is showing his wisdom by using some space in the local papers. He does not crowd his ads., emphasizing one thing at a time.

Beer & Goff, Charlottetown, are having a special sale of orange marmalade. They advertise one pound glass jars at 15c each or $1.70 per dozen.

MONTREAL.

February 23.—The license commissioners have cancelled the licenses of five grocers in different parts of the city, who were guilty of selling liquor by the glass. The following transfers were granted: D. Spector, 120 St. Lawrence St., to Carrie Aronson, wife of Max Gross, E. Lesperance, 1310 St. Lawrence St. to G. Thouin.

The price of charcoal has been boosted, and the poor are feeling keenly the rise in the price of this fuel. It now costs ten cents a bag. Last month it was possible to purchase three bags for a quarter. The Montreal needy, who use large quantities do not like the new rate. Complaints are being made at many retail stores, but the grocers are powerless as the price has been advanced by the manufacturers. The principal wholesale firm in Montreal is the Standard Chemical Co. They stated that they had simply lowered the price in June, to 75 cents a dozen bags, to stimulate the demand. In winter there was no need to stimulate the demand, the cold weather did this, therefore the price of charcoal was raised to make money. Previously the commodity was being sold without profit. The company did not wish to run another out of business. It was simply following out a policy of its own.



COL. A. L. LABELLE,

Manager of the Ogilvie Flour Mills Co. for Quebec, Elected President of Hunting Club, Chapleau.

"We wish to take exception to the statement made recently before a meeting of the Montreal Produce Merchants' Association that a butter factory could be equipped with a Pasteurizing plant for about $150," said H. A. Hodgson of Hodgson Bros. & Rowson, recently.

"That statement is misleading and unfair to the proprietor of the butter factory, on the ground that it will retard, more than anything else, the introduction and adoption of this very necessary improvement in our butter trade, from the fact that the proprietor will not be able to obtain from his patrons an increased price for the manufacture of butter, and consequently he will do all in his power to belittle and delay the adoption of pasteurizing, whereas, if a plain statement of the real conditions were made, that is, the cost of making the changes and buying of the machinery, as well as the necessity of employing better and more experienced labor, also the extra fuel and time, the patrons of his factory would then feel the necessity of increasing his remuneration, in which case he would become an interested worker to this end.

"From careful inquiries made by us, we are convinced that an outlay of at least $300 would be necessary to properly equip the ordinary factory. The interest on this money, with extra labor, fuel, etc., would make it necessary in order to clear the butter maker, that he should be paid at least ¼c more per pound. The result of this charge would, however, be an increased price for the butter, so treated, and we are satisfied the trade generally would be willing to pay at least ½c per pound more for butter properly pasteurized. We also wish to caution both butter maker and patron, that the butter must be properly and scientifically pasteurized, and that no makeshift machinery or workmanship will accomplish this purpose.

"The butter trade of this country has been decreasing of late years, other countries obtaining as much as two cents per pound more for their butter. Something must be done, and that immediately, if we wish to retain our present trade, but if done, and done well, there is no reason to suppose that inside of three years we should not command as good prices as any other country, which would mean a gain of about $600,000 to come into this country, which is now lost to it annually."

The Committee of Management of the Corn Exchange Association, held a meeting yesterday, to discuss the new bill of lading adopted by the owners of all Canadian grain carrying vessels, for use on grain cargoes from Port Arthur and Fort William, during the coming season. The new bill of lading limits the liability of the vessels for short weight in cargo, at the point of outturn, which the shipping people declared was necessitated by the lax methods of weighing at the ports of shipment, and which they were unwilling to rectify, in spite of numerous complaints to the Government. No action was taken by the Exchange Committee other than hearing a report made by Joseph Quintal, president, on his annual visit at the Dominion Marine Association, which refused to change its present attitude on the subject. In the meantime the Corn Exchange Association, will exchange views with the Winnipeg Association. Joseph Quintal presided over the meeting and the other members present were A. Y. Chaplin, E. S. Jacques, Paul B. Earle, J. J. Norris and Alex. McFee.

The buyers in Montreal during the past week were :

R. H. Beaulieu, Chicoutimi, Que.; Aug. Beausoliel, Terrebonne, Que.; George Beausoliel, Terrebonne, Que.; P. S. Hardy, Granby, Que.; J. A. Lanctot, St. Isidore, Que.; F. X. Leblanc, St. Jude, Que.; Arthur Brossard, Laprairie, Que.; Chas. Briere, Terrebonne, Que.; G. Dumontet, Brosseau, Que.; Alex. Beaulieu, St. Elizabeth, Que.; C. Barrette, Joliette, Que.

HALIFAX.

February 23.—Wholesalers report that there is quite an improvement in some lines and fruit and vegetables are in good demand. Collections are fair and on the whole trade appears to be in a satisfactory condition. There was a slight improvement this week in the receipts of apples, and they found a ready sale. They were in small lots, and not sufficient for the local dealers. Stocks held in the country (that is outside of the speculators) are very low, and therefore no material change in the prices is looked for. It is reported here that late shipments to the British market have netted much lower prices than formerly, and if this should be confirmed, it will materially affect the prices here. No. 1 apples are quoted at $5 per barrel. Oranges are somewhat easier this week, being quoted at $4.50 to $5 per barrel for selected stock. The stocks of onions are getting low, and a rise in the price has been made. They are now $1.50 per bag, an advance of 25c. American onions are quoted at 3c per pound. Flour is also a little higher, there being an advance of 15c per barrel in Ontario patents. The receipts of eggs are very limited. Owing to the difficulties of navigation very few eggs are being shipped from P. E. Island.

John Connolly, grocer, of Sydney St., Charlottetown, died last week. He was 38 years of age, and had successfully conducted business in that city, his death having caused universal regret among his many friends. He was a member of the Knights of Columbus, and the C.M. B.A., holding the office of treasurer in the first-mentioned organization.

The firm of Mackenzie Bros., who have conducted a grocery and provision business on Townsend Street, Sydney, for the past eight years, has been dissolved by mutual consent, D. A. Mackenzie taking over the business.

The annual meeting of the Stanley Bridge Dairying Co. was held at Stanley Bridge, P.E.I., last week. The secretary's report showed that 1,700,038 pounds of milk were received last season, from which was manufactured 159,698 pounds of cheese. The total amount received from the sale of the cheese was $19,036.14. Walter Simpson was elected president, and Miller Fife, vice-president.

With the approach of the Lenten season there is an improvement in the fish markets, both as regards the demand and the prices. Shipments to the United States markets are heavier, particularly pickled fish, such as mackerel. The price of this brand of Nova Scotia fish has also advanced. Lobsters are scarce owing to the slackness of the catch, the stormy weather preventing the fishermen from attending their traps. There is not much change in the price of dry cod fish, but the demand is increasing and an advance is looked for.

William H. Stimpson, a Halifax business man, who for more than half a century was engaged in the grocery trade in Halifax, died this week. In 1853 he was a member of the grocery firm of Lordby & Stimpson who did business at the corner of George and Barrington Streets. This firm conducted a very large business in those days, being one of the leading grocery firms of the city. The firm closed out its business some years ago, Mr. Stimpson retiring from active work. The other partner, Mr. Lordby still survives.

From Ontario Correspondents

London Retailers Appreciate the Canadian Grocer—Delinquent Debtors Problem in Chatham—Demonstrations in Cocoa in Kingston—Berlin Grocers Get Results from Advertising—Tobacco Raising in Waterloo.

LONDON.

February 24.—E. J. Ryan, treasurer of the Retail Grocers' Association, made a strong point in the course of his very sensible speech at the big banquet on the night of the 17th inst., when in urging the 120 grocers present to subscribe for their trade paper, The Canadian Grocer, he said: "It answers questions without their being asked." That is a point which London and other grocers who subscribe for The Grocer have long since recognized; but Mr. Ryan's remarks were intended for such men in the trade as may happen not to know from experience how valuable the paper published solely in their interests really is. Experience here in London, and it is doubtless the same in other places, shows that the grocer who once takes The Canadian Grocer feels he cannot do without it, that it is absolutely indispensable to his business. No man knows this better than Mr. Ryan, and hence in his zeal for the welfare of the trade generally he feels it a duty to sound the praises of "our trade paper." as he calls it, whenever opportunity offers. The up-to-date grocer looks for that paper every week with even a keener interest than does the politician for his morning paper when Parliament is in session. He knows that he can rely on finding something there that will prove of advantage in a business way. It may be some pointer in an editorial which will open up to him a new line of thought that will suggest changes in his plans, the carrying out of which means certain profit. Or perhaps it is a hint on advertising, on window dressing or store arrangement that never occurred to him, but which he can see at a glance is well worth taking advantage of. The market reports he knows from experience can be relied on, that they afford him a foreknowledge that stands him in good stead when adding to his stock. The advertisements are of interest and often of profit, for where would a grocer look for what he seeks if not in his own trade paper? As a medium for bringing buyer and seller together those in the trade naturally regard The Canadian Grocer as without an equal. This is what Mr. Ryan meant when he said, "The Canadian Grocer answers questions without their being asked." Mr. Ryan, in his speech voiced the views of all who, like himself, properly appreciate The Canadian Grocer, and his words should be taken to heart by those who have not yet learned the lesson he would teach them. Finally, what Mr, Ryan says is of importance to wholesaler as well as retailer, to every man, in fact, who deals in groceries, and his words of wisdom should be kept in mind by all.

Wholesalers report trade very fair, with prospects of the best. Sugars both raw and refined, are a little easier. All qualities of tea are very firm. The coffee market is rising, with a good deal of speculation in Rios and Santos.

E. L. Liddicoatt, grocer, Dundas St. East, has sold his stock, store and all to the Dominion Bank a sub-branch of which will be established in the place.

C. L. Mountjoy, chief clerk in the grocery store of E. J. Ryan, and who was to have sung at the grocers' banquet, is laid up in Victoria hospital with an attack of pleurisy. He is recovering, however.

GALT.

February 24.—Business in Galt has been brisk during the past fortnight, and travelers passing through report the same condition of affairs elsewhere in Western Ontario. The future looks exceptionally promising, at least so far as Galt is concerned. There is every indication that with the coming of spring trade will open up better than before. The factories are all running full time and that air of prosperity which has been sadly missed during the last two years is again being evidenced. The winter has been safely passed and with the opening up of the building season business in Galt will without the shadow of a doubt be better than ever before. This applies to all lines.

Whether or not it was the statement in the Grocer from the Galt correspondent that influenced them, is not known, but at any rate the local grocers laid in a stock of real good apples. Where they came from is a mystery, but at any rate they were sold as rapidly as

they could be procured. It goes to show that with proper care the average apples all the year round.

The clerks in Sloans have formed a hockey team and big things were expected from the organization, but unfortunately their promising career was nipped in the bud by a defeat at the hands of the shoe clerks.

The Retail Merchants' Association of Preston are holding regular meetings and the organization is booming. On the other hand, the association in Galt is never heard of. Maybe it is only the lull before the storm.

Miss Susie Coxhead, of Sloan's staff, is holidaying at her home in Milton.

"Bob" Percy, of Radigan's grocery, is down and out for the time being with an attack of "grip."

The remarks made by Dr. Dickson, of Central Church, on a Sunday evening, are attracting considerable attention among the business men and clerks in Galt. The reverend gentleman was speaking on "Our Saturdays," and in the course of his discourse he said, referring to preparations for the proper observance of Sunday: "Of course our workingmen have an advantage in this respect. They have a half holiday on Saturday, which, if they choose to use it in that manner, can be spent in preparing for the proper observance of Sunday. I do not see why all others should not have a half holiday as well. Those employed in stores, whose business often keeps them until a late hour on Saturday night, should be set free in order that they might enjoy the same privilege as the workingman." Dr. Dickson referred to the Golden Rule in this connection. Workingmen were always anxious to get concessions for themselves. The Golden Rule said: "Do unto others as you would they would do unto you," and perhaps if Galt business men let it be understood that business was to be done within certain hours the people would do their shopping within those hours, and then the employees would be set free and have a favorable opportunity for that preparation which is necessary for the right observance of the Lord's Day.

Oranges are much in demand and an excellent quality of the fruit is being offered.

GUELPH.

February 24.—Chas. Smye, traveler for Balfour, Smye & Co., of Hamilton, is to branch out in a new line next week in Guelph. He is to be an end man for one night in the Guelph Amateur Minstrels.

The firm of J. A. McCrae & Son report the sale of one ton of dates in one day, which is certainly a big one for a retail store.

R. J. McCrae spent Monday in Toronto on a buying expedition.

The Guelph Co-operative Association is advertising a large banquet for Tuesday night.

The Imperial Biscuit Co.'s factory was broken into last Sunday and a pail of candies was taken, but the boy who did it was very glad to return the loot after eating a few—not on account of the quality of the candies but because of his stomach not being able to hold them all.

Saturday was a good day in the grocery stores after the good market. There was a great demand for butter and eggs, which ran the price up a little, but the scarcity on the market helped the stores to get rid of a lot of surplus stock. Potatoes still keep from 50c to 60c a bag, while good Spy apples are scarce.

The O'Mara store had a well-dressed window on Saturday, which drew a lot of attention. It consisted of dressed pigeons, a thoroughbred hog and a beautiful display of turkeys and chickens. The window was a great credit to the enterprise of Mr. Barber, the manager.

INGERSOLL.

February 24.—C. H. Crawford, who upwards of a year ago disposed of his flour and feed business here to Grieve & Daniel, and subsequently accepted a situation as traveling salesman for a Toronto seed firm, has decided to re-engage in business. He will locate at Salford Village, about five miles south of here, which is in the heart of a magnificent agricultural section. Mr. Crawford is now having his buildings erected, and he will likely be ready for business in the course of a few weeks. His business will be practically the same as the one he formerly conducted here.

A PROFITABLE INVESTMENT.

Trout Creek, Ont.,
Jan. 26th, 1909.

The Canadian Grocer, Toronto, Ont.

Gentlemen,—Kindly permit us to enclose the sum of $2.00 as subscription for the GROCER for 1909. We find your paper both pleasing and instructive, as well as being a practical help financially, which makes it a very profitable investment. Yours truly,

B. F. QUINLAN & CO.

Notwithstanding the reports to the contrary last fall, potatoes are seemingly very plentiful at the present time. It is understood that the demand is anything but keen among the dealers, in fact, the market in this respect may be said to show a very indifferent tendency. From what can be learned, many farmers who had a successful crop of potatoes did not attempt to market them before the winter set in, but placed them in their cellars with the expectation of receiving increased prices later on. The yield, generally, however, was so abundant, that they apparently miscalculated. Seventy-five cents per bag was the ruling figure this fall and this is the price at the present time. On Saturday a couple of loads, comprising probably thirty or forty bags were offered for sale on the market and 75 cents per bag was the higest price asked. From what can be learned in regard to the situation, it is doubtful if this price will be exceeded as reports from the neighboring districts are to the effect that potatoes are plentiful, and it is a well-known fact that many of the merchants have a large supply in their cellars.

ST. THOMAS.

February 24.—Saturday's markets were both well patronized and the supplies offered were quickly disposed of. The few grocers who put in an appearance after the by-law regulation of 10 o'clock found a bare market and did not get an opportunity to purchase. Fresh eggs sold for 25c doz., and butter 28c lb. The grocers sold dairy butter for 25c lb. Fowl were very scarce and the people had to go to the butcher shops for their supplies. Vegetables are becoming scarce, likewise, and the few cabbage offered were sold at 10c per head. Potatoes were plentiful, and sold at from 80c to 90c per bag. Apples of inferior quality brought 30c per peck.

The fees recently collected by the lessee of the privileges on the West End market do not warrant its renewal for 1909, and in that event it will be a free market, and that being a fact the grocers will again have the privilege of patronizing it at any hour. No doubt the result following such a condition of affairs will be that the Horton, or East End market, will be a free market once more.

KINGSTON.

February 24.—A great many merchants bought lemons at $2.50, anticipating an advance, owing to the destruction of so many at Messina, but they still sell for $2.50. A fruit man states that next year would show a different price, as the effects of the disaster would then be felt.

An immense gas tank was built in Kingston about a year ago, which now leaks, and the contractor may be held liable, so some of our council think.

The Cereals Limited, manufacturers of Orange Meat, intend extending their business. They expect to handle grain in their big elevators. Their prospectus is out asking capitalists to buy stock.

Owing to the snow drifts few farmers care to venture out and small markets are the result. Business is somewhat at a standstill, but the tide will turn for people must eat and drink.

A particular brand of soups are being introduced here and demonstrated and are being appreciated this cold weather.

Mrs. Webster was demonstrating in cocoa for 10 days in James Redden & Co.'s fine store on Princess St., and worked up quite a sale. She is now at one of Gilbert's stores, continuing the work. Everyone enjoys a cup of cocoa on a cold day and it makes one wish his throat was a foot long when swallowing it. It tastes fine and Mrs. Webster knows how to make it.

F. L. Gleeson, of the staff of The Grocer, is visiting here in the interests of that widely-read trade journal. We hope success will attend his efforts and make him go away feeling happy and whistling. "For they are Jolly Good Fellows."

Our esteemed W. H. Graham is sending out circulars saying he is representing S. Carsley & Co., Montreal.

HAMILTON.

February 24.—The ice question is one that is worrying the grocers hereabouts just now. Owing to the very mild weather a sufficient thickness of ice has not formed on the bay—and as the season is so far advanced, it is doubtful if any will be procured here. Various projects are being discussed, one of which is bringing it from Lake Simcoe, and another to start a Limited Company and make artificial ice. Ald. Guy, of the Rogers Coal Co., has been interesting himself in the matter, but no information has been handed out as yet.

The Hamilton grocers who attended the Brantford grocers banquet were delighted with their trip. They thoroughly enjoyed the hospitality of their Brantford brethren and incidentally worked off an overflow of eloquence and oratory. some of the gems of the evening were the speeches of Bay Hill and Ald. Forth. James Main chaperoned the "bunch" and all had a good time.

The grocers here are pleased to hear that the Ontario legislature have taken up the question of law reform and are likely to deal with it vigorously.

The Division Court act relative to the collection of small debts is one of the most important matters from the grocer's point of view. It has been considered in their meetings here by the hour and it would be good policy on the part of those who have the matter in hand to secure a deputation of Hamilton grocers to go with them, when they state their case to the Hon. Mr. Foy.

The trade here have been very well satisfied with the appointment of Mr. C. H. Peebles as clerk of the Division Court, he being an old grocer, and an honorary member of the Association as well.

Lent has opened here with a good demand for fish. The fish men say trade never was better and while most grocers handle only smoked or salt fish, some of them are making arrangements to put in fresh fish as a sideline.

CHATHAM.

February 24.—The board of trade held a largely attended meeting last Tuesday evening, chiefly for the discussion of the city electric light plant. The securing of a new asylum and of the proposed new bi-lingual school for Chatham was also discussed. Local manufacturers strongly objected to a new ruling of the water commissioners, requiring meters on factory services. A project was also urged to interest adjacent townships in the construction of municipal telephone lines, having headquarters in Chatham. This is a project of considerable interest to merchants, since the construction of rural telephone lines with headquarters in outside points particularly in Blenheim, has had a tendency to steer trade away from Chatham, to a certain extent.

On Friday evening the annual board of trade banquet was held, about 175 being present. Hugh Guthrie, M.P., of Guelph delivered an address on "The Last Great West."

A conference was held here last week between local net fishermen and representatives of the Angler's Associations of London and Chatham, with a view to reaching a basis of agreement on which the former could secure net licenses in the Thames. No agreement was reached, however. A strongly signed petition is being forwarded to the Provincial Government, protesting against the re-issue of net licenses.

E. R. Snook has a couple of attractive window displays this week. A small side window is given up to a handsome jelly display, while the main window has a tea display, made up of red and blue packages, built into an arch.

Bradley & Son's grocery stores celebrated their tenth anniversary last week, the local branch quoting some special prices for an anniversary sale on Friday and Saturday.

G. A. Trudell of Prairie Siding has sold his general store to C. M. Curtis of Northwood.

The account in last week's Grocer of the novel debt collecting method pursued by Guelph merchants will probably be read with interest by local merchants. In this city the Retail Merchant's Association has a list of delinquent debtors which hasn't been revised, "since the Lord knows when." The executive found it extremely difficult to induce merchants to send in the names of delinquents or to assist in revising the list. The only collection method in use was the sending out of the customary notices, which sometimes did the trick, and sometimes didn't. The fact that only a comparatively small number of merchants have latterly co-operated in keeping the black list up-to-date has tended to render it rather ineffective.

Incidentally, if the Guelph merchants will send down a copy of the original recipe used by them in inducing one another to "get together," it will be cheerfully welcomed by the organization enthusiasts of this city.

Chatham millers are paying $1 for wheat, standard. As a result of the high price and difficulty of procuring wheat, flour has been advanced 10c per cwt. The hog market last Saturday was weaker, prices quoted being $6.25 live and $8.25 dressed.

A set of scales have been installed in the city market, and are being quite liberally patronized by the buying public. Hitherto, poultry has been sold by the fowl, rather than by the pound ; but the installation of the scales may lead to selling by weight.

The practically entire failure of the ice harvest in this vicinity is now certain, and the prospect is that the coming summer will put a kink in butter and other perishables. The variable weather is at fault, zero never having lasted long enough to produce ice of the required thickness. One cutting was taken off the city sedimentation basin, which supplies household purposes ; and last week cutting was started on the river, but did not go far, the Maple City Creamery nearly losing a valuable horse in the process. Considerable ice was cut at Rondeau, but this will not be available for Chatham. Ice will have to be imported at high prices, with the result that a jump in the price of perishables and ice cream is probable.

Harry Agnew, who has had charge of C. A. Mayhew's bakery at Thamesville for the past two years, has taken a position in Stratford.

Geo. Colville, formerly of Toronto, has taken a post as head baker with Wm. Evans, Wallaceburg.

BRANDY CHOCOLATE CASES.

Judge Bazin, Montreal, rendered judgment last week in the brandy chocolate cases. There were in all thirty-one cases before the court, on the charge of having sold liquor without a license, and in every case the defendant was found guilty and fined $50 and costs.

In Toronto, too, the License Department of the Ontario government is getting after those who sell brandy in chocolates. R. Burger, 92 Yonge street, has been summoned to answer the charge of selling liquor without a license.

HOCKEY LEAGUE ENDED.

The Tillson Silverware Goes to H. P. Eckardt & Co.'s Team—Through Season Without a Loss.

The hockey season of the Wholesale Grocers' League of Toronto is once again a thing of the past with the honors this year perching on the banners of the H. P. Eckardt & Co's. team. Bert Brown's boys went through the season without a single defeat and therefore come in for the coveted silverware, known as the Tillson Trophy, and emblematic of the league championship for one year. It was donated some five years ago by the Tillson Oat Co. of Tillsonburg, and for three successive years was won by the Brokers team. Last winter the T. Kinnear Co.'s team captured the honors.

H. P. Eckardt Co's. team was closely followed by Jas. Lumber's sextette, which lost but a single game and that to the champions by a single goal.

The last game of the winners was played on Friday night, Feb. 12th. At half time there was no score and when the final whistle blew each had notched a goal. In ten minutes overtime H. P. Eckardt & Co.'s team succeeded alone in finding the nets, and that was but a minute or two before time was called. The teams were :

H. P. Eckardt & Co.—Goal, Russell Joyce ; Point, Geo. Wilkinson ; cover point, B. Brown ; centre, Alf. Thompson ; left wing, Frank Wilkinson ; right wing, Arthur Cowan.

Jas. Lumbers—Goal, W. Lumbers ; point, Caradus ; cover point, Kerr ; centre, Pyne ; left wing, W. Ford; right wing, Nelles.

Referee—Art. Anglin.

The final standing of the teams is :

	Won.	Lost.
H. P. Eckardt	5	0
Jas. Lumbers	4	1
Eby-Blain	3	2
Brokers I.	2	3
T. Kinnear Co.	1	4
Brokers II.	0	5

TRADE NOTES.

R. Stirling, 980 Bathurst St., Toronto, has sold to Mr. Elmes.

Jas. A. Benson, of Benson Bros., retail grocers, Guelph, was in Toronto this week and made a friendly visit to the office of the Canadian Grocer.

G. E. Carveth, of Carveth & Co., Montreal, was in Toronto and Hamilton this week, calling on the trade. Carveth & Co. are sole agents for Canada of Lovatt & Lovatt's Langley ware.

Markets and Market Notes

SEE ALSO PROVISIONS, CEREALS AND FRUIT VEGETABLES AND FISH DEPARTMENTS, ON PAGES FOLLOWING.

QUEBEC MARKETS

POINTERS—

Butter—Declined 1c.
Eggs—Declined 2c.
Cheese—Advanced ½c.
Provisions—Live and dressed hogs firm, pure lard advanced.
Flour—Advanced 30c bbl.
Vegetables—Advanced slightly.

Montreal, Feb. 25, 1909.

Orders for spring shipments have been coming in very freely during the week, and other obvious signs of the nearness of spring are apparent. Travelers returning from the country state that stocks there are exceedingly low, and dealers- seem to be waking up to the fact that they are going to be short of spring goods if they do not cover their requirements soon.

The advance of flour is the chief feature of the market this week. As has been stated previously, the decline of the market was due to local conditions, which have been lately modified, therefore the market has gone back to its logical level.

The egg market is slightly easier, having declined 2c for new laid receipts. The market is entirely bare of pickled, and storage stock. Receipts from western points are large, which have depressed the price. Butter has weakened, owing to desire of holders to unload. Receipts of creamery are light, Beans and peas are unchanged. The cheese market remains firm. Stocks for export are getting into small compass, and slightly higher prices are looked for. Live and dressed hogs continue firm on small supply.

The demand for comb honey has been good during the week. Demand for sugar is moderate. The molasses market during the week displayed no new features. Barbadoes continues strong, owing to small supplies. The tea trade in the country, is fairly good, but in the city is decidedly quiet. Other lines are practically as last quoted.

SUGAR—The sugar market has been steady under fair demand.

Granulated, bbls	$4 40
" ½-bbls	4 55
" bags	4 35
" 20-lb. bags	4 45
" Imperial	4 10
" Beaver	4 10
Paris lupp, boxes, 100 lbs	5 25
" " 50 lbs	5 35
" 25 lbs	5 55
Red Seal	0 35
Crystal diamonds, bbls	5 55
" 100 lb. boxes	5 65
" " 50 lb. "	5 75
" " 25 lb. "	5 95
" " 5 lb. cartoons	0 40
Extra ground, bbls	4 80
" " 50-lb. boxes	5 00
" " 25-lb. boxes	5 20
Powdered, bbls	4 60
" 50-lb. boxes	4 80
Phoenix	4 35
Bright coffee	4 30
No. 3 yellow	4 20
No. 2 "	4 10
No. 1 " bbls	4 00
No. 1 " bags	3 95

SYRUPS AND MOLASSES — The position of Barbadoes molasses continues strong, owing to limited supplies. Syrups are in fair demand only.

Barbadoes, in puncheons	0 44 0 46
" in barrels	0 46½ 0 48½
" in half-barrels	0 47½ 0 49½
" fancy	0 49
New Orleans	0 22 0 35
Antigua	0 30
Porto Rico	0 40½
Corn syrups, bbls	0 03½
" ½-bbls	0 03½
" ¼-bbls	0 03½
" 38½ lb pails	1 75
" 25 lb pails	1 25
Cases, 2 lb tins, 2 doz per case	2 40
" 5-lb. " 1 doz. "	2 75
" 10-lb. " ½ doz. "	2 65
" 20-lb. " ¼ doz. "	2 60

MAPLE PRODUCTS—The market is quiet, with no new features presented.

Compound maple syrup, per lb	0 04½ 0 05
Pure Townships sugar, per lb	0 06 0 07
Pure syrup, 8½lb. tin	0 60 0 65

TEA—Demand in the country is fairly good for all lines, but city trade is dull. Reports from the primary market regarding the future of the Calcutta and Colombo market states that:

As regards future supplies, the position has scarcely shown any change; the reported shipments to London from both Calcutta and Colombo at present, bear the same relation to last year's figures as they did a month ago; and as the month's deliveries for both home consumption and export show an increase of quite a million pounds, the position has become relatively stronger than it was at the end of December. Importers evidently feel confidence in the market, judging by the firm attitude shown in refusing to sell below brokers' valuations, and the statistical position appears to warrant the belief that on the average, prices should be well maintained during the remainder of the present season.

Choicest	0 38 0 45
Choice	0 32 0 37
Japans—Fine	0 27 0 30
Medium	0 22 0 23
Good common	0 21 0 22
Common	0 19 0 21
Ceylon—Broken Orange Pekoe	0 20 0 38
Pekoes	0 19 0 20
Pekoe Souchongs	0 19 0 20
India—Pekoe Souchongs	0 17½ 0 18
Ceylon greens—Young Hysons	0 19 0 25
Hysons	0 18 0 20
Gunpowders	0 17 0 25
China greens—Pingsuey gunpowder, low grade	0 12½ 0 16
" " pea leaf	0 19 0 27
" " pinhead	0 30 0 45

COFFEE—A rumor gained considerable currency that large shipments of coffee were being stored in Canada, in order that they might be easily shipped to the United States, in case the proposed legislation, to put a duty on coffee should become probable. This, however, is generally denied by the large coffee men here. Locally trade is good at unchanged figures.

Mocha	0 18½ 0 25
Rio, No. 7	0 09 0 11
Santos	0 13 0 15

DRIED FRUITS—Stocks held are comparatively light, as compared with the same period of other years. No changes of any consequence have taken place in the market during the week.

Figs—	
Bag figs	0 03½ 0 05
Tapnets	0 03½ 0 05
Biemes	0 08 0 14
Dates—	
Hallowees, per lb	0 05 0 [illegible]
Sairs, per lb	0 05
Malaga Raisins—	
London layers	2 25
"Connoisseur Clusters"	2 50
" " ½-box	0 75
"Royal Buckingham Clusters," ½-boxes	1 30
" boxes	4 75
"Excelsior Windsor Clusters"	5 75
" ¼'s	1 60
Australian raisins	0 07 0 08
California Raisins—	
Fancy seeded, 1-lb. pkgs	0 09 0 10
Choice seeded, 1-lb. pkgs	0 08½ 0 09½
Loose muscatels 3 crown	0 08 0 09
" 4 crown	0 09 0 10
California Evaporated Fruits—	
Apricots, per lb	0 13 0 14
Peaches, "	0 11 0 14
Pears, "	0 13
Prunes—	per lb.
Prunes 25-lb. boxes, 30-40s	0 10 0 13
" " " 40-50s	0 09 0 10
" " " 50-60s	0 08½ 0 10
" " " 60-70s	0 08 0 08½
" " " 90-100s	0 07
Currants, fine filiatras	0 06½ 0 07
" Patras	0 08 0 08½
" Vostizzas	0 08½ 0 09½

SPICES—No changes have taken place during the week. All lines are in moderately good demand.

	Per lb.
Peppers, black	0 14 0 20
" white	0 20 0 27
Ginger, whole	0 15 0 20
" Cochin	0 17 0 20
Cloves, whole	0 17 0 20
Cloves, ground	0 20 0 25
Cream of tartar	0 23 0 32
Allspice	0 13 0 18
Nutmegs	0 30 0 60
Cinnamon, ground	0 15 0 19
" whole	0 14 0 16

RICE AND TAPIOCA—Nothing new has happened in either the rice or tapioca market.

BEANS AND PEAS—Beans continue to be firmly held. Peas are unchanged and in fair demand.

Ontario, pickers	1 20 2 00
Peas, bobbing	1 35 1 40

EVAPORATED APPLES — Prices remain firm, owing to continued scarcity. Demand is fair.

Evaporated apples, new	0 03 0 08½

FURS—The situation of the market has not altered during the week.

Mink	5 00 6 50
Marten, pale	4 00 6 00
" dark	8 00 20 00
Fox, red	4 00 6 00
Lynx	9 00 15 00
Otter	15 00 25 00
Fisher	7 00 12 00
Weasel	0 25 0 35
Muskrat	0 15 0 25
Canadian coon	0 75 1 25
Skunk	0 40 1 25
Bear, large	8 00 10 00
" small	3 00 5 00

CANNED GOODS

MONTREAL—There is a good demand for fruits, vegetables and fish. Other lines are neglected.

TORONTO—The canned goods market here represents a fair demand. An authority states that a good clean up in supplies is anticipated. The price of peas is well maintained and these goods are stated to be rather scarce. One broker says that corn is not over abundant either.

R. A. Smith, Newmarket, and T. S. Ford, Mitchell, Ont., retail grocers, were callers on Toronto wholesalers during the week.

Ewing's Pure Spices

Prince of Wales Brand Pure Spices require no introduction to the grocery trade. This brand stands for highest quality, and, above all things, for absolute purity. Always specify Prince of Wales Brand Pure Spices when ordering.

S. H. EWING & SONS, Montreal and Toronto

ONTARIO MARKETS.

POINTERS—

Sugar—Advance In New York of 10c.

Beans—Good export demand.

Dried Fruits—Selling well.

Evaporated Apples—Demand is fair.

Toronto, February 25, 1909.

Sugar is again the interesting factor in this market. Although no change in prices has occurred since last week's quotations yet from the advance of yesterday of 10c in New York should one occur it would not be unexpected. The demand is good. Raws have made four advances since they reached the low figure a short time ago.

There is a firm undertone to the bean market on account of the demand from the newly opened districts of the north as well as the demand from the United States where beans are represented as being rather scarce. Some Canadian beans are being exported to New York.

In the dried fruit market trade is fairly brisk. The cheaper dried fruits are expected on the market within a couple of weeks' time.

There is a noticeable scarcity of peas in the canned goods market and prices are well maintained.

Business on the whole has been steady with little change from the conditions existing a week ago.

SUGAR—The sugar situation is still interesting, conditions pointing to an advance here following an advance of 10c. made by the refiners American Howell & Arbuckle in New York which took place on Wednesday. The market is strong. Raws have made no less than four advances totalling 3-16 of a cent a lb. from the recent lowest figure.

"Crystal Diamonds," barre's	5 65
" " half barrels	5 75
" " boxes, 100 lbs	5 85
" " " 50 lbs	5 95
" " " 25 lbs	6 15
" " 5-lb. cartons, boxes 100 lbs	8 10
St. Lawrence Crystal Diamond Dominos, 5 lb. ctns	8 10
Paris lumps, in 50-lb. boxes	5 55
" in 100-lb. "	5 45
" in 25-lb. boxes	5 75
Red Seal	7 10
St. Lawrence granulated, barrels	4 50
Beaver granulated, bags only	4 20
Redpath extra granulated	4 50
Imperial granulated	4 20
Acadia granulated, (bags and barrels)	4 40
Wallaceburg	4 30
St. Lawrence Golden bbls	4 10
Bright coffee	4 40
No. 3 yellow	4 30
No 2 "	4 20
No. 1 "	4 10

Granulated and yellow, 100-lb. bags 5c. less than bbls.

MOLASSES AND SYRUP—The prices of molasses are firm and well maintained the call being fairly good. The syrup market is quiet.

Syrups—	
Medium	0 30 0 35
Bright	0 40 0 45
	Per case.
2 lb. Tins, 2 doz. in case	2 40
5 " " " "	2 75
10 " " " "	2 65
20 " " " "	2 60
Barrels	0 03½
Half Barrels	0 03¾
Quarter "	0 03¾
Pails, 38½ lbs. each	1 75
" 25 " "	1 25
Maple syrup—	
Gallons, 6 to case	4 50
½ " 12 "	4 80
Quarts, 24 "	4 80
Pints, 24 "	2 50
Molasses—	
New Orleans, medium	0 30 0 35
" bbls	0 28 0 30
Barbadoes, extra fancy	0 45
Porto Rico	0 45 0 60
West Indian	0 31 0 33

TEA—The situation in tea has changed little since last week's report. Advices say that Colombo has responded in sympathy with London and lower grades are up.

DRIED FRUITS—It is expected that within two or three weeks the cheaper dried fruits will be on the market. At present all are selling fairly well, and in fact better than usual for this time. There is nothing new to mention regarding the prices.

	Per lb.
Prunes—	
30-40's, 25-lb. boxes	0 10½
40-50's, 25-lb. boxes	0 09½
50-60's, " "	0 08½
60-70's, " "	0 08½
60-70's, 50-lb. boxes	0 08½
80-90 " "	0 07½
90-100, " "	0 07
Apricots—	
Choice, 25-lb boxes	0 12½
Fancy, " "	0 16
Candied and Drained Peels—	
Lemon	0 10 0 11
Orange	0 10½ 0 12
Citron	0 17 0 20
Figs—	
Elemes, per lb	0 08 0 10
Tapnets, "	0 03½ 0 04
Bag Figs	0 03½ 0 04
Dried peaches	0 10 0 10½
Currants—	
Fine Filiatras	0 06½ 0 07
Patras	0 08 0 08½
Uncleaned, ½c less.	
Vostizzas	0 08½ 0 09
Raisins—	
Sultana	0 07½ 0 09
" Fancy	0 11 0 12½
" Extra fancy	0 14 0 15
Valencias	0 05½ 0 06
Seeded, 1-lb packets, fancy	0 09½ 0 10
16 oz. packets, choice	0 09½
" 12 oz. "	0 08
Dates—	
Hallowees	0 05½ 0 06
Fards choicest	0 08 0 08½
Sairs	0 05
" choice	0 07½

NUTS—This market has been quiet for the past few weeks and its quietness has been maintained again.

Almonds, Formigetta	0 12½
Tarragona	0 13
Walnuts, Grenoble	0 14
" Bordeaux	0 11
" Marbots	0 12
Filberts	0 10
Pecans	0 16 0 18
Brazils	0 15
Peanuts	0 10 0 12

RICE AND TAPIOCA—The demand for rice is fairly steady and no ups or downs are reported. The tapioca market is quiet.

	Per lb.
Rice, stand. B	0 03½
Rangoon	0 03½ 0 03¾
Patna	0 05½ 0 05¾
Japan	0 05½ 0 06½
Java	0 06 0 07
Sago	0 05 0 06
Seed tapioca	0 06
Tapioca, medium pearl	0 04½

SPICES—The usual demand exists in spices and nothing in the situation is announced.

Peppers, blk pure	0 14 0 20
" white pure	0 22 0 30
" whole, black	0 18
" whole, white	0 28
Ginger	0 18 0 25
Cinnamon	0 25 0 40
Nutmeg	0 35 0 90
Cloves, whole	0 25 0 35
Cream of tartar	0 22 0 25
Allspice	0 16 0 19
" whole	0 17 0 20
Mace ground	0 80 0 90
Mixed pickling spices, whole	15 0 20
Cassia, whole	0 20 0 25

BEANS—There is just now a good demand and prices are well maintained. Large quantities are being sent to the new districts recently opened in the north country and beans in the New York market are also scarce. This has created an export demand from Canada and dealers, even with the duty can sell there with advantage.

Beans, hand picked	2 25
" prime No. 1, "	2 00
" Lima, per lb	0 07½

EVAPORATED APPLES—In this market some report trade as quieter than it should be while others say the demand is good, prices being maintained as last quoted.

Evaporated apples	0 07¾

TRADE NOTES.

R. Grenier & Co., grocers, Quebec, have registered.

The assets of Jos. Gervais, general merchant, St. Canute are to be sold.

Chas. Rishor, wholesale grocer, Peterboro, was in Toronto on Wednesday on business.

A demand of assignment has been made on E. J. Arsenault, general merchant, St. Celestin.

J. B. Renaud & Cie., wholesale flour grain and grocery merchants, Quebec City, have registered.

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 9 a.m. Thursday, February 25, 1909.)

Trade continues to improve and the outlook is very bright indeed. The volume of business for the first two months of the year is very greatly in excess of the business done in the first two months of 1908. Local competition in some lines reducing profits to a minimum and in some instances causing actual loss, is the only disturbing factor in the situation. Country dealers are buying freely and payments are being met very satisfactorily.

SUGAR—The quotations in sugar now are:

Montreal and B.C. granulated, in bbls	5 00
" " in sacks	4 95
" yellow, in bbls	4 60
" " in sacks	4 55
Wallaceburg, in bbls	4 90
" in sacks	4 95
B.C. gunnies granulated, 5-18's to bale, per cwt	4 95
" " 5-2o's	4 95
" hard pressed lump, 25's, per cwt	6 15
" " " half bbls., per cwt	6 50
" icing	5 80
bar sugar	6 60
Icing sugar in bbls	5 60
" " in boxes	5 80
" " in small quantities	6 10
Powdered sugar, in bbls	5 30
" " in boxes	5 60
" " in small quantities	5 65
Lump, hard, in bbls	5 95
" " in ½-bbls	5 95
" " in 100-lb cases	5 95

SYRUPS AND MOLASSES—Prices are steady at figures quoted. Corn syrups are in strong demand.

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 16
" " 5-lb tins, per 1 "	2 10
" " 10-lb tins, per ½ "	2 45
" " 20-lb tins, per ¼ "	2 55
" " ½ barrel, per lb.	0 03½
" " Sugar syrup, per lb.	0 03½
Beaver Brand, 2 lb tins, per 2 doz case	3 10
" 5 " 1 "	3 60
" 10 " ½ "	3 30
" 20 " ¼ "	3 20
Barbadoes molasses in ½-bbls, per gal	0 40
New Orleans molasses in ½-bbls, per lb	0 03½
Porto Rico molasses in ½-bbls., per lb	0 04½
Blackstrap, in bbls., per gal	0 31
" ½ " "	0 33
" 5 gal. kgs., each	2 25

MAPLE PRODUCTS — Selling very slowly. Prices continue as below:

Sugar, 25 lb. boxes, ½s. and ¼s	3 00
Syrup, gallons, ½ doz. to case, per case	5 65
" ½ " 1 doz. to case, "	6 15
" ¼ " 2 doz. to case "	6 55

FOREIGN DRIED FRUITS—There is nothing new in the situation. The California raisin market is weak, Quotations continue as follows:

Sultana raisins, bulk, per lb	0 09
" cleaned, "	0 10½
" 1 lb pkgs "	0 11½
Table raisins, Connoisseur clusters per case	2 90
" extra dessert, "	3 85
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 70
" Connoisseur clusters, boxes (5½ lbs)	0 85
Trenor's Valencia raisins, f.o.s, per case, 28's	2 05
" " " 14's	1 00
" " selects " 28's	2 25
" " " 14's	1 15
" " layers " 28's	2 35
" " " 14's	1 25
California raisins, choice seeded in ½-lb. packages per package	0
" " fancy seeded in ½-lb. packages per package	07½
" " choice seeded in 1-lb packages per package	0 08½
" " fancy seeded, 1-lb. packages, per package	0 09
Raisins, 3 crown muscatels, per lb	0 07½
" 4 " "	0 07½
Prunes 90-100 per lb	0 05½
" 80-90 "	0 05½
" 70-80 "	0 06½
" 60-70 "	0 07
" 50-60 "	0 07½
" 40-50 "	0 08
" 30-40 "	0 08½
Silver prunes	0 09
Currants, uncleaned, loose pack, per lb	0 06½
" dry cleaned, Filiatras, per lb	0 06½
" wet cleaned, per lb	0 07
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 08
Pears, per lb	0 08½
Peaches, standard, per lb	0 08
" choice	0 08
Apricots, standard, per lb	0 10½
" choice, per lb	0 11½
Plums, black pitted, per lb	0 11½
Nectarines, per lb	0 09½
Dates, new, per lb	0 07

RICE AND TAPIOCA—Japan rice has declined and is now quoted at 4½c per lb.; Patna, 4¼c; Rangoon, 3¾c. Tapioca, 5c per lb.

EVAPORATED APPLES—There is a good staple demand at 8½c per lb. The market is steady and no change is expected in local prices.

HONEY—Supplies are hard to obtain. Prices are quoted as follows:

Honey, 2½ lb. tins, in case 24	8 75
" 5 " " 12	8 50

SPANISH ONIONS—New stock is quoted at $1.15 per crate.

NUTS—Advanced prices on new stock. We quote:

Shelled Walnuts, in boxes, per lb	0 28
" " small lots, per lb	0 30
" Almonds, in boxes, per lb	0 32
" " small lots, per lb	0 30

ROLLED OATS—The local market is steady, prices showing a slight decline.

Rolled oats, 80 lb sacks, per 80 lbs	2 10
" 40 " " 80	2 15
" 20 " " 80	2 20
" 8 " " 80	2 50

CORNMEAL—We quote the following reduced prices:

Cornmeal, per sack	1 90
" per ½ sack	0 95
" per case (10, 10's)	2 15

BEANS—Prices are steady at the recent advance. Hand picked are quoted at $2.35 per bushel and the three-pound picker at $2.25.

POT AND PEARL BARLEY — Pot barley is quoted at $2.55 per sack; pearl barley at $3.75 per sack, and $1.95 per half sack.

TOBACCO—Declines in T. & B. tobaccoes have been announced.

COFFEE—Owing to the strong primary market for coffee local advances were announced this week. Green Rio is quoted now at 10c per lb.; roasted whole at 13c, and roasted ground at 14c per lb.

CANNED GOODS—An advance in canned peas is expected in the local market but may not materialize, owing to local conditions.

FRUITS.

	Group No. 1.	Groups No. 2 & 3
Apples—3's standard, per case	$2.44	$2.34
" Gallons, standard, per case	1.55	1.52½
Cherries—Red, pitted, 2's	4.18	4.08
" black pitted 2's	4.18	4.08
" white pitted 2's	4.38	4.28
Currants—Red 2's	4.18	4.08
" black 2's	4.18	4.08
Gooseberries—2's	4.58	4.48
Lawtonberries—2's	4.18	4.08
Peaches—Yellow 2's	4.18	4.08
" yellow 3's	6.54	6.44
" pie, unpeeled 3's	3.34	3.24
" pie, unpeeled, gallons	2.42½	2.40
" pie, peeled, gallons	3.30	3.27½
Pears—Flemish Beauty 2's	3.68	3.58
" Flemish Beauty 3's	4.74	4.64
" Globe 1.s. 2's		3.78
" Globe 1.s. 3's		4.14
Plums—Damson 1.s. 2's	2.28	2.18
" Lombard 1.s. 2's	2.28	2.18
" Green Gage 1.s.	3.08	2.98
Raspberries—Red 2's	4.18	4.08
" red, gallons	3.80	3.77½
" black 2's	4.18	4.08
" black, gallons	3.80	3.77½
Strawberries—2's	4.18	4.08
" gallons	3.80	3.77½

VEGETABLES.

Asparagus—2's	6.28	6.18
Beans—2's	2.08	1.98
Corn—2's	2.08	1.78
Peas—		
No. 4 standards, 2's	1.88	1.85
Early June, 2's	1.98	1.85
Sweet Wrinkle, 2's	2.18	1.85
Extra fine sifted, 2's	3.08	2.75
Pumpkins—3's	2.14	8.04
Succotash—2's	2.68	2.58
Tomatoes—3's	2.44	2.10
Tomatoes, 2's	2.08	1.74
Tomatoes—gallons	3.70	3.65

MEATS.

Clark's 1 lb., pork and beans, plain, per case	2 50
" 2 " " " "	1 90
" 3 " " " "	2 50
" 1 " tomato sauce, per case	2 50
" 2 " " "	1 90
" 3 " " "	2 50
" 1 " Chili "	2 50
" 2 " " "	1 90
" 3 " " "	2 50
Soups, per doz	1 25
Corned beef 2's per doz.	2 00
" 1's "	1 75
Roast beef	
" 1's, per doz	1 07
" 2's, "	2 55
Potted meats, 1's, per doz	0 65
Veal loaf ½ lb., per doz	1 25
" 1 lb. "	2 50
Ham loaf ½ lb. "	1 25
" 1 lb. "	2 50
Chicken loaf ½ lb. "	1 25
" 1 lb. "	2 50
Lunch tongue 1's, "	3 65
Sliced smoked beef ½-lb. tins, per doz	1 80
" " 1-lb. tins, "	3 10
" " 1-lb. glass, "	3 35
Chipped " ½-lb. tins, "	1 45
" " 1-lb. tins, "	2 50
" " 1-lb. glass, "	0 05
Sliced bacon, 1-lb. tins, "	3 10
" 1-lb. glass, "	3 25

BUTTER—The butter market continues very weak with no change in prices. For No. 1 dairy local houses are paying 18c f.o.b. Winnipeg; for No. 2, 14c to 15c per lb.

Creamery butter is in ample supply and it is said that holders are losing money on it at present prices. The best grades are selling to the retail trade at 25c per lb.

EGGS—The egg famine is not so severe as it was and some small supplies are coming in from country points. Lower prices are in sight. Local dealers are offering from 30c to 35c per dozen for country eggs, subject to candling.

TRADE NOTES.

M. Eichen, grocer, Montreal, has consented to assign.

T. W. Lyall, general merchant, Poplar Point, Man., was burnt out.

Honore Drapeau, general merchant, East Broughton, has assigned to V. E. Paradis.

Thos. Ed. Tremblay, general merchant, Les Eboulements, has assigned to V. E. Paradis.

A. Laroche, general merchant, Notre Dame Du Sacre Coeur, is offering a compromise.

The assets of Geo. St. Hilaire, general merchant, New Liverpool, were to be sold on Feb. 25th.

Cairns, Copelin & Co., general merchants, Glenboro, Man., are changing to Cairns, Pettie & Co.

R. & W. Galloway general merchants, Gladstone, Man., have sold to a joint stock company headed by Messrs. Collins and Diamond.

The stock of C. J. McClocklin, general merchant, Carberry, Man., is to be sold by auction on March 2nd.

Progressive Port Elgin Grocers

Members of the Trade Doing Profitable Business—Hilker & Co., the Oldest Firm, the Founder Being the Father of the Town—Young Grocers Getting Along Well—Brush and Broom Factory an Important Establishment—Credit System Being Wiped Out.

There's a town up in Bruce County of which the citizens are more than ordinarily proud, and it's Port Elgin. During the recent spell of tight money Port Elgin came through far better than most places of like size in the Province, and now this year the people there are looking forward with a great deal of hopefulness. Getting away from the business aspect just for a moment, it may be said that Port Elgin is noted for its cleanliness. The place was well laid out, the streets are wide and level, almost every street has granolithic walks, and the residences partake of a degree of comfort and cheerfulness that is refreshing to see. The homes for the most part are neat, tidy places showing that few of the owners are very wealthy but none of them very poor.

Of course the blue waters of Lake Huron are on one side of the town, but while that expanse can hardly bring as much trade as a farming tract, nature has in part made up for that deficiency by prodigal gifts in the surrounding townships of Arran, Elderslie, Saugeen and Bruce. Here are agricultural lands as good as any in Ontario. The lake sand has given way to a rich clay loam in these townships, while owning the land are intelligent Scotch farmers, with here and there a sprinkling of industrious, cash-paying Germans. All of this, of course, is of material advantage to Port Elgin.



PORT ELGIN PUBLIC LIBRARY.

Profitable for Farmers.

While an excellent surrounding country is of immense advantage to any town, perhaps the mainstay of Port Elgin is its brush and broom factory. Readers of The Canadian Grocer will be familiar with the name of Stevens-Hepner Co. Limited, a firm of some years standing and the out-growth of Port Elgin's oldest industry. This firm employs about two hundred hands the year round while their products, brooms and brushes, are found in groceries from the Atlantic to the Pacific. Some idea of the benefit this firm is to the surrounding country may be obtained when it is stated that in two months of this year the firm paid $10,000 to farmers for hardwood logs. All of this was strictly cash.



A Street in Port Elgin a Couple of We eks Ago. Showing Portion of Brush and Broom Factory.

Coming directly to the grocery trade it may be said that the town is well supplied, though each store is doing well and the majority of them have been in business for many years. Hilker & Co. is the oldest firm, and the founder, the late Henry Hilker, was the first man in the town. His son is now head of the business which is a general store with one side devoted to groceries. Besides being an up-to-date business man Mr. Hilker has taken an active part in municipal affairs and last year was County Warden.

Neil McGillivray has two stores, both of which handle groceries. Mr. McGillivray is one of the town's shrewdest business men and his stores have customers of many years standing. Two other general stores carrying heavy grocery lines are those of D. Geddes and Falconer Bros. Mr. Geddes is an experienced business man, who also likes municipal affairs and who is now Town Clerk.

Young Men in Business.

The firm of Falconer Bros. is composed of two hustling young men who broke into the trade about five years ago, and who have done well. Some people call them extremists in the use of printers' ink, but they think it pays. Henry Ebert, a thrifty German, has two stores, one of which is devoted almost exclusively to groceries, and which has a large following of steady customers.

J. M. Wells follows along the same line though on a smaller scale. One of the neatest and cleanest grocery counters in the place is that of James George & Son, the head of which firm is one of Port Elgin's oldest residents. This firm is of course of old standing though its patronage was probably never as great as at present. All told the town has a splendid grocery service with an increasing number of cash sales each year. In a few years it is expected that the credit system in Port Elgin will be entirely wiped out.

Last year the town obtained a splendid Carnegie Library at a cost of $8,000. Besides the advantages of free reading there are lecture rooms in the building and in every way it is looked upon as a model for a small town. This building was formally opened a few weeks ago by Rev. W. A. Bradley, B.A., president of the Library Association of Ontario, who stated that for the money Port Elgin had anything in Ontario "beaten to a finish" so far as Library Buildings are concerned. In conclusion it may be said that Port Elgin is well served by a neat, clean, weekly newspaper, The Times.

MAKING HIS MARK.

Emil Chaput Admitted to Partnership in One of Canada's Largest Grocery Houses.

Many young men, with parents glad to grant their every request, would take life as it came and enjoy the pleasures and privileges that would be theirs, because of the success of those who had gone before them. But these are not the young men who are the coming heads of Canada's large commercial enterprises, nor are they the men who have been toiling unheard of for the past ten years.



EMIL CHAPUT,

Who Has Risen Rapidly From Packer to Partner in the Firm.

Emil Chaput is a young Canadian who has not been heard of very much until within the past three years. He is only 28 anyway, and perhaps is not expecting to cause much of a disturbance for some years yet, but it is to his credit that the big men in the grocery trade have been watching his progress during the past couple of years.

He has just made his first splash, having been taken into partnership with Charles and Armand Chaput, L. E. Geoffrion and F. Prudhomme, who form the personnel of L. Chaput, Fils & Cie., the Montreal wholesale grocers.

Five years ago Emil secured a job in the packing room of the firm of which his father is the senior member, and his grandfather one of the founders. He soon learned how to handle a broom, and in short order was promoted to the shipping department, and gradually worked himself up until he is at present in the buying department, being assistant to manager Geoffrion. He was at one time going to be a doctor, and as a preliminary took a course at St. Mary's College, but business appealed to him more and medicine lost a bright young man.

Mr. Chaput is very popular around town, belonging to several clubs and societies. He possesses a fine singing voice, and is generally a good fellow. He will do things if he keeps on.

Arch. Hutchinson, of the St. Lawrence Starch Co., Ltd., Port Credit, who has been visiting Scotland during the past month, has returned home. The trip seems to have been a beneficial one from the health point of view.



Premier No. 1 Computing Chart Scale

A high-grade scale at a BIG saving. Highest quality of material and workmanship, handsomely finished

No giving of OVER weight with this scale—"Exact Weight" Indicator prevents that. Wonderfully sensitive—marvellously accurate—the scale of all scales for "fine" weighing of light groceries, teas, coffees, etc. Range of prices 4c. to 70c. pound, including fractional prices. Capacity 30 lbs. One movement of sliding poise tells "exact" weight and money value of article—all in plain sight of customer. Knife Edge Pivots protected by V-shaped Agate Bearings, which prevent rusting, corroding or binding. This scale sold to you at a clear saving of 35 per cent. on competitors' prices. Read our catalogue and learn why we are selling the Premier No. 1 for such a low price. Write to-day.

Onward Manufacturing Co.

Berlin, - Ontario

Grocers

Make Your Wants Known BY ADVERTISING IN

The Canadian Grocer

Through this paper you reach the retail trade, and let those interested know what you want to sell or buy. We circulate among those who read this kind of wants.

SEE PAGE 69

To-Day's Business

should not be the first object of any merchant. Not immediate gain by pushing poor, cheap goods that soon result in the loss of your customers' confidence and consequent loss of business, but a steady and sure increase in the number of customers by selling only the best standard goods—goods that can be honestly recommended, pays in the end. YOU are creating business for the future and increasing your present profits by recommending your customers to use Red Rose Tea, for it gives them greater satisfaction than other tea, and satisfied customers mean more customers.

Every merchant can sell good tea if he tries. Many are selling a lot more Red Rose Tea since the advance in prices have made 25c. tea so unsatisfactory. They are pushing it and creating a demand. Many of your customers buy cheaper tea as a matter of habit. On your recommendation they will gladly buy

RED ROSE TEA

And your tea trade will be a business builder.

BRANCHES:—
TORONTO, 3 Wellington St. E.
WINNIPEG, 315 William Ave.

T. H. ESTABROOKS,
ST. JOHN, N.B

AID FOR FISHING INDUSTRY

Department of Marine and Fisheries to Have Special Committee to Suggest Changes—What Government has Recently Done—Fish go to United States and Back to Canada.

Steps that have recently been taken by the Dominion Government to advance the fish industry in Canada have been greatly appreciated by all those interested in this special line. There is, however, room for improvement and the Department of Marine and Fisheries have promised a special committee to deal with the situation.

The first step in the endeavor to direct into Canada a certain portion of the Maritime trade in fresh salt-water fish was inaugurated last year by the department. The general complaint among shippers had been that inasmuch as transportation facilities were considered inferior to those of the United States, both as regards regularity and price of shipments, which gave the market of Montreal as a distributing centre to the New England ports of shipment they were unable to compete against the United States market. With a view to ameliorating if possible these conditions the Department of Marine and Fisheries a year ago procured a vote of $25,000 and initiated the refrigerator car service over the Intercolonial railway. One day each week a refrigerator car attached to a fast freight left Halifax with its consignment of fresh fish due at Montreal in 56 hours.

Dealers Advocated Service.

The service commenced in September, 1907, with results gratifying, though limited. The department guaranteed that the earnings would be at least two-thirds of those on a minimum carload of 20,000 lbs. The dealers contended, however, that nothing short of an express service would enable the shippers and themselves to extend satisfactorily the business, so that an arrangement was entered into with the Intercolonial railway by which a refrigerator car was attached to the Maritime express leaving Halifax and Mulgrave each week for the carriage of fresh fish, the department undertaking that the earnings by this car would not be less than $200 per trip.

Express Service Finally Adopted.

As, however, this service received little patronage, after four trips had been made it was withdrawn, and return was made to the fast freight service of the previous year, which has been run all season. But urgent representations continued for a daily express service, and in order to exhaust all available means in the way of transportation facilities the Department of Marine and Fisheries consented, in order to complete the season beginning on the 5th of September and ending on the 30th November, of last year, to an arrangement being made with the two express companies by which they would collect two-thirds of the ordinary express charges from the shipper and consignee of all shipments of fresh fish from the Atlantic coast to points in Quebec and Ontario, and the other third from the Department of Marine and Fisheries. Thus a daily express was placed at the disposal of that department at the rate of $1 per 100 pounds from Halifax to Montreal and relatively to all other points. As the service ceased at the end of November full details of its results are not yet in; but most gratifying reports have been given by the shippers.

The weekly service now enjoyed from Halifax to Montreal is 26c per 100 lbs. in carload lots. In connection with this it may be explained that the arrangements with the Intercolonial railway contemplated a minimum carload of 20,000 lbs. of fresh fish. When this amount was forwarded on any one trip the rate charged by the railroad was 26 cents per 100 lbs., but if less than this amount was consigned on a trip the rate was 35 cents per 100 pounds, the net weight of the fish being considered. Refrigerator cars with ice bunkers at either end are capable of carrying in the vicinity of 30,000 lbs., but should the carload be above the minimum the rates would be just the same. The Department of Marine and Fisheries assumes the responsibility of supplying the ice.

The express rate from Boston to Montreal is 80 cents per 100 lbs., but as there is also an import duty of 1 cent per lb., the cost of delivering fresh fish in Montreal from Boston is $1.80 per 100 lbs., as against $1 per 100 lbs. from Halifax.

As to specific results attending these efforts towards stimulating trade inland, it has not yet been possible to obtain figures indicating the resultant increase.

A Special Committee.

During the present session of Parliament discussion arose on how the fishing industry of Canada could be encouraged, especially the promoting of the conveyance of Canadian fish to the Canadian consumer direct, instead of having it shipped to the United States and then re-shipped to Canada, thus paying two customs duties.

In speaking of the industry in Nova Scotia in the House one of the members from that province said that existing conditions were responsible for many young men leaving the fishing villages in Nova Scotia. In many of the settlements along the seaboard there was but one mail delivery a week. The people were cut off from telegraph and telephone connections, and all modern conveniences. Another thing that discouraged Canadian fishermen, he said, was the failure of the Dominion Government to enforce the rights of Canada as against the fishermen from the United States. The latter fished in broad daylight within the three-mile limit. A United States vessel loaded with mackerel was once caught within the three-mile limit, and after being detained for one week at Halifax escaped with a fine of $400. Either the ship, he said, should have been released or it should have been confiscated.

Another member called attention to the singular fact that fish caught in the Maritime Provinces went to the United States, and a part of it was then re-imported to Canada. This meant that the people of Montreal paid something like $8,000 a week in the way of customs duty and extra railway freight rates. Why could not the fish caught in Nova Scotia and New Brunswick, he asked, come directly to Montreal, Ottawa and Toronto?

Hon. Mr. Brodeur on behalf of the Government, promised the appointment of a committee to consider the matter of aiding the Canadian fisheries.

Referring to the fish trade in Canada the weekly report of the Department of Trade and Commerce says:

The Canadian share of the trade varies with the salmon catch in British Columbia. In 1905 the imports from Canada amounted to $270,660; last year they were $181,830. The total value of imported fish, preserved in tins, and dried and salted, is $1,718,070. Canada, however, supplied on an average but one-tenth of the amount imported. If the herring, the mackerel and other fishes of the Maritime Provinces were put up in tins, as they are put up in Scotland, Canada ought to secure a much larger share of the trade. It seems to be an anomaly that the United Kingdom, which has to depend upon importations for so large a proportion of its food, should be able to ship to Australia nearly three times the value of the tinned fish that Canada is able to send, and the United States two and a half times as much. There would seem to be a field for the extension of the Canadian trade in this direction.

The work of encouraging the fisheries of the east is an important one, and should be assisted in by the fishermen, canners, packers and shippers of the Maritime Provinces.

ENJOYING WELL-EARNED TRIP.

E. D. Smith, the widely known nurseryman and fruiterer of Winona, Ont., who left recently with his wife and daughter for England, will enjoy a three months complete rest. He has been a very busy man and for two successive terms represented Wentworth in the House of Commons. He has also taken a very active part in looking after his farms, nurseries, jam factory, etc. Mr. Smith is also president and chief stockholder in the Beamsville Preserving Company, and this is the first holiday he has had for many years.

THE OLD RELIABLE

ROYAL



BAKING POWDER

Absolutely Pure

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(Though many imitations)

All grocers should carry a full stock of ROYAL BAKING POWDER. It always gives the greatest satisfaction to customers, and in the end yields the larger profit to the dealer.

Quality Counts

Of course, cheapness appeals to some of your trade, but your most profitable customers are those who want the best. You can meet the demands of the most exacting by handling

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57 VARIETIES
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(The kind that contain no preservatives)

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Furthermore, you run no risk in selling Heinz goods. They meet the requirements of all pure food laws and are sold under the guarantee of money back to your customer if they ever fail to please.

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Plain Figures that prove the Superior Quality of

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Reindeer Milk

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Reindeer Milk	8.61
Highest of other Brands	8.00
	.61

Reindeer Milk 7½% richer

Jersey Cream	8.05
Highest of other Brands	7.10
	.95

Jersey Cream 13% richer.

Figures taken from Government Bulletin No. 144

The Truro Condensed Milk Co., Ltd., Truro, N.S.

New Laid Eggs

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Get in touch with us.

Roll Bacon

Mild cured. Just the thing for breakfast these mornings with New Laid Eggs. Get our prices.

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Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN

Montreal, February 25, 1909.

The cheese situation remains firm. Stocks for export purposes are getting into small compass, with the result that slightly higher prices are looked for. Colored cheese is in particularly good demand. In England, reports state that cheese is going steadily into consumption at firm prices. The Englishmen are aware of the fact that, what cheese there is in Canada, will be absorbed for home requirements, therefore they are not surprised at the firm condition of the market. The reports in commenting on the present year's make of cheese, which is a short one, states that it is expected, the make for 1909 will be much increased, as it is known, that Canadian cows have wintered much better this year, than last. Considering the competition that Canadian cheese has had to encounter, in the competition of the New Zealand product, the price of the former has kept up wonderfully well. Locally finest Westerns are being quoted 12¾ to 13c and Eastern's at 12⅜ to 12½c. Receipts for the season since May 1, 1908 have been 1,958,150 boxes, against 2,053,770 boxes for the corresponding period of last year.

The butter market is lower again, due to the fact that holders are getting anxious, and are beginning to unload their stocks. There is an opinion held in some quarters, that stocks are larger than was supposed. Receipts of creamery are light, and there may be higher prices later on, if supplies run short. It is difficult to estimate stock, as nearly every little dealer in the country, is carrying butter of some sort. Reports from England state that the market is displaying a distinctly firm tone, and a rise is anticipated soon. Supplies arriving from Australia, and other exporting countries, are showing a distinct falling off. Small supplies seem to be the rule, and not the exception, at all points in Great Britain. It is stated that supplies are completely wiped up in Glasgow, and Cardiff is in much the same position. Locally prices rule for Fall creamery 23c and Winter creamery is quoted at 22c. Receipts for the season since May 1 have been 418,004 packages, against 413,148 packages for the same period of last year.

THE PROVISION SITUATION.

Toronto, February 25, 1909.

The provision situation from a packer's standpoint is discouraging. The great difficulty arises from the fact that there are not enough hogs raised by the farmers to keep the packers supplied. For some reason there is only about one-third the quantity of hogs raised now that were raised a few years ago, and on the other hand there are far more packing houses. Live hogs this week are for $6.25 to $6.50 f.o.b. in the country, and dressed to butchers in the city for $9.50 to $9.75 per 100 lbs.

Butter is again a little lower with the usual complaint that a large quantity of it is, not good. There has probably been some neglect in looking after this branch of our agricultural industries, as it is a well known fact that our butter was much better made some years ago.

Fresh eggs are coming in freely and are lower. The held stock is practically all sold, and the new laid will all be required to meet the demand and prices are not likely to be much lower for some time.

Cheese is firm with light stocks on hand.

Poultry is practically out of season.

PROVISION MARKETS

MONTREAL.

PROVISIONS—Live and dressed pigs continue scarce, and prices have firmed up slightly. Pure lard is stronger, owing to poor supply of hogs. Compound lines are firm but unchanged in price.

Compound Lard—		
Tierces, 375 lbs	0 09	
Pachmeted lined boxes, 50 lbs	0 09½	
Tubs, 50 lbs	0 09¾	
Wood pails, 20 lbs net	0 09½	
Tin pails, in cases	0 09½	
Heavy Canada short cut mess pork, in bbls	23 00	23 50
Selected heavy Canada short cut clear boneless pork	24 00	24 50
Very heavy clear pork	25 50	
Plate beef, 200-lb bbls	7 75	
" 200 "	15 00	
" 300 "	22 00	
Pure Lard—		
Tierces, 375 lbs	0 12¾	
Boxes, 50 lbs., grained	0 12¾	
Tubs, 50 lbs., "	0 13	
Pails, wood, 20 lbs., parchment lined	0 13¼	
Tin pails 20 lbs., gross	0 12¾	
Cases, tins, 10 lbs, each	0 13¼	
" " 5 "	0 13¾	
" " 3 "	0 13¾	

BUTTER—Locally dealers are getting a little anxious, and have commenced to unload, which fact has weakened the market slightly. Receipts of creamery are light, so higher prices are probable later on.

Fall creamery, solids	0 2	0 25½
Fresh Creamery, solids, lb	0 23½	0 24
" " prints, lb	0 24	0 24½
Dairy, tubs, lb	0 16	0 17
Fresh large roll	0 16	0 19

CHEESE—The cheese situation remains firm. Stocks for export are getting into small compass. Colored is in particularly good demand. Locally trade is fair, with strong tone to the market.

Cheese, old	0 15½	0 16
" large	0 13½	
" twin	0 13¾	
" small	0 13¾	

EGGS—All pickled or storage supplies are exhausted. Receipts of new laids are very large, which has depressed the market 2c. Supplies are arriving chiefly from the West, where spring-like weather prevails. Demand is good, but not yet up to the supply, which has a tendency to bear down prices.

New laids		0 28
Pickled		0 28

HONEY—The demand for white comb is slightly more brisk this week, but prices remain unchanged.

White clover comb honey	0 13	0 15
Buckwheat, extracted	0 08	0 09
Clover, strained, bulk, 30 lb. tins	0 10	0 11

POULTRY—There are small offerings of poultry, which keep the market firm under moderate demand.

Spring chickens, per lb	0 15	0 16
Hens, per lb	0 11½	0 12
Young ducks, per lb	0 12½	0 14
Turkeys, per lb	0 19	0 20
Geese, dressed	0 10	0 12
Ducks	0 12	0 14

TORONTO.

PROVISIONS—There is no change in the prices of cured meats this week. The packers all expect the usual falling off in demand through Lent. As hogs have been bought at high prices it is not likely that prices will be any lower.

Long clear bacon, per lb	0 11	0 11½
Smoked breakfast bacon, per lb	0 14½	0 15
Roll bacon, per lb	0 11½	0 11
Light hams, per lb	0 13½	0 14
Medium hams, per lb		0 13½
Large hams, per lb		0 13
Shoulder hams, per lb	0 10	0 10½
Backs, plain, per lb	0 16	0 16½
" pea meal	0 16½	0 17
Heavy mess pork, per bbl		20 00
Short cut, per bbl	22 50	23 00
Lard, tierces, per lb	0 12½	0 12½
" tubs "	0 12½	0 13
" pails "	0 13	0 13½
" compounds, per lb	0 08½	0 11
Dressed hogs	0 10	0 10½
Live hogs, f.o.b.	6 25	6 50

BUTTER—Butter is from 2 to 3 cents lower again this week and the poorer qualities are still accumulating and dealers are puzzled to know what to do with it. No doubt some must be sold at a heavy loss.

	Per lb.	
Creamery prints	0 26	0 27
Creamery solids	0 24	0 25
Farmers separator butter	0 22	0 24
Dairy prints, choice	0 25	0 25
" " ordinary	0 19	0 20
" tubs, choice	0 20	0 21
Large rolls	0 18	0 20
Baking butter	0 15	0 17

CHEESE—The cheese is practically all in the hands of a few, and prices are firm. New cheese may be expected within a month, but the old stock is light, and some old cheese is always wanted, therefore it is safe to say that old cheese will not be cheaper.

Cheese, large, prime		0 13½
" twins	0 13½	0 14

HONEY—Very little is doing in this market, and there is not much of a demand.

60-lb. tins	0 11	0 11½
Smaller sizes, tins and bottles	0 10½	0 12
Combs, doz	1 50	2 50

POULTRY—Very little in the market and it is a wonder that any poultry is killed at this time of the year, especially when prices are no higher than they have been two months ago. Prices are firm, but there has been no advance.

Spring chicken, dressed	0 16	0 20
Hens, per lb., dressed	0 12	0 14
Turkeys, per lb., dressed	0 18	0 20

EGGS—The held eggs are nearly all sold out and the demand must depend almost entirely on new laid eggs, which

during this mild weather are keeping up a good supply. There are always more eggs used during Lent, and this with the old stock sold out will likely keep the prices from going much lower, unless the weather should continue unusually mild.

New laids	0 26	0 27
Pickled	0 23	0 24

The estate of B. W. Kert, general merchant, Rainy River, has sold the stock to Mrs. Kathleen Kert.

A meeting of the creditors of the estate of Frank V. Samwell, merchant, of Pembroke, was called for Feb. 23rd.

AGENT WANTED.

WANTED—Manufacturer's agent or jobber in every large distributing center in Canada (where not already represented) to handle our full line of high grade Chocolates and Bon-Bons. Many other leading lines to offer to the right parties. When replying state lines you handle, connections and district covered. The Montreal Biscuit Company, Montreal. [18]

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For Flour, Butter or packing any kind of merchandise, manufactured and for sale by

H. CARGILL & SON
CARGILL, ONTARIO

SALT

Car lots of Fine, Medium or Coarse, in Barrels, Sacks or Bulk.

TORONTO SALT WORKS
128 Adelaide Street E., Toronto

ESTABLISHED 1892

Rutherford, Marshall & Co.

Wholesale Produce and Commission Merchants,

TORONTO, ONT.

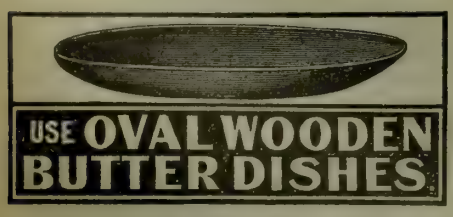
Solicit Correspondence. Always buyers of Dairy Products. Write us before selling.

Poultry Wanted!

Persons having Poultry to ship to Montreal market should make a trial shipment to

P. POULIN & CO.
39 Bonsecours Market, - Montreal

Buyers of Poultry, Game, Eggs and Feathers. Prompt remittance. No commission. Reference, any bank.



THOMAS BROS., St. Thomas, Ont.

"OLEO" IN A SECRET CHAMBER

Detectives in Montreal Claim they Have Unearthed a Mystery of Long Standing —Maximum Fine for Manufacture is $400—Product Said to Have Been Sold as Creamery Butter.

Montreal, February 24.—On the charge of illegally manufacturing oleomargarine, G. Dumais was last week summoned to appear before Judge Choquet, the charge being preferred by D. M. McPherson, Inspector of Dairy Products for the Dominion.

J. J. Costigan, Inspector of Food for the Inland Revenue Department, has been at work on the case for some time, and recently the matter was placed in the hands of the Thiel Detective Service. As a result of the evidence secured, Mr. McPherson, Mr. Costigan and E. R. Carrington, the manager of the Thiel service, paid a visit to the building partly occupied by Demers and Clouthier, on Cote St. Paul Road, on Saturday, and there seizures were made. Their story is that Mr. Dumais was the proprietor of that portion or the business carried on in the building in what turned out to be a secret chamber, and difficult to discover. All the ingredients for the illegal manufacture of oleomargarine were found and a plant capable of turning out fifty-six pound boxes, or about three thousand pounds a day, was discovered in the secret portion of the premises. In another part there were one hundred barrels which had contained oil shipped from the Armours of Chicago. There were seven full barrels, while a large quantity of beef fat, salad oil, cotton seed oil, colorings, etc., were also there.

As Creamery Butter.

Most of the product turned out from the building, it is claimed, has been shipped in the direction of Quebec, and sold as creamery butter. Quebec city has eaten an immense quantity of it. It is only a short time since a man confessed judgment in Quebec, to having sold the "oleo," and the fact that he confessed judgment prevented the inspectors finding out where he obtained the stuff. They kept at work, however, and their success apparently came on Saturday.

The building in which the oleomargarine was manufactured is situated on the Cote St. Paul road, on the banks of the Lachine Canal. No one to look at it would imagine that anything eatable could come from within its wooden walls, but, still less would one think so after a view of the interior.

The firm are general dealers in hides, tallow, etc., and though it was supposed that they were manufacturing oleomargarine government inspectors, during their many visits, failed to see any signs of a factory for this purpose.

Secret Leaks Out.

Detectives were set to work and after weeks of careful watching they claim the secret was discovered and on Saturday a seizure was made of a tub of oleomargarine and much of the paraphernalia required for its manufacture.

After the detection of the scheme adopted for the purpose of throwing the inspectors off their guard there could be little doubt that there was a genius at the bottom of it all. For half an hour the building was searched until finally it was found that beyond the elevator shaft on the second floor there was a room. How to get into it was a mystery. A closer search showed that there was a secret pulley behind a partition and when the rope was pulled it released a bolt on the other side of the door so that by walking over the elevator trap door, an opening was obtained to the room opposite, which up to this time, no inspector would have ever thought of looking for. Then through a long room and the door of the manufacturing room is found.

Wholesale Manufacture.

This room is stated to be fitted up in a manner which suggests that the firm has been manufacturing oleomargarine by the thousands of pounds. There is an immense boiler in which the fat is rendered, the churn, coolers, coloring machine, and to add to the evidence secured by the officers there is a large tub of the manufactured article.

What the Law Says.

The criminal code as applied to the case is as follows :

"No oleomargarine, butterine or other substitutes for butter, manufactured from any other animal substance other than milk, shall be manufactured in Canada, or sold therein, and every person, who contravenes the provisions of this act in any manner whatsoever shall incur a penalty not exceeding four hundred dollars and not less than two hundred dollars, and in default of payment shall be liable to imprisonment for a term not exceeding twelve months and not less than three months."

In passing this law the Government did not do so with the belief that a good substitute for butter could not be made, but with the intention of protecting the name of Canada as a butter producing country.

A few days ago a dealer in Quebec was fined $500 for selling the product. It is stated that the proprietor will confess judgment and that he will pay the maximum fine.

NEW COMPANIES.

The J. H. Pelletier & Cie., Sherbrooke, Que., has been given a Dominion charter to carry on the business of manufacturers of and dealers in syrups and acquire and take over as a going concern the business at present carried on in the City of Sherbrooke under the name of J. H. Pelletier & Cie. (Registered), and also the right to manufacture and sell certain syrups manufactured by the firm above-mentioned. The capital stock is twenty thousand dollars, divided into four hundred shares of fifty dollars, and the chief place of business of the company will be at the City of Sherbrooke.

Hayden & Hamilton, general merchants, Hagersville, Ont., has sold to G. W. Hamilton.

Quality Always Wins!

That "Gillett's Goods" are the best is the general verdict of the housekeepers of Canada. They have stood the test of time—the true test of quality.

Only the purest ingredients are used in the manufacture of

Magic Baking Powder **Gillett's Perfumed Lye**
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Etc.

E.W. GILLETT COMPANY LIMITED
WINNIPEG. TORONTO, ONT. MONTREAL.

ESTABLISHED 1852.

Food products that are produced in clean factories are best.

CLARK'S CORNED BEEF

This and the following weeks housekeepers from Coast to Coast will read in the daily press about the excellence, goodness, and economy of CLARK'S CORNED BEEF, OX TONGUE, PORK & BEANS and POTTED MEATS.

Your co-operation with this extensive publicity campaign will result in profits to you. Remember every tin sold is extra trade which might otherwise go to the dealers in fresh meats.

Let us help you in making your stocks complete.

WM. CLARK

Manufacturer

MONTREAL

"Salad, Edible and Cooking Oils"

WINTER PRESSED



"Sun Burst" Reg'd.

"Non-Pareil" Reg'd.

To know these oils is to stock them. The finest substitute for lard on the market. Guaranteed under the Pure Food Act.

We carry a stock and will be pleased to send you samples, with prices.

You will find our oils a good proposition all the way, owing to the number of uses to which they can be put.

WRITE US TO-DAY

J. M. BRAYLEY,

MANAGER KENTUCKY REFINING CO., Incorporated

Cotton Seed Oils

55 ST. PAUL ST., - - MONTREAL

Cowan's

Cocoa and Chocolate

are as good as sold when you put them into stock.

Your customers know and appreciate their flavor and purity, and will insist on

"COWAN'S"



The Cowan Co., Ltd.
Toronto, Canada



"White Moss"

Our exhibit at the S. Carsley Co.'s

FOOD FAIR

is attracting lots of attention, and will no doubt interest you. See it. First-class grocers sell it, and everybody buys "McLean's WHITE Moss Cocoanut."

It's in the preparation

The Canadian Cocoanut Co., Montreal

The delicious flavors of

Nation's Custard Powder

with Stewed Fruit is an ever pleasant memory.



Agents:
GREEN & CO.,
25 Front St. E. Toronto
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Made by Edward J. Nation & Co., Bristol, England

PURE SOLUBLE COCOA

WE ARE MAKING A SPECIAL OFFER OF HIGH GRADE PURE COCOA POWDER, EITHER IN BULK OR BARRELS OR IN 1-lb., ½-lb. and ¼-lb. CANISTERS, WITH LABELS BEARING YOUR OWN NAME OR BRAND.

IT WILL PAY YOU TO GET SAMPLES & PRICES

FROM OUR WHOLESALE AGENTS:

A. B. LAMBE & SON, 27, Wellington St. East, Toronto.
H. & A. B. LAMBE, Hamilton.
C. A. PARKER, 10, Albert Street, Ottawa.
CHAS. DUNCAN, P.O. Box 22, Winnipeg.
MITCHELL & WHITEHEAD, 92, St. Peter St., Quebec.
A. E. CURREN, 54, Bedford Row, Halifax.

GEORGE PAYNE & CO., Ltd.,

Wholesale Tea, Cocoa and Coffee Merchants,

LONDON, Eng.

WE ALSO SELL CHOCOLATE COVERING AND COCOA BUTTER.

THE FLOUR AND CEREAL MARKETS

Flour Market Restless, Decline and Advance in a Week—Present Prices Very Firm—Rolled Oats and Oatmeal go up 10 Cents.

The restless condition of the flour market is the feature this week. Since the last quotation in the Toronto markets there was a decline and shortly after an advance which means two advances and one decline in two weeks. The cause of the decline is stated to have been a run between two large milling companies, but on account of the price of wheat which has been steadily advancing the figures simply had to go back to where they were with the prospects of another advance in the near future. The Winnipeg wheat market never was so strong in some time and prices in the Old Country are also advancing.

Rolled oats and oatmeal on the Toronto market have advanced 10 cents since last week's quotations. One cereal authority stated that there was likely to be another advance in view of the high price of oats and that the present price warranted a 25 cent advance on prices as at present quoted. February business has been good.

Shorts seem to be scarce as well as bran.

MONTREAL.

FLOUR—The flour market has gone back to its old level, as before the recent decline. As was intimated last week local conditions were responsible for the drop, and could in no way reflect the wheat market, which is strong and advancing.

Winter wheat patents	5 50
Straight rollers	4 70 4 80
Extra	4 00 4 10
Royal Household	5 90
Glenora	5 40
Manitoba spring wheat patents	5 90
" strong bakers	5 40
Five Roses	5 90
Harvest Queen	5 40

ROLLED OATS—There is a strong feeling in the rolled oat market, and prices are firm at last week's level.

Fine oatmeal, bags	2 72½
Standard oatmeal, bags	2 60
Granulated "	2 60
Golddust cornmeal, 98-lb bags	2 10
White cornmeal	2 00 2 05
Rolled oats bags	2 35
" bbls	5 05

FEED—Shorts continue scarce, and prices have been well maintained. Bran continues to be firmly held, as it is very scarce. Other lines are the same as last reported.

Ontario bran	21 50 22 00
Ontario shorts	25 00
Manitoba shorts	24 00
" bran	22 00
Moullie, milled	25 00 27 00
" straight grained	30 00 32 00
Feed flour	1 50 1 60

TORONTO.

FLOUR—The flour market has been very uneasy during the past couple of weeks, when an advance, a decline and later another advance took place. The first advance was noted in last week's Grocer, but since then the price went down. It could not be held there, however, on account of the high price of wheat and millers were practically forced to come back where they were. The present prices are well maintained, and one miller stated that "we are on the eve of another advance."

Manitoba Wheat.

1st Patent	5 70 5 80
2nd Patent	5 40
Strong bakers	5 20 5 30

Winter Wheat.

Straight roller	4 80
Patents	4 90 5 00
Blended	5 20 5 25

CEREALS—The rolled oats and oatmeal markets are strong this week and prices have advanced 10 cents with the probability of another upward move. The amount of business done in these lines during February has been larger than anticipated—at least by some of the firms. The price of rolled wheat has been fully maintained.

Rolled wheat in barrels, 100 lbs	2 85
" oats in bags per bag 90 lbs	2 60
Oatmeal, standard and granulated, in bags 98 lbs	2 85

GOOD MACARONI YEAR.

C. H. Catelli Co. Hold Annual Meeting and Re-Elect Old Officers.

The annual meeting of the C. H. Catelli Co., of Montreal, macaroni and vermicelli manufacturers, was held Feb. 19. The old board, consisting of C. H. Catelli, president; H. Laporte, vice-president, and A. P. Frigon, T. Bastien, S D. Vallieres and C. E. Martin, directors were re-elected. The report of the year was read and showed that despite the financial depression, the year had been highly satisfactory in every respect. The new factory is equipped with the latest styled machinery, which Mr, Cattelli recently purchased in Europe, which, in addition to a new and highly hygienic process of drying, introduced lately in the manufacture, makes this factory a little ahead of its old world rivals.

TRAVELER BECOMES WHOLESALER.

A new wholesale grocery establishment has been opened in Fredericton, N.B., by J. D. Palmer, formerly of G. E. Barbour Co. of that city.

Mr. Palmer, who has been making his home there for upwards of a year, was for twelve years a traveling representative of the Barbour Company and since the incorporation of the company has been a stockholder. Some time ago he gave up his position and has since been arranging for opening business in St. John, and lately he withdrew his interest in the Barbour Company.

Most of the time Mr. Palmer will be on the road and he will soon have a commercial man also traveling for him.

In speaking of his reason for selecting Fredericton for opening his business, Mr. Palmer said: "Fredericton is undoubtedly one of the best distributing centres in New Brunswick for provincial trade, and especially for the steadily increasing trade of northern New Brunswick.

Mr. Palmer has his premises fitted with all modern appointments.

Handle what People ask for

A soda biscuit that is always crisp and toothsome, delicious and relished is

MOONEY'S PERFECTION

They are meeting with popular favor to a degree that you cannot afford to be without what your customers call for.



The Mooney Biscuit & Candy Company,
LIMITED

STRATFORD, - CANADA



COX'S GELATINE

The Leading Gelatine for more than SIXTY YEARS. Foremost in PURITY and MANUFACTURED by Messrs. Cox as well as PACKED by them.

PURITY GUARANTEED

Canadian Agents:
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D. Masson & Co., "
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J. & G. COX Ltd
Gorgie Mills
EDINBURGH

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

Mention
"Diamond" and "Elite" brands of

Chocolate

Put up for over thirty years by

MOTT'S

Canadian housekeepers everywhere use and recommend them. Profitable for you to sell.

Every jobber carries them in stock.

John P. Mott & Co.
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J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver
Arthur M. Loucks, Ottawa — R. G. Bedlington, Calgary

By Royal Letters Patent

Nelson's Opaque, Brilliant, Isinglass, Leaf, and Powdered **Gelatine**

NELSON'S
Granulated Jellies, Tablet Jellies, Creams, Custards, Fruit Puddings, Bottled Jellies, Lemonade Crystals, and Baking Powder.

Nelson's Gelatine and Liquorice **Lozenges**

NELSON'S SOUPS
(SIX VARIETIES)

Sole Proprietors and Manufacturers of
GORDON'S GRANULATED GRAVY

G. NELSON, DALE & CO., Ltd.
EMSCOTE MILLS, WARWICK

The above can be had from any of the following agents:
The Smith Brokerage Co., Ltd., St. John, N.B.
Watt, Scott & Goodacre, P.O. Box 1204, Montreal.
J. L. Watt & Scott, 27 Wellington St. East, Toronto.
W. E. Ashley Winnipeg.
Geo.A. Stone, 34 Inns of Court Buildings, Vancouver, B.C.

SUCHARD'S COCOA
This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes. Delicious in flavor; prices just right.
FRANK L. BENEDICT & CO., Montreal Agents.

French Vermicelli and Macaroni
The only factory in Canada producing these goods.
H. CONSTANT
Manufacturer
Sales Agent: L. FONTANEL, 187 Commissioners St., Montreal

OPEN TO BUY
From 5 to 10 Cars Choice Cooking Peas
Clean and White
Quebec's leading Flour and Grain House.
C. A. PARADIS, Dalhousie St., Quebec

Ridgeway's Collecting Agency
11 St. Sacrament Street, Montreal
Established 1880
Has the confidence and patronage of the bank and leading merchants such as Forbes Bros., S. J. Carter & Co., John Robertson & Sons. Overdue claims collected everywhere, no collection, no charge. Tel. Main 1677.

48 Highest Awards in Europe and America
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CHOCOLATE & COCOA

Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

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Established 1780, Dorchester, Mass.
Branch House, 86 St. Peter St.
MONTREAL, CANADA

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Now, what do you know about Allison?

Of course you've heard of the famous, flawless, universal Allison Coupon System. But what do you KNOW of this remarkable system in its application to your business? Here's a brief explanation.

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You think he is good. Give him a $10 Allison Coupon Book. Have him sign the receipt or note form in the front of the book, which you tear out and keep. Charge him with $10 — no trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on until the book is used up. Then he pays the $10 and gets another book. No pass books, no charging, no lost time, no errors, no disputes.



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Persons addressing advertisers will kindly mention having seen their advertisement in this Paper.

OUR EGGS AND POULTRY IN BRITAIN.

Canadian Supply Diminishing—Russia and Danish Eggs in England.

(By J. B. Jackson.)

The wholesale value of eggs and poultry consumed in the United Kingdom last year was over £20,000,000, two-fifths of the produce being imported. The figure of consumption is an estimate, and more accurate facts may be obtained in future, as poultry is now being included in the annual census of the Board of Agriculture. The Irish Department have already gathered statistics which reveal the striking fact that the Irish poultry industry stands second amongst agricultural exports, cattle ranking first. Eggs and poultry sent out of Ireland exceed dairy products in value by nearly £100,000, and are equal in value to pigs, bacon, horses and sheep combined.

Demand Met by Home Production.

Though the English demand for poultry and eggs has grown rapidly, it is, apparently, being met more and more by home produce, as the number of eggs imported last year was nearly 200,000,000 less than in 1903, when the import reached its maximum. The total last year was 2,185,000,000, of which nearly a half came from Russia and a quarter from Denmark.

The average import value of Russian eggs was 7s. 1d. per 120 ; of Danish, 9s. 3d., the best average from any country except those from Canada, which were 9s. 10d. per 120. The supply from Canada is gradually diminishing, only one imported egg in 300 now coming from the Dominion.

Taken all round, imported eggs have grown steadily in value from an average of 5s. 10d. per great hundred in 1903 to 7s. 10d. in 1908. Part of the increase is due to enhanced demand, but no small share of it has been brought about by better organization and methods of marketing in the United Kingdom.

Russia Contributes One-Third.

The annual value of imported poultry has steadily increased, and now approaches £1,000,000. Russia contributed last year over one-third of the total, and with the exception of £35,000 from 'other countries,' all the remainder came from France, Belgium and the United States. Formerly the United States occupied the dominant position now taken by Russia, and it would appear from information received that the great improvement of quality by fattening to meet the requirements of the English market, has led to a much greater demand for these birds in the United States and enhanced prices.

NOVA SCOTIA FRUIT.

One shipper in Nova Scotia has during the past season shipped about 5,000 barrels of apples from Auburn, N.S. Some of these went as far south as South Africa and others as far west as Calgary. He has also shipped 13 carloads of cranberries. As the cars average 250 barrels, this was a total of 3,250 barrels. At $5.00 a barrel this represents a value of $16,259.

DEATH OF TOBACCO COMPANY ORGANIZER.

Sir Frederick Wills, organizer of the Imperial Tobacco Company of Great Britain and Ireland, Limited, died in Cannes, France, yesterday of heart disease. He was born in 1838 and was created a baronet in 1897. He was graduated from Magdalen College, at Oxford, and was well known as a sportsman. His widow, three sons and three daughters survive him.

LEITCH ANCHOR BRAND OAK LAKE

The demand for a higher Standard in flour is growing steadily; we have anticipated this and for years our milling has been done on a basis of "quality first."

Anchor Brand Flour

Is perfectly milled—from selected wheat of absolute purity, and no effort or care is spared to make it a "perfect flour" that will appeal to the most exacting.

Manfd. by
Leitch Brothers
Flour Mills,
Oak Lake, Manitoba. 5

Sales and Sighs

The dealer with Fels-Naptha soap has a good lively sale now—the dealer with an imitation is living on hopes of a good lively sale some day. Do promises or profits pay your rent?

CALIFORNIA ORANGES

Rose Brand—Fancy
Volunteer Brand—Special

Also extra choice brands. Can furnish you with good stock at right prices.

CELERY Both California and Florida.

McWILLIAM
Mc. AND E.
EVERIST

25-27 CHURCH ST. - TORONTO

CHASE & CO.'S
pack of
Sanford Celery
is coming

FRANC TRACUZZI'S
"St. Nicholas"
and
"Home Guard"
Lemons and Bitters
are fine and going fast
Buy quick from your wholesaler.

J. J. McCabe
Agent
32 Church Street - Toronto

FRUITS, VEGETABLES AND FISH

The Orange a Good Seller—Spinach Advanced—First of Messina Lemons Arrive Since Earthquake—Good Demand for Fish.

MONTREAL.

GREEN FRUITS—While prices have not changed during the week, the undertone of the market has changed a little. Oranges are selling well, with the undertone of the market a shade easier. Bananas are strong at last week's figure. Apples are becoming stronger owing to exhaustion of stocks.

Almeira grapes, extra choice	6 00	6 50
California navels, 96, 126, 2-0, 288 size		2 75
" " 150, 17 , 200, 216 size		2 85
Floridas, 126, 15 , 176 200		3 00
Mexican oranges, 1/6, 200, 216, 250 size	2 00	2 25
Valencia " 420 size	3 00	3 50
Extra sweet Jamaicas	2 00	2 25
Bitter oranges		2 50
Grape fruit	3 50	3 75
Jamaica grape fruit, extra heavy		3 00
Lemons, choice, 300 size		2 50
Bananas crated	1 75	2 00
Pears, boxes		4 50
Pineapples, extra fancy, 24 size	4 50	5 00
Cranberries, Nova Scotias, early blacks, bbl	8 00	10 00
Spies, XXX		6 00
Baldwins, Greenings, Russetts, XXX		5 00
Strawberries		0 50

VEGETABLES—Spanish onions are very scarce and what are available are held at $7. Boston lettuce is slightly easier. Potatoes are quoted this week at a cent per pound. Spinach has advanced 25c. String beans are scarce and selling for $7. Cauliflowers are stronger. Other vegetables are selling same prices as last quoted.

Mushrooms, lb		0 75
Cucumbers, dozen		3 50
New carrots, bunch	0 15	0 25
Tomatoes, crate		4 50
Oyster plant doz		0 50
Artichokes bbl	2 50	3 00
Leeks, dozen		1 50
Parsnips, bag	0 90	0 95
Sweet Potatoes, basket		2 00
Marrows, dozen		1 50
Cal. Cauliflowers, crates, single		2 75
" " crates, double		5 00
Parsley, box		6 00
Sage, per doz		0 60
Savory, per doz		0 50
Can. celery, bunch	0 50	0 75
Celery, crate		6 00
Water cress, large bunches, per bunch		0 15
Spinach, barrels		4 25
Green peppers, crate		6 00
Beets, bag		0 90
Carrots, bag	0 70	0 75
Spanish onions, large cased		7 00
Lettuce, early		0 60
Lettuce, Boston, box		2 00
Radishes, doz		0 60
Horse radish, per lb		0 15
Cabbage, bb's	1 50	1 75
" new, crates		4 00
Montreal potatoes, bag		0 90
New Brunswick potatoes		0 90
Onions, large bag	2 50	2 75
Red onions, barrel		5 00
Turnips, bag		0 60
Pumpkins, doz		3 00
Squash, doz		2 50
Brussels sprouts, quart		0 25
String beans, basket		7 00
New beets, crate		3 00

FISH—Owing to large demand prices have advanced slightly on fresh frozen lines. Other lines remain as last quoted, and supplies are, generally speaking, arriving fairly freely.

Fresh and Frozen Fish.

Codfish	0 04½	0 04½
Qualla salmon	0 07	0 07½
B.C salmon, frozen	0 09	0 10
Haddock, per lb	0 04½	0 05
Fresh halibut	0 08	0 08½
Mackerel, "		0 12
Doré, "	0 07½	0 08
Steak cod	0 05½	0 06
Frozen Grass Pike	0 04½	0 05
Whitefish, lb. Tullibees	0 05½	0 06
Lake trout	0 09½	0 10
Sea trout, lb		0 10
Flounders, lb		0 10
American live lobsters		0 24
Bullheads (dressed)		0 10
New Smelts		0 10
Sea herring, per 100	1 35	1 45
Large sea herring	1 65	1 75
Tom cods, bbl		1 50
Smoked—		
Haddies (exp) 15 lb. bxs., per lb		0 06½
Bloaters, per box, large, Yarmouth		1 10
Smoked herring, per box		0 17
Prepared—		
Skinless cod, new, 100 lb. cases		5 25
Shredded cod, ½ lb. cartons, 2 doz. cartons in box, per box		1 80
Dry cod, in bundles 112 lb., per pound		0 06
Boneless cod, 1 & 2 lb. bricks, 20 lb. boxes		0 06
Boneless cod, 20-lb. boxes		0 08
Boneless cod, 20-lb. boxes		0 09
Boneless fish, 20 lb. bxs., 2 lb. blocks		0 05
Boneless fish, 25 lb. bxs., loose		0 04½
Pure cod in crates, 1 and 2 lb. bricks		0 05
Salted and Pickled—		
No. 1 Labrador herring, brls		5 50
" " ½ brls		3 25
Large green cod, 200 lbs. bbl		6 50
Oysters, bulk, per gallon		1 30
Standards, bulk		1 40
" quart tins, sealed		0 40
Paper pails, per 100 qt. size		1 50
Live lobsters, lb		0 18
Standards, 4 gals		6 8
Selects "		7 60

TORONTO.

GREEN FRUITS—Apples are scarce, and prices are firm, with a good demand. California navel oranges are from 15c to 25c a box higher, with an upward tendency. Bitter oranges for marmalade are plentiful, and of good quality. The first shipment of Messina lemons since the earthquake has arrived, and they are selling at $3 a box. Strawberries are firm at 60c to 65c a box.

B. Follina, of the firm of Fratelli Follina, fruit exporters, Palermo, Sicily, spent a few days in Toronto this week and made arrangements with W. B. Stringer to represent them in Canada. He is now in New York, but will meet Mr. Stringer in Montreal again this week to make further arrangements to handle their fruit in that city.

While Messina lemons will be off the market for some time, the same lemons are now shipped from Palermo, which is only one hour's run farther away from the lemon-growing district, and they will be called Palermo lemons, from the fact that they are shipped from that point.

Mr. Follina states the unfortunate fact that 90 per cent, of all the fruit exporters of Messina were killed in the earthquake, and also a large number of owners of lemon orchards who had their residences in Messina. The stock of lemons in Messina at the time of the earthquake is estimated at 300,000 boxes, out of which about 3,000 were saved. Besides this loss, the owners of large orchards were killed, large quantities of fruit were left on the trees, and allowed to become over-ripe and useless.

Although this quantity may seem large, it is, after all, a very small percentage of the enormous quantity grown there and, of course, has a very light effect on the value of the lemons. Very few oranges come from Sicily at present, except the bitter oranges, and these grow wild and are only used for marmalade.

Grapes, Almeria, keg	7 00	8 00
Apples, Spies	5 50	6 50
" Russetts	3 50	4 00
" Baldwins	3 50	4 00
" Greenings	3 25	4 00
" Tolman Sweets	3 00	3 50
" Ben Davis	2 50	3 00

Oranges, Valencias, case	3 50	3 75
" Large		4 50
" California navels	2 75	3 25
" Mes ina bitter oranges	2 25	2 50
Lemons, Messina	3 00	3 25
" California, box	3 25	3 50
Bananas, Jamaicas, firsts	1 75	2 00
" Jamaica eights	1 00	1 25
Grape Fruit, Florida, box	3 00	3 75
" " Jamaica		3 00
Pineapples, Florida, crate	3 50	4 00
Strawberries	0 60	0 65

VEGETABLES—Full lines of all kinds of vegetables are on the market, which gives it a summerlike appearance, but as soon as prices are mentioned, the summer idea disappears and the fact is realized that we are still in February. Potatoes have been without the slightest change for a good many weeks; the quality is exceptionally good, and the demand well supplied.

Beets, Canadian, bag	0 45	0 50
Potatoes, Ontario, per bag	0 75	0 80
" sweet, hamper		2 00
" Bermuda, per bushel		3 00
" " per barrel		9 00
Lettuce, Boston head doz		1 25
Onions, Canadian, dried, bag	0 75	0 90
" Spanish, crate		5 00
" Bermuda, per case		4 50
Tomatoes, California, small basket		1 00
Carrots, per bag	0 35	0 40
Cabbage, Florida, new	3 25	3 50
Cauliflower, per case		4 00
California celery, per case		6 50
Turnips	0 30	0 35
Radishes, per dozen	0 40	0 45
Spinach, per bushel		1 00
Egg plant, per doz		3 00
Green peppers per doz		1 00
Cucumbers, per dozen		3 50

FISH—The fish dealers were all hustling and wearing smiles this week. The fish business has never been so satisfactory. The quality of the fish is splendid, the demand is good and everything connected with the fish trade seems to be satisfactory. One of the jobbers pointing to the stocks ready to go out, expressed it in his own way thus: "It's awful, we hardly know which way to turn; you see meat is pretty high and the people are beginning to find out that fish are cheaper." With Lent at hand, the demand is expected to increase, but the stock on hand is supposed to be sufficient to satisfy all the requirements.

Perch, large, per lb	0 06	0 07
Herring, medium, per lb	0 04	0 05
" sea, per 100		2 00
" lake, per keg	4 00	4 25
Whitefish, frozen	0 09	0 10
Trout, "	0 9	0 10
Whitefish fresh caught	0 13	0 14
Trout, " "	0 13	0 14
Cod	0 07	0 08
Cod, fresh caught		0 07½
Halibut	0 09	
Haddock, frozen, per lb		0 07
" fresh caught		0 07½
Sea salmon, Silverside		0 10
" steelhead		0 13
Pike	0 05	0 06
Pickerel, yellow	0 08½	0 09
Herring, Digby, smoked, bundle 5 boxes		0 85
" kippered, 15-lb. box		1 25
Mackerel, per lb		0 10
Smelts, per pound No. 1	0 09	0 10
" " extra	0 12	0 14
Oysters, Long Island		1 50
" " medium selects		1 75
" " extra		1 85
" shell, per 100		1 50
Ciscoes, basket	1 00	1 10
Finnan Haddie, smoked, 15-lb. package	0 07½	0 08
Boneless cod, quail on toast		0 05½
" " imperial		0 06
" " steak		0 07
Shredded cod, doz		0 90
Arcadia, 24 packages 1 lb. box		3 12
" 12 packages, 2 lb. box		2 40
Acadia cod, crate		2 40
" tablets, box		1 60
Bloaters	1 15	1 25
Qualla		0 09
Catfish, dressed		0 10
Gold eyes	0 05	0 05½

In choosing a clerk, don't forget that politeness is a prime qualification. The polite clerk will bring back customers who are hard to please. He will make friends where you yourself may have failed.

Florida Celery

First car of season has arrived

Florida Cabbage and Lettuce

Fish for Lent

Full stocks of all lines

Orders Solicited

WHITE & CO., Limited

TORONTO and HAMILTON

"BUSTER BROWN"

The increasing Canadian Trade has attracted the attention of Fratelli Follina, Packers of the Finest Lemons in Italy, "Buster Brown" Brand, standard sized boxes—White, Waxy Fruit—uniform pack. Prices may be slightly higher but best value. No five or ten dozen poor lemons in a box. Ask for them.

W. B. Stringer, Toronto, *Canadian Representative*

The Best Grown in California

SUNKIST

"Golden Orange" Brand Navel Oranges

SUNKIST

"Squirrel" Brand California Lemons

Packed by Arlington Heights Fruit Company, California

We control these two brands for Ontario. One car each just unloaded.

Also one car Extra Fancy

"Camillia" Brand Navels, from Redlands

All Sizes, and at Rock Bottom Prices

Hugh Walker & Son

Guelph, Ont.

Ask for DAWSON'S Banner Brand Table Delicacies

THE DAWSON COMMISSION CO., TORONTO



MAIL YOUR

FISH ORDERS

Wednesday, Friday and Saturday

are the Fast Days next week.

The F. T. JAMES CO., Limited

Church and Colborne Streets, Toronto

Catchers and Wholesale Distributors FISH and OYSTERS

The "Know-How" That Helps Brunswick Brand Quality.



Having to start with, the finest fish procurable is not in itself sufficient to guarantee the grocer a perfect sea food.

The firm must know just how to pack the fish properly.

That's it—the "know-how." Solve the secret of scientific and sanitary packing, and, with fine fish, other things being equal, the packer can make good.

Not every packer "knows how." We do. Not every packer makes good. We do. Hence the perfection of BRUNSWICK BRAND SEA FOODS. It took us years to learn, but we have succeeded.

It Is Easiest To Sell Products With Reputation.
Brunswick Brand Goods Have Reputation.

CONNORS BROS., LIMITED

BLACK'S HARBOR, N.B.

AGENTS—Grant, Oxley & Co., Halifax, N.S.; C. H. B. Hillcoat, Sydney, C.B.; J. L. Lovitt, Yarmouth, N.S.: D. Rattray & Sons, Quebec: Leonard Bros., Montreal; Arthur M. Loucks, Ottawa; C. De Carteret, Kingston; James Haywood, Toronto; Chas. Duncan, Winnipeg; R. G. Bedlington & Co., Calgary; Drexel & Co., Vancouver; J. Harley Brown, London, Ont.

FISH for LENT!

SECURE SUPPLIES NOW. DEMAND WILL BE HEAVY.

FROZEN SEA HERRING

OUR LEADER

Halibut	Pike	Haddies
Salmon	Pickerel	Bloaters
Haddock	Whitefish	Kippers

Labrador Herring—Boneless Cod—Skinless Cod. "Sealshipt" and Bulk Oysters

ALL OTHER KINDS IN SEASON

Low prices—Best quality—Fair dealing. Our new price list now ready. Copies mailed on request.

"The largest Fish Warehouse in Canada."

LEONARD BROS.

(Near Customs House) MONTREAL

Lent is Here

¶ There will be a lot of fish used by your customers during this period.

¶ Sardines figure largely in household affairs then.

¶ A good suggestion to your trade is

"King Oscar" Brand of Norwegian Sardines

¶ These sardines are superior to any French or Portuguese brands.

¶ You can prove this by testing. Your customers will thank you for putting them wise to this fact.

J. W. Bickle & Greening
(J. A. HENDERSON)
Canadian Agents, HAMILTON, ONT.



Write Us About Handling "Sealshipt" Oysters

We want you to know the advantages of handling "Sealshipt" Oysters and to share our profits. A letter of inquiry will bring you full particulars. You positively can increase your oyster business—your profits—by handling "Sealshipts"—the oysters with the real "sea tang" and that piquancy of flavor that comes of absolute freshness, purity and correct methods of packing. No water. Ice is put around the steel can but does not touch the oysters. You get them just as they come from the sea. No comparison with the old fashioned tub oysters.

"Sealshipt" Oysters will give you increased trade among the class of customers you most desire to have come into your store.

Ask us how you can get an Agency

Agents—Leonard Bros., Montreal; Samuel Egan, Toronto; R. M. Cline, Hamilton; Steele Fruit Co., London; W. J. Guest Fish Co., Ltd., Winnipeg; Winnipeg Fish Co., Winnipeg.

National Oyster Carrier Co.
SOUTH NORWALK CONNECTICUT

CHEESE FOR THE HOME MARKET

President and General Manager of an Ontario Cheese Factory Tells Why, in His Opinion, Some Culled Cheese Are Used for Home Consumption—Modern Cool Curing Rooms Necessary.

C. B. Meyers, president and general manager of the cheese factory at Bayside, Ont., writes the Grocer on the question of the quality of the supply of home-made Canadian cheese for home consumption. This question was dealt with some time ago by J. A. Ruddick, chief dairy commissioner for Canada, in this journal and was read with interest by grocers. Mr. Meyers says :—

My attention has been called to an article in the Canadian Grocer, regarding the supplying of the Canadian home market with the cull cheese of the factories. In reply I will say in regard to the Bayside factory—the factory I represent as president and general manager—we have never sold any cull cheese to any grocer for the simple reason that since I have been in charge we have nothing but the finest cheese to offer and have sold almost solely for export trade. I might say, however, I have seen cheese offered for sale by retail men that was of a very poor quality. They were culls pure and simple and poorly cured and if put on the public market for export trade they would not bring five cents per pound. I was informed that the same cheese had cost the grocer more than the price goods of the finest quality were selling for on any cheese board in Ontario.

Such practice if allowed to continue must act as a very poor inducement to the expansion of the home consumption of that splendid article of food—the Canadian cheese.

In regard to my own business I must say I have sold very few cheese to the grocery trade until last year. Up to the year 1906 we had the usual curing room and a first class one at that, with cement floors and a splendid sanitary plant but in spite of all we could do, the temperature would rise from 75 to 85 degrees in the middle of summer, and any one knows who is at all familiar with the business that the cheese maker would have to cook his curd longer and salt heavier on account of the heat.

An Everlasting Cheese.

The result would be a dry crumbly cheese and one that would carry to the end of the earth and last for an indefinite period, but would not be very enticing to the appetite of a human being. In the fall of 1906, Messrs. Publow and Ruddick came to our factory and explained to us the advantages of the cool curing process in cheese making with the result that in the winter of 1906 and 1907 we equipped our factory as they recommended. In regard to the local trade we have sold to that but very few cheese for the reason that what we had were pretty hard and dry and would not be a very good advertisement. But as we are situated only five miles from Trenton and six from Belleville, occasionally someone would get one of our cheese, and although they found no fault they did not seem very anxious about getting a supply all the time. I might say here, that we did not care about the local trade as our maker was satisfying the export demand. We were getting the top prices on Belleville Board and had had no cuts for inferior cheese since our present maker had been in charge. This is his eleventh year.

Cool Curing Effect.

In the season of 1907 we had our first experience with the modern cool curing room. Our maker made a much softer cheese and one that did not require as much salt—in fact he tried to make September quality all the time. A few of the local grocers began to get a cheese now and then, the same as in other years and they told me they found they could sell twice as much as the kind they had formerly received from us. The result was that in 1908 I sold several times as many as the year before. In fact I kept several retailers supplied for the entire year. Now as we salesmen are paid by the year to sell on the cheese Boards of the country we do not try to cultivate the home trade to any extent. That trade we leave to those unfortunates who have either a poor maker or bad flavors in his make and cannot sell on the Board at top prices. And I take it that it must be the superior class of cheese for our home trade that brought about such an unlooked for demand for our goods. In conclusion I must say that from what the grocers who have dealt with us tell me, that, if grocers would be more careful where they purchase their supplies and secure them only from factories with up-to-date plants—and there are plenty of them—they would have a better flavored and a moister class of cheese. It would be better for themselves by creating a larger demand and thereby creating a much larger home market for the products of one of our main industries—the cheese industry of Canada.

A LARGE LEMON.

In a hot house in Cape Breton a lemon of an unusually large size was picked recently. It measured fully 10 inches in circumference and was a healthy looking specimen. A curious circumstance is that the tree was grown from an orange pip and the lemon tree afterwards grafted on.

PEACH CROP NOT A FAILURE.

A correspondent from Winona, Ont., in reference to the recent startling reports about the failure of the 1909 peach crop, owing to the peculiar weather, writes the Canadian Grocer : "I think the newspapers must keep the type standing all the time and use such misleading rumors about this time every year and also after a cold day in June. Growers here declare that if half the buds were really killed there would be more than enough left, and the peach fruit is of a far better quality when the yield is not too numerous."

Highest price paid for
DRIED APPLES
O. E. ROBINSON & CO.
Established 1880
Ingersoll - Ontario
WOULD YOU LIKE OUR WEEKLY CIRCULAR

SEASON 1908-9
Dried Apples
Shipments Solicited
Settlements Prompt
W. A. GIBB COMPANY
HAMILTON
JAMES SOMERVILLE, Manager

A. Boake, Roberts
& Co., Limited
STRATFORD
LONDON - - ENGLAND

For:—
Vinegar and
Sauce Coloring

Essential Oils
Essences
Oil Lemon

Acid Phosphate &
Phosphate Lime
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Harmless
Colorings

Herbs, Roots, etc.

CANADIAN AGENTS:—
Andrews, Gillespie & Co,
CORISTINE BLDG.
MONTREAL

Abolish Waste—Save Money

Eureka patented system of Dry Air circulation is superior to anything else in use. Thousands of grocers, butchers, and others, in all parts of the Dominion testify to this. You handle perishable goods—Milk, Butter, Cooked Meats, etc., and a

EUREKA REFRIGERATOR

will add to your profits by keeping perishable foodstuffs in good condition until the last ounce is sold. All Eureka Refrigerators are strongly built and handsomely finished.



Prices from $33.00 up

Write us to-day for our complete catalog.

Eureka Refrigerator Co.,
Limited
54 and 56 Noble Street
Toronto, - - Canada



The Finest Brand of Lobsters put up—

Selected Stock
Cleanly Packed
Lined Tins

Nothing to destroy or impair the natural fresh flavor of fresh Lobsters.

Every can is sold with a guarantee.

Sold from coast to coast by wholesale grocers in Canada.

SOLE PACKER:

Fred Magee,
Port Elgin, N.B., and Pictou, N.S.

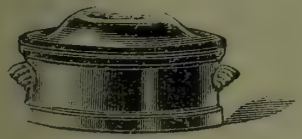
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Egg Poacher

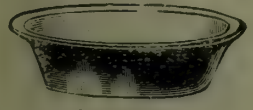

Sauce Pan


Stew Pot


Milk Boiler


Bake Pie Dish


Jelly Mould


Oval Baker


Entree Dish

In Plain, Green and Brown

Sole Agents for Canada

CARVETH and COMPANY Manufacturers Agents

600 Lindsay Building, - MONTREAL

Quaker Salmon

Talls $2.00 Flats $2.15

For absolute quality you certainly cannot beat this brand.

Stock it up now, for you can sell a great amount of it during Lent.

Obtainable from

Mathewson's Sons
Wholesale Grocers
202 McGill Street - - Montreal

THE GROCER'S ENCYCLOPEDIA

The Manufacture of Malt Vinegar and Why it is Best for Table Use—Made From Barley Malt—Spurious Vinegars on the Market—Canada Manufactures Some.

MALT VINEGAR.—Every household has its vinegar supply and every housekeeper knows there are different kinds of vinegar used. But everybody does not appreciate why certain kinds of vinegar are used at times in preference to others.

Malt vinegar, made from barley malt, is one of the most important, and every grocer should know something about its manufacture, as it is the one widely used for the table. Why it is best for such should be known by all salesmen.

The developments of recent years in cereal food products have scientifically demonstrated that the malting of cereals gives them a most healthful effect upon the digestive organs of the human system.

The malting of grain signifies the artificial doing of that which nature does in reproducing grain of its species. The process consists of first steeping the grains in vats of water, to extract from them the impurities attached to the hulls, after which the water is run off and the grain is spread upon floors of tile, where it soon begins to germinate in the same manner as when planted in the soil. As soon as the germ or root sprout develops, its further growth is checked, and at the same time the germs are kept intact by an intricate drying process, through which all moisture is gradually exhausted.

When thoroughly dry, the grain becomes known as malt, and is ready for brewing, which is the process of developing the extract from the starch and the germ which the malted grain contains.

Malt Extract.

In brewing the malt, after being crushed, is again placed in vats, where, mixed with water and subjected to heat, the starch, acted upon by the germ, is converted into a sweet liquid called "wort" or malt extract.

Up to this point the process is the same for making the malt extracts so generally recommended by physicians, as for making malt vinegar. Beyond this point the similarity of treatment ceases; and as we have only to do with vinegar, we will discuss the treatment of malt extract from a vinegar standpoint only.

In preparing malt extract for transformation into vinegar, all albuminous matters are first removed by boiling, after which alcohol is developed from the sugar contained in it by fermentation. When the process of fermentation is complete, the liquid is drawn off into air-tight vats; here an after-fermentation and the precipitation of all yeasty matters take place; the fermented liquid remaining in these vats for several months before being carried to refining tanks.

The next step is to the generators for the development of its natural acidity, which is brought about by the contact of the liquid with oxygen contained in the air. After this process the liquid must again pass through the refining and clearing tanks, finally coming out a bright, clear, brown vinegar.

In malting barley, a very agreeable aroma develops, which is retained through all the subsequent processes, and which finally serves to give finished malt vinegar its fine, aromatic flavor in which quality, as well as purity and wholesomeness, it is notably superior.

Age is Required.

In common with all other vinegars, malt vinegar requires age, and until it has been stored for at least one year it is not considered good for use.

It is known to the trade that the market has many spurious vinegars, some of them dangerous to the health. The grocer should make it a point to see that he gets the kind he pays for, and he therefore can be certain as to quality and can make the quality a strong selling point.

Although Canada has some ten or dozen vinegar manufacturing establishments not all of these manufacture malt vinegar.

IN A NEW STORE.

M. L. Fingland, grocer, of Brampton, has moved into a fine new store across the way from his old stand. He has fitted it with the most modern fixtures and put in a plate glass front, making it in every way a thoroughly up-to-date store. In addition to his fine stock of quality groceries and fruits Mr. Fingland has added a stock of boots and shoes. He has the good wishes of a large circle of friends in his new venture.

H. Laporte, of Laporte Martin & Co., Montreal, called at the Toronto office of the Grocer during the week. He was on a business trip through Ontario to Chicago and other United States cities.

ALL ABOARD
GET READY TO SUPPLY THE DEMAND FOR
GREAT WEST
CUT PLUG
SMOKING and CHEWING TOBACCO
SALES INCREASING DAILY

CLAY PIPES
None Equal. Insist upon McDougall's.
There IS a difference.
D. McDOUGALL & CO., Glasgow, Scotland

PIPES — CIGARS — TOBACCO
Merchants procuring their smokers' articles from the house of
JOS. COTE, QUEBEC
are always certain of getting value for their money.
Assortments always ample--Prices are based on practical knowledge of each article.
Calls and correspondence solicited.
Office & Store - - 188 St. Paul St.
Warehouse - - 119 St. Andre St.
Branch - - - 179 St. Joseph St.

Tel. Up 2076 Tel. East 5964
YOUNG'S PATENT PIPE
in Seven Shapes
W. J. GRANT
Sole Agent for Canada
506 Lindsay Building, MONTREAL.

BLACK WATCH
The Big Black Plug Chewing Tobacco.
Already a Big Seller
Sold by all the Wholesale Trade


"ENTERPRISE"

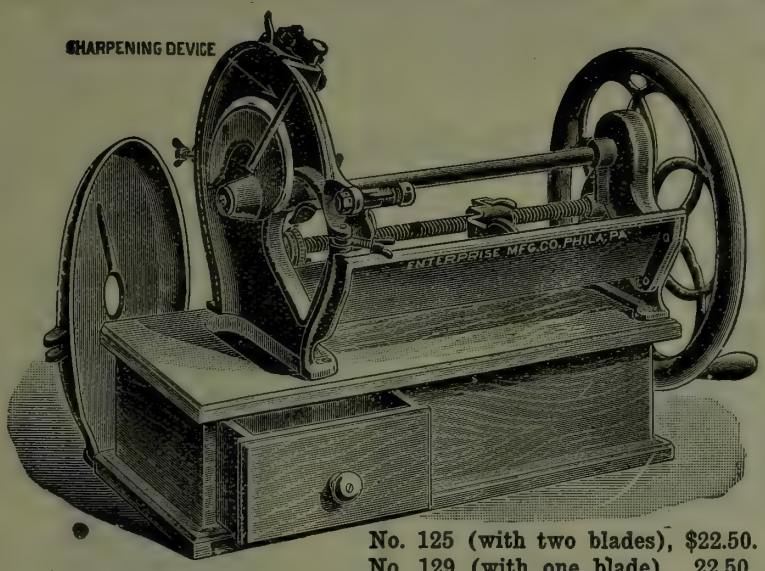
Grocers testify that when they install the

"ENTERPRISE"
Rotary Smoked Beef Shaver

sales of smoked beef showed a marked increase.

Of course they did.

The easier you make selling and buying—the better for business.



No. 125 (with two blades), $22.50.
No. 129 (with one blade), 22.50.

Observe the Sharpening Device, the drawer for storing sliced beef; note that the feed is readily regulated to cut from the thinness of tissue paper to 1-8 inch for the No. 125 and from 1-40 to 1-4 inch for the No. 129.

"Enterprise" Smoked Beef Shaver No. 23, Japanned, at $8.00; cuts evenly with a pendulum stroke. Write for our latest catalogue of "Enterprise" goods for grocers.

The Enterprise Mfg Co., of Pa.
Philadelphia, U.S.A.

New York 21 Murray Street
San Francisco 438 Market Street

BUILDS BUSINESS

Are You Keeping Your Tobacco Stock Up-to-Date ?

IF NOT—WHY NOT?

"Tuckett's Special"

the new 10c. plug is the latest

Order from Your Wholesaler

Manufactured from **Imported Leaf Exclusively**

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

THE WALKER BIN SYSTEM OF GROCERY STORE EQUIPMENT

has become a large factor in meeting the demand for pure, clean food products and the public is not slow in showing its appreciation. A Walker Bin installation will mean a great deal to your regular and transient customers and to you it will mean ***LARGER BUSINESS—BETTER SERVICE—REDUCED EXPENSE*** and ***LARGELY INCREASED PROFITS.***

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

Representatives:
Manitoba: Stuart Watson & Co., Winnipeg, Man.
Saskatchewan and Alberta; J. C. Stokes, Regina, Sask.
Montreal; Kenneth H. Munro, Coristine Bldg.

The Walker Bin and Store Fixture Co., Limited
Designers and Manufacturers of Modern Store Fixtures
Berlin, Ontario

—BUY—

Star Brand

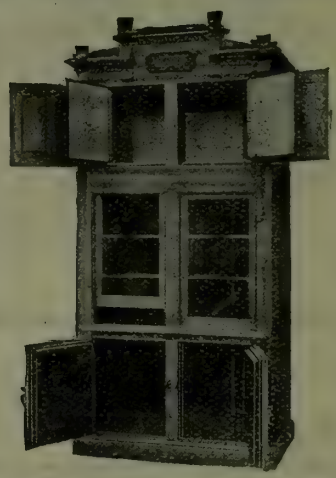
COTTON CLOTHES LINES

—AND—

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For Sale by All Wholesale Dealers.
SEE THAT YOU GET THEM.



Arctic Refrigerator

For butchers, grocers, hotels, etc. The coldest, driest and most up-to-date refrigerator on the market.

REPRESENTATIVES:
Western Provinces—
Ryan Bros., Winnipeg
Quebec—
Wolf, Sayer & Heller, Montreal

MANUFACTURERS:
JOHN HILLOCK CO., Limited
TORONTO, ONT.

WRITE FOR CATALOG

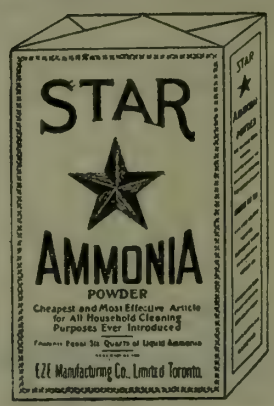
TALKING POINTS FOR DEALERS
ON
BANNER, CANADA, ONTARIO and HICONE
LAMP BURNERS



The screw part or burner-base is covered, which protects against fire. Many burners are made cheaper by leaving the screw part open so that dust, dead insects, or charred portions of wick may collect thus becoming saturated with oil and liable to catch fire. OURS DON'T.

Manufactured by

ONTARIO LANTERN AND LAMP CO., LIMITED, HAMILTON, ONT.



Star Ammonia

Is perfection of production in a neat and attractive package.

IT SELLS



The Elgin National Coffee Mills

40 Sizes and Styles

They are the
Fastest Grinders
Easiest Runners

Ask any wholesale grocer, tea and coffee house or jobber for prices



WOODRUFF & EDWARDS CO.
MAKERS
ELGIN, ILLINOIS, U.S.A.



Talking to the Point

CLASSIFIED WANT ADS get right down to the point at issue If you want something, say so in a few well-chosen words. Readers like that sort of straight-from-the-shoulder-talk, and that is the reason why condensed ads are so productive of the best kind of results.

CLASSIFIED WANT ADS are always noticed. They are read by wide-awake, intelligent grocers, who are on the look-out for favorable opportunities to fill their requirements.

TRY A CONDENSED AD IN THE CANADIAN GROCER.

Mr. Grocer——

Do you want to make money—here is a chance—to make it easily, quickly, and lots of it—Do you for any reason wish to take up this very profitable line—That will net you a good income, as well as increase your sales in other lines—**If you do read this.** Every housekeeper dreads ironing day, especially so when she has a lot of shirt-waists, men's shirts, collars, cuffs, etc. to iron, she always wants to obtain a high grade finish, equal to first class laundries. She of course asks the grocer for advice—in return he offers her the common wax—She knows it is impossible to do good work with common wax—So she walks away—one customer lost.

Now where she can procure an article of this merit—that reduces ironing time by half—reduces labor to a minimum—adds to the finish of clothes—and makes ironing a day of pleasure—There she is sure to do her buying—and leave her order for other things. The Kaiser Wax Pad and Iron Cleaner is used in more than a million homes, read what users say.—

Chicago, Jan. 4th, 1909

To whom it may concern,—

Some time ago I tried the Kaiser Wax Pad and Iron Cleaner, and was so pleased with the work it did, that I recommend it highly and advise every women who wants to make her work easy, to try the Kaiser Wax Pad and Iron Cleaner and be convinced of its good work.

Respectfully yours
Mrs. T. Ohmes, D.S.C.L.O.T.M., 937 W. Adams St.

Mr. Grocer

We do not want you to order until you have convinced yourself of the merits of our Kaiser Wax Pad and Iron Cleaner—Send us your name and address and jobber you do business with and we will send you one free of charge so that you may try it yourself and be convinced—Is this fair enough?



PATENT APPLIED FOR

Manufactured by

The Ancker-Thiem Co.

CHICAGO, U.S.A.

Dept. 54

Canadian Agents :

Howe, McIntyre Co., 91-93 Youville Sq., Montreal, Que.
W. L. Mackenzie & Co., Winnipeg and Calgary.
G. C. Warren, Regina.
Whitlock & Marlatt, Moose Jaw.
Howard Bros., Brantford, Ont.
W. S. Clawson & Co., St. John, N.B.
W. A. James, Vancouver, B.C.

Variety is the Spice of Life

WHETHER in work, pleasure or play it relieves monotony and adds attractiveness to any pursuit.

Nowhere is this more in evidence than in the matter of reading and in the contents of the Busy Man's Magazine there will be found each month a wide range of subjects, much that will appeal to all classes.

The following contents of the March number will prove most timely.

System and Business
- Revolutionizing an Industry.
- The Virtue of Thrift.
- Agricultural Co-operation in Denmark.
- Fitness in the Business Race.
- The Business End of Polar Exploration.
- The Human Factor in Business Efficiency.

Political and Commercial Affairs
- Let the People Know.
- Ye Story of Caviare.
- Who Owns the United States?
- Romance of a Famous Mining Camp.

Life Stories of Successful People
- The Romance of the Rothschilds.
- Memoirs of a Great Editor.
- Brown of the New York Central.
- From Apprentice to Baronet.
- Hugh Chalmers of Detroit

Short Stories
- The Other Self of Jimmie Thrums.
- Oriented.

Miscellaneous
- Men and Events in the Public Eye.
- An Understudy to a Queen.
- Motor Cars for the Millions.
- Towered Cities.
- Men of the Sky.
- The Book of the Month.
- Contents of Other Magazines.

On sale at all Newsstands

20 cents a copy. **$2.00 per year.**

Busy Man's Magazine

MONTREAL **TORONTO** **WINNIPEG**

QUOTATIONS FOR PROPRIETARY ARTICLES

Baking Powder.

W. H. GILLARD & CO.

Diamond—

1-lb. tins, 2 doz. in case		$2 00
½-lb tins, 3	" "	1 25
¼-lb tins 4	" "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	8-oz.	1 75
1-doz.	12-oz.	3 50
½-doz.	12-oz.	3 40
½-doz.	2½-lb.	10 50
½-doz.	5lb.	19 75

MAGIC BAKING POWDER



Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 50
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER



Sizes.	Per Doz.
Royal'—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—	
1 lb. tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Baking Powder—	
1-lb. tins, 3-doz. in case, per doz	2 00
½-lb. " " "	1
¼-lb. " " "	0 8

Blue.

Keen's Oxford, per lb	$0 17
In 10-box lots or case	0 16
Gillett's Mammoth, ¼ gross box	2 00

Cereals

H-O. COMPANY, ROCHESTER, N.Y.

Per case.		Per case.
Force, 36s	$1 50	Gusto, 36s $2 85
Korn-Kinks, 36s	1.45	H-O. oatmeal. 24, 3 10
Presto, 36s	3.40	Buckwheat, 36s . 3 50
Pancake, 36s	3.50	Corn Starch, 36s 2.50
Tapioca, 36s	2.85	Farina, 24s 1.70
Hominy, 36s	2.50	

WHITE SWAN SPICES AND CEREALS LTD.



White Swan Breakfast Food, 2-doz. in case, per case, $3.60.
The King's Food, 2-doz. in case, per case, $5.
White Swan Barley Crisps, per doz., $1.
White Swan Self-rising Buckwheat Flour, per doz., $1.20.
White Swan Self-rising Pancake Flour, per doz., $1.20.
White Swan Wheat Kernels, per doz., $1.40.
White Swan Flaked Rice, per doz., $1.
White Swan Flaked Peas, per doz., $1.

Chocolates and Cocoas.

Cocoa— THE COWAN CO., LIMITED	
Perfection 1-lb. tins per doz	$4 80
Perfection, ½-lb., per doz.	2 40
" ¼-lb., "	1 30
" 10c. size "	0 90
" 5-lb. tins per lb	0 37
Condensed cocoa, cream and sugar, doz	2 25
Soluble, bulk, per lb	0 [illegible]
" "	0 15
London Pearl per lb	0 22

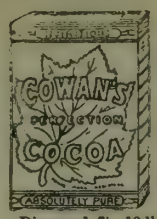
Special quotations for Cocoa in bbls., kegs, etc

Unsweetened Chocolate—	Per lb.
Plain Rock, ½-lb. cakes, 12-lb. boxes	0 40
" ¼-lb. " "	0 40

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb	0 35
Smaller quantities	0 [illegible]



Sweet Chocolate—	
Queen's Dessert, ¼-lb. cake, 12-lb. boxes, per lb	$0 38
Queen's Dessert, 6's, 12-lb. boxes,	$0 40
Vanilla, ½-lb., 12-lb. boxes per lb	$0 35
Parisian 8s, 1b.	$0 30
Royal Navy, ½'s, ¼'s, 12-lb. boxes per lb	0 33
Diamond, 7's, 12-lb. boxes, per lb	0 24
" ½'s " " "	0 25
" 8's " " "	0 28

Icings for cake—
Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., 2-doz. in case.

Chocolate—	
Maple buds, 5-lb. boxes, lb.	0 33
Vanilla wafers, "	0 35
" " nonpariels, 5-lb. box	0 35
" " 2's, 5-lb. boxes, lb	0 33
" " 2's, nonpareils "	0 28
Ginger, 5-lb. boxes, lb	0 30
Milk sticks, box	1 35
Milk cakes, 5c. size, box	1 35

BENSDORP'S COCOA

A. P. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

10c. tins, ¼ doz. to case per doz.	$ .90
½ " " ¼ " " "	2.40
¾ " " ½ " " "	4.75
1 " " 1 " " "	9.00

JOHN P. MOTT & CO.'s.

R. S. McIndoe, Agent, Toronto.
Arthur M. Loucks, Ottawa.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
R. J. Bedlington & Co., Calgary, Alta.
Standard Brokerage Co., Vancouver, B.C.

Elite, 10c size (for cooking), doz	0 90
Prepared cocoa, ½'s	0 28
Prepared ½'s	0 28



Mott's breakfast cocoa, ¼ size	90 per dz.
" breakfast cocoa, ½'s	0 38
" ¼'s	0 38
" No. 1 chocolate, ½'s	0 32
" Navy ½'s	0 29
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 24
" Plain choice chocolate liquors	0 [illegible]
" Sweet Chocolate Coatings	0 20

WALTER BAKER & CO., LIMITED. Per lb.

Premium No. 1 chocolate, ½ and ¼-lb. cakes	$0 38
Breakfast cocoa, 1-5, ½, ¼, 1 & 5-lb. tins	0 41
German Sweet chocolate, ½ and ¼-lb. cakes, 6 lb. boxes	0 28
Caracas Sweet chocolate, ½ and ¼-lb. cakes, 6-lb. boxes	0 35
Auto Sweet chocolate, 1-6 lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins	0 47
Soluble cocoa (hot or cold soda 1-lb. tins	0 38
Cracked cocoa, ½-lb. pkgs., 6-lbs. bags	0 34
Caracas tablets, 100 bundles, tied 5s, per box	3 00

The above quotations are f.o.b. Montreal

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—5c., 10c., 20 and 40c. packages packed in 15 lb. and 30 lb. cases. Per lb.

1 lb. packages	0 26
lb "	0 27
lb. "	0 28
1 and ½ b. packages assorted	0 26½
½ and ¼ b. "	0 27½
¼ lb. packages assorted in 5 lb. boxes	0 28
½ lb. " "	0 29
¼ lb. " in 5, 10, 15 lb. cases	0 30

Bulk—

In 15 boxes.	15 lb. pails Pails.	and 10, 25 and 50 lb. Tins.	Bbls.
White Moss, 5 and 10 lb.	0 16	0 17	0 17
Best Shredded	0 18	....	0 16
Special Shred	0 17	....	0 15
Ribbon	0 19	....	0 17
Macaroon	0 17	....	0 15
Desiccated	0 16	....	0

White Moss in 5 and 10 lb. square tins, 21c.

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Cocoanut—	
Featherstrip, pails	0 16
Shredded	0 15
In packages 2-oz., 4 oz., 8-oz., lb.	0 28

Condensed Milk.

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
"Eagle" brand (4 doz)	$6 00	$1 50
"Gold Seal" brand (4 doz)	5 00	1 25
"Challenge" brand (4 doz)	4 00	1 00
Evaporated Cream—		
"Peerless" brand evap. cream	4 70	1 20
" hotel size	4 90	2 45





TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 85
Reindeer" brand per case (4 doz.)	5 75





Coffees.

EBY, BLAIN CO. LIMITED.
Standard Coffees.

Roasted whole or ground. Packed in damp-proof bags and tins.

Club House	$0 32
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" " ground	0 17½
Golden Rio	0 14

Package Coffees

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, ¼ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

THOS. J. LIPTON retail wholesale

Lipton's "Special" blend coffee, 1 lb. tins, ground or whole	0 40	0 30

JAMES TURNER & CO. Per lb

Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

PATTERSON'S "CAMP" COFFEE ESSENCE
Agents, Rose & Laflamme, Montreal an Toronto.

5 oz. bottles, 4 doz. per doz			1 75
10 " "	4	"	3 00
Rep. quarts,	1	"	6 50
Imp. "	1	"	9 00

WHITE SWAN SPICES AND CEREALS LTD.
White Swan Blend.



1-lb. decorated tins, 32c. lb
Mo-Ja, ½-lb. tins 30c. lb.
Mo-Ja, 1-lb. tins 28c. lb.
Mo-Ja, 2-lb. tins 28c. lb.

Cafe des Epicures—1-lb. fancy glass jars, per doz., $3.50.
Cafe l'Aromatique—1-lb. amber glass jars, per doz., $4.
Presentation, with 3 tumblers), $10 per doz



THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
"Gilt Edge" in 2 lb. tins	0 [illegible]
Canadian Souvenir 1 lb. fancy lithographed canisters	0 30

Cheese.—Imperial

Large size jars, per doz	$3 25
Medium size jars, "	4 50
Small size jars, "	2 40

Individual size jars, per doz. 1 00

Imperial holder—

Large size, doz.	18 00
Med. size "	17 00
Small size "	12 00

Roquefort—

Large size, doz.	2 40
Small size, "	1 40



Peanut Butter.

MACLAREN'S IMPERIAL CHEESE CO. LTD

Imperial Peanut Butter "Bobs," the Perfect Confectionery.

Large size, cases, 25 cartons	$3.50 each
Small " " 50 "	3 60 "
Assorted, cases, 26 small, 12 large	3.55 "

Net 30 days.

Confections

THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box. "	1 35
" 10c cakes, 36 in box "	2 55
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
" No. 2, " "	0 25
Maple Buds, 5-lb. boxes, lb	0 36
Nut Milk Chocolate, ½-lb. cakes, 12-lb. box, lb	0 40

These prices are F.o b. Toronto.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Ltd Toronto. C. O. Beauchemis & Fils, Montreal $2, $3, $5, $10, $15 and $20.

All same price one size or assorted.

UN-NUMBERED

Under 100 books	each 04
100 books and over	each 03½
500 books to 1000 books	03

For numbering cover and each coupon, extra per book ½ cent.

Cleaner.



	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agen

The Davidson & Hay, Limited, Toronto

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.
"Vita" Pasteurized Extract of Beef. Per case.

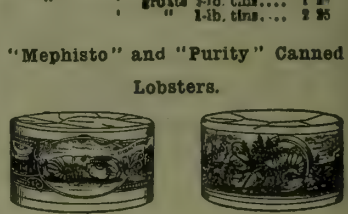
Bottles	1-oz., case of 2 doz		$3 20
"	2 "	" 1 "	3 00
"	4 "	" 1 "	4 50
"	20 "	" ½ "	4 [illegible]
"	20 "	" 1 "	9 00

THOMAS J. LIPTON
Prices on application.

Infants' Food.

Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	3 25
" " groats ½-lb. tins	1 [illegible]
" " " 1-lb. tins	2 25

"Mephisto" and "Purity" Canned Lobsters.



1 flats	$4 40	4 [illegible]
½ "	2 30	2 40
½ "	1 40	1 50

Flavoring Extracts

SHIRRIFF'S

1 oz. (all flavors), doz.	1 00
2 " " "	1 75
4 " " "	2 00
4 " " "	3 00
5 " " "	3 75
8 " " "	5 50
16 " " "	10 00
32 " " "	18 00

Discounts on application.



Jams and Jellies.

SATGER'S WHOLE FRUIT STRAWBERRY JAM
Agents, Rose & Laflamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz	2 30

THOMAS J. LIPTON
Prices on application.

T. UPTON & CO.

Compound Fruit Jam—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case per lb.	07½
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 07
7 wood pails, 6 pails in crate, per lb	0 07
30-lb. wood pails "	0 06½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb.	0 0[illegible]
7 wood pails, 6 pails in crate, per lb.	0 0

Classified Advertising

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

Yearly Contract Rates.

100 words each insertion,		1 year.....	$30 00
"	"	6 months...	17 00
"	"	3 months...	10 00
50	"	1 year.....	17 00
"	"	6 months...	10 00
25	"	1 year.....	10 00

PERIODICALS.

ADVERTISING writers and business men interested in good printing should subscribe to Canada's only printing trade paper, THE PRINTER AND PUBLISHER. Subscription price $2 per annum. Address, 10 Front Street East, Toronto.

CANADIAN MACHINERY AND MANUFACTURING NEWS, $1 per year. Every manufacturer using power should receive this publication regularly, and also see that it is placed in the hands of his engineer or superintendent. Every issue is full of practical articles, well calculated to suggest economies in the operation of a plant. Condensed advertisements for "Machinery Wanted" inserted free for subscribers to the GROCER. "Machinery for Sale" advertisements one cent per word each insertion. Sample copy on request. CANADIAN MACHINERY, 10 Front St. East, Toronto.

COMPLETE information on books, stationery, fancy goods, music, photo supplies and kindred lines is given each month in THE BOOKSELLER AND STATIONER, of Canada. Subscription price $1.00 per annum. Address, 10 Front Street East, Toronto.

THE BUSY MAN'S MAGAZINE is the most popular periodical of its kind. Why? Because each issue contains a strong list of original articles of interest to every Canadian. It also reproduces the most timely, instructive and interesting articles appearing in the other magazines and periodicals of the month. The cream of the world's periodical press is too valuable to overlook. BUSY MAN'S is on sale at all news-stands. Better still, send $2 for one year's subscription. Mail it to-day. THE BUSY MAN'S MAGAZINE, Toronto.

THE market reports make HARDWARE AND METAL a necessity to every hardware merchant, paint and oil dealer in Canada. It is mailed every Friday. Subscription price is $2 per year. Address HARDWARE AND METAL, Montreal, Toronto or Winnipeg.

SITUATION VACANT.

WANTED—Bright, ambitious, active young man, with experience in selling grocers' specialties to Ontario trade. Give full particulars. Box 290, CANADIAN GROCER, Toronto. [8]

FOR SALE.

FOR SALE—Town, city, rights for preserving eggs. None better; fortune builder. Start this spring. W., care GROCER, Toronto. (14p)

DUPLICATING DEVICES.

IF INTERESTED in a Duplicating Machine for getting out circular letters, reports, price-lists, etc., or for printing various office forms, write for booklet and samples of work. The "POLYGRAPH" is the newest, latest and best and sells for a lower price than the others. Is unexcelled by any similar device on the market. F. W. Tenney, Canadian Sales Agent, Stair Building, 123 Bay Street, Room 116, Toronto, Canada.

BOOKS FOR THE GROCER.

ART AND SCIENCE OF WINDOW DRESSING, by S. W. Roth. Every retail grocer should learn the methods set forth in this book—which is specially written for **Grocers**—on how to make grocery windows attractive and thus draw trade. Every means of successfully displaying goods is treated of in its 14 chapters and 30 illustrations. Price $2.00, postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto

COFFEE, its history, classification and description, by J. M. Walsh. This interesting and instructive book deals with the commercial classification and description, adulteration and detection, and the art of blending and preparing of coffee. Price, $2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include special sales, getting holiday business, co-operative advertising, money-making ideas, contests, etc. Price, $2.50 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

TEA BLENDING as a fine art, by J. M. Walsh. This work is especially designed for the use and instruction of those engaged in the tea and grocery business, containing formulae for the scientific and judicious combination of the different varieties and grades of tea. Price, $2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

TEA, its history and mystery, by J. M. Walsh. The contents of this practical and exhaustive work include cultivation and preparation; adulteration and detection; arts of testing, blending and preparing; chemical and medicinal properties, etc. Price, $2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

THE GROCERS' MANUAL—New edition, enlarged and illustrated, 1188 pages. All about Groceries, Provisions, Fruits, Spices, Drysalteries, and Chandlery, their sources, varieties, manufacture, adulteration, &c. Specimen pages free. W. Clowes & Sons, Ltd., 23 Cockspur St., London, S W.

SITUATIONS WANTED.

CLERK desires engagement in general store, capable and reliable, North-West preferred. Box No. 291 CANADIAN GROCER, Toronto.

TEA TASTER, BLENDER, Coffee, Cocoa and Chicory manufacturer, advertiser with 16 years' experience seeks engagement as buyer and manager of department with wholesale company. Address Stirling, 37 Jameson Ave., Toronto. (p.tfd)

WANTED—A position as clerk in grocery store. Have had five years' experience. Willing to work and strictly temperate. Can furnish the best of references. Apply to Lorne Sweetman, Bracebridge, Ont. (8)

WANTED—By young grocer, position in Cobalt store or vicinity. Thoroughly experienced. Open to buy interest in business. Reasonable salary to commence. Address Box 292, CANADIAN GROCER, Toronto. [10p]

SUCCESSFUL store manager desires change; high grade expert, excellent testimonials. Correspondence invited. Box 292, CANADIAN GROCER, Toronto. [12p]

WANTED.

WANTED in every town and village, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine. Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

WANTED—Manufacturers' agents or jobbers in the butchers' and grocers' supply lines to handle the Arctic Refrigerator for British Columbia and the Maritime Provinces. Write at once and get ready for the spring rush. John Hallock & Co., Limited, Toronto, Ont. (9)

MISCELLANEOUS.

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, 129 Bay Street, Toronto.

A MARKET OF BUYERS, backed up by money to spend, is open to you in the Busy Man's Magazine. Every territory in Canada is represented. If you have something to sell, something you want to buy, a condensed advertisement in the Busy Man's Magazine will put you in touch with the classes you want to reach. Four cents per word will carry your message from Atlantic to Pacific. Send copy of your advertisement along with order to cover cost of insertion. Your announcement will appear under a special heading. Busy Man's Magazine, Montreal, Toronto, Winnipeg.

HIGH CLASS COLOR WORK—Commercial stationery, posters. The Hough Lithographing Co., Limited. Office, No. 3 Jarvis St., Toronto. Telephone, Main 1576. Art, good workmanship, business methods.

IT PAYS FOR ITSELF.—The money you are now losing because you haven't a National Cash Register would pay for one in a short time. The National Cash Register Co., F. E. Mutton, Canadian Manager, cor. Yonge St. and Wilton Ave., Toronto.

NOTICE—Users of Pitner Gasoline Lamps are warned against being induced to purchase parts of other makes of lamps to be used on the Pitner. The most vital part of any lamp is its generator, and the Pitner generator has been granted a patent in Canada, the United States and other countries, on the principle of its improved method of generating gasoline vapour. Supplies and parts for the Pitner Lamps can be received by return mail by applying to our representatives or direct to the Pitner Lighting Co., Limited 36-38 Lombard St., Toronto, Ont.

MAPLE SUGAR—Cakes or tins. Written guarantee of purity. Woodman & McKee, Coaticook, Que. (19p)

IF you are looking for a side line to add to your business, there is none better than COLUMBIA GRAPHOPHONES, Double Disc Records (which means two records for a single price) and Indestructible Records (that will not break or wear out no matter how much you abuse them). The Columbia Phonograph Company is the only firm that manufactures both Disc and Cylinder Machines and Records, therefore, a Columbia dealer has the advantage over all others, as he can furnish his customers with what they want while his competitor has to sell them what he has or lose the sale, which he generally does where there is a Columbia dealer. Are Columbia goods sold in your town? If not, why not? Do you want the exclusive agency? (remember exclusive). You had better write to-day or some one else in your town will read this advertisement and beat you to it. A postal will bring catalogues and full information free. Write to-day. Do it now. TORONTO PHONOGRAPH CO., Limited, Exclusive Columbia Jobbers, 40 Melinda St., Toronto, Canada.

Do You Want to Buy

A BOILER, ENGINE OR MACHINERY?

If you are a subscriber of CANADIAN GROCER, you can insert a notice free in

CANADIAN MACHINERY

TORONTO MONTREAL

Salesmen Wanted!

Be a high grade Traveling Salesman and earn from $1,000 to $10,000 a year and expenses. We will prepare you by mail in eight weeks to be one and assist you to secure a good position. Hundreds of our graduates now holding good positions we secured for them, with reliable firms. Many who had no former experience now earn $100 to $500 monthly and expenses. If you want to secure a good position and increase your earnings our Free Book, "A Knight of the Grip" will show you how. Send for it today. Address nearest office. Dept. 287 NATIONAL SALESMEN'S TRAINING ASSOCIATION, Chicago, New York, Kansas City, Minneapolis, San Francisco.



THE BEST ADVERTISING COPY we have ever used is appearing in the best women's periodicals with millions of circulation this season. You are sure to be in the best of company when you urge the sale of ***RISING SUN*** Stove Polish in Cakes and ***SUN PASTE*** Stove Polish in Tins. They are both old friends of the housekeepers. They yield a good margin for your profit. Our goods are preferred above all others by those who have used them and you make friends for yourself as well as for us when you push them.

MORSE BROS., Props. - Canton, Mass., U.S.A.

BANISH "BLUE MONDAY"

SELL

SUNNY MONDAY

to customers and make them **YOUR** customers.

Your stock is not complete without our new LAUNDRY SOAP

SUNNY MONDAY

SUNNY MONDAY is made almost entirely from vegetable oils with enough ammonia incorporated to make it cleanse quickly and thoroughly, with less rubbing than ordinary laundry soaps.

YOUR CUSTOMERS should try it and avoid the aching backs which cause "Blue Monday."

SUNNY MONDAY
SAVES LABOR, TIME, CLOTHES FUEL, TEMPER, MONEY

THERE IS PROFIT IN IT FOR YOU

"SUNNY MONDAY BUBBLES WILL WASH AWAY YOUR TROUBLES."

Worms in Horses and All Live Stock

The eradication of worms from horses and other animals is one of the most striking features of **Molassine Meal**, and is proof of its unique properties. When

MOLASSINE MEAL

is used regularly—although it is quite free from arsenic or drugs—in consequence of its antiseptic properties, all foul or putrid matter is evacuated, worms cannot live, and are naturally expelled.

A food which has effects like this must command the attention of all persons interested in the feeding of horses and cattle.

Sole Importer

ANDREW WATSON

91 Youville Square - - MONTREAL



CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat Put up in ¼ gross cases

Bulk in 7-lb. Pails, ½ doz. in crate.

25-lb. Pails and 75-lb. Tubs.

Capacity one ton per hour. Sold by all wholesale dealers.

The CAPSTAN MFG. CO., - Toronto, Ont.



These are the Goods

Have you a Good supply?

AGENTS:
Rose & Laflamme, Limited
Montreal and Toronto



ECONOMY

is successfully combined with high quality in

PATERSON'S WORCESTER SAUCE

It sells for less than other high-grade sauces. That is one of the reasons it is so popular with prudent housekeepers.

ROSE & LAFLAMME LIMITED
Agents, Montreal and Toronto



	per lb.	
30-lb. wood pails		0 07
		0 06½
Pure assorted jam, 1-lb. glass jars, 2 doz. in case		1 75

Jelly Powders

IMPERIAL DESSERT JELLY



Assorted flavors—gross 10.75.
MacLaren Imperial Cheese Co., Limited

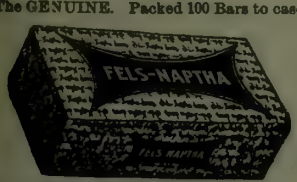


Assorted Case,	Contains 4 doz..$3.60
Assorted Case,	Contains 2 doz..$1.80
Lemon (Straight)	Contains 2 doz..$1.80
Orange (Straight)	Contains 2 doz..$1.80
Raspberry (Straight)	Contains 2 doz..$1.80
Strawberry (Straight)	Contains 2 doz..$1.80
Chocolate (Straight)	Contains 2 doz..$1.80
Cherry (Straight)	Contains 2 doz..$1.80
Peach (Straight)	Contains 2 doz..$1.80

Weight 7 lbs. to case. Freight rate, 3d class.

Soap

The GENUINE. Packed 100 Bars to case.



Prices—Ontario and Quebec:

Less than 5 cases	5 25
Five cases, or over	5 15



THE ROBERT GREIG COMPANY.

White Swan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.



List price

"Shirriff's" (all flavors), per doz. 0 90

Discounts on application.

Lard.

THE N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces	$0 10½
½-bbls.	0 10¾
Tubs, 60 lbs.	0 10½
20-lb. Pails.	2 20
20-lb. tins	2 10
Cases 3-lb.	0 11½
" 5-lb.	0 10¾
" 10-lb.	0 10½



F.O.B. Montreal.

Licorice

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper	per lb. $0 40
Fancy boxes (35 or 50 sticks)	per box 1 25
"Ringed" 5-lb. boxes	per lb. 0 40
"Acme" pellets, 5-lb. cans	per can 2 00
" " (fancy boxes 40)	per box 1 50
Tar licorice and Tolu wafers, 5-lb. cans	per can 2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" 100 sticks	0 75
Dulce large cent sticks, 100 in box	

Lye (Concentrated)

GILLETT'S PERFUMED.

	Per case
1 case of 4 dozen	$3 60
3 cases of 4 dozen	3 50
5 cases or more	3 40

Marmalade.

J. W. WINDSOR, MONTREAL



Scotch Marmalade, 1 and 2 lb. glass jars 1, 4, 5 and 7 lb. tins.
Orange Jelly Marmalade, 1 and 2 lb. glass 5 and 7 lb. tins

Preserved Ginger Marmalade,	1 lb.	glass	jars.
Pineapple	" 1	"	"
Green Fig	" 1	"	"
Green Fig and Ginger	" 1	"	"
Lemon	" 1	"	"
Grape Fruit	" 1	"	"

Prices and special quotations.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case	per doz $1 00
16-oz. glass jars, 2 doz. in case	" 1 40
In 5 and 7-lb. tins and 7-lb. pails,	per lb. 0 07
Pint Sealers (24 oz.), 1 doz in case, per dozen	2 00

SHIRRIFF BRAND



"Imperial Scotch"—	
1-lb. glass, doz.	1 55
2-lb. " "	2 80
4-lb. tins, "	4 55
7-lb. " "	7 35
"Shredded"—	
1-lb. glass, doz.	1 90
2-lb. " "	3 10
7-lb. tins, "	8 25

THOMAS J. LIPTON
Prices on application

Mince Meat

Wethey's condensed, per gross net	$11 00
" per case of 3 doz. net	3 00



ST. CHARLES CO. DENSING CO.

PRICES:

St. Charles Cream family size, per case	$4.70
Ditto, hotel.	4.90
Silver Cow Milk	5.00
Purity Milk	4.70
Good Luck	4.00

Mustard

COLMAN'S OR KEEN'S

D.S.F.	¼-lb. tins	per doz.	$ 1 40
"	½-lb tins	"	2 50
"	1-lb. tins	"	5 00
Durham	4-lb. jar	per jar	0 75
"	1-lb. jar	"	0 25
F.D	¼-lb. tins	per doz.	0 85
"	½-lb. tins	"	1 45

Olive Oil

LAPORTE, MARTIN & CIE., LTD.

Minerva Brand—	
Minerva, qts. 12's	$ 5 75
" pts. 24's	6 50
" ½-pts. 24's	4 25

Sauces

PATERSON'S WORCESTER SAUCE
Agents, Rose & Laflamme, Montreal and Toronto

½-pint bottles, 3 & 6 doz., per doz.	0 90
pint " 3 doz	1 75

THOMAS J. LIPTON
Prices on application

Soda

COW BRAND



Case of 1-lb. contains 60 packages, per box, $3.00
Case of ½-lb. containing 120 pkgs. per box, $3.00
Case of 1-lb and ½-lb. containing 30 1-lb. and 60 ½-lb. pkgs, per box $3.00
Case of 5c. pkgs. containing 96 pkgs. per box, $3.00

MAGIC BRAND

	Per case
No. 1, cases 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " {30 1-lb. " / 60 ½-lb. " }	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 25
5 cases	2 10

SOME LIKE ONE, SOME ANOTHER

WOOD'S BOSTON COFFEES
THOMAS WOOD & CO.
IMPORTERS AND ROASTERS
BOSTON, MASS.
PURITY, UNIFORMITY AND EXCELLENCE GUARANTEED.

Of our different brands of Coffees.

Let your customer decide on the brand, and we will back you up in suiting him every time whether that "time" is the first purchase or the fiftieth.

In our list the coffee drinker finds everything that is GOOD in coffee to select from. Why say more?—except to remark that

WOOD'S COFFEES

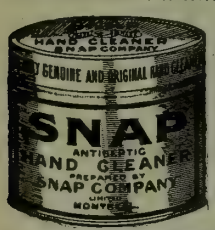
Have for thirty years maintained the highest standard for even and uniform excellence. That is their record.

Canadian Factory and Salesrooms:
No. 428 St. Paul Street, - MONTREAL

Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

Magpole soap, colors	per gross	$10 20
" " black	"	15 30
Oriole soap	"	10 20
Glorioia soap	"	12 00
Straw hat polish	"	10 20



3 doz. to box $3 45

6 doz. to box .. $6 90

30 days.



1 Box Price $4.00

5 Box Price $3.90

Freight paid on 5 box lots.

STARCH.

EDWARDSBURG STARCH CO., LIMITED.

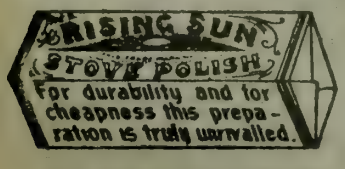
	per lb
Laundry Starches—	
No. 1 White or blue, 4-lb. carton.	$
No. 1 " " 8-lb. "	
Canada laundry	0 06
Silver gloss, 6-lb. draw-lid boxes	0 08
Silver gloss, 6-lb. tin canisters	0 08
Edward's silver gloss, 1-lb. pkg.	0 08
Kegs silver gloss, large crystal	0 08
Benson's satin, 1-lb. cartons	0 08
No. 1 white, bbls. and kegs	0 06½
Canada White Gloss, 1-lb. pkgs.	0 06½
Benson's enamel....per box 1 50 to	3 00
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07½
Canada Pure Corn	0 06½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
" " 1 " or blue, 4 lb. lumps	0 [illegible]

BRANTFORD STARCH WORKS, LIMITED.
Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 6½
Finest Quality White Laundry—	
1-lb. Canisters, cases of 48 lb.	0 06½
Barrels, 200 lb.	0 7½
Kegs, 100 lb.	0 07
Lily White Gloss—	
1-lb. fancy cartons, cases 80 lb.	0 08
6-lb. toy trunks, 8 in case	0 08
6-lb. enameled tin canisters, 8 in case	0 08
Kegs, ex. crystals, 100 lb.	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 08
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	3 00

Stove Polish.

	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$5 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste 5c. size, ½-gross boxes	5 00



JAMES' DOME BLACK LEAD

	Per gross
6a size	$2 40
3a "	2 50

NICKLE PLATE STOVE POLISH.

Pints	2 90
Quarts	5 40
½ gallons	5 10
Gallons	4 80
5 gallons	4 50

Syrup.

EDWARDSBURG STARCH CO., LTD.

"Crown" Brand Perfection Syrup.

Barrels, 600 lbs.	0 03½	per lb.
Half-barrels, 350 lbs.	0 03¾	"
Kegs, 150 lbs.	0 03¾	"
2-gal. pails 25 lbs.	1 25	each
3 " 38½ lbs.	1 75	"

Plain tins, with label— Per case.

2 lb. tins, 2 doz. in case		2 40
5 " 1 " "		2 75
10 " ½ " "		2 65
20 " ¼ " "		2 60

(5, 10 and 20 lb. tins have wire handles.)

Teas.



THE "SALADA" TEA CO.

	Wholesale.	Retail.
Brown Label, 1's and ½'s	$0 25	$0 30
Green Label, 1's and ½'s	0 27	0 35
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 35	0 50
Gold Label, 1's and ½'s	0 44	0 60
Red-Gold Label ½'s	0 55	0 80



EMPIRE PACKAGE TEA

Cases 30 and 50 lbs. each—Black, Mixed, and Green Ceylon.

25c	1s, 20c.; ½s, 21c.
30c	1s and ½s, 23c.
40c	1s and ½s, 28c.
50c	1s and ½s, 35c.
75c	1s and ½s Vulcan, 50c.

100 lb. lots freight paid.

LIPTON'S TEA

Thomas J. Lipton
75 Front St. East, Toronto.



Packed in air-tight tins only.

	wholesale	retail
Blue label ¼'s and 1's	0 24	0 30
Orange " ½'s, ¼'s and 1s	0 30	0 40
Pink " ½'s & 1's, tins	0 35	0 50
Red " Dominion blend, ¼'s and 1's	0 44	0 60
Gold " Afternoon blend, ¼'s and 1's	0 50	0 70



Blue Label, ¼'s	0 21	0 26
Orange Label, 1's and ½'s	0 23	0 40
Blue Label, 1's	0 20	0 25
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf-c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 13
Duchess, cases 60 lbs	0 13



BLUE RIBBON TEA CO., TORONTO

	Wholesale	Retail
Yellow Label, 1's	0 20	0 25
" " ½'s	0 21	0 25
Green Label. 1's and ½'s	0 24	0 30
Blue Label. 1's and ½'s	0 25	035
Red Label 1's ½'s, ¼'s and ⅛'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, ½'s and ¼'s	0 55	0 80
Embossed, ½'s and ¼'s	007	1 00



	Wholesale	Retail
Pink Label 1's and ½'s	36c.	40c.
Gold Label 1's and ½s	35c.	50c.
Lavender Label 1's and ½'s	42c.	60c.
Green Label 1's and ½'s	50c.	75c.
Canisters		
Gold Tins, 5's	35c. 1.75	50c. 2.50
Gold Tins 3's	35c. 1.05	50c. 1.50
Gold Tins 1's	36c. each	50c. each
Gold Label, ½'s	18c ea. 36 lb.	25c ea. 50 lb.
Red Tins, ½'s	35c ea 70 lb.	50c ea. 1 00 lb.
Red Tins, ¼'s	18c ea 72 lb.	25c ea. 1.00 lb



MELAGAMA TEA.

MINTO BROS., 55 Front St. East

	Wholesale	Retail.
Black, green, mixed, ⅛s	0 70	1 00
" " ¼s	0 55	0 80
" " ½s	0 44	0 60
" " 1 lbs. & ½s.	0 40	0 60
" " ½s	0 38	0 50
" " 1 lbs. & ½s.	0 35	0 50
" " 1 lbs., ½s	0 30	0 40
" " ½s	0 32	0 40
" " ¼s	0 25	0 30
" " 1 lbs.	0 24	0 30

We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 35c		$0 20
" " ½-lb., " "		0 21
Blue Label, retail at 30c		0 23
Green Label, " 40c		0 30
Red Label, " 50c		0 35
Orange Label, " 30c		0 42
Gold Label, " 50c		[illegible]

RIDGWAYS.

London, Vancouver Winnipeg and Ceylon.



	Wholesale.	Retail.
Capital Household, 1's and ½'s	0 40	0 50
Old Country, 1's and ½'s	0 30	0 40
5 o'clock, 1's and ½'s	0 35	0 50
H M B, 1's and ½'s	0 42	0 60
Ridgway's Standard Bulk Blend in stock at all our branches in Canada.	0 75	1 00



THOMAS WOOD & CO.

Montreal and Boston

	wholesale	retail
Wood's Primrose, per lb.	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ½-lb. tins. All grades—either black, green or mixed.

Tobacco.

IMPERIAL TOBACCO COMPANY OF CANADA, LIMITED—EMPIRE BRANCH.

Chewing—black Watch 5s	36
Black Watch 11s	38
Bobs 5s and 10s	38
Bully 6s	44
Currency 5½s. and 10s.	38
Stag 5s	38
Old Fox 12s	44
Pay Roll Bars 7½s	56
Pay Roll 7s	56
Plug moking—Shamrock 6s., plug or bar	45
Rosebud Bars 6s.	45
Empire 5s, and 10s	36
Amber 8s. and 3s	60
Ivy 7s.	50
Starlight 7s	10
Cut Smoking—Great West Pouches, 7s	51

JOS. COTE, QUEBEC.

Cigars	
St. Louis (union), 1-20	$33 00
St. Louis, 1-40	25 00
St. Louis, 1-100	35 00
Champlain, 1-20	35 00
Champlain, 1-40	36 00
El Sergeant, 1-20	55 00
El Sergeant, 1-40	55 00
El Sergeant, 1-100	55 00
Cut tobaccos.	
Petit Havana, ⅛, 1-12—1-6	0 40
Quesnel, 1-4, 1-2	0 65
" 1-9	0 68
Cote's Choice Mixture, ½-lb tins	0 75
" " ½-lb "	0 70
" " 1-lb "	0 00

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz	$18 00
Absorbine Jr., per dozen	9 00

Yeast.

Royal yeast, 3 doz. 5 cent. pkgs	$1 10
Gillett's cream yeast, 3 doz. in case	1 10

For charges for inserting quotations in this dept. apply to Adver. Manager, The Canadian Grocer, at our nearest office.

TANGLEFOOT FLY PAPER The Standard throughout the world for more than twenty-five years. ALL OTHERS ARE IMITATIONS.





"GLOBE" with Percolator.

This pot speaks for itself. When tea is drawn take the Percolator out and tea remains free from tannin.

We make seven sizes of this, also The Champion Tea Pot. Send for price list.

R. CAMPBELL'S SONS

HAMILTON POTTERY

HAMILTON, - ONTARIO



Merit Will Always Win Out in the End

The Superior Quality of

"Cow Brand" Baking Soda

proves to the consumer that every requisite of pure baking soda is embodied in this brand—strength, cleanliness, evenness and uniformity are essentials in "Cow Brand" Baking Soda.

It is put up only in Packages. It is for sale by every jobber in Canada.

CHURCH & DWIGHT

Manufacturers

MONTREAL

UNDER SUNNY SOUTHERN SKIES

Our new booklet under this title is out now and will be sent to anyone interested in a trip to the British West Indies from Halifax. A delightful thirty-eight day trip.

PICKFORD & BLACK

HALIFAX

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, - 644 Craig Street

MONTREAL.

For best values in

CURRANTS

Get quotations on fruit exported by

J. Caramandani & Co.

Patras, . Greece

Cleaners and Exporters, Est. 1878

Apply to General Agents in Canada:

J. L. Watt & Scott - Toronto

Watt, Scott & Goodacre, - Montreal

TWO CENTS PER WORD

You can talk across the continent for two cents per word in a Canadian Grocer Want Ad.

Winter now far advanced. Have you arranged for your early Spring requirements of

SALT

?

VERRET, STEWART & CO.
LIMITED
MONTREAL

We solicit your

Spring Sorting Order

for

CANNED FRUITS and VEGETABLES

Give us your list.

Let us quote you.

J. H. WETHEY, LIMITED
ST. CATHARINES



See our prices in

Prunes, 'Cots, Peaches

Empire Brand

Empire Tea Sales

increasing daily. If you are not selling, let us send you samples.

4
Free Phones
Use Them

GEO. E. BRISTOL & CO.

Wholesale Grocers

Hamilton, - - - - Ontario

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

MONTREAL, 232 McGill St. TORONTO, 10 Front St. East. WINNIPEG, 511 Union Bank Building. LONDON, ENG., 88 Fleet St., E.C.

VOL. XXIII. PUBLICATION OFFICE: TORONTO, MARCH 5, 1909. NO. 10



Keen's Oxford Blue

To recommend this Laundry Blue to your customers is to advocate the very best Laundry Blue made—

Other makers may claim the same superiority, but the **world** has approved of **Keen's**

Buy it from your jobber

FRANK MAGOR & CO., 403 St. Paul Street, **MONTREAL**

Agents for the Dominion of Canada

Syrup and Syrup

There's more than the mere name to be thought of when buying Syrup for your trade.

There's lots of so-called Syrups on the market but it lacks the essentials of the true goods.

"Crown Brand" Table Syrup

is absolutely the most perfect production of pure white corn, the syrup is rich in color, full body, delicious flavor, proper consistency and healthful and nourishing.

Order "Crown Brand" from your jobber.

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, Toronto, Ont. Works, Cardinal, Ont. 164 St. James St., Montreal

Do you know that **UPTON** makes the finest **Orange Marmalade** sold in Canada? If not, you should get wise and order a supply from your wholesaler to-day.

"It's Pure
That's Sure"



"It's Pure
That's Sure"

Our New Season **Orange Marmalade** is now on the market. It is put up in neat attractive packages in many different sizes and styles and the price is right.

The T. Upton Co., Ltd., - Hamilton, Canada

Macaroni Vermicelli Spaghetti

The peculiarly desirable qualities of Taganrog (Russia) wheat impart to the Macaroni, Vermicelli, Spaghetti and fancy pastes made by Codou of France, a delicacy and flavor unlike any others—the quality is superb.

Added to that is the dependency of expert workmanship furthered by the aid of a model factory. With the definite purpose of securing the **"BEST"** insist upon having "Codou's."

Look for the Name "CODOU"

on the package—it assures and guarantees satisfaction. It is the stamp of reliability—the seal of goodness—the real and genuine. With it in your stock you are certain to avoid complaints. "Codou"—**that** is the name to think of.

Arthur P. Tippet & Co., Agts.

8 Place Royale, Montreal
84 Victoria St., Toronto

Made in France

Order Now



MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY



Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

HAMILTON

THE MAN ON THE SPOT
"There is many a slip between the enquiry and the reply." The man on the spot gets the order.—That's me.
FACE TO FACE BUSINESS
G. WALLACE WEESE
Manufacturers' Representative. Hamilton, Can.
Offices, Myles' Fireproof Storage Warehouse.
WRITE ME TO-DAY

HALIFAX

J. W. GORHAM & CO.
JERUSALEM WAREHOUSE
HALIFAX, N.S.
Manufacturers' Agents and Grocery Brokers.
WAREHOUSEMEN
can give close attention to few more first-class agencies. Highest references.

MONTREAL

FOR SALE
Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.
J. T. ADAMSON & CO.
Customs Brokers and Warehousemen
27 St. Sacrament Street, Montreal
TEL. MAIN 778 BOND 28

ROBERT ALLAN & CO.
General Commission Merchants
MONTREAL
Fish, Oils, Beans, Peas and Produce.
Agents: "Royal Crown" Skinless Codfish.
Representing Morris & Co., Chicago, Pork and Lard.

J. WALTER SNOWDON
MANUFACTURERS' AGENT AND BROKER
Open for exclusive representation of one or two more reliable houses with good grocery lines. Correspondence solicited.
Address
23 Burton Ave., Westmount, Montreal

D. McL. BROPHY
414 St. Paul St. - Montreal
Broker and Manufacturers' Agent
Open to represent one more up-to-date house desirous of utilizing my excellent connection with the grocery trade.
Correspondence will receive prompt attention

MOOSE JAW

D. STAMPER
GROCERY AND FRUIT BROKER
AND MANUFACTURERS' AGENT
Goods Stored and Distributed
Warehouse, City Spur Track
P.O. Box 793 MOOSE JAW, SASK.

NEWFOUNDLAND

T. A. MACNAB & CO.
MANUFACTURERS' AGENTS and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's.
Codes: A, B, C, 5th edition, and private.

REGINA

G. C. WARREN
Box 1036 - REGINA
Manufacturers' Agent and Commission Merchant. Direct Importer of all grades of pure Ceylon Teas, and Grocery and Drug Specialties. Dealer in Coffees, Spices, Mustard, etc. Established eleven years. More lines desired.

ST. JOHN

W. S. CLAWSON & CO.
Manufacturers' Agents and Grocery Brokers
WAREHOUSEMEN
ST. JOHN, - N.B.
Open for a few more first-class lines

TORONTO

EVAPORATED APPLES
Wire us when you want a car.
P. S. Some nice Barbadoes Molasses in bbrls.
W. H. MILLMAN & SONS
GROCERY BROKERS
TORONTO

W. G. A. LAMBE & CO.
Toronto
Grocery Brokers and Agents.
Established 1885.

TORONTO

SWIFT'S
Silver Leaf Lard
Lard Compound
Cotosuet
Anderson, Powis & Co.
Agents
15 Wellington Street East, Toronto

W. G. Patrick & Co.
Manufacturers' Agents and Importers
29 Melinda St. Toronto

MacLaren Imperial Cheese Co. Limited
AGENCY DEPARTMENT
Agents for Grocers' Specialties and Wholesale Grocery Brokers
TORONTO, Ont. DETROIT, Mich.

Don Storage and Cartage Co. Limited
81 Front Street East
PHONE M. 2823
Storage facilities unequalled in city — Special cartage delivery — Lowest rate of insurance.

CARMAN BROKERAGE Co.
Wholesale Grocery Brokers
141 Bannatyne St. E. WINNIPEG, MAN.
We keep in close touch with the wholesale trade—Winnipeg and West—write us.

WINNIPEG

STUART WATSON & CO.
Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG, - MAN.
Domestic and Foreign Agencies Solicited.

(Continued on page 4).

Look Here what one of our customers has to say about

HARTLEY'S MARMALADE—

"HARTLEY'S MARMALADE IS A TRADE WINNER. In our car we received from you 24 dozen in 1s, 2s and 4s, and we judge that within fourteen days from arrival of same that there will not be a jar left on our shelves."

WE HAVE A CARLOAD ARRIVING THIS WEEK—

Don't you think it would pay you to stock "HARTLEY'S" for your best trade.

SEE OUR TRAVELLERS.

EBY-BLAIN, LIMITED

Wholesale Distributors, - - - - TORONTO

Worth Your While Studying

Below we place before you the prices we sell our different grades of Package Teas at. A careful study will convince you that BLUE RIBBON is quite the most Profitable Package Tea to push. Another point—It is also quite the most popular Package Tea in Canada to-day.

TERMS: DRAFT THIRTY DAYS NET. FREIGHT PAID.

YELLOW LABEL, pounds cost you ***20c.*** Half pounds cost you ***21c.,*** you sell at ***25c.*** per pound.

GREEN LABEL, pounds, and half pounds. Costs you ***24c.,*** you sell at ***30c.*** per pound.

BLUE LABEL, pounds, and half pounds. Costs you ***25c.,*** you sell at ***35c.*** per pound.

RED LABEL, pounds, half pounds, quarter pounds, and one-eighth pounds. Costs you ***30c.,*** you sell at ***40c.*** per pound.

WHITE LABEL, pounds, and half pounds. Costs you ***35c.,*** you sell at ***50c.*** per pound.

GOLD LABEL, pounds, and half pounds. Costs you ***42c.,*** you sell at ***60c.*** per pound.

PURPLE LABEL, half pounds, and quarter pounds. Costs you ***55c.,*** you sell at ***80c.*** per pound.

DOLLAR TEA, EMBOSSED LABEL, half pounds, and quarter pounds. Costs you ***70c.,*** you sell at ***$1.00*** per pound.

THE BLUE RIBBON TEA CO., Ltd.

266 St. Paul Street, Montreal, Que.

WINNIPEG

QUAKER OAT CO. of
Peterborough and Chicago
Represented in
Winnipeg and the West by
W. H. Escott
Wholesale Grocery Broker
141 Bannatyne Ave.
Winnipeg - - Canada

C. & J. JONES
WHOLESALE BROKERS
MANUFACTURERS' AGENTS
AND IMPORTERS
62 SCOTT BLOCK - - WINNIPEG, MAN
Domestic Agencies Solicited
Good Storage Facilities

SASKATOON

CLARE, LITTLE & CO.
WESTERN DISTRIBUTORS
Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business Solicited.
PHONE 159 SASKATOON,
P.O. BOX 257. Western Canada

THE PEOPLE OF
JAMAICA
are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the
KINGSTON "GLEANER"
might bring inquiries. Better write for rates to
I. C. STEWART, Halifax



Ridgways TEA

is without a peer in the Canadian market.

No tea is more extensively advertised or better known.

Good tea is a magnet which always draws trade.

Ridgways Tea will be a trade winner for your store.

CANADIAN OFFICE, VANCOUVER, B.C.

Agents—Richards & Brown, 314 Ross Avenue, Winnipeg, Man.



ABSORBINE

Cures Strained Puffy Ankles, Lymphangitis, Poll Evil, Fistula, Sores, Wire Cuts, Bruises and Swellings, Lameness, and Allays Pain Quickly without Blistering, removing the hair, or laying the horse up. Pleasant to use. $2.00 per bottle at dealers or delivered. Horse Book 5 D free.
ABSORBINE, JR., (mankind.$1.00 bottle.) For Strains, Gout, Varicose Veins, Varicocele, Hydrocele, Prostatitis, kills pain.
W. F. YOUNG, P.D.F., 204 Monmouth St., Springfield, Mass.
LYMAN, SONS & CO., Montreal, Canad'an Agents.

A. Boake, Roberts & Co., Limited
STRATFORD
LONDON - - ENGLAND

For:—
Vinegar and Sauce Coloring

Essential Oils Essences Oil Lemon

Acid Phosphate & Phosphate Lime Precip.

Harmless Colorings

Herbs, Roots, etc.

CANADIAN AGENTS:—
Andrews, Gillespie & Co,
CORISTINE BLDG.
MONTREAL

ESTABLISHED 1849

BRADSTREET'S

Capita. and Surplus, $1,500,000. Offices Throughout the Civilized World
Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claims as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

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Correspondence Invited.

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CALGARY, ALTA. HAMILTON, ONT. LONDON, ONT. MONTREAL, QUE.
HALIFAX, N.S. QUEBEC, QUE. ST. JOHN, N.B. TORONTO, ONT.
OTTAWA, ONT. VANCOUVER, B.C. WINNIPEG, MAN.

THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

$10,959.99 Collected!

That's the amount we've collected for clients during the past year—our first year in business. In May, 1907, we handled 140 new claims. In April, 1908, we handled 425 new claims. No wonder our clients are satisfied. They have the proof of our collecting ability.

Let Us Cure Your Slow Collections

The Beardwood Agency
313 New York Life Building
MONTREAL

Canned Fruits and Vegetables Absolutely Pure

The buyer of a can of goods with the Canadian Canners' Label, knows that he is running no risks. The quality is guaranteed by a responsible, reliable company.

Why buy inferior goods even if at lower prices, only to perhaps incur the ill-will of your customers?

If you secure a name for handling nothing but reliable goods you are on the high road to success.

REMEMBER THE BRANDS:—

Simcoe, "Lynvalley," "Auto," "Kent"; Aylmer, "Canada First," "Log Cabin," "Little Chief"; Bowlby's, "Horseshoe"; Lalor's, "Grand River"; Delhi, "Maple Leaf"; Boulter's, "Lion," "Thistle"; Lakeport, "White Rose," etc.

CANADIAN CANNERS, Limited

The trade that stays with you Does so for some good reason

You will find that reason generally is because the customer secures clean, reliable goods that are worth every cent in satisfaction and comfort you ask for them.

Old Homestead Brand of Canned Fruits and Vegetables

has something to do with keeping customers, their quality being such that they please by their excellence while they rival the real garden product in flavor and tenderness. Sanitary packing, skill and care in selecting, the highest quality of fruit and vegetables and the most modern methods make them distinctly superior to anything of a similar character.

Insist on having Old Homestead Brand from your jobber.

The Old Homestead Canning Co.

Picton **Ontario**

YOU CANNOT BE TOO CAREFUL

about the quality of the Canned Goods that pass over your counter. Every can you sell is either a knock or a boost at your reputation. You can make sure that every can is a BOOST by specializing on

FARMER BRAND

Canned Fruits and Vegetables

The goods packed under this brand are grown especially for us upon three thousand acres of the finest garden land in Prince Edward County, Ontario. If you specialize on FARMER BRAND you can bank on it that every can you sell means a pleased customer.

Farmers' Canning Co., Limited, BLOOMFIELD Ontario

Unequalled in Quality

and a Producer of Permanent Profit

QUAKER

Canned Goods

THE BLOOMFIELD PACKING CO.

BLOOMFIELD, - ONT.

Keep looking this way—

Grocers and general storekeepers in New and Northern Ontario will find it to their advantage to write us for quotations before placing their orders.

We carry full lines of GROCERIES, WINES, LIQUORS and TOBACCOS.

Just now it will pay you to get our prices for Lenten goods—

FISH of all kinds, smoked, dried, salted, pickled
Cereals, Jams, Jellies, and Syrups and Molasses

We make a specialty of fine Coffees and Teas

The JOHN KING COMPANY, Limited

Fort William, Ontario

The Wise Grocer

is placing his order for 1908 pack and buying

"PEERLESS" Brand
Canned Goods

Put up by the Beamsville Preserving Co., Limited.

SOLE DISTRIBUTORS:

WARREN BROS. & CO., - LIMITED
TORONTO and KINGSTON



Ask the Housewife

Ask the woman who uses cocoanut how

White Moss Cocoanut

compares with others.

Her answer will show you the truth of our claim, that this brand is the most popular.

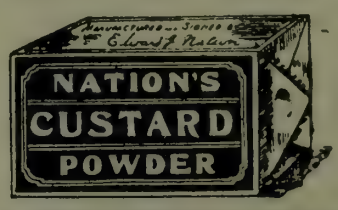
Do YOU Sell It?

The Canadian Coooanut Co., Montreal

The delicious flavors of

Nation's Custard Powder

with Stewed Fruit is an ever pleasant memory.



Agents:

GREEN & CO.,
25 Front St. E. Toronto

W. H. ESCOTT,
Winnipeg

Made by Edward J. Nation & Co., Bristol, England



About 60 to lb.

JUST OUT RECENTLY but demand already equal to many of our "leaders." All who taste "Lemon Cream" simply cannot forget its delicious flavor of pure Lemon juice. "Back for another pound" they keep on coming.

If your customers don't know "Lemon Cream" it's certainly to your advantage to introduce it.

McCORMICK'S LEMON CREAM BISCUITS

Factory at London. Warehouses at Montreal, Ottawa, Hamilton, Kingston, Winnipeg, Calgary

MOLASSES AND SYRUPS

GINGERBREAD BRAND MOLASSES
(IN TINS)

2's, 3's 5's, 10's, 20's
1, 2, 3, 5 gal. Pails

GOLDEN SLING SYRUP
(IN TINS)

2's 3's 5's 10's 20's
1, 2, 3, 5 gal. Pails

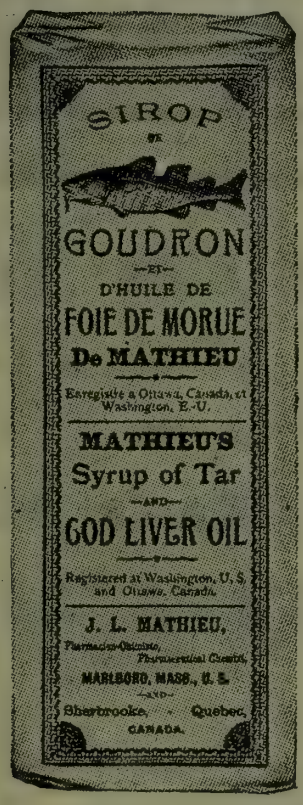
"THE BEST THERE IS"

Agents

C. E. Paradis, - - Quebec	W. H. Escott, - - - Winnipeg.
C. DeCarteret, - - Kingston.	R. G. Bedlington & Co., - Calgary
Jas. N. McIntosh, - - Ottawa	Tees & Peerse, - Edmonton.
Geo. Musson & Co., - Toronto.	Wilson & McIntosh, - Vancouver
J. W. Bickle & Greening, - Hamilton.	C. Leonard Grant, - P. E. Island
G. H. Gillespie, - - London	

Dominion Molasses Co.,
LIMITED

Halifax, - Nova Scotia



WHY YOU SHOULD SELL

MATHIEU'S SYRUP
of Tar and Cod Liver Oil

REASON NO. 1

Nine out of every ten people when troubled with a cough or cold call for Mathieu's Syrup.

Hence there is no time wasted in selling it. It almost sells itself. This is the result of its exceptional curative properties in all chest and throat complaints—backed up by good advertising.

This advertising consists of

1. Our newspaper campaign.
2. One person recommending it to another, and probably telling him that he got it at your store.
3. Dealers who know a good article when they see it and gladly recommend it to their customers and friends.

Let us have an order from you to-day.

J. L. MATHIEU CO., Props., SHERBROOKE, P.Q.

Sold by wholesale trade everywhere
Distributors for Western Canada.

Foley Bros., Larson & Co., Wholesale Grocers and Confectioners, Winnipeg, Edmonton, Vancouver.

L. Chaput, Fils & Cie., Wholesale Depot, Montreal

Cables—BOYD, TRINIDAD — All Codes Used

BOYD & CO., TRINIDAD, B.W.I.

Late Watson, Boyd & Co.

General Commission, Export and Import Merchants

Export—Cocoa, Coffee, Cocoanuts and other Produce.
Import—Codfish, Flour, Oats, Split Peas, and all classes of Provisions.

Correspondence Invited. — **London and New York, Frame & Co.**

"Chocolate Bordeaux"

Every man, woman and child who is fond of chocolate, after once trying "**Chocolate Bordeaux**" will insist upon having this line ever afterward.

In superior excellence of quality, in delicious flavor it stands alone, and is a distinct step forward in chocolate making.

Chocolate Bordeaux will out-sell any other chocolate, because they are simply too delicious to forget.

People who come to your store and purchase **Bordeaux** will always ask for them, because they know they are unequalled.

No substitute will fill the bill.

To the right party, we will give an exclusive agency in each town.

Write Quick—First Come, First Served.

The Montreal Biscuit Company, Montreal, Manufacturers of "Sweets that Satisfy"

WANTED: Hustling agents in unrepresented centers throughout Canada for our High-Class Chocolate lines.

Two Articles You Ought to Read

THERE are two factors in the business race that are going to make a man succeed: special aptitude for his chosen work and the habit of saving. These two special articles which appear in

Busy Man's Magazine for March

are reprinted for the purpose of showing you how you can increase the one and acquire the other. They are especially valuable because they are the opinions of men who *know* and who are governed in their views by conditions as they actually exist.

The Virtue of Thrift
LORD ROSEBERY

Fitness in the Business Race
SIR FORTUNE FREE

ON SALE ON ALL NEWS STANDS — 20 CENTS A COPY, $2.00 A YEAR

BUSY MAN'S MAGAZINE

MONTREAL — TORONTO — WINNIPEG

DO YOU WANT

to buy or sell anything, to engage a clerk or secure a situation? Try a Condensed Ad. in The Canadian Grocer, it will bring results. Two cents per word for first insertion, one cent per word for each subsequent insertion. See page 69 for yearly rates.

BULK VERSUS PACKET

If you are still depending on the old-fashioned stock of bulk teas, you are in the same position as the man who climbs ten flights of stairs when there is an elevator in the building.

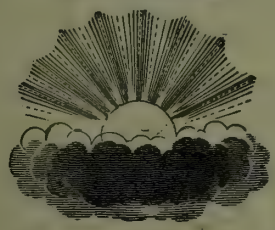
You are not only like him—losing time—which is money – but you are losing the benefits derived from pushing a high-class tea like

"SALADA"

which is not only a great convenience, but more profitable. No loss in weighing, no exposure to dust or air, no deterioration in flavor, no loss in interest, no freight to pay. Instead of carrying a large stock of bulk tea, is it not much better to carry a small well-assorted stock of "SALADA" in Black, Green and Mixed? Remember, that besides loss in interest, every tea of whatever growth loses at least one cent per pound every six months in quality, as all teas deteriorate with age.

"Salad, Edible and Cooking Oils"

WINTER PRESSED



"Sun Burst" Reg'd.

"Non-Pareil" Reg'd.

To know these oils is to stock them. The finest substitute for lard on the market. Guaranteed under the Pure Food Act.

We carry a stock and will be pleased to send you samples, with prices.

You will find our oils a good proposition all the way, owing to the number of uses to which they can be put.

WRITE US TO-DAY

J. M. BRAYLEY,

MANAGER KENTUCKY REFINING CO., Incorporated

Cotton Seed Oils

55 ST. PAUL ST., - - MONTREAL

SASSO MEDICINAL OIL

DIRECT FROM ONEGLIA,
LEVANTE RIVER, ITALY.

A profitable line for you to stock at this season of changeable weather.
A perfect tonic, agreeable to take and quickly and easily assimilated. It is a soothing and at the same time incomparable remedy for

**Stomach and Intestinal Troubles,
Constipation, Indigestion,
Nervousness, General Debility,
Scrofula, Tuberculosis**

Its equal as a tonic for invalids has yet to be found. Secure a trial order. Then you will always stock it.

Museo Commerciale Italiano

43 St. Antoine St., Montreal

Sole Agents American Continent Phone Main 2731

Mr. Grocer——

Do you want to make money—here is a chance—to make it easily, quickly, and lots of it—Do you for any reason wish to take up this very profitable line—That will net you a good income, as well as increase your sales in other lines—**If you do read this.** Every housekeeper dreads ironing day, especially so when she has a lot of shirt-waists, men's shirts, collars, cuffs, etc. to iron, she always wants to obtain a high grade finish, equal to first class laundries. She of course asks the grocer for advice—in return he offers her the common wax—She knows it is impossible to do good work with common wax—So she walks away—one customer lost.

Now where she can procure an article of this merit—that reduces ironing time by half—reduces labor to a minimum—adds to the finish of clothes—and makes ironing a day of pleasure—There she is sure to do her buying—and leave her order for other things. The Kaiser Wax Pad and Iron Cleaner is used in more than a million homes, read what users say —

Chicago, Jan. 4th, 1909

To whom it may concern,—

Some time ago I tried the Kaiser Wax Pad and Iron Cleaner, and was so pleased with the work it did, that I recommend it highly and advise every women who wants to make her work easy, to try the Kaiser Wax Pad and Iron Cleaner and be convinced of its good work.

Respectfully yours
Mrs. T. Ohmes, D.S.C.L.O.T.M., 937 W. Adams St.

Mr. Grocer

We do not want you to order until you have convinced yourself of the merits of our Kaiser Wax Pad and Iron Cleaner—Send us your name and address and jobber you do business with and we will send you one free of charge so that you may try it yourself and be convinced—Is this fair enough?



PATENT APPLIED FOR

Manufactured by

The Ancker-Thiem Co.

CHICAGO, U.S.A.

Dept. 54

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As Pure as Windsor Salt

$1.00 Sold $25 Worth of Groceries

It was a thirty-mile trip to town and the instructions of Mrs. Smith to husband John were to get a dollar's worth of Windsor Salt at the grocer's—naturally husband John secured his entire list of groceries at the store that was stocked with "Windsor." He spent twenty-five dollars in that particular store.

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Windsor Salt

CANADIAN SALT COMPANY, LIMITED,
Windsor, Ont.



It pays to buy a High-class Broom

At all times but never so much as just now. The recent advance in the price of broom corn used in common brooms has been very much greater than in the highest grade of that material, and you pay a good deal more accordingly for the ordinary kind. Sell

The "PANSY" which is chock full of Quality

and is an article that you can conscientiously recommend. The corn used is selected from the finest crop grown and the workmanship is the best. An ordinary broom is doubly dear at present but a real good broom is just now of double value.

"Buy from the makers."

H. W. Nelson & Co., Limited

TORONTO ONTARIO

BROOMS

We have them

Not CHEAP but GOOD

Ask for our present prices.

Walter Woods & Co.

Hamilton and Winnipeg

Try our Boss Bamboo handle Parlor Broom.



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Increase Your Profits

both of these can be easily accomplished if you keep all your perishable articles meats, milk, butter, etc., in an

EUREKA REFRIGERATOR

which always gives perfect satisfaction. It uses less ice, with the same temperature and like conditions, than any other make. Our patented system of dry air is so perfect that all impurities are removed from the air before it descends into the cooling room that

No Outside Ventilation is Required

Grocers, Butchers and General Storekeepers should write for catalogue.

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Do You Know Why

CEYLON TEA

IS SO

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(Two and Three Quarter Millions Increase in Direct Shipments Alone in 1908 over 1907.)

First: Because it Takes a Strong, Full-Bodied Tea to Satisfy the Coffee-Educated Palate;

Second: Because of Its Piquant Flavor;

Third: Because of Its Unvarying Excellence;

and

Fourth: Because of Its Cheapness Regardless of Cost.

A Pound of Ceylon Tea
"Goes Twice as Far"
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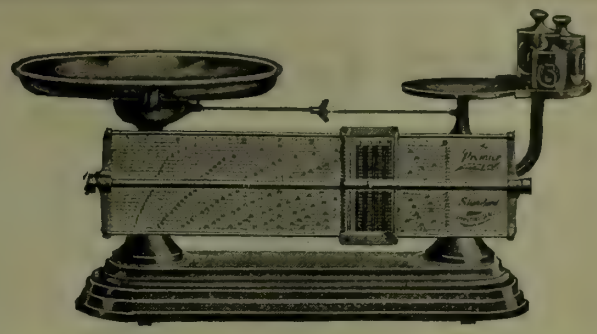
It sells like Lightning

Yes—CAMP sells just as you'd expect the best Coffee Essence in the world would sell!

The Quality of the Coffee, combined with the convincing advertisements continually appearing in the press and on the hoardings on its behalf, results in 'Camp' being half sold before you get it.

R. Paterson & Sons, Coffee Specialists, Glasgow

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No giving of OVER weight with this scale—"Exact Weight" Indicator prevents that. Wonderfully sensitive—marvellously accurate—the scale of all scales for "fine" weighing of light groceries, teas, coffees, etc. Range of prices 4c. to 70c. pound, including fractional prices. Capacity 30 lbs. One movement of sliding poise tells "exact" weight and money value of article—all in plain sight of customer. Knife Edge Pivots protected by V-shaped Agate Bearings, which prevent rusting, corroding or binding. This scale sold to you at a clear saving of 35 per cent. on competitors' prices. Read our catalogue and learn why we are selling the Premier No. 1 for such a low price. Write to-day.

Onward Manufacturing Co.

Berlin, - Ontario

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JAPAN TEA

S. T. NISHIMURA & CO.

MONTREAL and JAPAN



They Possess Qualities That Lead

This is the reason why, for a generation and more such a firm place in popular appreciation has been attained by

Shirriff's Flavoring Extracts

They have the strength, the purity and the excellence—three essentials that count in the case. It is merit that tells every time.

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Good Coffee

Coffee better than the average.
Coffee superior to others.
Coffee so exquisite in flavor.

That people want it again—and again. That's what

Aurora Coffee

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Wholesale Grocers *Coffee Importers*

HAMILTON

Branch House—Sault Ste. Marie

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Successful Merchants who have stocked the goods of the Taylor & Pringle Co., Ltd., declare that they sell much better than the ordinary, and are thoroughly satisfactory in every way. Here are our leaders:



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Bulk Pickles, all sizes; Tomato Catsup, Worcestershire Sauce, Pure Apple Cider, Cider Vinegar.

NON-ALCOHOLIC WINES IN PINTS AND QUARTS AND IN BULK IN KEGS

German Sauer-Kraut Pickles in Brine.

Taylor & Pringle Co., Ltd.

Owen Sound, Ont.

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MIDLAND VINEGAR CO., Ltd. **BIRMINGHAM AND LONDON, ENG.**



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STERLING BRAND PICKLES

it is no wonder they have become so popular. Be ready for the demand by ordering at once from your jobber or direct from our factory.

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PHONE PARK 376

GASTRONOMICALLY PERFECT
and Purity backed up by $5,000

MASON'S O.K. SAUCE



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BORDEN'S BRANDS

"EAGLE BRAND" Condensed Milk and "PEERLESS BRAND" Evaporated Cream, two of your strongest friends.



Unsweetened

EVERY JOBBER SELLS THEM

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We want you to get acquainted with our high grade pure Condensed Milk—

"BANNER BRAND"

It is made in the most up-to-date factory, from milk of our own cows, and the purity and cleanliness is absolute.

Write us for particulars if you want Guaranteed Pure Milk.

John Malcolm & Son

ST. GEORGE - - - ONT.

Imperial Evaporated Cream



Highest Quality Popular Seller Profit Yielder

You Should Stock It

The Canadian Condensing Co.

CHESTERVILLE, ONT.

GENERAL SALES AGENTS :—S. H. Ewing & Sons, MONTREAL



WHY CARRY IN STOCK

Canada First Evaporated Cream?

Because it is Highest in Butter Fat.

SURE TO PLEASE YOUR CUSTOMERS.

EVERY CAN GUARANTEED. NO DEAD STOCK.

Manufactured by

AYLMER CONDENSED MILK CO., Limited

AYLMER, - ONTARIO

Sanitary Cans

For Hand Filled Goods

Tomatoes, Stringless Beans, Asparagus, Spinach, Etc., Apples, Peaches, Pears, Plums, Etc.

Sanitary Enamel Lined Cans

For Color Fruits and Goods of Strong Acidity

Strawberries, Red Raspberries, Black Raspberries, Blackberries, Sour Cherries, Blueberries, Beets, Rhubarb, Etc.

"The Can Without The Cap Hole"
"Bottom Like The Top"

Write for Samples

Sanitary Can Company, Ltd.

Niagara Falls, - - Ontario

FRUIT CANS
All sizes—All kinds.

SYRUP CANS
For products of Maple, Corn and Cane.

MILK CANS
For Sweetened Milk and Evaporated Cream.

MEAT CANS
Bevelled, Round and Square.

BISCUIT TINS
of any description.

BAKING POWDER AND SPICE CANS

PROMPT SHIPMENT SUPERIOR GOODS

THE

Norton Manufacturing Co.

HAMILTON



ST. CHARLES CREAM

UNSWEETENED—STERILIZED

THE PUREST AND BEST

Prepared with the greatest care from the highest grade milk obtainable in the famous Oxford County district in Ontario.

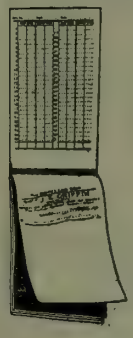
Our sweetened brands, Silver Cow, Purity and Good Luck Milk, are the best that science can produce. Persons preferring sweetened milk will find any of these brands of the highest quality and every can guaranteed. A trial will convince you that there is no superior.

We are prepared to make prompt shipment of any of the above brands.



St. Charles Condensing Co.

INGERSOLL, - ONTARIO
CANADA



Counter Check Books

"Get the Best."

PHONE OR WRITE

THE CARTER-CRUME COMPANY, LIMITED

TORONTO and MONTREAL

R. B. Wiseman & Co.

123 Bannatyne Avenue East ***WINNIPEG, MAN.***

Warehousemen, Forwarding Agents and Wholesale Brokers

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Reference—Bank of Ottawa, Winnipeg

RAW SUGARS

We are direct importers of Raw Sugars and will appreciate your enquiry before placing your order.

The Davidson & Hay Limited

WHOLESALE GROCERS, TORONTO

ST. LAWRENCE Granulated Sugar

Maintains its high standard of excellence. This is proved by the following recent Government analysis:

Laboratory of Provincial Government Analyst

Montreal, February 22nd, 1909.

I HEREBY CERTIFY that I have drawn by my own hand ten samples of the St. Lawrence Sugar Refining Co.'s Extra STANDARD GRANULATED SUGAR, indiscriminately taken from ten lots of about 150 barrels each. I have analyzed same and find them uniformly to contain 99-99/100 to 100 per cent. of pure cane sugar, with no impurities whatever.

(*Signed*)
MILTON L. HERSEY, M.Sc., LL.D.
Provincial Government Analyst.

The ST. LAWRENCE Sugar Refining Company, Limited

Montreal

Redpath

Sugars of this well known brand are put up in packages of a size convenient for family use.

Extra Granulated - Bags 20 lbs.
Paris Lumps - Boxes about 5 lbs.

Equal to, if not better than, anything produced.

Ask your grocer for them and refuse substitutes.

Manufactured by

The Canada Sugar Refining Co., Limited
MONTREAL

Ewing's Pure Spices

Prince of Wales Brand Pure Spices require no introduction to the grocery trade. This brand stands for highest quality, and, above all things, for absolute purity. Always specify Prince of Wales Brand Pure Spices when ordering.

S. H. EWING & SONS, Montreal and Toronto

Tartan BRAND

SIGN OF PURITY

"Fish for Lenten Season"

Barrels and half barrels Labradors
Half Barrels Sea Salmon
Kegs Lake Salmon
Kegs Lake Herring
Kitts Mackerel
Quintals Whole Cod
Cases and half cases Boned and Skinned Cod
Cod Steak in every shape
Specials in Salmon, Lobsters, Mackerel, Sardines, etc., etc.

See our travellers. They have some good things up their sleeve or

PHONE 596

BALFOUR, SMYE & CO.

QUICK SHIPPERS

Wholesale Grocers, - - HAMILTON, ONT.



Tilbury Brand Tomato Catsup

made in Canada's best equipped Canning Factory

A Strictly High Grade Catsup at a Standard Grade Price

——A Trade Winner

Selling Agents :

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RYAN BROS., 147 Bannatyne Avenue, Winnipeg.

The Tilbury Canning Company, Limited, Tilbury, Ont.

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Having been identified with Sugar for the past thirty years, and being in constant touch with all sections of this country and foreign markets, we are in the best possible position to keep you posted by mail and wire of any actual or contemplated changes and general gossip of the markets. Some of the largest concerns are subscribers, and we should like to place our proposition before you. For further information write

SMITH & SCHIPPER, No 38 Front Street, NEW YORK.

When writing to advertisers, kindly mention having seen the advertisement in this paper.

COCOANUT THAT SELLS

WHITE DOVE is the brand



Our attractive ¼, ½ or 1-lb. package.

Manufactured by **W. P. DOWNEY**

24 and 26 St. Peter Street, - - MONTREAL

"WHITE SWAN GOODS ARE GOOD GOODS"

—ALWAYS—

CEREALS, SPICES, COFFEES, ETC.

WHITE SWAN SPICES AND CEREALS LIMITED

(SUCCESSORS TO THE ROBERT GREIG CO. LIMITED)

TORONTO



PRUNES

We are offering special values in Prunes. Our stock is complete, market is strong. If our travellers don't call, we will be pleased to quote.

James Turner & Co., Limited

Hamilton and Arnprior, Ont.

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What To Do in the Month of March

Push Canned Vegetables and Fruit—Fish for Lenten Season—Confectionery and Flowers—Maple Products—Window and Interior Displays.

There are three grocery lines that should make good sellers in March — canned goods, fish and maple products —and these lines should be pushed, and pushed hard.

Although the month of March makes one think of spring, as a rule this month is still held fast in the grip of winter. It would be well for the grocer who keeps his eye on his business to take into account both the thoughts of the general community and the actual state of the weather as it exists during this month by anticipating his future wants and catering to the present needs of his customers. He will then find that one fits in with the other, and when followed up will be beneficial to himself and profitable to his business.

If the grocer with his business always uppermost in his mind takes a survey of his store he will see some lines of goods that should be pushed now to make room for more seasonable goods in a few weeks' time. For instance, there are a number of lines of canned goods very good sellers during the winter time, but tapering off into almost nothing as the warm weather advances. One of the first lines to be hit by the change of weather is vegetables. The great majority of consumers prefer to have fresh and green vegetables to the canned variety—always, of course, taking into consideration the matter of price. One of the great reasons why canned goods have jumped into demand of late years is because the price placed on the goods has been low, thus enabling all classes of the community to have articles of food even when out of season. The canner buys his vegetables, fruit and other stock when it is most advantageous to do so, and he gives the benefit of his advantageous position to the grocer and the consumer. The canner, too, shows and proves that his goods are pure, and the enactments of the pure food law serve to place a guarantee on his wares. The grocer should learn a lesson from the canner and place his goods when he finds he can do so advantageously. March, then, should be a canned goods month.

Other Goods to Display.

Vegetables, fruit and fish should be brought to the front and introduced to the customer, shown to the consumer and displayed before the buying public. And anyway the grocer does not want to carry over any old season's stock. Canned vegetables go pretty well with a dinner during the cold days when the appetite is keen, and make a fine accompaniment for meats and other solids. They can be served in a great variety of ways, and the grocer should acquaint himself with these ways so as to be able to tell his customer all about them. Canned fruit for dessert, too, is just the thing now. The housewife did not put down so much preserves last year owing to the high price of fruit, and what she did preserve has gone by this time. So bring to the front canned vegetables and fruit, and prepare for the fresh lines a few weeks hence.

Lenten Season Here.

The lenten season has arrived and the grocer knows that Lent and fish go together, but he should know further that fish and Lent and March go together this year. A number of grocers, and they are increasing every year, now carry fresh, frozen and smoked fish during the seasons they are in demand and they, of course, are in a good position to pick up trade. But if you are a grocer and do not handle fresh lines there are the canned fish, which are packed in all varieties. Acquaint yourself with the names of them and tell your customers the good points of each.

There is another class of goods that might be included in the March selling list, and that is cereals, particularly the lines adapted for cooking and heating. The ready-prepared cereals are wanted the year round and it is advisable to carry them in stock at all times, but a good warm breakfast of cereals goes fine on a chilly morning and will have a call that is entirely absent in the summer time.

Make the interior and window displays harmonize with the season and put prominently forward the seasonable lines you are selling. Shelf displays of canned and package goods can easily be made very attractive, as they lend themselves readily to almost any scheme, and a continually changing window picture of the various lines you are pushing will help out your plan wonderfully.

A neat Lenten window display was made last year by a grocer in one of the smaller cities. The background was formed of a fish-net held at the top by corks, while a border of wall paper, showing a series of sea and fishing scenes topped off the whole. The floor of the window was taken up with a series of display shelves with groupings of various kinds of tinned fish thereon, each group labelled with a neat card showing a picture of the fish in its native element and the name underneath. The centre-piece was a card set on the top shelf of the stand bearing the motto, "What shall we eat during Lent?" The front of the window had for a border a variety of the various packs of sardines, each carefully labelled. Now that was a Lenten window of a fine class and while there were a great number of fish lines shown there was no crowding, and simplicity ruled over all, although much thought must have been given to the scheme beforehand.

Such a window might serve as a first week's display during March for any grocer. The second might be devoted to canned vegetables; the third to fruits, and the fourth to maple goods, which will about then be arriving on the market. But above all, do not crowd your displays. Better by far show one line in a simple way than place a heterogeneous mass of goods in an elaborate display, for while the latter may make a fine picture and will undoubtedly attract attention, the effect will be forgotten before the observer has gone a block. Not so the other. Observe next time you enter an art gallery whether the most admirers are before the elaborate gaudy picture or the simple rustic scene with something human about it. Be simple and you will be effective.

Confectionery Needed.

There is one particular line, too, that is more and more being carried by grocers, and that should be carried by every grocer—and that is confectionery. How many really first class confectionery stores are there in your town; and how many people demand first class confectionery. Figure this question out and decide for yourself whether or not it is well to add confectionery, not as a side line, but as a regular department. Now is a good time to begin. The Easter season is just ahead and a nice display of a few varieties of choice candies should attract attention. Go light at first. Rome was not built in a day. Nearly everybody these days is from Missouri, and you will have to show them you have the goods before they will be tempted to buy.

Flowers, too, might be worth while. In an article such as this it is impossible to dogmatize. The best the writer can do is to suggest. There are, however, in many of the larger centres, florists who are willing to sell potted and cut flowers on a commission basis. The loss is nil in such cases and an added attractiveness is given to the store and the stock by the use of flowers.

Fish, vegetables, fruit, confectionery, cereals and flowers should be good lines to push during March.

WESTERN SOAP SITUATION.

United States Manufacturers Hanging on to Fancy Soap Market.

With the consolidation by purchase of the soap works at Calgary by a soap making company of Winnipeg and Vancouver, there seems to be an inclination on the part of the company to control the soap market of Western Canada. While United States manufacturers have lost ground in laundry soaps to these Western Canada soap makers, the former are still holding on to the fancy soap trade, and, of course, do not desire to see such a valuable market go by.

In looking over statistics referring to the soap importations of Japan, it is

observed that very little Canadian soap is sent to that country. There seems to be no reason why a trade in soap between Japan and this country cannot be worked up with profit.

John Edward Jones writes on the Canadian Soap Trade referring particularly to the consolidation as follows:

This organization on the part of this Canadian concern evidences a purpose to control the soap market of Western Canada. For a long time—in fact, since the last customs tariff of Canada went into effect—United States soaps have found a decreasing market in Western Canada. This is true more especially of the laundry soaps, which have found it impossible to pay a duty of 1 cent per pound and compete with the Canadian product. The result is that the United States made laundry soap has practically been shut out of Canada.

Taking advantage of the liberal advertisement which made special products of the United States popular, the Canadian soap manufacturers have duplicated the article and made material inroads into the business of Western Canada.

Fancy Soap Market.

A most determined effort was made to control the laundry-soap business and this has succeeded. Considerable difficulty, however, has been found in controlling the market for fancy soaps, and the well-known brands of United States manufacture still enjoy a good sale, although it is by no means commensurate with the situation, as the company in question is also proving a strong competitor in this line.

Before the consolidation of these companies the local concern experienced difficulty in obtaining a sufficient supply of raw material. It, therefore, went into the markets of the United States and imported large quantities of rough grease, which comes in free of duty. Quite a vigorous protest was entered during the early part of 1908 by one of the American manufacturers that tallow was being purchased in the Western part of the United States and sent into Canada free of duty. Samples of the material were sent to the Dominion chemist, who ruled in favor of the importer. The new company has a capitalization of $2,000,000, and, for the present, will confine its efforts to the Western market before undertaking any advertising campaign for export business.

NEW COMPANIES.

The Kinburn Cheese and Butter Association is a new company formed with a provincial charter to manufacture and sell cheese and butter. The provisional directors of the corporation are George Arthur Murphy, Thomas Harris Armstrong, John Francis Neil, James Thomas O'Neil, Richard Groves, David Croskery, Thomas Geddes, John Robert Cavanagh and Thomas Armstrong, all of Fitzroy township, Carleton county.

DISPLAY SEASONABLE GOODS

Now is the Time to Advertise Canned Goods, Cereals, Jams and Jellies—Objects Desired in Dressing a Window—Grocers Invited to Send Photographs.

The present is a splendid time for the displaying of canned goods as the season for the purchase of these is here. Window-dressers should have little trouble in making an attractive, simple display of these on account of the facility with which they can be handled.

Here is one simple and effective arrangement: In the centre of the window pile up tomatoes in a triangular shape. On one side of the centre pile say cherries and on the other plums having both of these arranged in triangular forms. Neatly made price cards can be easily placed in each pile without deterioriating from the effect.

The cans arranged in concave or convex style will often lend a more effective tinge to the display.

One window dresser using this style commanded the attention of the passers-by when he carved out a "man" which he stood up on the central pile of cans placing in his uplifted hand a show card bearing the phrase, "Is well put up." To manufacture the man he has given the following advice:

Take a can of tomatoes and then cut cover nearly out. Empty the can and turn the cover up marking the face with black ink or paint. Make the arms and legs out of box board. The arms should be arranged so that the tin can be tacked on end to hold the can up.

Arrange the body so that the arms and legs can be attached. Saw short pieces of wood and stuff can full, then drive a wedge in the centre and nail on the arms and legs. Now extend a stick from legs to floor and nail fast.

Seasonable Goods.

Grocers should always remember that a window display, to be effective, must show the right goods at the appropriate season and must show them in a proper manner. This, in principle, is the whole secret of window dressing. With all these things taken into consideration and successfully worked out, the display will attract the right sort of attention and will therefore be profitable.

It need hardly be impressed upon the retail grocer that, with a neat window display, the interior of his store should conform in neatness with the display shown from without, or that the grocer should be prepared to make good all the things which the passers-by are led to expect they will find in the store. A grocery store window display is designed to appeal to the primal instinct of humanity—one in which the eye has usually a good deal to do in making up one's mind whether to buy or not to buy.

In the construction, both of window and interior displays, the quality of suggestiveness should be taken into consideration. Displays, therefore, which suggest to the mind of the customer things that are palatable and appropriate, but which he might not of himself think to order, may be accounted successful. Everyone must realize, with a little thought, that his immediate cares are usually so engrossing that he gives as little attention as possible to the routine part of his life.

A writer on the Art and Science of Window Dressing says of this particular feature of display that it is necessary and proper, for the more the routine actions which become habitual, the more time can be given to things which require thought and attention. Now, it is the part of the grocer, in his line, and of every other merchant, according to his business, to do the thinking for his customers up to a certain point. Not that he must say to Mrs. Smith, "Madam, you want sauerkraut to-day; you don't want pickles," but, if he wants to sell sauerkraut or pickles, to have them where Mrs. Smith can see them neatly displayed, either in the the window or inside the store.

Attention in Smaller Places.

In large cities it should not be much trouble to get retailers to thinking about the importance of the proper display of their goods, for they have so many examples of successful firms all around them that make this one of the leading features of their business. But the merchant in the smaller places has some excuse for laxity in this respect, for he has not the force of constant example to remind him. Human nature, however, is the same everywhere, and a good window will be likely to pull as well propotionately in a small town as in a big one.

For variety the grocer could, without much trouble, get up a few displays showing the origin and various stages of manufacture of some of the lines he carries. Some of the ordinary things, even, would attract favorable attention. For instance, if he is pushing a certain flour, a bundle of wheat in one end of the window, next, a sack of grain ready for the mill, then the different flours, such as graham, whole wheat and fine white flour in their order could be shown with appropriately labeled cards. He might add some of the cereals made from wheat. Other goods could be treated in the same way from time to time, with appropriate backgrounds, cards and announcements. Such displays always attract attention and create comment. They get people interested and stimulate thought.

Retail grocers are cordially invited to send us photographs of their most successful windows that we may select some to reproduce and comment on from time to time.

February is a good month in which to display canned goods, cereals, jams, jellies and preserves.

WASHBOARD TRADE.

N. A. Jones is traveling through Canada in the interests of the Wayne Manufacturing Company, St. Louis, one of the largest manufacturers of washboards and washing machines in the United States. He reports meeting with good success. In some sections of the Dominion this company has already worked up a satisfactory trade.

Geo. A. Taylor, grocer, Toronto, advertises his business for sale.

Development of the Fruit Industry

British Columbia Becoming Important Factor in the Raising of Apples of High Quality—Had Splendid Exhibit at Big Spokane Show—Unity Among Growers, Transportation Companies and Wholesalers Desired.

Nelson, B.C., March 3.—Canada is rapidly becoming a prominent fruit-producing country and there is no doubt she has a bright future in this industry. British Columbia, with its genial climate has, during the past year or so, been attracting attention from various quarters in view of the splendid quality and the abundance of its fruit.

Probably the best advertisement that fruit from this province ever received was at the National Apple Show recently held in Spokane, when the Kelowna exhibit carried away prizes which aggregated $4,423. That was, indeed, a great testimonial to the worth of the apples of this province. There were only forty boxes in the entire Kelowna exhibit. The climate, the soil and the touch of frost which the apples receive in British Columbia give them the color the flavor and the firm juicy body which cannot be obtained where like conditions do not prevail. The apple is a hardy fruit that reaches its greatest perfection in a climate where there is some snow and frost, which imparts to it a flavor that is absent from it where produced in a zone where the sunshine is almost perpetual and where Jack Frost is given but little opportunity of showing what he can do when it comes to turning out a perfect apple.

An Enormous Enterprise.

British Columbia carried off more prizes for the amount of fruit shown than any other district represented. Dominion Fruit Inspector, Maxwell Smith, considers that the promoters of the Spokane Apple Show are entitled to unstinted praise for the splendid manner in which they carried the stupendous enterprise to a successful issue and their treatment of visitors from the north of the international boundary line was courteous and considerate in the extreme.

Mr. Smith comments on the excellent manner in which the British Columbia fruits were display by F. R. E. DeHart, as they have brought to this province honors which other districts might have won but neglected to seize the opportunity of doing so.

Advance of the Industry.

In an address given recently by Martin Burrell, M.P., for Gale-Cariboo, some interesting information of the development of the fruit industry in British Columbia was given.

He told of the history of fruit growing in British Columbia, from the planting of the first fruit tree in 1849, by James Douglas, chief factor of the Hudson's Bay Company, and afterwards Governor of the Crown Colony, up to the present tremendous development with 75,000 acres in orchard, a great deal of it under immigration. The first shipment to outside markets was made in 1897. In 1902, the province produced 2,000 tons of fruit, in 1904, 3,000 tons, valued at $250,000, and in 1908, over $1,000,000 worth, which was marketed not merely in the Northwest and Great Britain, but in far-off Australia. Mr. Burrell said that the development of the fruit industry in British Columbia was only at its beginning, because, aside from the fact that there was much ground still to be planted, only 10 per cent. of the area thus far planted was now in bearing.



A Portion of Apple Show Held at Spokane, in Which British Columbia Won Nearly $5,000 Worth of Prizes.—From Canadian Horticulturist.

On the Mountain Slopes.

He explained the general features of the climate of British Columbia, showing that while the presence of the coast range, and, further inland, the Selkirk, was to produce areas of heavy precipitation through drawing the moisture from the clouds driven in from the Pacific, there was, between these ranges, a great valley country which might be called semi-arid and for the best utilization of which irrigation was necessary. He showed that experience had proven that fruit could be grown much higher up on the mountain slopes than had at first been supposed. Grand Forks was 1,700 feet above sea level, and was the centre of a splendid fruit-raising district. He explained how the progress of the art of horticulture made it possible to produce excellent results with far less water supply than was at first deemed necessary, so that, with a given expenditure on irrigation works, fruit cultivation might be extended over an immense area.

Continuing, he referred to the prizes won by British Columbia fruit in competition with the very best that could be produced elsewhere. At the great show of the Pacific Coast Fruit Growers' Association, at which the best growers of Oregon and Washington were represented, British Columbia took the hundred-dollar gold medal for the best five cases. And at the first great national apple show, held at Spokane, which was attended by buyers not only from all over the United States, but from Europe as well, one valley in British Columbia, which took there a small exhibit, won $4,500 worth of prizes, and took also the cup for the best individual apple, in color, texture and quality in the whole exhibition. At the Royal Horticultural Society's Exhibition in England, where the judges were the most critical in the world, for six consecutive years British Columbia had captured the gold medal.

No. 1 Fruit.

One great advantage enjoyed by the fruit growers of British Columbia was

the high percentage of No. 1 fruit produced by the orchards. Mr. Burrell said that, in a British orchard, not more than 10 per cent. of the fruit would average first class. In Ontario a liberal estimate would be from 30 to 50 per cent. He believed he was absolutely safe in saying that the percentage in British Columbia would be not less than 70 per cent. In his own orchard he had found as high as 95 per cent. grade No. 1 fruit.

Thus, it will be seen that this province to the west is becoming a factor in the fruit market, and more will be heard of it in the next few years to come.

Proper facilities for transportation are in order and are announced to be provided at Okanagan Landing, Koloma and other Okanagan Lake points whereby carload lots may be loaded in the cars and carried by barge to landings for trans-shipment. One sentiment which finds a unanimous expression is that the future success of the fruit industry in British Columbia depends on a strict adherence to the principle of unity among the growers, the transportation companies and wholesalers interested in the business.

BERLIN ON A SATURDAY.

One of the Most Lively Markets in the Country—Some Good Grocers There.

Between six and seven o'clock on a Saturday morning the sweet slumbers of the citizens of Berlin, Ont., are aroused by the pouring in of the farmers with their produce to their weekly market, and a short time after, the sidewalk is full of people with baskets on their way to bring their week's supply. An almost endless variety of things is brought there by the farmers, who have their own rented space to display their goods, and who are there every Saturday, rain or shine, winter or summer, the year in and the year out.

This market is unique in many respects. If it is not the best and largest market in Canada, there is certainly a greater variety of goods brought out by the farmers than in any other place in Canada. Here you see sausages made of the best meat, and prepared in many different ways. Cheese of every description from "Schmear Kase" to the best "Cheddar." There is butter of excellent quality and poultry, cleaned and drawn, ready for the pot. By 9 o'clock the most of the stuff is sold and at 10 o'clock they are all away; the town people have their supplies, and the farmers are crowding the stores to spend part of the money they secure for their produce, and by noon they have all left the town, and many of them are at home for dinner.

Grocers in Berlin.

After the rush is over a call is made on a number of the grocers in the town. They were all well pleased on Saturday with the business they had done during the morning's rush and were ready to open their stores for the benefit of the "Canadian Grocer."

Dunke & Co.

Mr. Dunke was raised on a farm on the outskirts of the town, and started in business 22 years ago. He does a large business and has the confidence of the people of the town, which is proven by the fact that he has been elected alderman during the last four years. This firm gets a good portion of the farmer's trade as well as a good share of the town. The clerks are all hustlers and no other are employed.

R. Weber & Co.

This firm is immediately opposite the market and catches a large part of the farmer's trade. During the forenoon of every Saturday they employ eight clerks to handle the crowds. In this store was noticed a lady clerk who was a favorite with the customers, and who is active and seems to be very attentive to her work.

Beck and Shell.

This is a good store. The two members of the firm are young active men, who with three clerks do a large business, and are doing well.

A. S. Hallman.

The special feature of this business is farmers' produce, meats, sausages, headcheese, etc. The proprietor has been in business for a long time and has the confidence of his customers.

Metcalfe Bros.

This firm certainly deserves great credit, for the excellent condition of their store. It is 165 ft. deep with basement and three flats, every part of it is as clean as a pin, and everything is in perfect order. They have built up their extensive business on high-class goods and on good service, and are constantly improving their methods to further the interests of the business, and to meet the most particular fancies of the people. Cleanliness is the one great feature in the management of this remarkable store. They roast and grind their own coffee, blend their own teas, and manufacture their own candy. The public is invited to inspect every part of their store and see for themselves how carefully and clearly everything is handled and prepared. This firm has demonstrated the fact that success depends not so much in selling cheap as it does on clean goods and good service.

TAKING BUSINESS LIFE EASILY.

Complexity of Social Conditions—Life Not Being Lived Naturally.

By Janius B. Remensnyder.

That the great Teacher knew men well, their weaknesses and their needs, is remarkably shown by this counsel: "Behold the fowls of the air; for they sow not, neither do they reap, nor gather into barns; yet your heavenly Father feedeth them. Are ye not much better than they?"—Matt. vi., 26.

He had noted the anxiety written in their faces. Their duties, their burdens, their responsibilities, weighed down the uplift of their hearts.

And how much more He would have observed the same aspect to-day! Life then was simple and free compared with the present. Social conditions have grown so complex that it is hard to keep from being under stress. If one looks at the multitudes of persons he meets on our streets, every one seems in a hurry, as if bearing a strain. Life is not being lived easily and naturally, but under a pressure—almost painfully. Even the faces of the young reveal this severe conception of life.

Now Christ considered this a distorted, needless and unhappy thing. And so He calls men to look at the freedom and blithesome joy of the carolling birds—so much wiser in their simplicity than they in all their anxious forethought and strain. How, then, can we avoid this error and take life easily and naturally?

Love your work. Do not think that every one else has an easier calling than you have. Most of us have found the labor fitted to our hand, and, remembering that work is life's chief business, we should take delight in it. Throw away all ambition beyond that of doing your day's work well.

Exercise neighborliness, feel kindly to your brother man, show an interest in his success, live and let live, find pleasure in love and interest in others. It is our selfishness that accounts for much of our stress. Were we satisfied with our portion instead of cherishing a grasping spirit, we would find life a far less thorny road. He who takes time to do a kindly action lightens his own task and illumes his own face.

Recreation Desirable.

Again, have some innocent recreation. It is the greatest error to confound religion with abstinence and austerity. The Church has never made the mistake of opposing harmless pleasures. Those Christian people who have done so have sadly misrepresented it.

Never worry over evils to come. "Sufficient unto the day is the evil thereof." Far more troubles are suffered in imagination than in reality. Let us hope for the best instead of dreading the worst. Never bear more than one trouble at a time. Some people bear three kinds—all they have had, all they have now and all they expect to have. Let us not, then, suffer from imaginary sorrows.

And when troubles do come bear them patiently. Patience is as a case of armor around the heart, which deadens the blows inflicted on it. Impatience not only strips off the covering but lays bare the very quick in all its sensitiveness of nerve. To bear evils with patience extracts from them their sharpest thorns and gathers from them the sweetest graces of temper.

But the chief means of taking life easily is that to which the Master here points us. It is the lesson taught by the birds. They are by no means idle. They work from morning until night. But their activity is without care. Their life is free, joyous, unburdened by anxiety—a gladsome flight, a ceaseless song. "And yet your Heavenly Father feedeth them. Are ye not much better than they?" Let us, then, have faith in God. Let us do our work and trust the rest to Him.

The Use of Benzoate a Burning Question

Unknown New York Man Issues Sensational Circular Referring to Advertising Campaign Carried on Against Use of Foods Containing This Preservative—Calls it a "Dishonest" and "Despicable" Method—No Canned Goods Need Benzoate of Soda.

New York, March 3.—An attack on the senational advertising of foods contained in a circular which has been sent to retail grocers is causing much comment here just now. The benzoate of soda war has broken out afresh, but Dr. Wiley is not the central figure in this new crusade. It is between the two camps of the preserving industry and has advertising as its chief casus belli.

Within a few days past this sensational circular has been distributed among the retail grocers of New York city and probably the United States. Who wrote it or whence it came is not known, but it has evidently struck a popular chord among the retailers and indicates that "the trodden worm will turn" when sufficiently "trodden." All the interests heretofore known to favor the use of benzoate of soda profess to be surprised at the circular and disclaim any knowledge as to who is its sponsor, though they frankly admit that it covers the ground from their standpoint admirably. The circular reads as follows with names omitted :

BROTHER GROCER.

An attempt is now being made by the —— Co., of ——, to destroy and render valueless millions and millions of dollars of food products, preserved with benzoate of soda, now the property of grocers throughout the United States, by false and misleading advertisements in the magazines and leading papers throughout the country.

The United States Government legalizes manufacturers of certain food products to use benzoate of soda when they indicate it on their label ; notwithstanding this fact, the —— Co. persists in announcing to the public that the United States Government has officially declared in a bulletin against benzoate of soda, and more than this, falsely leads the public to believe that it is a poison, when in reality it is naturally found in foods.

The opinion of the wholesale and retail grocers as well as all fair-minded merchants independent of the food industry is this : "That never in the history of trade and commerce has there been such a dishonest and more despicable method of advertising propaganda as is now conducted by the —— Co., ——. The truth, the whole truth and nothing but the truth, the facts as they are : The United States Government allows the use of benzoate of soda in certain food products, and furthermore the Referee Board of Chemists, composed of the most scientific and eminent men in the United States, and appointed by President Roosevelt to make a thorough investigation of the benzoate of soda question, has rendered its report, which conclusively proves that benzoate of soda as now used in certain food products is a wholesome substance and not injurious to health thus settling now and forever the benzoate of soda controversy. It may also be said that the use of benzoate of soda in food products not quickly consumed after opening and liable to spoilage is a blessing in disguise, thus preventing ptomaine poisoning and intestinal disorders, which often result in death.

Brother grocer, these are the facts and it is for you to say whether the —— Co., of —— is to say to your customers that your food products containing benzoate of soda are unfit for human consumption, thus rendering your property valueless.

A Burning Question.

Ever since benzoate became a subject of scientific controversy in the food question, food producers have been divided into two camps, some who claimed it was essential for the economical production of certain foods not hermetically sealed and those who did not use it.

When Dr. Wiley issued his dictum against benzoate the latter class seized upon it for its practical advertising value, and several firms, especially of late, have been carrying on extensive campaigns of education directed toward the consumer, claiming that goods which contained benzoate of soda were poisonous, that the Government had said so and had condemned their use. Incidentally, the gospel was preached to the effect that anything which contained benzoate of soda was made of waste, cannery slop and similar revolting ingredients, a fact which the trade claimed was only remotely truthful. It was clearly designed to create a prejudice against anything containing benzoate and in favor of the few manufacturers who did not make use of it.

Here is a part of an advertisement, printed in the Pittsburg "Leader" of February 15, indicating the character of the claims set forth against some food manufacturers who use benzoate :

MURDERERS.

A number of manufacturers of strictly pure, high grade foods have effected an organization to secure their own protection from the vilest kind of competition to which they have been subjected.

This organization represents a combined capital of millions of dollars.

It will expose the graft there is in the manufacture of food frauds.

It will open the eyes of the people to where they are being robbed and swindled by the meanest kind of deception.

It will open to the world and bring into view conditions existing in hundreds of food factories worse than Upton Sinclair ever pictured in "Packing Town."

Another force is awakening—the force of public opinion.

The manufacturer of impure or poisoned foods is virtually a murderer.

If the consumer will insist on patronizing the merchants who sell pure food stuffs and will religiously insist on passing the door of the man who foists upon him adulterated, chemically poisoned garbage, for which he charges good money, the pure food question will regulate itself.

The "Leader" is compiling a list of those manufacturers and dealers who make and sell pure foods.

The above is a fair type of the advertising against which the circular is a protest. Unquestionably it has inflamed the public and caused a scare which the grocery trade believes is not only unjust to them but grievously misleading to the public. That it has injured, the demand, not only for competing brands, but of the goods of the few manufacturers who issued it, is the testimony of retailers in various parts of the country.

Not on Its Merits.

About a month ago these few manufacturers at the behest of a Chicago newspaper man of sensational tendencies met in this city and organized an association nominally in the interests of purity in foods. The trade, and especially the opposite camp, regarded this as another bit of the publicity campaign in favor of certain preferred brands and against the users of benzoate. The moral effect of this campaign was such as to prime the public against anything which did not agree with Dr. Wiley, however honest. Even the decision of the Referee Board—a body of scientists of eminent standing—was received with a storm of protest, probably stirred up in some measure by this advertising campaign. At least, the trade has so regarded it and even disinterested, grocery circles have deplored alike the assaults on Dr. Wiley and the Referee Board, clearly caused by misapprehension of the issue and fed by a partisanship quite foreign to the real issues at stake. The benzoate question was being tried on grounds of prejudice, as the grocery trade saw it, rather than on its merits.

Again, as the great bulk of ketchup, preserves, jams, jellies, pie fillers, salt fish, condiments, etc., on the grocers' shelves are made with benzoate and as the trade has never been fully satisfied with the keeping qualities of goods not containing it this campaign was regarded as confiscatory. If the consumer was to be set against goods with benzoate, it meant that large stocks of goods were being jeopardized and rendered unsalable. This has been the cause of considerable bitterness in the

trade, especially among retailers, who felt it directly. This fact, probably well known to the writer of the circular, very likely prompted its issuance.

No Benzoate in Canned Goods.

Unfortunately there goes with the public misinformation as to food products a confusion between canned goods and preserved goods. Canned goods which are hermetically sealed and sterilized do not contain benzoate of soda. It is unnecessary and always was. They are entirely apart from the class of goods which use benzoate. Still the prejudice, wherever it has set in, has hurt canned goods as much as the others. This fact led the canners at their recent Louisville convention to promote a bureau for setting the public right on these facts. It is understood that the preserving interests are planning a similar campaign. Salesmen in both lines report that retailers are completely at sea on the issue of wholesome goods and do not dare buy anything till the atmosphere clears. Trade is well nigh at a standstill, even on the goods whose manufacturers started the trouble.

DEATH OF AN EDITOR.

Edward S. Judge, Developer of Canning Industry Passes Away.

Those who were acquainted with Edward S. Judge, for many years managing editor of the Trade, a trade journal published in Baltimore, chiefly in the interests of the canned goods business, will learn with deep regret of his death which occurred on Wednesday, Feb. 17, from paralysis.

He was extensively known through his connection with the growth and development of the canning industry. He plunged in at once to encourage a spirit of co-operation, fraternity and unity, and set about to draw the units into compact. Largely through his efforts the Canned Goods Exchange, the first of its kind in the country, was formed and pushed to success. Through its influence a uniform size of can was adopted and standards of quality were established.

He was one of the originators and founders of the Western Packers Canned Goods Association, and, as with the Exchange, was secretary of it for some years. He planted and cultivated this seed of harmony among the members of the business until to-day the entire business has been drawn into close relationship, although the number of canning establishments runs into the thousands.

You are in business to stay. The sale you make to a customer to-day is not all there is to it. You want that customer to come back and you know how to treat him so that he will.

The man who is busy always has time for a little more. It's the man who thinks he is the busiest on earth that never has a moment to spare. That's because the latter is generally a fusser.

FARMERS ORGANIZING CLUBS

Meetings Held Every Month and Various Subjects Discussed—More Fruit Institutes Conducted with Successful Results—How the Good Work of the Department of Agriculture is Being Extended.

The good work of the Agricultural Department of Ontario in holding various conventions and institutes in different lines is not confined to any one section of the province. Recently fruit institutes were conducted at Beamsville and Stoney Creek, which were largely attended and from which much practical benefit was derived that cannot fail to be of the greatest help to all fruit growers in Lincoln and Wentworth. These two counties are perhaps the largest fruit-growing centres in the province when peaches and grapes are taken into consideration.

The farmers of Prince Edward and Hastings counties are great apple raisers and some of the finest apple orchards in Ontario are to be found there. Last week a fruit institute was conducted at Trenton, at which many persons were present, particularly the young men. The meetings, which were held on Wednesday and Thursday, were valuable to all interested in successful orcharding. The discussions on orchard problems were unusually instructive, and much timely information was secured.

The speakers were: A. McNeill, Chief of Fruit Division, Ottawa; A. W. Peart, Burlington, Ont.; D. Johnson, Forest, Ont.; H. S. Peart, B.S.A., of the Jordan Harbor Station; L. Caesar, Demonstrator in Entomology, O.A.C., Guelph; J. P. Carey, Toronto, and R. M. Winslow, Picton, Ont.

Farmers Forming Clubs.

The effective work of the Agricultural Department is seen in the fact that farmers are now forming clubs for the consideration of topics of mutual interest. Farmers' Institutes, of course, are organized in practically every county, but they hold only one or two meetings a year and cover a wide territory, but with the clubs now under way, gatherings are held more frequently—at least once a month. The membership does not extend over more than one township or portion thereof. The social life of the community is thus promoted and neighbors come in close contact with one another in studying special matters of local interest, which will doubtless result in increased crops and more intelligent and progressive management of farms. This means more money in the pockets of the farmer and more for the grocer, the hardwareman and the dry goods merchant.

As affording an indication of how these clubs are managed and what subjects they discuss, a correspondent from Sidney Township, Hastings County, writes The Canadian Grocer as follows: "The Farmers' Club at Gilbert's school house met in their first regular meeting on Wednesday, Feb. 10. The subjects discussed were the growing of peas and corn for the canning factory, and the value of ice on the farm. The former was introduced by W. E. Vanderwater, who gave a very interesting address. The latter was introduced by G. Cummings, after which nearly every one present expressed their views on both subjects. The Farmers' Club is fast becoming popular, and if rightly carried on cannot help but prove beneficial to those who attend. This club meets on the Wednesday on or before the full moon in each month, and all interested are invited to become members.

NOT CIDER AT ALL.

Dyes, Chlorides and Sulphates Are Said to Be Used—Industry Might Be Made Profitable.

Ottawa, March 3.—A bulletin on cider issued by the Dominion analysts shows that of 62 samples examined, many contained salicylic, while others were colored with dyes and contained chlorides and sulphates.

The analyst expresses the opinion that either a real cider industry does not exist in Canada or that no one is looking after its interests. Some of the cider sold, it is pointed out, is not cider at all.

The report also says the manufacture of cider in Canada has not received the attention it deserves. The apple crop is stated as 18,626,186 bushels for 1901, and the manufacture of cider under proper conditions may become a great industry in Canada.

That the world's market is not fully supplied appears from the fact that dried apple cores and parings are regularly shipped from the United States to France to be used in the manufacture of a low quality of cider.

The manufacturers' point of view may, of course, be different from this. There should, however, be a desire on their part to produce nothing but the best results as there appears to be a good future for the industry. In France, according to official estimates, A. Gaulin, of Havre, finds that the French cider crop in 1908 amounted to 445,750,932 gallons, against 72,805,000 gallons in 1907, and 574,634,000 gallons in 1906. The consul adds:

The average production for the decade from 1898 to 1907 was 420,871,000 gallons. The figures for 1907 were the lowest on record, and considerable quantities of foreign apples had to be imported in order to make up the deficiency. Last year's apple crop was especially abundant in the Normandy district, and large exports of cider apples have been made to Germany.

GROCERY TRADE CHANGES

Those Who Bought and Sold Grocery Businesses During the Week—Losses By Fire and Assignments.

Ontario.

R. Stirling, grocer, Toronto, has sold to J. D. Elmes.

J. D. Elmes, grocer, Toronto, has sold to T. A. Ferguson.

Wm. A. Hill, grocer and baker, Port Credit, died recently.

Geo. H. Hopper, grocer, Ottawa, is succeeded by W. H. Lucas.

Elmer Quick, grocer, Kingsville, Ont., has suffered loss by fire.

W. W. Fraser, grocer, Port Arthur, has sustained loss by fire.

John H. Hall, grocer, Toronto, has sold to Albert N. Modler.

Robt. Baird, grocer, Ottawa, has had his business damaged by fire.

D. Korman & Co., grocers, Englehart, have added a bakery business.

Jno. Waddell, of Harriston, Ont., has sold his business to J. M. Wilson.

The assets of the estate of Jos. Conway, grocer, Toronto, are to be sold.

T. O. McPherson, Milton, has sold his grocery business to B. G. Lucas & Co.

T. J. Arnold, general merchant, Penville, has advertised his business for sale.

C. Schlueter, general merchant, Preston, has advertised his business for sale.

The stock of E. R. Woodiwiss, general merchant, Kinsville, is advertised for sale.

Harry V. Patrick, general merchant, Woodstock, has assigned to Edward W. Nesbitt.

B. W. F. Beavers, general merchant, Farquhar, has been succeeded by Joshua Johns.

Fitzpatrick & Doan, grocers, West Toronto, have assigned to E. R. C. Clarkson, Toronto.

Jones, Dunk & Co., general merchants, Port Perry, have dissolved, E. R. Dunk and F. W. McIntyre continuing.

Quebec.

Max Eichen, grocer, Montreal, has assigned.

Mrs. Poirier, grocer, Emardville, died recently.

Louis A. Bergeon, grocer, Montreal, has assigned.

Menard & Frere, grocers, Montreal, have dissolved.

Max Eichen, grocer, Montreal, is offering a compromise.

Simon Deschenes, general merchant, Roberval, has assigned.

The assets of Jno. N. T. Laberge, grocer, Montreal, are sold.

A. Charbonneau & Co., general merchant, Beloeil, have dissolved.

E. J. Esty, of E. J. Esty & Co., general merchant, Eastman, has died.

The assets of Jos. Belisle, Bonaventure River, are to be sold on March 5th.

The assets of J. U. Bourassa, general merchant, St. Jude, have been sold.

The assets of J. E. Lesage, general merchant, Louisville, have been sold.

The assets of F. X. Lamontagne, La Tuque, general merchant, have been sold.

The assets of M. Bernier, grocer, Fraserville, were advertised for sale on March 4.

V. E. Paradis has been appointed curator to J. P. Rivard, Chicoutimi, general merchant.

Gilbert Hamel, tea and coffee merchant, Montreal, has filed consent of assignment.

H. Bolam, general merchant, Hazabazua, was recently burned out. He was insured.

The assets of L. A. S. Plamondon & Co., general merchants, South Durham, are to be sold.

The assets of J. C. Miousse, general merchant, St. Alphonse de Caplin, are to be sold on March 5th.

John Murphy & Son, tea and coffee merchants, Montreal, have dissolved. John, Peter and Paul Murphy registered.

A meeting of the creditors of L. O. Desautels, general merchant, St. Jean Baptiste de Rouville, was held on Feb. 26.

A. A. Thornton, grocer, Montreal St., Sherbrooke, has leased his store for a term of five years, to Hovey Bros. This firm carries on the meat market next door, and alteration on the premises will be made so that the two stores will be in one, and both a meat and grocery store will be carried on. Hovey Bros. will enter the grocery business on the first of May.

The partnership heretofore carried on by R. I. Dean, W. G. Rowe and W. R. Lacey, as grocers, under the name of Dean, Rowe & Lacey, has been dissolved by mutual consent and a new partnership formed by R. I. Dean and W. R. Lacey, to continue the business under the name of Dean & Lacey, the latter having acquired all the assets and assumed all the liabilities of the old firm.

Maritime Provinces.

A. Ramsay, general merchant, Red Bank, N.B., has assigned.

Jas. D. Irving, general merchant, of Buctouche, N.B., lost by fire recently.

B. Kilburn, general merchant, Kilburn, N.B., has been succeeded by F. V. Bishop.

S. Hollengraber, general merchant, Bathurst, N.B., has sustained loss by fire.

Harry Sampson, Charlotte St., Fredericton, N.B., has purchased the grocery store of George Colwell, of the same place.

Baird & Peters, wholesale grocers, St. John, N.B., have sold their branch business there to W. C. Summer and H. B. Cassidy, of Moncton, N.B.

Western Canada.

Jackson & Dent, grocers, Vancouver, have dissolved.

H. W. McConnell, grocer, Moose Jaw, Sask., has assigned to N. Jagger.

Arthur Kelly, general merchant, Estevan, Sask., was burnt out recently.

Cecil White & Co., grocer, Cypress River, Man., has sold out and left town.

Jacob Focht, general merchant, Woodbridge, Man., has sold to Geo. Maskell.

A meeting of creditors of E. E. Ruttle, general merchant, Rosthern, Sask., is called.

The British Columbia Soap Works are contemplating additions to their factory.

A meeting of creditors of McConnell Bros., grocers, Moose Jaw, Sask., was called for 3rd inst.

New Companies.

The J. J. Wilson Manufacturing Company has been granted a Dominion charter to manufacture shoe polish, stove polish, etc., with head offices at Ottawa.

The Canadian Milk Products, Limited, is the name of a new company given an Ontario charter with head office at Toronto to manufacture food products of all kinds. The share capital of the company will be three hundred thousand dollars, divided into three thousand shares of one hundred dollars each, of which one thousand shares shall be preference shares. The provisional directors of the company are Lionel Davis, Jerry Wilfred Heffernan, William Henry Syms, George Edgar McCann and Isabel Brooks.

AFTER SHORT-WEIGHT GOODS.

The pure food inspectors of the Department of Agriculture of the United States have started an active crusade against shippers who have been sending out goods which did not tally with the labels or the invoices.

One of the most important seizures of short-weight goods was that of cheese, a flagrant violator of full weight, the records showing that a large consignment will have to stand trial before a Federal judge on charges of misrepresentation as to avoirdupois contents.

Other classes of goods came under the inspection of the Department and did not stand the test that is imposed as to short weight and the shippers must stand trial for violating the section of the pure law calling for correct contents on interstate shipments where there is a label attached to the package.

EVIL OF MAKING POOR BUTTER

Large Quantities of It Seem to Be Accumulating—Is the Government Lax in Looking After the Situation?

By M. Moyer.

My business during the last three months brought me in contact with a butter dealer in Toronto, and in examining the quality of the butter, and also by forming my opinion from the reports of the wholesale merchants, I am satisfied, that on the whole the butter is not as well made as it was some years ago, and that a much larger percentage of it is practically unfit for table use. Over 25 years ago, as a country store keeper, I started a crusade against the enormous loss sustained by our country through the careless way our butter was made, and the unfair, unbusinesslike way it was handled.

Through this agitation, creameries were started, and the government when this state of affairs was laid before them spent a great deal of money, through "traveling dairies," and through the efforts of the agricultural college in assisting to improve the entire system. The effects of this was soon felt and the quality of our butter improved.

Here we are, twenty-five years after such an experience with tons of butter unfit for human food. Well may we ask "What is the matter and also who is to blame?" The farmer got all the assistance and protection he could ask for, and for this the consuming public have a right to expect fair play and fair treatment.

Just a few days ago it was reported that oleomargerine was illegally manufactured in this country. This law against it was passed in order to protect and encourage good butter making, and the consuming public did not object to it. They expected the farmers would give them good butter. To-day this oleomargerine, in my opinion, is more desirable, more healthful and of better flavor than a large quantity of the butter made in this country. I ask is this a fair deal? Will the consuming public submit to the fact that they are not allowed to buy a better and a cheaper article, if the farmers will not respect a privilege given them, by providing the butter consumers desire. Are the farmers alone to blame? Has the government neglected to do its duty, or are the merchants to blame for encouraging and keeping up the ruinous custom of buying the butter from all the farmers at the same price, whether it is good or bad? I am not, by any means, advocating the manufacture of oleomargerine or any other substitute for butter, but when farmers are going to Ottawa to request the government to enact laws against combines, I think the people who are not farmers have a right to buy substitutes if the farmers will not supply them with the butter they require.

With the improved facilities and the better knowledge of the science of butter-making, there is no excuse for the large quantity of poor butter which is on the market at the present time. During the last several years, the demand for butter was good, prices were high, and almost anything would sell, and through the pernicious and unbusinesslike custom of the storekeepers paying the same price for all qualities, allowed the farmers to become careless. The people are taxed to keep up government officials, farmers' institutes, and other means, to secure good results for them, and when under all these precautions a large portion of our dairy products are unfit for food, then the charge of neglect must be laid on those whose duty it is to look after this matter.

We have on the market, creamery prints, creamery solids, farmers' separator butter, dairy prints, choice dairy prints ordinary, tubs and large rolls. Why all these different lines and qualities, when all are the product of the innocent cow which is the only excusable factor in the whole cycle. Creamery butter is made in creameries where it is made by the best process, for all the farmers who are patrons. This butter, as a rule is the most reliable, but also suffers more or less through careless feeding and handling before it reaches the creamery.

The "Farmers Separator butter" is butter which is not necessarily made from cream taken from the milk by a separator, but is made by good butter makers, wrapped and labelled in 1-lb prints and shipped direct to the city, and sold on its merits, and which are generally equal and often superior to creamery. All the rest comes in mixed lots from the country stores, the best being picked out and goes as choice dairy prints, the next as ordinary dairy prints, and the balance whether in 1 lb. prints or in any other shape, color or flavor as large rolls, and it is particularly to this class I wish to call the attention of all who are concerned. This low grade, to a very large extent governs the market, and like some other evils, to the injury of all. The better the butter, the more is used by the people, and therefore every pound of poor butter has a tendency to diminish the quantity consumed, and lessen the demand. The accumulation of this inferior butter which must be sold at a very low figure, is invariably followed by a drop in all kinds of butter. Through the carelessness therefore of some of the farmers, the unbusinesslike handling by the merchants, and the neglect on the part of the government officials, a large portion of our dairy product is wasted and lost. The dairy industry has therefore reached a point, where in the interests of all, immediate measures should be taken to improve this unsatisfactory state of affairs.

NOVA SCOTIA FRUIT OUTLOOK.

Weather in Eastern Province Has Done Little Damage So Far.

By M. G. DeWolfe.

As requested, I am sending you a short account of the present outlook for fruit in the Cornwallis and Annapolis Valleys.

The winter has been mild, with not much snow, and a good many changes. February has brought some cold weather and a number of sleet storms. At present writing, Feb. 24, the outlook is fine. Trees have come through so far in good shape and fruit buds look well. The sleet storms seem to have done good, and the open season has not injured the trees, but, of course, there is time yet to change present conditions. No trees have had any damage done to them in this locality, for seldom do we suffer much from winter-killing in the Valley.

So far I should think the weather has been all right and there should be a good apple yield this season. The absence of snow may affect the crop of small fruits but it is too soon to know. Fruit growers are in good heart and think the season of 1909 will show splendid results. A great many will enlarge their orchards.

One, however, does not know what March or April may bring in the weather line, but as a rule little damage is ever done at that time.

The orchards in the Valley are so situated that they escape many of the winter troubles that come to other sections of the Dominion.

It is quite a new departure to see a trade journal so much interested in the farmers as is The Canadian Grocer, but it is along the right lines, as business men should get more in touch with the tillers of the soil.

Taken as a whole, the fruit outlook for this section is all right, and there is no cause for complaint.

THE PRICE OF BROOMS.

The Weekly Journal-Gazette, published in Mattoon, Ill., U.S.A., says of the proposed advance in brooms:

That the price of house brooms will be advanced another five cents each within a few weeks is the predictions made by a number of broom manufacturers from the east, who passed through Mattoon Sunday. The price on the commodity was raised this amount a few months ago because of the higher prices brought by broom-corn from the field.

The broom men will attend the big national convention which is being held in Chicago.

GROCERS PREDOMINATE.

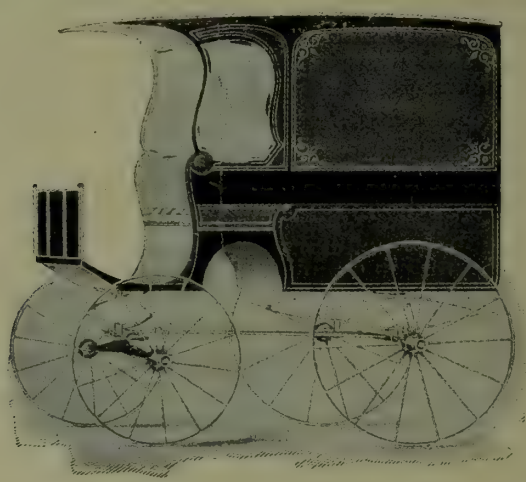
Chicago, March 3.—Roy Cunningham, of Belvidere, Ills., is the only farmer on the Standard Oil re-trial jury, which was completed in United States District Judge Anderson's court to-day. The preponderance of agriculturists on the first panel of veniremen caused its dismissal at the request of the defence. Attorney John S. Miller vividly remembering that it was a farmers' jury, which made possible Judge Landis' fine of $29,240,000. Mr. Cunningham's companions in the jury box include nine grocers, a mechanic and a live stock dealer.

How St. Mary's Merchants Save Money

General Parcel Delivery System Adds About $300 Yearly to Profits of Each—One Man Has Contract for Delivery for Whole Town—Divides it Into Four Wards for Systematic Purposes—Expense of Maintaining Horse Eliminated—Advantages Told of by Merchants Themselves.

St. Mary's, March 4.—Merchants in the Town of St. Mary's have been enjoying for the past four years a "general parcel delivery," which has proven such a benefit that nothing could induce them to discontinue it. Peculiarly enough this is the only feature of the business of the retail merchants in this town in which they are united and there is no reason why the advantages derived from this co-operation should not be an example for a closer union and better acquaintance.

Some ten or twelve years ago St. Mary's had a Grocers' Association, but, it is claimed, that price cutting proved its undoing at that time. But even without any organized association and simply by a mutual agreement among themselves the merchants of this town have been able to reduce their former expenses for delivery one-half. Here is something that should make retailers, at least, in such towns as St. Mary's, being to think. Where delivering has to be done, is it sound business sense that it should cost twice as much money and much more worry than necessary? No business man would say so.



The Familiar Looking Delivery Vehicle Which St. Mary's Merchants Don't Have to buy.

Inception of the System.

It was about four years ago that the general parcel delivery was first thought of here. The town was divided into four wards so that system could be used in the deliveries. One man took the contract for the whole four, allowing one wagon for each, so that four horses and the same number of wagons were all that were necessary to attend to the work.

For such a job there were plenty of boys to be found to undertake it, and the contractor hires four of them, who, in a short time, know all the people in the various wards. One deliverer takes one ward, and there is no confusion. The drivers are responsible for all goods once they leave the stores, so that carefulness necessarily becomes their motto. This is, of course, understood by the man who has the delivery contract, as well as his employes, so that merchants, who, prior to the institution of the scheme in St. Mary's, lost much by goods going astray, have now none of that expense to bear.

How Contractor is Paid.

At the present time James Moore, a farmer on a small farm just outside the limits of "The Stone Town," has the contract. He takes it yearly so that at the end of every twelve months it has to be renewed. He hires four boys to do the work, and he supplies the outfits. The merchants pay him according to the amount of business they do, so that a sort of "sliding scale" is used in settling up their delivery charges.

The contract, although taken for a year, is not paid for yearly, but at the end of each week each merchant is charged with the amount representing the work the deliverers have done for him. The cost runs from 75 cents to a dollar per day, which is easily one-half what it would be if each retail merchant had to maintain his own private outfit and pay his own driver.

Four Deliveries.

Each day the delivery men make four trips to their respective wards. In the morning the wagons or sleighs, according to the season, leave the business centre of the town at nine and eleven o'clock, and in the afternoon at three and five o'clock.

These hours are known to everybody in the town and often the telephone rings with the inquiry: "Am I in time to catch this delivery?" Probably a negative answer may be given and the good housewife who knows the regulations remarks good-naturedly: "Well, send it with the next, please."

Everybody knows what's what, and they willingly abide by the rules of the retail merchants and drivers. An exception is, of course, made with Saturday night, when at nine o'clock an extra delivery is made.

Advantages to Merchants.

In conversation with a Grocer representative as to how the system worked out, J. F. Pickard, of Pickard & Fleming, grocers, said: "We pay about a dollar a day for our delivery, but if we had to hire a boy it would cost us two dollars at least. Why we could not hire a boy able to do the work for less than a dollar at the least. Then we would have our stable to keep up, our feed to pay for, a horse and delivery wagon to purchase occasionally, the horse to shoe and harness to buy, and the usual wear and tear of things to maintain. We find the deliveries are more prompt; the people were educated to the system at once and know just when the wagons left for the various wards. We don't experience any loss if the goods go astray, as the man who has the contract guarantees to make good for any mistakes. We would certainly not care to go back to the former system."

J. M. Adam, another St. Mary's grocer, has nothing but words of praise for the general parcel delivery system. "It just saves me about a dollar a day," he remarked, "and I'm quite satisfied."

Other merchants of the town speak along similar lines, so that there can be no doubt as to the efficiency of the system here.

Money Saved Each Year.

Mr. Moore, who has the contract, conducts a profitable business, too. With the facilities he is provided with by being a farmer, he can run the delivery business with comparatively little expense, and, therefore, can afford to charge the merchants a moderate sum and still make some money. His delivery conveyances also carry parcels for those who are not interested in the system, and thereby something extra is made. Different colored cards are used to hang in the windows for the four

wards, so the work altogether is carried on systematically.

As one merchant expressed himself, there seems no reason why other towns of similar proportions to St. Mary's do not establish the general parcel delivery system. The saving of a dollar a day means more than $300 a year, and this should be something worth while considering. Supposing there are a hundred merchants in a town, that means a saving to them of the big sum of $30,000 per year. Not only that, but there is the elimination of the worry caused by customers complaining of slow deliveries and the extra labor accompanying the work when attended to privately.

NEW PATENT MEDICINE ACT

Fee of One Dollar Charged for Each Certificate of Registration.

The attention of the retail merchants of the Dominion is again called to the new Patent Medicine Act, which comes into effect on April 1. The chief provisions of the Act are as follows:

Every manufacturer or importer of proprietary or patent medicines, as well as every agent of a manufacturer or importer, must procure annually from the Minister of Inland Revenue, before offering any medicine for sale, a numbered certificate of registration as a manufacturer or importer of proprietary or patent medicines. In applying for registration every manufacturer, importer, or agent must specify the medicines which he intends to manufacture or import. A fee of $1 is charged for each certificate of registration.

All proprietary and patent medicines must be put up in packages or bottles having on the label or wrapper, in conspicuous characters, the name and number under which the medicine is registered, with the words "The Proprietary or Patent Medicine Act," and also the manufacturer's name and address. In the case of firms whose chief place of business is not in Canada, the name of the Canadian agent shall be filed with the Minister of Inland Revenue.

Section 7 of the act reads as follows:

1. No proprietary or patent medicine shall be manufactured, imported, exposed, sold, or offered for sale;

(a) If it contains cocaine or any of its salts or preparations;

(b) If it contains alcohol in excess of the amount required as a solvent or preservative, or does not contain sufficient medication to prevent its use as an alcoholic beverage;

(c) If it contains any drug which is included in the schedule to the act, but the name of which is not conspicuously printed on, and an inseparable part of, the label and wrapper of the bottle, box, or other container: Provided, that every manufacturer or importer of or agent for the sale of any medicine containing any of the drugs mentioned in the schedule may, when applying for a certificate of registration for any medicine, transmit to the Minister an affidavit specifying such drug and the proportion of it contained in the mixture and dose, and the Minister may thereupon grant a certificate of registration for such medicine without the printing of the name of the said drug upon the label and wrapper if it appears to the Minister that the proportion of the drug used is not dangerous to health.

2. The burden of proof that the provisions of this section have been observed shall rest upon the person or company manufacturing, importing, selling, or offering for sale such patent or proprietary medicine.

The distribution of samples of proprietary or patent medicines from door to door in a public place or by mail is prohibited. This does not apply to the distribution of samples among retail dealers.

THE TRAVELER'S DREAM.

A little room in a little hotel,
In a little country town,
On a little bed with a musty smell
A man was lying down.

A great big man with a great big snore—
For he lay on his back, you see—
And a peaceful look on his face he wore,
For sound asleep was he.

In his dreams what marvelous trips he made,
What heaps of stuff he sold!
And nobody failed, and everyone paid,
And his orders were good as gold.

He smiled, and smothered a scornful laugh
When his fellow-commercials blowed,
For he knew no other had sold the half
Of what his order-book showed.

He got this letter from home one day:
"Dear Sir,—We've no fitter term
To use in your case than simply to say,
Henceforth you are one of the firm."

And a glorious change this made in his life,
He now from the road withdrew,
And, really, soon got to know his wife,
His son, and his daughter, too.

But with a thump—bang—whang—thump—bang! again,
The "boots" had knocked at the door:
"It's very near time for the 6.10 train!"
And the Commercial's dream was o'er.

HAMILTON TRAVELERS' DANCE.

Hamilton, March 3.—The Hotel Royal on Friday evening last was the scene of a night of gaiety when the travelers assembled to enjoy themselves in the tripping of the light fantastic. A large number were present, and a few pleasant hours were speeded away. The president of the Travelers' Association, E. J. Fenwick, and the treasurer, G. C. Austin, worked strenuously to make the function a delightful one and success attended their efforts.

Invitations had been sent out to friends in Toronto, London, Elmira, Guelph, Tavistock and other places, and visitors from these were present. The patronesses were: Mrs. W. H. Dean, Mrs. E. J. Fenwick, Mrs. Arthur Hatch, Mrs. John Lennox, Mrs. G. M. McGregor, Mrs. C. C. Smye, Mrs. Fred. T. Smye, Mrs. John Stoneman, Mrs. H. G. Wright, Mrs. E. O. Zimmerman.

BRANTFORD NOTES.

This city in the course of a couple of years with the present lines and when the projected lines are completed, will be a veritable "Hub" in the matter of radials. The most important from a local trade standpoint which is now projected, is from Brantford to Port Dover. From Brantford the line will run through Mount Pleasant, Boston, Townsend Centre, Waterford, Bloomsburg, Simcoe and Port Dover. This line it is estimated would serve 34,000 people. The work of extending the lines in this city is being followed by great interest.

Mr. Lloyd, clerk at J. Peachy's, is spending a few days in Toronto.

E. Patterson, Market Street, is progressing favorably after his severe illness, being able to sit up part of the day.

February is reported as being a very fair month for trade in comparison with other years. There is very little skilled labor out of employment this year. One grocer, who has been doing some advertising, reported a very large increase over the amount done last year. The Saturday market possessed no new features, prices being practically the same, except potatoes, which seem very plentiful.

PERSONAL NOTES.

James Chipperfield, for nine years with the Woodstock Wagon Co., Woodstock, Ont., has become managing director of Richards Pure Soap Co.

H. Woodley, of the Montreal office of the Truro Condensed Milk Co., was in Winnipeg last week calling on the trade. Mr. Woodley will go further west before returning to Montreal.

The Canadian Grocer has received greetings from P. C. Larkin, of Salada Tea, who at the time of writing was in Monte Carlo. Mr. Larkin left some time ago on a trip to Egypt and other eastern countries.

Robt. H. Laing, representing White & Sons, Glasgow, Scotland, manufacturers of clay pipes, is in Toronto calling upon the trade. This is Mr. Laing's first visit to Canada in sixteen years. R. S. McIndoe represents the company in Toronto and Wm. May, of R. S. McIndoe, introduced Mr. Laing, who will also visit Chicago and other western cities.

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ALBERTA GOVERNMENT PORK PACKING PLANT.

Experiments in government and municipal ownership seem to be increasingly popular in the West. Manitoba and Alberta have recently bought out the Bell Telephone systems in those Provinces and they are being operated under government control. Edmonton owns and operates its own street railway system and Alberta has for some time operated a system of government creameries.

The latest move of this character is the announcement that the Province of Alberta is to establish a government owned and operated pork packing plant. The proposal seems to be popular in Alberta. It has been introduced by the Liberal Government and a fortnight or more ago was made a plank in the platform of the Conservative opposition.

But favorable as this policy seems to be in the Province of Alberta at the present time its wisdom may well be doubted.

Surely there is some limit to the scope of Government industrial activity and consequent competition with private individuals and corporations. A telephone system is a natural monopoly but a pork packing plant is not.

Consequently many people who may see no special objection to the experiment of government ownership and operation of a telephone system purchased from its owners may well doubt the wisdom of government competition with the pork packers.

One of the strongest packing houses on the continent has recently established a large packing plant in Edmonton and has invested a large sum of money in the enterprise. Is this tendency of the Province of Alberta to establish competitive industrial enterprises likely to encourage the investment of outside capital in that Province?

Alberta wants industries and this is a consideration which should not be overlooked when it is proposed to extend the scope of government ownership.

"TELEPHONE" COMMERCIAL TRAVELERS.

No class of men are keener for business than commercial travelers. In season and out of season; rough weather and mild weather; early in the morning and late at night, they are eager to do business and to take orders.

There are, unfortunately, exceptions to this rule. The other day a commercial traveler reached a certain town during a storm. As he did not like stormy weather he utilized the telephone in his efforts to get orders. He represented a firm that manufactured a line of goods in which there is a great deal of competition and did not get any orders. He did not deserve to get them. A lazy man never deserves success of any kind.

A telephone is useful in many ways, but is a poor order-getting medium. It eliminates personality, and personality counts for a great deal in salesmanship.

Don't be a "telephone" traveler.

LONDON GROCERS' BANQUET.

London grocers are keen on the organization of a provincial association judging from their approval of the remarks of R. J. Donaghy, one of their number who responded to a toast at their recent banquet. The grocers of that city are now well united and are reaping the benefits of their association. They are, or many of them at least, anxious to see an Ontario Grocers' Association embracing members of the trade from all parts of the province similar to the hardwaremen's association. Not until then will they become a positive force in the enactment of laws relative to retail grocers.

Mayor Stevely of London is a believer in associations of this kind from the remarks he made in reference to the success of the recent convention in Hamilton of hardwaremen. It needs a few enthusiastic men in the trade to get their heads together and see that the grocers too become organized. Individual views on the advisability of forming such an association will be gladly received by The Grocer for publication.

The good fellowship existing among the London grocers was particularly noticeable at the banquet and that characteristic can be attributed to nothing but the association. Working in harmony is to be commended wherever met with and especially so where the workers are keen competitors in business.

TIME FOR A CHANGE.

A correspondent writing to the Grocer from Winona, Ont., states that contrary to newspaper reports the peach crop of the Niagara district is not a failure. Even if some of the buds were destroyed there would be plenty left and with fewer buds the peach fruit would be of a better quality.

It seems that every year about this time the daily press exploit the idea that the fruit crop has been destroyed when later it often turns out to be better than ever. This pernicious habit of publishing false reports can do no good to the fruit industry and makes men miscalculate their business. It is certainly time this type of the daily paper was destroyed as the fruit crop is so frequently represented to be.

Reports from Nova Scotia, as will be seen in this issue, indicate that the fruit crop outlook down by the sea is favorable, and should no extremely cold weather interfere the crop will undoubtedly be a good one.

DO AS YOU SAY.

Over in Germany there exists a law which prohibits a merchant holding a removal sale unless he actually intends to remove. Similarly no merchant can advertise "selling below cost" or "clearing out sale" unless these things are actually his intentions. If he states his goods are to be sold below the cost an officer of the law may demand his invoices and determine whether he does so or not. A fire sale cannot be held unless there has been a fire.

The law protects the consumer in this respect which appears to be the proper course to pursue. A similar law might well be enacted in Canada with good results, for most merchants know how often sales of the above description are advertised when it is impossible for them to take place. When goods are stated to be sold at less than the invoice price, or when a selling out sale is advertised they should be carried out to the letter. It is certainly ad-

visable for the consumers to know exactly what they are doing and with such a law such a condition would follow and the majority of the merchants who are not accustomed to these periodical "selling out" sales would be much benefitted.

THE PEANUT SITUATION.

Each year witnesses the firmer establishment of the peanut in popular favor, and an increase in its sphere of usefulness. There was a time, when it was seen most frequently, at baseball matches, and in the "gods" of popular theatres. This however, still remains a field, over which, the peanut reigns in undisputed sovereignty, but in addition to this, it is now combined with other products, and made into a butter which is much in vogue for sandwiches. Peanut butter has undoubtedly come to stay, not altogether from the fact, that it is very delectable, but is also a highly nourishing food. The Canadian market for peanuts is supplied by Spain, France, Africa, India and the United States. About eighty per cent. comes from the United States which includes the Virginian and Spanish varieties, the latter being much richer in oil. A few peanuts also come from Japan. The great market of the world for this article, however, is Marseilles in France where peanuts are used very extensively for producing oil.

Practically all the peanut butter consumed in Canada is also manufactured here.

The peanuts of the above mentioned countries all possess some distinguishing features. The greatest difference, however, is observable between the Virginian product, and the rest, which are very similar to one another. The Virginian nut is larger, and the pod generally contains more nut meats than the others. The Japan nut is also large and poor in oil. The nuts from France Spain, Africa and India are comparatively small, and have a much thinner shell. It would require too fine a judgment to say which was the best, as they may each possess certain qualities which render them specially valuable for certain specific purposes. All kinds are at the present time enjoying a wide sale and the market presents bright prospects.

HOUSEHOLD REMEDIES.

One of the best arguments for the necessity of a Provincial Retail Grocers' Association can be seen in the Pharmacy Act. By this act only qualified druggists were allowed to sell poisons, and later a change was made to include all drugs and medicinal remedies. It has resulted in the fine of several country storekeepers who had sold a few cents worth of some harmless remedy.

Merchants were compelled to discontinue handling even quinine, salts, etc., greatly to the inconvenience of those residing in the community who had often to drive miles to be supplied with these things.

There is no reason why storekeepers should not sell such remedies as mentioned, and it is simply a case of uniting in a Provincial body to demand their rights.

THE BENEFITS OF BACKBONE.

As will be observed in correspondence from Chatham, Ont., in this issue the merchants of that town are much interested at present in the securing of a system to collect bad accounts and also in the price-cutting question. The story of how Guelph merchants look after the delinquents, which appeared in the Grocer recently has received much attention and may probably form a basis upon which the Chatham retailers will work.

In connection with price cutting the remarks of Peter Cunningham are worthy of note. He pointed out how he had refused to drop one cent off the prices quoted to customers who claimed they could secure cheaper goods elsewhere. He allowed them to leave the store first and found that eventually they returned and accepted his figures. He had backbone enough to refuse to lower his selling price and in the end came out ahead.

A TIP TO MERCHANTS.

The progressive town of St. Mary's in Western Ontario, with its three thousand five hundred of a population, has learned a lesson in economy which has saved to each, yearly, between two and three hundred dollars. It is the running of a general parcel delivery system which was established some four years ago and which has now become "part and parcel" of the merchants' business.

As explained in the news columns of this issue the business men of St. Mary's are highly pleased with the system and on no consideration would they relinquish it.

Mental mathematics show that if each merchant saves a dollar a day, that means about three hundred dollars yearly which is a saving af thirty thousand for a hundred merchants. If this vast sum can be saved annually by the merchants of a town by uniting only on one particular line, much better advantages should certainly follow from a closer unity.

There is no reason why merchants of any town in the Dominion the size of St. Mary's cannot do the same providing they get their heads together. A general parcel delivery is something that can be established with no expense. All that is required is a man who will undertake the contract and merchants who will stand by him.

WOMAN'S WISDOM.

There are many grocers to-day throughout the Dominion who are making successes of their businesses, principally because they have the assistance of their wives. Probably few of them appreciate this, nevertheless it is true. It needs a diplomatic business head to look after the various characteristics of the scores and hundreds of people who call at a store from month to month, and the women who are usually gentle and courteous to all are the diplomats.

They take particular pains to see that their customers are thoroughly satisfied. They look after the comfort of the babies who are brought into the store with their mothers, and which means a great deal to the latter. They sympathize with their customers in times of trouble and bereavement as only women can. Anything new introduced into the store is first tested by the wives of the grocers, and when they come behind the counters they speak with authority and are thus often able to make sales where the husbands would fail.

Recently a grocer in an Ontario city remarked that "no man who had any sense would be in the grocery business." This grocer, contrary to what one would expect from his statement, has made a fairly good success, but it is a fact that his wife was the cause. There are many grocers in business to-day, and making profit, too, who would not be where they are if it wasn't for their wives.

BUSINESS MAXIMS.

By Plato, Jr.

He who would be a successful grocery clerk must have "ginger."

Love for his vocation is the "spice of life" for the man behind the counter.

The clerk who is not quick to wait on customers will have to wait a long time for success.

Customers ignore stores in which discourteous salesmen are present.

Read your customers if you would learn their whims and wants.

He who would win in business must first win the good-will of his customers.

A Winning Fight from Poverty to Wealth

Former Ontario Man Makes Good in Business in the West—First Venture a Grocery Store—Sells it for Team of Mules—Starts Without a Dollar and Gets Married When $2,000 in Debt—Becomes Mayor of Edmonton and a Western Millionaire—What Pluck Will Do.

Starting out in the world with not a dollar to his name and worse than that, getting married when he was $2,000 in the hole and eventually becoming a western millionaire sounds more like a romance than an actual fact. Such, however, was the experience of a Cannington, Ont., boy who finally rounded up a fortune in the West and became Mayor of the City of Edmonton.

This is certainly a record that one seldom meets with and represents what a man with a purpose and a will to carry it out, can do.

John M. McDougall is the man and his first business venture was a grocery store which he sold for a team of mules. Millionaires in the West have usually interesting histories and this is very true of John McDougall, who, as the name implies, might be of Scotch parentage. His fight from poverty to wealth was a bold one, but he had the nerve to succeed and he did.

Without a Dollar.

There was a time when this man, whose home in Edmonton is one of the most luxurious in the West, had not a dollar to his name and when he was married he was no less than $2,000 in debt. There is no more popular citizen in Edmonton to-day than this shrewd business man, who has made one of the best mayors in the city's history. Civic finances and the general administration were looked after by a master hand, say those who know, and system took the place of confusion.

Like many of the other pioneers who have made good in the great West country, he was an Ontario man, coming from Cannington. When he first heard the call of the West, back in 1873, he was in Collingwood. It was a long way to Winnipeg in those days, much longer than now. After he had reached Thunder Bay (now Port Arthur) it took no less than twenty-eight days for the party to which he belonged to complete the journey to Winnipeg, a distance of about 400 miles. They traveled partly by wagon, by boats, and on foot. Arriving in Winnipeg with no money in his pocket, young McDougall had to work at whatever odd jobs presented themselves. Though there was little doing, he managed to earn enough to spend the winter at Kildonan College (now Manitoba University) where he continued his education.

His ambition was always to make a fortune for himself and place himself at the top of the commercial world. To this end he was never content when on salary; and spent years of unremunerative struggle as a small trader rather than make a comfortable living as another man's subordinate. He declined various positions which offered little chance of advancement, although he badly needed the money they would bring him.

Becomes a Grocer.

A grocery store was his first venture and unfortunately turned out badly, as his partner, who was furnishing the capital, found himself unable to meet the obligations he had assumed, and McDougall was left alone to face the storm. He weathered the summer all right, and finished it out of debt, but he had no capital to secure supplies for the winter. When a man named Robertson offered him a pair of mules and outfit and a little cash for his business, he was promptly taken up, though McDougall did not know what he would do with the mules. An opportunity presented itself to him to trade the mules for some sawlogs, and he then sold the logs to the Government bridge contractor, and was a few dollars ahead.

Just at this time he heard the great stories that were coming in from the plains. Buying a team of ponies and carts, with some goods for trading purposes, he started out as a free-trader on the plains, in company with a couple of others. At Fort Carleton he disposed of his goods to the Indians, getting in return a fine lot of buffalo robes and furs, and returned to Winnipeg.

Man Versus Blizzard.

Setting out again, his party was caught in a premature blizzard, and for days they fought with the storm and snow for their lives. They had to abandon their carts and make runners for sleighs out of the roots of trees. Their boots hurt so terribly that they had to throw them away, and to tie their feet up in bacon sacks. From a small Hudson Bay post in the Touchwood hills they purchased mocassins and gloves of skin, and hay which they sewed up between the blankets to make light mattresses. The ponies from first to last made their own way.

When speaking of these ponies, Mr. McDougall said recently with a deep note of regret and feeling:

"Ah, those little ponies! They deserve a monument for the part they played in the pioneer days, the help they gave to the men who came into the country and the hardships they endured in giving it. No other horses would have stood it. Snow was drink to them, and they merely pawed up the snow to get at their food, and they could find a trail when a man couldn't."

Coal Oil Expensive.

On Christmas eve, after being out in the storm since October 20th, they reached Prince Albert, and wintered there. McDougall opened a trading store in a small log house. During that winter the subject of this sketch found time to read Shakespeare through from cover to cover, and most of the reading was done by firelight, for coal oil was $3 a gallon, and people in those days had to do without such luxuries.

A year later Mr. McDougall came to Edmonton for the first time on a trading trip, and the following summer went back to Cannington, where he married Miss Amey, and took her west with him. He looked upon himself as an established free trader of the West at that time, though he was $2,000 in debt.

A Storekeeper Again.

He chose Edmonton for his home, and opened a store on Jasper St. east. In 1880 he entered into partnership with Stewart and Bannerman in the business of trading and outfitting, and the day soon came when both the original members of the firm dropped out, and he was sole owner. Some time since he took Dick Secord into partnership, and the firm was known as McDougall & Secord, until Mr. McDougall decided in 1907 that he was well enough off to be able to retire from active business life, and let others do their share of building up that hustling Albertan capital city.

PERSONAL NOTES.

A. E. Eardley, grocer, Fredericton, N.B., is a candidate for Queen's Ward for the city council.

The consumption of canned milk among the Chinese is on the increase. In 1907 there were 257,300 dozens of tins imported into China, and of these 12,140 dozens went from Canada.

An enthusiastic motorist, Wm. Dobie, president E. W. Gillett Co., Limited, was in the midst of his fellow-members of the Ontario Motor League at the first annual banquet held at the King Edward Hotel, Feb. 24. Mr. Dobie is president of the league and officiated as chairman at the banquet. At the banquet among the speakers were Hon. Adam Beck, Hon. Thos. Crawford, Hon. A. B. Morine and Mayor Oliver.

APPLICATION TURNED DOWN

No Average Demurrage Plan for Dominion Merchants and Shippers.

A decision which has just been handed down by Commissioner D'Arcy Scott, assistant chairman of the Railway Commission, refusing an application by the Wallaceburg Sugar Company, of Wallaceburg, Ont., for an order establishing in Canada what is generally known as the Average Demurrage Plan, in connection with the penalization of consignees for delay in unloading cars has generally interested merchants and shippers.

Under the rules of the Canadian Car Service Bureau 48 hours are allowed for the unloading of a car, and a penalty of $1 a day is payable for any time beyond that period that the car remains loaded, the idea being to remove the danger of car shortage.

Under the average system, which prevails in Michigan, if a car is unloaded in less than 48 hours, the difference is credited to the consignee, and set off against any excess time that may occur in the unloading of other cars. This system the Wallaceburg people wished to have introduced into Canada, or at least applied to their own case, as they are brought into competition with houses doing similar business in Michigan, which adjoins that part of Ontario in which their works are situated. D. A. Gordon, manager of the Wallaceburg Company, argued that while they could regulate the number of cars ordered from the farmers who supply the raw material, they could not regulate the delivery of these cars by the railway, with the result that shipments often came together so closely that their unloading facilities were inadequate to the demands made on them. In this way considerable demurrage costs were liable to be occasioned.

In his judgment Commissioner Scott pointed out that in the case of exceptional conditions in which the consignee was not at fault no demurrage could be charged for time in excess of 48 hours necessary for the unloading of cars. These rules are interpreted not by the railway companies interested, but by the Canadian Car Service Bureau, and Mr. Duval, the manager of the bureau, swore that any decision in such a case was made as favorable to the consignee as was consistent with the rules. Mr. Duval added that the idea of demurrage was not so much to get money for the railways as to secure the quick return of the cars. The sum of $1 a day obtained for demurrage was only one-third of the earning capacity of the car, and it was not to the advantage of the railways to have their cars lying idle even when this money was being received from the consignee.

"In my opinion," says Commissioner Scott in his finding, "the Average System might have the effect of making a consignee dilatory about unloading so long as he had free time to his credit, and if he had not free time to his credit the circumstances would be the same as they are under the present rules.

"The intention is that, under the Car Service Rules each car shall be dealt with by itself, and without reference to movements of other cars. This insures equal treatment of the smaller shipper or consignee with the larger one. But, if the Average Plan were in force, I can well see that an injustice would be done the small dealer. Suppose a dealer with a large capacity for storage received 50 cars of merchandise, which, under the Rules, he has 50 days to unload, and unloaded them all the first day. He would then have fifty days to his credit. The next day, he and a small competitor each received one car. The small competitor would have to unload in two days or be penalized, while the other could hold his car for fifty days free time, which might prove to be a very material advantage. It may be said that this is an extreme case. It doubtless is, but it shows how the Average Demurrage Plan might work out unless there were limitations upon it. Mr. Gordon suggested that the system might be adopted for those in his line of business only. I do not think it would be advisable at this early date to start making exceptions to the general principles laid down in the Car Service order, which has not yet been in effect for three years. These principles are, in my opinion, sound, and should not be interfered with."

The application was dismissed.

The Wayne Manufacturing Co., St. Louis, U.S.A., manufacturers of washboards, etc., in a circular issued to their customers, strongly denounce the statements of competitors that they are to sell out their business and announce that they have no connection with any trust in the United States nor will they ever permit such a connection to exist.

H. Wiese, superintendent Wallaceburg Sugar Co., inspected the company's newly acquired plant at Berlin last week. Mr. Wiese, who formerly was superintendent of a sugar refinery in Tangermunde, Germany, is an experienced refiner. According to his view improvements to the value of $100,000 will be made in the plant. Contracts for over 1,000 acres of sugar beets have already been closed with the farmers in the county of Waterloo.



Provisions Displayed in Silent Salesmen of R. A. Gould's Store, Pembroke, Ont

The interior of the grocery store of R. A. Gould, Pembroke, Ont., presents a new idea to retailers in the trade. That is the use of silent salesmen for the display of meats, provisions, etc. In the one are observed cheese, butter and lard, and in the other ham, bacon, canned soups, all attractively arranged and presenting the goods to advantage.

Mr. Gould's whole store is, in fact, neatly equipped, as the picture indicates. Biscuits and breakfast foods in packages occupy the top shelves, while the canned and bottled goods are shown below.

Markets and Market Notes

SEE ALSO PROVISIONS, CEREALS AND FRUIT VEGETABLES AND FISH DEPARTMENTS, ON PAGES FOLLOWING.

QUEBEC MARKETS

POINTERS—

Rolled Oats—Advanced.
Bran—Advanced.
Flour—Advanced.
Fruits—Slightly Easier.
Butter—Declined.

Montreal, March 4, 1909.

The past week was a fairly satisfactory one. Wholesalers report a good volume of business, made up of smaller orders, but this is considered rather favorable than otherwise, as accounts are met more promptly than they are when buying is on a large scale. Travelers report improving conditions in the country, and state that prospects for the coming summer are very good. The butter market continues weak, but it is thought, the price has gone about as low as it is likely to go for some time. Receipts of fresh made stock are not large, consequently fall stock is being largely drawn upon. Fresh rolls are coming in freely.

Cheese remains firm, and unchanged. Receipts of new laid eggs are quite large from Ontario points. Prices will probably keep fairly steady, as demand is good owing to Lenten season. Owing to the continued upward tendency of prices of wheat, of late, at both Canadian and American centres, a stronger feeling has developed in the market for spring wheat grades of flour, and the local millers, have advanced prices 20c a barrel and 10c in another case.

The market for hogs both live and dressed, is firm. Poultry remains scarce, and prices are firm. Fruits are if anything a shade easier. Bran and rolled oats are both stronger this week. Other lines remain unchanged.

SUGAR—The sugar market is the same as last quoted, and demand remains fair.

Granulated, bbls	$4 40
" ½-bbls	4 55
" bags	4 35
" 20-lb. bags	4 45
" Imperial	4 10
" Beaver	4 10
Paris lump, boxes, 100 lbs	5 25
" " 50 lbs	5 35
" 25 lbs	5 55
Red Seal	0 35
Crystal diamonds, bbls	5 55
" " 100 lb. boxes	5 65
" " 50 lb. "	5 75
" " 25 lb. "	5 95
" " 5 lb. cartoons	0 40
Extra ground, bbls	4 80
" " 50-lb. boxes	5 00
" " 25-lb. boxes	5 20
Powdered, bbls	4 60
" 50-lb. boxes	4 80
Phoenix	4 35
Bright coffee	4 30
No. 3 yellow	4 20
No. 2 "	4 10
No. 1 " bbls	4 00
No. 1 " bags	3 95

SYRUPS AND MOLASSES—Barbadoes stock which is very low in supply maintains its strong position. The first steamer, is expected to arrive about the last week in March.

Barbadoes, in puncheons	0 44 0 46½
" in barrels	0 46½ 0 48½
" in half-barrels	0 47½ 0 49½
" fancy	0 49
New Orleans	0 32 0 35
Antigua	0 30
Porto Rico	0 40½
Corn syrups, bbls	0 03½
" ½-bbls	0 03½
" ¼-bbls	0 03
" 38½ lb pails	1 75
" 25 lb pails	1 25
Cases, 2 lb tins, 2 doz per case	2 40
" 5-lb. " 1 doz. "	2 75½
" 10-lb. " ½ doz. "	2 65
" 20-lb. " ¼ doz. "	2 60

MAPLE PRODUCTS—The maple products market has relapsed into inactivity, after its little spurt of a couple of weeks. No changes have occurred.

Compound maple syrup, per lb	0 04½ 0 05
Pure Townships sugar, per lb	0 06 0 07
Pure syrup, 8½lb. tin	0 60 0 65½

TEA—The tea market has been better, and prices are firm. There is a good distributing demand reported from the country, for all kinds and grades of teas.

Choicest	0 38 0 45
Choice	0 32 0 37
Japans—Fine	0 27 0 30
Medium	0 22 0 23
Good common	0 21 0 22
Common	0 19 0 21
Ceylon—Broken Orange Pekoe	0 20 0 38
Pekoes	0 19 0 20
Pekoe Souchongs	0 19 0 20
India—Pekoe Souchongs	0 17½ 0 18
Ceylon greens—Young Hysons	0 19 0 25
Hysons	0 18 0 20
Gunpowders	0 17 0 25
China greens—Pingsuey gunpowder, low grade	0 12½ 0 16
" " pea leaf	0 19 0 27
" " pinhead	0 30 0 45

COFFEE—Steady and in good demand.

Mocha	0 18½ 0 25
Rio, No. 7	0 09 0 11
Santos	0 12 0 15

DRIED FRUITS—Supplies are being gradually absorbed owing to good consuming demand. Valencia layers have been in good demand, but the market is bare of supplies. Currants are firm. Sultanas are easier in tone. Dates are also easier. Figs remain firm. Other lines are the same as last quoted:

Figs—	
Bag figs	0 03½ 0 05
Tapnets	0 03½ 0 05
Elemes	0 08 0 14
Dates—	
Hallowees, per lb	0 05 0 06
Sairs, per lb	0 06
Malaga Raisins—	
London layers	2 25
"Connoisseur Clusters"	2 50
" " ½-box	0 75
"Royal Buckingham Clusters," ½-boxes	1 30
" " boxes	4 75
"Excelsior Windsor Clusters"	5 75
" ¼'s	1 50
Australian raisins	0 07 0 08
California Raisins—	
Fancy seeded, 1-lb. pkgs	0 09 0 10
Choice seeded, 1-lb. pkgs	0 08½ 0 09½
Loose muscatels 3 crown	0 08 0 09
" " 4 crown	0 09 0 10
California Evaporated Fruits—	
Apricots, per lb	0 12 0 14
Peaches, "	0 11 0 14
Pears, "	0 13
Prunes—	per lb.
Prunes 25-lb. boxes, 30-40s	0 10 0 12
" " " 40-50s	0 09 0 10
" " " 50-60s	0 08½ 0 10
" " " 60-70s	0 08 0 09½
" " " 90-100s	0 07
Currants, fine filiatras	0 06½ 0 07
" Patras	0 08 0 08½
" Vostizzas	0 08½ 0 09½

SPICES—There is a fair trade passing in all lines of spices, at unchanged figures.

	Per lb.
Peppers, black	0 14 0 20
" white	0 20 0 27
Ginger, whole	0 15 0 20
" Cochin	0 17 0 20
Cloves, whole	0 17 0 30
Cloves, ground	0 20 0 25
Cream of tartar	0 23 0 32
Allspice	0 13 0 18
Nutmegs	0 30 0 60
Cinnamon, ground	0 15 0 19
" whole	0 14 0 18

RICE AND TAPIOCA—The demand for rice has been more active during the week, than for some time. Tapioca remains quiet.

BEANS AND PEAS—Beans continue fairly firm at unchanged quotations. Peas are the same as last quoted.

Ontario, pickers	1 90 2 00
Peas, boiling	1 35 1 40

EVAPORATED APPLES—This product continues scarce, and price is well maintained.

Evaporated apples, new	0 03 0 08½

FURS—Quiet and without any remarkable features this week.

Mink	5 00 6 50
Marten, pale	4 00 6 00
" dark	8 00 20 00
Fox, red	4 00 6 00
Lynx	9 00 15 00
Otter	15 00 25 00
Fisher	7 00 12 00
Weasel	0 25 0 35
Muskrat	0 15 0 25
Canadian coon	0 75 1 25
Skunk	0 40 1 25
Bear, large	8 00 10 00
" small	3 00 5 00

CANNED GOODS

MONTREAL—Canned vegetables are in excellent demand, also canned fruits and fish. Meats are indifferently enquired for.

TORONTO—At the present time there is a good demand for fruits, including apples, peaches and blueberries. In fact, none of the fruits appear to be standing in the market and a general clean up is anticipated. Peas will likely be short. Other vegetables are moving fairly well but canned meats are quiet. The Canned Goods Trade, of Baltimore, in commenting on the situation, says:

"The market condition of canned goods for the past week has not varied greatly from the preceding weeks, but if one seeks a concensus of opinions on it he will find when he is through that he has a Jacob's Coat, so varied are the colorings given it. No two men regard it in the same light, but the pessimistic spirit has held sway so long that almost all, if not all, opinions are tinged with it. We know of houses that have reported week after week "No business doing," "The market is dead," "Demand has ceased entirely," and so on, and yet when an increase in the office force is noted and commented upon they are at a loss for an explanation. Such is, however, the actual case as come under our personal observation. And it is not an isolated case. If the reports of most dealers in canned goods, as well as the canners themselves, were taken literally, there is every reason to believe that the whole office force would be given a holiday, but we have not noticed any forces reduced, much less entirely suspended.

"The answer to this problem is that the orders have been more numerous,

we can even say been more frequently repeated, than was formerly the custom, and this has made additional work, although the total sales, figured in a number of cases, is below an average. The whole story is told when we say that jobbers seem to prefer coming early and often for small lots, rather than filling their wants at one good throw."

ONTARIO MARKETS.

POINTERS—

Sugar—Advance anticipated.
Seeded Raisins—A small decline.
Evaporated Apples—Good demand.
Canned Fruits—Sale is fair.
Peas—Shortage expected.

Toronto, March 4.

Wholesale merchants are optimistic as to business conditions during the coming year. They think the year will be a good one and that the financial depression of the past couple of seasons will have a good effect on the country at large. It will make people more careful. Business during the present month is fair but collections are reported somewhat slow.

The sugar market is again interesting. No change has occurred since last week but an advance is anticipated at any time. A large United States refinery has raised the price this week. The cause is said to be due to the reported bad weather conditions in the West Indies.

An easing off in seeded raisins is apparent but there is a good demand for dried peaches and evaporated apples and fair demands for other dried fruits. A shortage in canned peas is anticipated.

The opening up of the new silver districts of the north have been a good stimulus to trade. A representative of a local wholesale house who has been up north says that there are some 60 or 70 cars of goods at Charlton awaiting to be unloaded to be teamed to the Gow Ganda district—a distance of 50 miles. Some trouble is expected if spring were to open up in a hurry, as it would be almost impossible to get goods through such a country in wet weather.

SUGAR—According to local advices there is every indication of an advance in the price of sugar. On Wednesday of this week announcement was made by the Federal refinery of the United States of an advance of 10 points. The cause of this is said to be due to a report of bad weather conditions in the West Indies where the raw crop is causing alarm. The raw market is firm and strong prices prevail. Holders of raws, according to a local broker, will not sell believing the market will advance. Locally, the sugar demand is somewhat quiet.

"Crystal Diamonds," barre's	5 65
" " half barrels	5 75
" " boxes, 100 lbs	5 85
" " 50 lbs	5 95
" " " 25 lbs	6 15
" " 5-lb. cartons, boxes 100 lbs	6 10
St. Lawrence Crystal Diamond Dominos, 5 lb. ctns	6 10
Paris lumps, in 50-lb. boxes	5 55
" in 100-lb. "	5 45
" in 25-lb. boxes	5 75
Red Seal	7 10
St. Lawrence granulated, barrels	4 50
Beaver granulated, bags only	4 20
Redpath extra granulated	4 50
Imperial granulated	4 20
Acadia granulated, (bags and barrels)	4 40
Wallaceburg	4 30
St Lawrence Golden bbls	4 10
Bright coffee	4 40
No. 3 yellow	4 30
No. 2 "	4 20
No. 1 "	4 10

Granulated and yellow, 100-lb. bags 5c. less than bbls.

MOLASSES AND SYRUP—A scarcity of sugar syrups is reported. Although laundry and culinary starches are reduced about half a cent a pound there is no change in syrup prices. Molasses are experiencing a steady demand.

Syrups—	
Medium	0 30 0 35
Bright	0 40 0 45
	Per case.
2 lb. Tins, 2 doz. in case	2 40
5 " " " "	2 75
10 " " 1 "	2 65
20 " " 1 " "	2 60
Barrels	0 03½
Half Barrels	0 03½
Quarter "	0 03½
Pails, 38½ lbs. each	1 75
" 25 " "	1 25
Maple syrup—	
Gallons, 6 to case	4 50
½ " 12 "	4 80
Quarts, 24 "	4 80
Pints, 24 "	2 50
Molasses—	
New Orleans, medium	0 30 0 35
" bbls	0 28 0 30
Barbadoes, extra fancy	0 45
Porto Rico	0 45 0 60
West Indian	0 31 0 33

TEA—A cable received on Tuesday from Colombo by a local broker stated that the market was strong at full prices for teas of quality, indicating a good demand. There is no doubt, said another broker, that flavory teas will be later coming on the Colombo market this year than in some years past. Lateness in the season is attributed as the cause.

COFFEE AND COCOA—There is no lessening in the coffee demand. About the only thing new in the situation is the increased export duty from Brazil which is now enforced. This extra duty was to be enforced when the exports had reached the 9,000,000 mark during the season, the duty to be placed on the balance of the crop. The primary market in coffee is weaker. Inquiries regarding the alleged bringing into Canada of coffee eventually for the United States do not find any foundation to the rumor.

A reported scarcity in the cocoa crop in Trinidad has caused the market in cocoa beans to advance slightly, but no changes have occurred in the manufactured material.

DRIED FRUITS—In this market seeded raisins have eased off a little in price during the week. Prunes are selling well and apricots fairly well. Cooking figs are in good demand and dried peaches are particularly good sellers. Peaches are cheaper than they have been for years and 20 cases are now selling to one formerly. The prices in these have also eased off.

	Per lb
Prunes—	
30-40's, 25-lb boxes	0 10½
40-50's, 25-lb. boxes	0 09½
50-60's, " "	0 08½
60-70's, " "	0 08½
60-70's, 50-lb. boxes	0 08½
80-90 " "	0 07½
90-100, " "	0 07½
Apricots—	
Choice, 25-lb. boxes	0 12½
Fancy, " "	0 13
Candied and Drained Peels—	
Lemon	0 10 0 11
Citron	0 17 0 20
Orange	0 10½ 0 12
Figs—	
Elemes, per lb	0 08 0 10
Tapnets, "	0 03½ 0 04
Bag Figs	0 03½ 0 04
Dried peaches	0 08 0 10
Currants—	
Fine Filiatras	0 06½ 0 07
Patras	0 08 0 08½
Uncleaned, ½c less.	
Vostizzas	0 08½ 0 09
Raisins—	
Sultana	0 07½ 0 09
" Fancy	0 11 0 12½
" Extra fancy	0 14 0 15
Valencias	0 05½ 0 06
Seeded, 1-lb packets, fancy	0 08½ 0 09
" 16 oz. packets, choice	0 08
" 12 oz. "	0 07½
Dates—	
Hallowees	0 05½
Sairs	0 05
Fards choicest	0 08
" choice	0 07½

NUTS—The market in nuts is very quiet. Good Brazils are reported to be hard to obtain.

Almonds, Formigetta	0 12½
" Tarragona	0 13
Walnuts, Grenoble	0 14
" Bordeaux	0 11
" Marbots	0 12
Filberts	0 10
Pecans	0 16 0 18
Brazils	0 15
Peanuts	0 10 0 12

RICE AND TAPIOCA—The demand in rice is fair with the cheaper varieties scarce. The tapioca market is quiet.

	Per lb.
Rice, stand. B	0 03½
Standard B, from mills, 500 lbs. or over, f.o.b., Montreal	2 95
Rangoon	0 03½ 0 03¾
Patna	0 05½ 0 05¾
Japan	0 05½ 0 06½
Java	0 06 0 07
Sago	0 05 0 06
Seed tapioca	0 06
Tapioca, medium pearl	0 04½

SPICES—Quietness still reigns in the spice market. The ginger crop is reported light but it is anticipated there will be enough to meet the demand.

Peppers, blk pure	0 14 0 20
" white pure	0 22 0 30
" whole, black	0 18
" whole, white	0 28
Ginger	0 18 0 25
Cinnamon	0 25 0 40
Nutmeg	0 35 0 90
Cloves, whole	0 25 0 35
Cream of tartar	0 22 0 25
Allspice	0 16 0 19
" whole	0 17 0 20
Mace ground	0 80 0 90
Mixed pickling spices, whole	15 0 20
Cassia, whole	0 20 0 25

BEANS—A firm tone prevails in the bean market in view of the high prices prevailing in the United States.

Beans, hand picked	2 25
" prime No. 1. "	2 00
" Lima, per lb	0 07½

EVAPORATED APPLES—There is a good demand for evaporated apples with prices the same as last quoted.

Evaporated apples	0 07½

BUYERS IN TORONTO.

Among the buyers from the out of town districts in Toronto this week calling on the trade were :

Frank Chapelle, Holt, Ont.
E. E. Emmerson, Mongolia, Ont.
Wm. Elliot, Gowganda, Ont.
P. Chapelle, Brown Hill, Ont.
Andrew Grady, Castlemore, Ont.
Lyman Larway, Wexford, Ont.
Mr. Taylor, of Taylor & Marshall, Huttenville, Ont.
J. McGurk, Mayfield, Ont.
N. A. Malcolm, Malton, Ont.
R. Sterett, Petrolea, Ont.
David Hill, Richmond Hill, Ont.
Jack Naughton, of Naughton Bros., Elgin Mills, Ont.
B. Ward, Bloomington, Ont.
Jno. Sloan, Galt.

Grauel Bros., who for the past year have conducted a grocery business on Frederick street, Berlin, have sold their business to Eph. Hinsberger and Chas. Hallman.

PORK PACKING IN ALBERTA

The Government to Own and Control Big Establishment—A Much-talked-of Question by Western People—Price of Wheat Going up Has no Effect on Flour.

Winnipeg, March 2.—Another week's markets have come to an end and still the price of wheat soars. May wheat closed Saturday, Feb. 27, at $1.13½ or 4½ over the close of the previous Saturday and 10½ higher than it was at the first of February. Trading has been active all week; there has been much buying for export. There has been some active speculative buying and taking profits also and it is currently rumored that one of the most successful speculators of the week has been Hon. R. P. Roblin, premier of Manitoba. He is variously credited with a clean up of from $75,000 to $100,000 for the week.

There has certainly been a lot of money made in wheat this week. The advance in prices has brought about a noticeable increase of receipts and for the last few days they have been running about double what they were at the same date last year. This rather disposes of the theory that there was no more wheat in the country or rather that there was very little more.

One of the rather surprising things is that with the rapid advance in the price of wheat there has been no corresponding advance in the price of flour up to date, although prices have advanced in the east. Mills are all running full time and millers report a fair domestic demand and a moderate export inquiry.

Apart from the interest taken in wheat there has been little to mark the week.

The Legislature is in session and the two parties continue to belabor each other day after day with short intervals of attending to the country's business.

Monopoly Not Necessary.

The Grain Growers' Associations of Manitoba have presented a gigantic petition asking for the Government ownership of interior elevators and claiming that it is not necessary for the Government to have a monopoly in order to go into the business.

In the meantime companies with Dominion charters are quietly going ahead making preparations for a big season of elevator building.

The indications are that the British America Elevator Company will erect between 50 and 60 elevators in the Canadian West this year. It is known for a fact that they have placed orders for the machinery for a large number.

Alberta Pork Packing Report.

The commission appointed by the Alberta Legislature to inquire into the whole question of the wisdom of the Government establishing pork packing industries reported last week. The report is rather an interesting one, the commission appearing to have gone into the matter with very considerable thoroughness. Among the leading recommendations made were that the Government should erect a hog packing plant with a capacity of 300 hogs per day when a sufficient number of farmers were prepared to guarantee at least 50,000 per year to a plant. That the management take in the farmer's hog and pay for them up to 2-3 of the estimated value, and then at regular intervals when sufficient time has elapsed to place the product on the market, pay the producer the balance of the full value less the cost of curing and marketing, and a sum sufficient to pay local working expenses, also less one fourth of a cent per pound live weight to be applied for the creation of a fund for the purpose of paying back to the Government the original investment and interest and at the same time to allow shares to each patron equal to the amount paid into this fund by the assessment of the one-fourth of a cent per pound on his product.

In the matter of freight rates it was recommended that the total of all freight rates paid on the railways be subdivided and charged equally against each pound of pork supplied, and there be regular shipping days and that each patron bind himself to give all the hogs which he wishes to dispose of for packing to the plant, and failing to do so that he be subject to a fine not exceeding $2 per hog. The Legislature has not yet disposed of the report. The distance of Alberta from large markets and the desirability of placing the roughage of their farm on the market in the most concrete form together with the increased easy way with which pork can be raised in Alberta owing to the increase in butter making has led to the packing question being a very live one indeed.

Since then Alberta Legislature accepted and to some extent acted upon the report of the packing commission, there being an appropriation of $50,000 in the estimates for the erection of the first plant.

The working out of this attempt of Government ownership will be watched with very keen interest all over the West.

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 9 a.m. Thursday, March 4, 1909.)

Business continues to improve, the volume of sales each month showing a big increase over the corresponding month last year. New lines are being introduced by Eastern and foreign manufacturers through local agents and brokers showing that there is unlimited confidence in the immediate future of this market. Strong, and in some cases foolish, competition among local wholesale houses furnishes the only disturbing factor in the local business situation.

SUGAR—The advance in New York has not yet been followed locally, but the market is very strong at the moment and an advance is expected. We quote :—

Montreal and B.C. granulated, in bbls	5 00
" " in sacks	4 95
" yellow, in bbls	4 60
" " in sacks	4 55
Wallaceburg, in bbls	4 90
" in sacks	4 95
B.C. gunnies granulated, 5-18's to bale, per cwt	4 95
" " 5-20's " "	4 95
" hard pressed lump, 25's, per cwt	6 15
" " half bbls., per cwt	6 50
" icing	5 80
bar sugar	6 60
Icing sugar in bbls	5 60
" " in boxes	5 80
" " in small quantities	6 10
Powdered sugar, in bbls	5 30
" " in boxes	5 60
" " in small quantities	5 65
Lump, hard, in bbls	5 95
" " in ½-bbls	5 95
" " in 100-lb cases	5 95

SYRUPS AND MOLASSES—There are no new features of interest in the local syrup situation. Prices continue as follows :

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 16
" " 5-lb tins, per 1 "	2 60
" " 10-lb tins, per ½ "	2 43
" " 20-lb tins, per ¼ "	2 55
" " ¼ barrel, per lb.	0 03½
" " Sugar syrup, per lb.	0 03½
Beaver Brand, 2 lb tins, per 2 doz case	3 10
" 5 " " 1 "	3 60
" 10 " " ½ "	3 30
" 20 " " ¼ "	3 20
Barbadoes molasses in ½-bbls, per gal	0 40
New Orleans molasses in ½-bbls, per lb	0 03½
Porto Rico molasses in ½-bbls., per lb	0 04½
Blackstrap, in bbls., per gal	0 31
" ½ " "	0 33
" 5 gal. bsts., each	2 25

MAPLE PRODUCTS—Selling very slowly. Prices continue as below :

Sugar, 25 lb. boxes, ½s. and ⅛s	3 00
Syrup, gallons, ½ doz. to case, per case	5 65
" ½ " 1 doz. to case, "	6 15
" ¼ " 2 doz. to case "	6 55

FOREIGN DRIED FRUITS—The decline in raisins predicted in these columns a month ago has been announced. It is due to a war in California between the growers' association and the selling agents. Owing to local competition peaches are selling now at 7 cents. This price is not warranted by conditions in the primary market and is due entirely to over-stocking by one or two local houses. We quote :

Sultana raisins, bulk, per lb	0 09
" cleaned, "	0 10½
" 1 lb pkgs "	0 11½
Table raisins, Connoisseur clusters per case	2 90
" extra dessert, "	3 85
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 70
" Connoisseur clusters, boxes (5½ lbs)	0 85
Trenor's Valencia raisins, f.o.s., per case, 28's	2 05
" " " 14's	1 00
" " selects " 28's	2 25
" " " " 14's	1 15
" " layers " 28's	2 35
" " " 14's	1 25
California raisins, choice seeded in ½-lb. packages per package	0 05½
" " fancy seeded in ½-lb. packages per package	0 05½
" " choice seeded in 1-lb packages per package	0 06½
" " fancy seeded, 1-lb. packages, per package	0 07½
Raisins, 3 crown muscatels, per lb	0 05½
" 4 " " "	0 06½
Prunes 90-100 per lb	0 05½
" 80-90 "	0 05½
" 70-80 "	0 06½
" 60-70 "	0 07
" 50-60 "	0 07½
" 40-50 "	0 08
" 30-40 "	0 08½
Silver prunes	0 09
Currants, uncleaned, loose pack, per lb	0 06½
" dry cleaned, Filiatras, per lb	0 06½
" wet cleaned, per lb	0 07
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 08
Pears, per lb	0 08½
Peaches, standard, per lb	0 07
" choice	0 07
Apricots, standard, per lb	0 10½
" choice, per lb	0 11½
Plums, black pitted, per lb	0 11½
Nectarines, per lb	0 09½
Dates, new, per lb	0 07

RICE AND TAPIOCA—Another decline in Japan rice has reduced the price to 4c per lb.; Patna, 4⅛c. ; Rangoon,

3¾c. Tapioca has also been reduced and it is quoted now at 4½c per lb.

EVAPORATED APPLES—There is a good staple demand at 8½c per lb. The market is steady and no change is expected in local prices.

HONEY—Supplies are hard to obtain. Prices are quoted as follows :

Honey, 2½ lb. tins, in case 24	8 75
" 5 " " 12	8 50

SPANISH ONIONS—New stock is quoted at $1.15 per crate.

NUTS — Advanced prices on new stock. We quote :

Shelled Walnuts, in boxes, per lb	0 28
" " small lots, per lb	0 30
" Almonds in boxes, per lb	0 27
" " small lots, per lb	0 30

ROLLED OATS—Prices are steady at figures quoted :

Rolled oats, 80 lb sacks, per 80 lbs	2 10
" 40 " " 80	2 15
" 20 " " 80	2 20
" 8 " " 80	2 50

CORNMEAL—We quote the following reduced prices :

Cornmeal, per sack	1 90
" per ½ sack	0 95
" per case (10, 10's)	2 15

BEANS—Prices are steady at the recent advance. Hand picked are quoted at $2.35 per bushel and the three-pound picker at $2.25.

POT AND PEARL BARLEY — Pot barley is quoted at $2.55 per sack ; pearl barley at $3.75 per sack, and $1.95 per half sack.

BROOMS—Owing to the advance in broom corn all brooms have been advanced 25 cents per dozen.

CANNED GOODS—Canned peas are very scarce and local supplies are nearly exhausted. Owing to the low prices on the local market this winter there has been a heavy demand. The price is likely to be advanced, but there has been no general agreement as yet among the local wholesalers.

FRUITS.

	Group No. 1.	Groups No. 2.&3
Apples—3's standard, per case	$2.44	$2.34
" Gallons, standard, per case	1.55	1.52½
Cherries—Red, pitted, 2's	4.18	4.08
" black pitted 2's	4.18	4.08
" white pitted 2's	4.38	4.28
Currants—Red 2's	4.18	4.08
" black 2's	4.18	4.08
Gooseberries—2's	4.58	4.48
Lawtonberries—2's	4.18	4.08
Peaches—Yellow 2's	4.18	4.08
" yellow 3's	6.54	6.44
" pie, unpeeled 3's	3.34	3.24
" pie, unpeeled, gallons	2.42½	2.40
" pie, peeled, gallons	3.30	3.27½
Pears—Flemish Beauty 2's	3.68	3.58
" Flemish Beauty 3's	4.74	4.64
" Globe 1.s. 2's		2.76
" Globe 1.s. 3's		4.14
Plums—Damson 1.s. 2's	2.28	2.18
" Lombard 1.s. 2's	2.28	2.18
" Green Gage 1.s.	3.08	2.98
Raspberries—Red 2's	4.18	4.08
" red, gallons	3.80	3.77½
" black 2's	4.18	4.08
" black, gallons	3.80	3.77½
Strawberries—2's	4.18	4.08
" gallons	3.80	3.77½

VEGETABLES.

Asparagus—2's	6.28	6.18
Beans—2's	2.08	1.98
Corn—2's	2.08	1.78
Peas—		
No. 4 standards, 2's	1.88	1.65
Early June, 2's	1.98	1.65
Sweet Wrinkle, 2's	2.18	1.85
Extra fine sifted, 2's	3.08	2.75
Pumpkins—3's	2.14	2.04
Succotash—2's	2.68	2.58
Tomatoes—3's	2.44	2.18
Tomatoes, 2's	2.08	1.74
Tomatoes—gallons	3.70	3.65

MEATS.

Clark's 1 lb., pork and beans, plain, per case	2 50
" 2 " " " "	1 90
" 3 " " " "	2 50
" 1 " tomato sauce, per case	2 50
" 2 " " "	1 90
" 3 " " "	2 50
" 1 " Chili "	2 50
" 2 " " "	1 90
" 3 " " "	2 50
Soups, per doz	1 25
Corned beef " 2's per doz.	2 00
" " 1's "	1 75
Roast beef " 1's, per doz	1 07
" 2's, "	2 55
Potted meats, ½'s, per doz	0 05
Veal loaf ½ lb., per doz	1 25
" 1 lb. "	2 50
Ham loaf ½ lb. "	1 25
" 1 lb. "	2 50
Chicken loaf ½ lb. "	1 25
" 1 lb. "	3 50
Luncheon tongue 1's, "	3 65
Sliced smoked beef ½-lb. tins, per doz	1 80
" " 1-lb. tins, "	3 10
" " 1-lb. glass, "	3 35
Chipped " ½-lb. tins, "	1 45
" " 1-lb. tins, "	2 50
" " 1-lb. glass, "	0 05
Sliced bacon, 1-lb. tins, "	3 10
" 1-lb. glass, "	3 25

BUTTER—The market is extremely dull. Manitoba creamery is jobbing locally at 25 cents per lb. although in some cases as high as 26 cents has been obtained recently. Some purchases have been made on the basis of 24 cents. The top heavy condition of the Eastern market is not without its effect here and prices of creamery are likely to be lower.

Owing to the absence of outside demand the dairy butter market is also very weak. The prevailing price for round lots is 15c to 15½c. f.o.b. Winnipeg. The butter now being shipped is fodder goods and the quality is not all that might be desired. With the approach of spring the old storage stocks must be cleared out and the price is not unlikely to recede further.

EGGS—For some little time the local market has been supplied with stock from the south, principally from Minneapolis and other points in Minnesota. With milder weather, prices are likely to slump heavily during the present month. Sales are being made to the retail trade at 29c. to 30c per dozen. Arrivals of Manitoba stock are almost nil.

TAX ON TRAVELERS.

This Has Been Eliminated in Prince Edward Island—Still in Force in British Columbia.

A Bill has been passed by the provincial government of Prince Edward Island repealing the tax on commercial travelers which yielded a revenue of about $8,000 annually. The tax on travelers amounted to a yearly fee of $20. The opposition offered no objection to the measure. Although this bill was passed last week it will take effect from Jan. 1st last.

There was considerable unfavorable comment, according to a despatch from Charlottetown, from the mainland press and the passing of the measure did not tend to make the Island popular with the large business houses.

The government has, however, pursued the proper course in repealing the tax so that Prince Edward Island can stand on the same footing as most of the other provinces of the Dominion.

There is no tax imposed in New Brunswick, while in Nova Scotia there is no provincial law imposing a tax or fee, but power is vested in most of the incorporated towns to impose such a tax. Neither Ontario nor Quebec assess the traveler and the same may be said of Manitoba and the other western provinces with the exception of British Columbia.

In British Columbia no commercial traveler, agent or other person not being a resident of the province can solicit orders for goods to be imported into the province without a license therefor and paying the prescribed fee. Every commercial traveler soliciting orders for liquors or cigars, or both, to be imported into British Columbia must pay a license of $100 every six months. For those soliciting orders for any other kind of goods, wares or merchandise for importation the fee is $50 for every six months.

It is time the far western province was falling in line too and eliminating the tax on the commercial man and no doubt it will soon come to this.

FISH SPECIALS

You'll want Fish. We've got them, full lines. Look at these prices, and send us your order.

Favorite Cod, 2-lb. blocks, 20-lb. boxes at 6½c. lb.
Fresh Halibut—and it is fresh - - at 9c. lb.
Skinless Cod - - - at $6.00 per 100 lbs.

No. 1 Labrador Herringe, bbls. at $6.90 per 100 lbs.
" " half bbls. at $3.75 per 100 lbs.
All *F.O.B.* Fort William

CHOCOLATE. We are agents for Lucerna Chocolate and Cocoa for Thunder Bay and Rainy River Districts. Special Price on Lucerna Cocoa, ¼ and ½ and 1-lb. Pkgs. at 32c.

THE JOHN KING COMPANY, Ltd.

Wholesale Grocers and Importers **FORT WILLIAM, ONT.**

Latest Happenings in the Grocery Trade

Western Canada Notes

Eastern Oysters to Be Planted at Pacific Coast—Eggs Scarce in Edmonton—Cash System Favorable in Calgary—New Fruit Company Being Formed.

VANCOUVER.

March 2.—A new fruit company, to operate on a large scale, has been organized to do business in this city. It is the Hunter, MacMicking Company, the manager being T. J. Hunter, who has been treasurer of the Vancouver Retail Grocers' Association. W. J. C. Hunter, the secretary of the Association, has resigned and will also be one of the active members. The company is capitalized for $35,000 and will compete directly with Oscar Brown & Company and F. R. Stewart & Company, who have had practically a monopoly of the wholesale fruit business here. Present premises will be in the basement of the Leckie building, at the corner of Cambie and Water Streets, but an option has been secured on the new Cottrell building on Water Street, which will give five storeys for business purposes, when completed.

The day is now past when Brown & Company and Stewart & Company will be the exclusive handlers of bananas in this city. They have enjoyed that privilege for some time, but a short while ago there was a dispute with the big distributors in Seattle, following which the Puget Sound people shipped in carload lots to the small dealers here. The two big firms were the only ones that received single carload lots, and the small dealers get together and bring in a car among them. For a few week's past, there have been no bananas, as the quality of those being shipped in was so poor that they were dropped for a while. Now, however, they are back again.

Local apples are being cleared up, and the price has advanced, the wholesale quotations being $175 and $2 per box. Apples are coming in from Washington State.

The spring drop in the price of eggs has taken place. Large supplies are coming in from Kansas and California, the former being quoted at 26c by jobbers and the latter at 30. There are only a few local eggs offering as yet, the price of these being placed at 40c.

Butter, too, is down, the figure being 35c. An explanation is given of the poor quality of butter since the cold snap. It is stated that it got frozen then, and in some instances was thawed out and frozen again, with the result that the quality was greatly deteriorated.

James Roy will succeed W. J. C. Hunter as secretary of the Vancouver Retail Grocers' Association. Mr. Roy has been an employee of the Telephone Company.

One of the best know commercial travelers in the west, Richard J. Smardon, is dead after a lingering illness. He was traveler for the Royal Soap Company, of this city, and resided here. He was 41 years of age. Not only will he be missed in Vancouver and throughout the province, in which for 15 years he has been a resident, but by a host of friends including the knights of the grip from Vancouver to Montreal. He was formerly a resident of the latter city, being a son of Richard Smardon, a retired wholesale merchant. His wife, to whom he was married about two years ago, survives him.

At the annual meeting of the Board of Trade of New Westminster, H. Ryall brought up the question of a wholesale grocery business for that city. The wholesale houses on the lower mainland are located in Vancouver, but New Westminster with its growth is stretching out for more business, and merchants there are of the opinion that the stores of that city and immediate district should be supplied from New Westminster. The matter has been brought up on a previous occasion, but nothing came of it.

Special displays are being made of the product of the Chilliwack Canning and Preserving Company, a large amount of cherries, plums, apples, having been brought to the city. They compare very favorably with the eastern canned goods.

Capt. Williams, of the West Coast Fishing Company, owners of the oyster beds at Esquimalt, will go east in March to purchase ten carloads of oysters to plant in the beds to increase the supply. There is a very large demand in all the coast cities for the product of the Esquimalt beds, and although there are 2,500,000 now there, the amount planted will be greatly in excess of the quantity usually laid out. It is found that by bringing out the oysters when they are small, the freight is much less than when they are large. More can be put in a barrel, and the growth here is very rapid. The business is a profitable one, and oyster companies are actively at work at Esquimalt on Vancouver Island, at Boundary Bay, south of the Fraser river on the mainland, and across the border.

Lanning, Fawcett & Wilson are incorporated with a capital of $40,000, to take over the general store business of Marshall, Smith & Company, at Ladner.

CALGARY.

March 3.—During the past few days the weather has turned extremely mild here, and both the wholesale and retail dealers report a steady improvement in business.

In the produce market prices are slightly easier. Fresh eggs are more plentiful and are to-day retailing at 45c to 50c per dozen; fresh butter is still high, retailing at 30c to 35c; B.C. spuds are down to $1.60 per bushel, and Albertas are more plentiful at $1.20. Green apples are scarce, and to-day's retail price is $2.50 per box for spies.

The question has often been asked, "Will Calgary become a meat-packing centre?" and present indications are significant of the fact that it will in the very near future be a very important one. P. Burns & Co. have for many years operated an abattoir and cold storage plant of large capacity, many of their products being used locally and throughout Alberta, but the greater portion is shipped west to British Columbia. It is reported that the Morris Company, of Chicago, have acquired the abattoir and retail stores of the Dominion Meat Co., and that it is the intention to largely increase the capacity of the abattoir, which plant is situated some two miles northeast of the city. Some years ago the Swift Co., of Chicago, acquired the packing business of J. Y. Griffin & Co., Winnipeg, along with their branch houses throughout Western Canada, one of which is situated here in Calgary. While the Dominion Meat Co. is said to have sold to Morris, there is a rumor that Swift & Co. are the real buyers. With their immense plant at Edmonton, together with the Calgary abattoir and distributing stores throughout Alberta and British Columbia, this company seems to be preparing to take care of a good portion of the rapidly-increasing meat business.

A great change is being wrought at the present time throughout the West from credit to cash system. Many retail grocery stores in Calgary are to-day doing a strictly cash business, and the public are beginning to realize that it pays to patronize the cash stores on account of the better values given. Competition in the grocery line is very keen, and the credit man will shortly find it difficult to do a profitable trade in the face of the attractive prices offered by the up-to-date cash stores. There are, of course, several large grocery stores which do a large credit business, but the cash trade is what the merchants seem eager to secure and the proportion of credit business is becoming less every year.

EDMONTON.

March 3.—The fine, almost springlike weather of the past two weeks has been a great stimulus to business. More homesteaders have been coming into town lately to replenish their supplies. Some of the most traveled roads are being worn rather thin on account of the soft weather and several teams have been using wheels. The Stoney Plain trail is especially bad owing to the heavy freighting over it to the G.T.R. camps located there and further west.

Even if the weather has been mild it doesn't seem to influence the hens of the surrounding country to "loosen up" on their eggs to any great extent. Very few fresh laids have been coming in. Prices quoted on strictly fresh are fifty cents and on fresh local case eggs forty-five. Butter is not so plentiful as it was but no noticeable advance has been reported yet. Choice dairy and creamery retails at thirty-five cents.

A group of three stores, all frame buildings, will be built as soon as the weather permits at the corner of 7th St. and Jasper Ave. on the premises now occupied by Chas. Hall, grocer and confectioner, who will move his present stock across the street into the store formerly occupied by Cook's Meat Market, while the new building is being erected, and on completion of the same he will resume business at his old stand.

Abbott & Smart, grocers, flour and feed merchants, Namayo Ave., are erecting a one-storey warehouse in the rear of their store, twenty-five by fifty-six feet, to hold their stock of flour and feed.

Potatoes are still very scarce. A little more have been brought in this last week owing to the mild weather. Prices quoted are ninety-five cents and a dollar a bushel and promise to be higher.

Apples are getting scarcer every day. About all the merchants have to offer are Ben Davis', selling at $2 and $2.25 a box.

Very little wheat has been brought into town lately, farmers holding back for a higher market. This last week the local mills have had to pay an advance of three and four cents a bushel—and very little to be had at that—consequently they have been forced to advance their prices on flour. The Alberta Milling Co. advanced five cents on all grades and the Campbell and Otterwell Mill ten cents per cwt.

Maritime Provinces and Quebec

Tariff Trouble Between Newfoundland and Spain and Portugal—Movement in Montreal to Hold Big Exhibition—Grocers in St. John Aspiring to Aldermanic Honors.

HALIFAX.

March 2.—The bottom seems to have dropped out of the butter market, and the predictions made by jobbers last autumn, and which appeared in The Grocer, are coming true. Dairy butter of good quality can be bought cheaper now than last November, and this situation is considered unusual, but not surprising. The fact is now quite plain that in some parts of the province large quantities of butter were held back in anticipation of higher prices, and these failing to materialize the stock was marketed. Some dealers who handle only small quantities of butter have recently received as many as one hundred tubs in one shipment. These tubs range from 20 to 30 pounds, and it gives some idea of the quantities of the butter coming in. Of course all these tubs do not contain first-class butter, but the most of it is of fair quality, and the price ranges from 22c to 24c. Creamery butter in prints is in good demand and the price keeps up. There is only a limited quantity coming on the market and it is quoted at 28c and 30c.

The fish markets are now very active, the demand for fresh fish being very heavy. The catch of lobsters is small owing to the rough weather, and the price is advancing. There is a good demand for fish from the American market. Very few Prince Edward Island are arriving owing to the interruptions to navigation.

The annual meeting of the Provincial Dairy Association of Prince Edward Island was held last week. The reports showed that the industry is steadily regaining its lost ground. The milk supplied to the forty-six factories was three million pounds more than the previous year. The gross value of the cheese produced was $300,000, and of butter $102,000, an increase of $39,000. Adding the above amounts to the value of the product of the home dairies the total value of the dairy output will be about one million dollars.

The merchants of the leading cities of Portugal and Spain have come to an agreement to recommend legislation prohibiting the importation of fish from any of the ports of Newfoundland in the event of a prohibitory statute by the Government of Newfoundland barring the importing of wines, etc., into the colony. At a public meeting of the merchants held at Oporto, Portugal, it was unanimously agreed that if Newfoundland passes an act prohibiting the importation of wine and liquors, that the Minister of the Foreign Department be asked to place a prohibitive duty on Newfoundland fish entering the ports of Portugal, or that favorable tariff concessions be granted to other fish supplying countries. The wine growers of Spain met at Cadiz and took similar action. Resolutions were passed asking that the duty be increased on all goods entering Spanish ports from Newfoundland. Such action on the part of these countries would seriously affect the fish trade of Newfoundland. Spain and Portugal import annually about four hundred thousand quintals of fish, valued at over a million and a half dollars. They buy about one-third of the total catch of Newfoundland.

Fresh laid eggs are scarce just at present and they are quoted at 30c per dozen. The demand is not very heavy. Case eggs are selling from 25c to 27c, and the demand is better, this stock being used for cooking purposes. As soon as milder weather sets in it is expected that the receipts will increase and the price drop.

ST. JOHN.

March 3.—Business was quiet in grocery circles last week. Manitoba and Ontario flours advanced 15 cents a barrel, and oatmeal advanced 25 cents a barrel, but otherwise the markets are unchanged. January and February are always looked upon as quiet months and this year has been no exception. It is expected that the present month will show some improvement. With the advent of the Lenten season, several of the retail grocers have displayed enterprise in dressing their windows with shredded codfish, bloaters, smoked herring and similar seasonable goods, with excellent results.

The usual spring crop of aldermanic candidates is being talked of and several men well known in the grocery trade are mentioned as aspirants for civic honors. In Victoria Ward, Alderman Pickett has announced his intention of retiring and two grocerymen are in the field as his successors. They are Wellington Green, of Winter Street, and R. R. Patchell, of Stanley Street. Both have opposed Alderman Pickett in previous elections, but this year it looks as if they would fight it out between themselves. In Brooks Ward a strong body of ratepayers are trying to induce Israel E. Smith to oppose Alderman Baxter. Mr. Smith has not yet decided whether he will enter into the contest or not, but his friends say he will. He conducts a grocery on Union Street, west end, and, like the Victoria Ward aspirants, was a candidate on a previous occasion. Harry G. Smith, grocer, of Winslow Street, west end, has been in the field for some time as an opponent to Alderman Boskin, who is also a grocer, and Mr. Smith says he has a good organization and feels confident of the result. James Patterson, the wholesale fish merchant of South Wharf, is mentioned as likely to oppose Alderman Christie in Wellington Ward, and George A. Troop, proprietor of Troop's Vinegar Works, is said to be preparing to contest Sydney Ward against Alderman Lewis. Alderman Vanwart, the Charlotte Street grocer, and meat dealer, who has ably presided over the Safety Board for the past few years, is to be opposed by Frank L. Potts, auctioneer, who unsuccessfully tried to oust him last year. Mayor Bullock is likely to be returned by acclamation. Elections are held in April.

Harry W. Dykeman, who has been conducting a grocery business at the corner of Orange and Sydney Streets, has purchased the business lately conducted by Charles B. Adams at the corner of St. James and Germain Streets. Mr. Dykeman is a young man who was a clerk for McPherson Bros. for a number of years, and he should make a success of his new venture.

W. C. Cross, manager of Hall & Fairweather, wholesale grocers, and Theodore H. Estabrooks, the "Red Rose tea man," left on Monday, accompanied by their wives, for a trip to Bermuda.

Arthur P. Hazen and John Jackson have been appointed inspectors in the matter of C. D. Trueman, wholesale grocer, who recently assigned. At a meeting held last week it was decided to dispose of the stock by auction on Tuesday, March 9.

In a fire at Bathurst, N.B., on February 23, the general store of Simon Holdengraber was completely destroyed, his loss being in the vicinity of $10,000, with no insurance.

Harry G. Smith, the west end grocer, purchased a very handsome stallion last week at the sale of Kentucky thoroughbreds, conducted by the local government. He paid $575 for the animal.

MONTREAL.

March 4.—A meeting was held at the City Hall last week to discuss prospects of an annual exhibition being established in Montreal, as at Toronto and other Canadian cities. Senator Beique presided and there were also present ex-Mayor R. Wilson-Smith, ex-Mayor Ekers, Henry Miles and Messrs. Ross, Calelli and Ald. L. A. Lapointe.

Speaking of the necessity of holding annual exhibitions in Montreal, ex-Mayor Wilson-Smith said that he was convinced that they would do much to advance the city's progress. They would attract very many visitors to the city, and would be beneficial in other ways. As for the financial aspect of the matter, the city would not lose anything by guaranteeing the bonds of the Exhibition Company to the amount of $600,000. In the first place, the city would have a first mortgage on the lands, buildings, etc., of the company; this would guarantee the corporation against any loss. In addition to this, there would be founded a sinking fund which would eventually pay off the entire amount in question. In fact, the city was guaranteed in every way against loss. Ex-Mayor Ekers said that the Quebec Legislature was willing to advance $25,000 towards the project; while the Dominion Government would give $50,000. While it was true that exhibitions in the past had not been a financial success in Montreal, there was no reason for thinking that the venture, now that the city was so large, would not be all that could be desired. He was convinced that exhibitions would greatly advance the progress of the city. Ald. Lapointe stated he was in favor of exhibitions in the city, and he hoped the Legislature would not object to the city borrowing the amount in question. Other members of the Exhibition Committee agreed with the views. It was finally decided that every effort should be made to get the Legislature to look favorably on the big undertaking.

Chausse & Co., 322 Notre Dame St. East, Montreal, have been appointed Canadian agents for the Kentucky Refining Company, Louisville, succeeding J. M. Brayley. The firm possesses large cellars at 17 St. Gabriel Street, and will be in a position to give prompt attention to all orders in consequence of their ability to carry a good stock in Montreal. D. L. Macdonald will look after the trade for the firm in this line.

J. Russell Murray, Montreal, has been appointed agent for H. Collings & Co., London, Eng., East Indies spice dealers, and for H. S. Holt & Co., Japan, who are dealers in products of the island country.

The Carsley Food Fair came to a close last Saturday, after a successful month's run.

The Shredded Wheat Co. are demonstrating at Wilder's, on St. Catherine Street. They have a miniature factory in operation in the window.

Fraser, Viger & Co. are conducting their annual orange drive.

Joseph Leroux, a large boned half-breed trapper, who has spent the last few years in the Hudson Bay region, visited the city last week from northern trapping country and reports that there is an unusually good catch of the more expensive varieties of fur-bearing animals in the Bay section this season.

"Big Joe," as Mr. Leroux is familiarly called by his associates, arrived at Selkirk, Man., a week ago, after a 1,100 mile trip overland from Fort Churchill by dog sled with a collection of furs worth several thousands of dollars. The lakes and trails are in fine condition this winter, and the long trip can be made in 22 days with a two-day rest at Norway House. Large catches made by Hudson Bay Company and independent trappers are arriving daily at Selkirk, where the nearest railway communication is to be had, and every catch shows a large percentage of the high-priced varieties. The black fox, whose skin is valued at from $700 to $900, is much in evidence this season, says "Big Joe," while other fur-bearing animals which have seemed in other years to be diminishing have made their appearance in large numbers. The winter has been ideal for trapping right into the Arctic Circle.

E. J. Clayburn, of Memphis, Tenn., who has been visiting Montreal, in speaking of the tea and coffee business in the United States, stated that the U.S. lead the world in the consumption of coffee and cocoa, while she holds third rank among the nations in her imports of tea. He stated that the habit of coffee drinking had increased.

The following buyers were in Montreal during the week:

G. Racine, Pointe Claire, Que.
M. Osligny, Beloeil, Que.
E. Lahaie, St. Eustache, Que.
T. B. Rivet, St. Sulpice, Que.
O. Lacombe, St. Henri de Mascouche, Que.
G. D. Parent, Pointe Claire, Que.
N. Monchamp, St. Phillippe de Laprairie, Que.
J. Tetreault, St. Ceasaire, Que.
J. P. Lacroix, St. Lin, Que.
J. A. Lanctot, St. Isidore, Que.
L. Leduc, of Solis & Leduc, Valleyfield, Que.
G. Lalonde, Point Fortune, Que.
J. B. Lefebvre, St. Therese, Que.
A. St. Auvour, Coteau Station, Que.
A. Meloche, St. Genevieve, Que
M. Hardy, of Paquette, Ltd., Quebec.
N. Barrette, St. Martine, Que.
F. Robert, St. Hubert, Que.
J. L. E. Guemond, Beauharnois, Que.
Michaeli Girarsdo, Latuque, Que.
F. Gravel, St. Rose, Que.
Barnabe Peters, Cape Chatte, Que.
Ildefonso Genetti, Torino, Italy.
J. N. Ledoux, Marieville, Que.
P. Gallagher, Moncton, N.B.

From Ontario Correspondents

Belleville Grocers All Handle Confectionery—Dead Beat Question a Live One in Chatham and Brantford—Peterboro Grocers Sell Souvenir Post cards —Retail Merchants Elect Officers in St. Thomas—Marmalade Oranges Selling Well.

BELLEVILLE.

March 3.—Without an exception every grocer in this city handles confectionery to a greater or less extent. Some of the leading grocers pay special attention to this department, among them being Wallbridge & Clarke, W. T. Paterson, A. J. McCrodan, John Harker and J. C. Hanley & Co. In these stores the very choicest brands can be found, and your correspondent was informed that the confectionery department was a necessary as well as profitable part of the business. Many of the other grocery stores who cater principally to the farming trade, handle only the coarser grades of candies on which they claim there is little profit, but they have to handle these for the benefit of their customers. Mr. Harker devotes considerable room to this department, which is in full charge of his daughter, and he pronounces the investment a profitable one.

James Hanley, senior member of the firm of J. C. Hanley & Co., sustained a painful accident a short time ago, which will confine him to the house for some time. He had just stepped out of his house when he slipped on a piece of ice. A physician was called, when it was found that he had fractured a bone in his left ankle.

This city has been very fortunate this winter in having such a small amount of destitution reported, there having been no special appeals made for charity as has been the case in former years.

There were also fewer men out of employment.

The ice harvest now being taken out of the Bay of Quinte is the largest and best for years. Last summer there was a regular ice famine, but there is no likelihood of a repetition the coming summer. Many merchants this year are putting in their own private supply.

Recent callers on the trade were: John Hodge, the pioneer traveler, representing White Swan spices and cereals; B. McPherson, the McCormick Biscuit Works; J. P. Morrison, Royal and Cleveland's Baking Powder; Mr. Shields, Quaker Oats; G. S. Dunn, of G. S. Dunn & Co., Hamilton; A. W. Cope, Sugars & Canners, Ltd., Montreal; Sam Meyers, Imperial Tobacco Co., Montreal; Mr. Stephenson, Sunlight Soap; D. Moody, of the Alpha Chemical Co., Berlin, and R. Neil, of the J. Bruce Payne Co., Granby, Que. The latter was one of the judges at the big carnival held here recently.

BRANTFORD.

March 3.—From time to time several different schemes have been tried in this city to get after the "dead beat." Some paid well for a time others did not meet with much success, especially the collecting feature of them. It is some time since any article in The Grocer received more favorable comment among the grocers in this city than the article in last week's issue, relating to the methods of collecting bad debts in vogue at Guelph. Many expressed a desire to see a similar system here, and at the regular meeting of the association last evening this was one of the main topics of discussion. After considerable discussion it was thought that the scheme was a very practical one, and while no definite action was taken, the officers will endeavor to obtain all the information they can so that in the near future some definite action will be taken to put the thing on a systematic basis, and make the path of the "dead beat" anything but pleasant in this city.

A daring robbery took place at Hartley's grocery store one night recently at the corner of Nelson and West Streets. The entrance to the store was made by breaking in a window. There were enough groceries stolen to keep a large-sized family for a month, and a large quantity of meat, ham, and tobacco also disappeared, as well as one dollar's worth of coppers. The police were notified and next morning William Stevens was arrested in connection with the burglary. One of the police dropped in a local hotel and saw Stevens paying for a drink in coppers. The officer at once placed suspicion in his direction and a search of the house revealed part of the stolen goods. He was later sentenced to six months in jail by Magistrate Livingston.

BERLIN.

March 3.—An industry which promises to become an extensive one in this section within the next few years is that of tobacco culture. Last year several Waterloo County farmers each planted several acres of tobacco and so successful was the experiment that this year they are increasing the acreage and other farmers are following their example. The demand is such that tobacco growing cannot fail to prove profitable, it having been demonstrated that it can be successfully cultivated. It was only under pressure that the farmers who did so last year tried the experiment, but now that success is assured and having in mind the enormous quantities of the raw leaf annually, imported from the United States, it would seem a reasonable prediction to make that within the course of a few years tobacco raising will have attained enormous proportions throughout Western Ontario.

Another turn in affairs which promises to better the agricultural interests in this and adjacent counties is the recent purchase of the plant of the defunct Ontario Sugar Co., by the owners of the Wallaceburg Sugar Co., which will mean the revival of sugar beet growing, which was found to be very profitable for the farmers before the Ontario Sugar Co. fell on evil days.

Practically every grocer in town has fallen into line in the liberal use of printers' ink, particularly for the weekly Thursday "Bargain Day." One concern uses three full columns in both the local dailies every Wednesday to advertise their bargains for Thursday, and they are particular to carry out to the letter everything they advertise, and the same applies to the others who are not such liberal space users. The result is that Thursday is beginning to rival Saturday as the busy day of the week in Berlin.

LINDSAY.

March 3.—The wheat market has been a centre of interest in this town and vicinity. Being situated in the midst of an excellent farming community, the farmers come to Lindsay to obtain market reports, that is, those who do not take the daily papers. On Tuesday last flour advanced ten cents per cwt. The best grades are now selling at $2,90 and $3.10. Is it any wonder the tiller of the soil chuckles to himself and feels grateful to the weatherman for giving such ideal weather, as the roads are now in excellent condition for hauling the grain to town. The advance in flour was due to the increase in the price of wheat. Ninety-five cents per bushel is being paid for fall wheat and 90c for spring wheat, while the best Manitoba wheat costs about $1.20 per bushel laid down here.

It is gratifying to know that despite the fact that winter brings with its cold, chilly blasts a certain amount of poverty, that so far this winter the grocers of Lindsay, have been fortunate in that the collections have been good. There is no doubt that the money stringency is loosening up. Even the travelers claim that a general feeling of "better times" pervades throughout the country. Grocers are buying more extensively and this demonstrates that the people are beginning to buy more of the necessities or the luxuries of life.

The sugar market still remains firm, although a higher price is not wholly unexpected.

The grocers in town are advertising marmalade oranges for sale, and almost every grocery window in town contains large piles of this kind of fruit. Some of them loan their own slicer to their customers, and the slicer has been working overtime this week. A rather amusing story is told by one groceryman, who received a call over the 'phone the other day for the loan of his orange slicer. He politely informed the lady that some person else had it. However, when it was brought back during the day the groceryman rang up the lady again and informed her that it was now at her service. He was rather amused as well as surprised when the lady replied that it was not needed, as she had secured her husband's safety razor and had used it as an orange slicer.

The districts surrounding Lindsay give forth abundant potatoe crops, and a carload, or several, can be picked up as a rule almost any time. Especially is the Manvers township district noted for its excellent quality and quantity of potatoes. The other day a large wholesale dealer, all the way from Indianapolis, dropped into town in search of "murphies." He stated that he shipped back to Indianapolis on an average of one carload of potatoes per day. He also buys sweet potatoes. J. E. Adams, of Adams Bros., stated that they would probably supply the gentleman with three carloads. At present a matter of freight rates prevented the shipment. They were, it is stated, rather excessive.

Harry Abercrombie, the "bard" of the Lindsay Midget Hockey Club, also drives the delivery rig for Graham Bros., grocers. "Cab" never misses a hockey game, and his jovial spirit puts life into the team. The Midgets are picked upon to land the championship this year.

Neil McFadgen, clerk in T. A. Fisher's store, is also a curler, and is to be found quite often in his spare moments placing his curling stones on the "T."

At present Ed. Robson, of the West-end Grocery Store, is conducting quite a beneficient and attractive advertising campaign. It proves profitable.

W. Ayres, clerk for L. A. Primeau, has returned from a pleasant holiday spent with Rochester and Toronto friends.

Wilmot F. Webster, formerly of Lindsay who has for some time been conducting a general store at Dunsford, a few miles from Lindsay, on the C.P.R., has made a splendid success at the business. Just last week he purchased the business and stock of F. E. Gordon, who has for a number of years conducted a general store business at Dunsford. T. Mc. Gordon intends moving with his family to the West.

W. B. Sparling, proprietor of the Lindsay wholesale grocery house, was

again elected president of the Lindsay Board of Trade. He now enters upon his second term. Mr. Sparling is a capable and efficient man for the position. Speaking of the Board of Trade, it appears to be the same here as elsewhere, the merchants (the people directly interested) show little interest in the doings of the above organization. No town should be without a live board of trade. Among the important matters brought up for consideration were: The advisability of appointing a trade commissioner for the town; the Wniter Fair; the forming of a mutual life insurance company in the counties of Victoria and Haliburton, etc. The secretary is J. P. Donald.

At a meeting of the Winter Fair directors held recently it was decided to hold the fair next winter on Dec. 15, the week before Xmas. This decision was arrived at after the views of the merchants had been obtained. The majority thought that there was enough business Xmas week without holding a fair.

PETERBORO.

March 4.—The Stroud Tea Co. closed their branch in Peterboro on Wednesday last.

A Shredded Wheat banquet was given on Tuesday, by the ladies of the Campbellford Presbyterian church. The receipts amounted to $200, the affair being a splendid success.

It is stated among the dealers that there has been a marked falling off in the sale of picture post cards. They are being sold at a lower price than ever before. Many grocers are finding them hard to dispose of, although during the summer they proved a fair side line.

Grocers state that the Lenten trade is already strong. Codfish is in great demand besides other kinds. Cheese, honey, jams, dried fruits and canned goods are selling well.

The prices of butter and eggs have not varied to any extent during the last few weeks. Eggs however are on the decline. Butter is down to 27 and 28 cents and on Saturday was plentiful at the farmers' market. There are not many complaints from the grocers about the quality of the dairy butter the general statement being that the farmers here are turning out a good article almost entirely free from rancied tastes and odors.

This is the season when the householder avails herself of foreign fruits, which are now very little higher than our own much prized Canadian apples. Some fine samples of apricots, prunes and peaches are being sold by the grocers. E. F. Mason & Co. are making a specialty of fine marmalade oranges at 40c a dozen. Slicers are supplied free as well as a good marmalade recipe.

R. Dutton is advertising 20 pounds of granulated sugar for a dollar.

Suburban or rural stores will be allowed to sell household remedies if P. H. Bowyer's bill passes the Legislature. In the past only qualified druggists were permitted to handle poisons, drugs or any medicinal remedies. This condition has caused considerable trouble to suburban people who are not fortunate in residing near a drug store.

C. N. Brown intends to open a general store at Kawartha Park, a summer resort on Clear Lake. It is stated that the many cottagers in that vicinity will appreciate this move.

S. H. Knox & Co. have been knocking on the door of practically every merchant. Since opening the 5, 10 and 15 cent store, prices have proven a great lure to bargain hunters and business has not yet shown any signs of ebbing.

Some of the grocers are doing extra advertising to catch the lenten trade. Sea and fresh water fish, sea salmon, halibut, smelts and finnan haddie are leading the select market.

A letter from Frank O'Connor now in Gowganda, contains the following statement, "There is going to be an awful time here in the spring as there is no summer road to drive on, and the people that are coming here are going to be up against it for provisions as they are eating them as fast as they can be brought in." O'Connor and Dave and Frank Conroy were practically first on the scene, having been second to pitch their tent. They have a supply store and from all accounts are doing a good business.

Jas. R. Bell recently celebrated his fifth anniversary of opening up a grocery business.

A WELCOME VISITOR.

Dartmouth, N.S.,
Feb. 1st, 1909.

The MacLean Pub. Co., Ltd.,
Toronto, Ont.:

Gentlemen,—Enclosed please find P.O. Order for $2.00, being my subscription for THE CANADIAN GROCER. As you know, I have been taking this paper for a couple of years and would not like to be without it now, as I find it very interesting and instructive

Wishing you every success, I remain,

Yours very truly,

ANDREW FORSYTH.

TORONTO.

March 3.—Grocers on Yonge Street who lately became city folks claim that they are entitled to city express delivery.

H. Proctor, 1948 Queen Street East, has installed some new fixtures and the place is exceptionally clean and in good shape.

Stennett Bros. will soon be in their new store.

F. H. Ross, 93 Arthur Street, has sold to Mr. Berry, who will take possession at once.

Fitzpatrick & Doane, grocers and butchers, West Toronto, have assigned to E. R. C. Clarkson.

LONDON.

March 4.—With the advent of the Lenten season fish becomes a chief article of diet and realizing that, London grocers feel it incumbent upon themselves to meet what at this season is a popular demand.

Owing to the indisposition of President Thos. Shaw, the petition of the Retail Grocers' Association for an increase in the price of peddlers' licenses was not presented at the council meeting of the city council on Monday night.

The representative of one of the cereal foods adopted a unique method of advertising his goods here last week. He induced the ladies' aid society of one of the Methodist churches to permit him to put on a spread in the Sunday school in all the dishes of which his health food formed an ingredient. The attendance was good, the spread was enjoyed by all present, the ladies netted a goodly sum, and the food man had an opportunity of demonstrating the numerous purposes to which his food can be put and of airing in a speech the many virtues of what his firm manufactures.

The ice men of London have a good harvest this winter, having their storehouses packed to their capacity.

The clerk of the city market has recently received letters from country storekeepers asking the price of butter and eggs in London. In each instance the correspondent stated that he possessed plenty of those commodities and was prepared to unload them on the London public at an opportune time. It is known that some country storekeepers have for some months been buying all the eggs the farmers had and have been storing them to unload in the early spring when prices would be very high. It will be interesting to watch how they succeed.

The price of flour was advanced 15 cents on Monday, making an increase of 25 cents per cwt. within a week.

CHATHAM.

Chatham, March 4.—The annual meeting of the Chatham branch of the Retail Merchants' Association was held on Tuesday evening last. Though the attendance was only fair, probably owing to the unfavorable weather, considerable interest was shown. The following officers were elected: President, A. D. Westman; First Vice-President, John McCorvie; Second Vice-President, T. Walter Poile; Secretary, J. W. Powers; Treasurer, J. A. Wilson. The new president took charge with an enthusiastic speech. A vote of thanks to Wm. Anderson, the retiring president, was tendered. Messrs. McCorvie and Wilson are the grocer representatives on the new executive.

The unique methods employed by the merchants of Guelph in cornering dead beats and collecting bad accounts, as detailed in a recent issue of The Canadian Grocer, was brought up for discussion by V. J. Bosworth, the William Street grocer. Mr. Bosworth read the article in toto, and the scheme was the subject of much favorable comment. "If the Retail Merchants' Association did nothing else, save merely carry a scheme of this kind to a successful issue," remarked Mr. Bosworth, "it would still amply justify its existence." V. J. Bosworth and H. G. Hodges were appointed a committee to look into the matter and report at the next meeting on a feasible system of coping with dead beats and collecting bad debts. A

modification of the Guelph scheme was strongly favored.

The subject of price cutting brought forth an interesting discussion. J. A. Wilson, who introduced it, remarked that the practice was becoming widespread in the grocery trade, owing to recent keen competition. As illustrating the hardware aspect of the question, Peter Cunningham expressed the opinion that price cutting was the result more of a disposition on the part of the purchaser than on the part of the opposition dealer to crowd the price. "Today," he said, "a man walked out of my store as angry as could be because I would not give him his price. He came back in half an hour and paid what we asked him. The other day, a customer had $72 worth of material measured out before dinner. In the afternoon he said he could do better somewhere else by $5. He wanted us to name a better price and we would not do it. Just for the fun of it, I detailed a boy to watch him. That man until nearly dark was dickering at first one place and then another, and finally went home without a pound of stuff. The same man's son has been back and taken out a portion of that order. These are reasons why I say a great deal depends on us, on our being firm and not giving way to the whims of these people.

President Westman said a good, stiff backbone in the merchant was an important requisite. "The retailer ought to have his margin," he said. "As soon as he gives his margin away he must shut up shop. He is entitled to his margin and should have the manhood to get it."

A committee was appointed to arrange for an address for the next meeting, scheduled to take place on March 9. In the course of the discussions a certain disposition was shown in the direction of cutting loose from the central organization, some members questioning the value of the connection. The workings of the rule forbidding the purchase by merchants of concert tickets were also touched on. One member reported that he had saved a great deal of money in this way. Another said the rule worked well "till these people come back half an hour after I have refused them and tell me that So-and-So, who is also a member, has bought tickets." Evidently, the benefits of backbone are not fully appreciated by some merchants.

The grocery business at 168 St. Clair Street, formerly carried on by the late O. I. Dolsen, was purchased last week by Jas. A. Mackness, the store opening for business under the new management on Saturday morning. Mr. Mackness has been a resident of Chatham for the past four years, having been employed on the office staff of John Piggott & Sons, lumbermen, while outside business circles he is favorably known, being president of the Victoria Avenue Epworth League. Miss Gertrude Barthe, who has been with Mr. Dolsen for the past six months, will remain as Mr. Mackness' assistant.

Potatoes are quite plentiful just now, prices on the local market on Saturday ranging from 75c to 90c a bag. Farmers in the low lands have been compelled to open their pits on account of the high water, and plenty of potatoes with an accompanying break in price has resulted. Butter and eggs are more plentiful, selling in some cases at 24c. Live hogs brought from $6.50 to $6.75, and the highest paid for dressed hogs was $8.50.

Jas. S. Proul, of Oxford, Mich., contemplates establishing a pork packing plant at Leamington. Local men are understood to be interested also. Two parties from Hamilton are also looking over the ground, and the likelihood is that a factory will be erected in the near future.

Nelson Vanidour, formerly of Chatham, has purchased the grocery of Rus Wigle & Co. at Leamington.

Fairbairn & Doyle have decided to locate a creamery at Tilbury this season, though they may be hampered by lack of ice. They seek a lease of the old cheese factory on Young Street.

Last week burglars entered the grocery and general store of J. A. Halliday at Merlin by removing the plate glass from one of the front doors. Nothing was taken, so it is surmised the men were frightened away.

The Erie Tobacco Co., of Leamington, is taking in large quantities of tobacco at 11c and 12c a pound. This is quite a contrast to last spring, when the growers were glad to sell for as low as 3c and 4c.

Mrs. Andrew Heyward, widow of the late Andrew Heyward, passed away last Saturday morning. Her husband was for many years one of the most widely known grocers in Chatham, having come here from Morpeth about 1870. Her son, Geo. S. Heyward, who disposed of his grocery to Harry Andrew a couple of years ago, is now fortune-seeking in Prince Rupert.

J. D. Stark, the St. Clair Street grocer, has returned from a visit to Montreal, where he took in the Winter Carnival.

Raymond Watson has severed his connection with the Dresden firm of Wright & Hughes.

Representatives of the H. J. Heinz Co. are now in Leamington, and are securing contracts for cucumber pickles, cauliflowers, beans, tomatoes and other produce. Arrangements are also being made for the remodeling of the interior of the new factory building. Representatives of the company attended the Fruit and Vegetable Institute recently held at Leamington and gave addresses in line with their work.

A tobacco crop of ten or twelve million pounds is foreshadowed this year in Essex county.

BARRIE.

March 4.—The butter question here at present is causing a great deal of discussion. Outside prices are away down even in Toronto good butter can be bought from two to three cents a pound less than here, and dealers are paying 23c a pound just now. One of our larger grocers who bought very heavily before Christmas for 25c, with an object of making a couple of cents at the present time, can only get in the neighborhood of 21c.

A. G. McNabb, of Elizabeth Street, and E. Budd, of Ward Six, have both taken young men into partnership with them last week. Considering their age, they are both doing well—they each being one week old.

The merchants are now at rest in the matter of the ice question, as all local ice houses are now filled and the ice men are now shipping to outside points.

Will Buchanan left last week for Fort William. His friends wish him all kinds of success in his new field.

Mayor Vair has already got busy in the way of getting new industries for our town, and has negotiations on file for the Webber Gas Engine Company, one of the largest of its kind in the States. We know that if he is as successful in this deal as he is in business, he will succeed in putting it through.

ST. THOMAS.

March 4.—A harmonious and enthusiastic meeting of the Retail Merchants' Association was held in their hall last Tuesday evening, which resulted in the following officers being elected for this year:

President—W. C. Forbes, jeweler and optician.

Vice-President—J. A. Stewart, grocer.

Treasurer—C. A. Hammond, tobacconist.

Secretary—Lorne Pearson, grocer.

The organization of a grocers' section of the R.M.A. is expected to take place at the next regular meeting.

The ministers of customs, finance, etc., have been written by the grocers requesting that no change be made in the tariff on home-grown beet sugar and that the present duties be renewed for another term.

The grocers appreciate the additional profit made on McDonald's tobaccos owing to the recent drop in price, and which was agitated by the association.

The grocers here generally state that their business for February this year is behind last year, but the railroads are now busy and building operations promise to exceed last season.

The tenders for the collections of market fees from March 1, 1909, to March 1, 1910, were opened and awarded to the highest bidders by No. 4 Committee last Wednesday. Thos. Burtch secured St. Andrew's market for $200. and G. T. Walker, the Horton market for $510. In consequence the expectation of a free market is lost. The grocers will still be conspicuous by their absence, as the ten o'clock by-law prevents them leaving their stores, and because only the leavings or culls are then unsold.

ARE YOUR CUSTOMERS PERMANENT?

Do they come back for the same thing twice? If not, maybe there is something wrong with some lines of your goods. Quality is the one sure thing on which to hold trade.

HEINZ
57 VARIETIES
Pure Food Products

(The kind that contain no preservatives)

bring customers back and they'll get you into no trouble with the food laws. Guaranteed pure and guaranteed to please or money refunded.

Anything that's HEINZ is safe to sell

H. J. HEINZ COMPANY

New York Pittsburg Chicago London

Eggs
We Buy and Sell

Butter
We Buy and Sell

Cheese
We Buy and Sell

Write Us for Prices

F. W. Fearman Co.
LIMITED

HAMILTON

Plain Figures that prove the Superior Quality of

TRURO QUALITY BRAND

Reindeer Milk
and
Jersey Cream

	Butter Fat
Reindeer Milk	8.61
Highest of other Brands	8.00
	.61

Reindeer Milk 7½% richer

Jersey Cream	8.05
Highest of other Brands	7.10
	.95

Jersey Cream 13% richer.

Figures taken from Government Bulletin No. 144

The Truro Condensed Milk Co., Ltd., Truro, N.S.

New Laid Eggs

We are buyers F.O.B. your station. Get in touch with us.

Roll Bacon

Mild cured. Just the thing for breakfast these mornings with New Laid Eggs. Get our prices.

The WM. RYAN CO.
LIMITED

70-72 Front Street East

Toronto - Ont.

Produce and Provisions

The cheese market is firm, and stocks are steadily growing less, with increasing prices. Colored stock is very scarce. Reports arriving from England state that stocks in London are down to 94,000 boxes. Demand there continues good with an upward tendency of the market. The supply of New Zealand stock has been fairly liberal, but it has not adversely affected the sale of Canadian stock. Receipts of cheese since May 1, up to the present have been 1,958,215 boxes, against 2,053,840 boxes for the corresponding period of last year. Prices locally rule, 12¾c to 13c for finest Westerns and 12½ to 12¾c for Easterns.

The butter market continues weak, but it is thought in Montreal that prices have gone about as low as they will for some time. Receipts of fresh made stock are not large, and consequently fall creamery is being largely drawn on. Local houses report ample supplies of fresh rolls, and the market for this line is weak. The butter market is in a peculiarly unsettled condition, many holders have become more or less frightened during the week, with the result, that they are now unloading as fast as they can. Those who are holding choice fall creamery, are, as a rule hanging onto their stock, in the expectation of getting 25c at least, which represents about the minimum figure at which they are willing to talk business. Perhaps one source of the markets weakness is the fact that much butter, which has been held here for outside account is being pressed into the market just now. From the indications it seems as though most of those familiar with the market expect to see prices remain practically where they are now. Some, however, are expecting a rise as they think the market will suddenly find itself short. Receipts since May 1 have been 419,296 packages against 414,687 packages for the same period of last year. In Montreal prices rule for finest creamery 22¾c to 23c, and dairy at 16 to 17c.

At present so far as Toronto is concerned the butter market is demoralized with entirely too much to meet the demand. As a rule, and under healthy conditions, the hog product and the dairy thrive together, but why so much butter and such a small supply of hogs at the present time? This is owing entirely to the poor quality of butter. Had the butter been carefully and well made, and consequently of good quality, much more would have been consumed, and the accumulation of bad stuff would not have occurred.

Butter is an article supposed to be on every table at every meal, but if it is not good and eatable, it will stay there, and if it stays on the tables, it will also stay in the places where it is kept for sale. It is evident and beyond a doubt, that all the butter produced would have been required to meet the demand, had the article been kept up to a respectable standard. The better butter is made, the better will be the demand, and the better prices will be paid for it. The public may be fooled for a while, but they will not continue to pay high prices for stuff they cannot eat. At present there are immense quantities of butter in the hands of dealers, which, in order to be moved, have to be sold at a loss of six to ten cents a lb.

Eggs are steady.—Old stock are all sold and the price of new laid eggs varies almost from day to day according to the weather.

The difficulty of securing the required supply of hogs still exists, and many are bought of light weight, before they are in proper condition for the market. It becomes more apparent that the supply of hogs is not sufficient to meet the great demand of home consumption which has so remarkably increased through the excellent quality of our cured meats.

MONTREAL.

PROVISIONS—The live and dressed hog market remains firm. No changes in any hog products have taken place during the week.

Compound Lard—		
Tierces, 375 lbs	0 09	
Parchment lined boxes, 50 lbs	0 09½	
Tubs, 50 lbs	0 09½	
Wood pails, 20 lbs. net	0 09½	
Tin pails, in cases	0 09½	
Heavy Canada short cut mess pork, in bbls	23 00	23 50
Selected heavy Canada short cut clear boneless pork	24 00	24 50
Very heavy clear pork		25 50
Plate beef, 100-lb. bbls		7 75
" 200 "		15 00
" 300 "		22 00
Pure Lard—		
Tierces, 375 lbs	0 12½	
Boxes, 50 lbs., grained	0 12½	
Tubs, 50 lbs., "	0 13	
Pails, wood, 20 lbs., parchment lined	0 13½	
Tin pails, 20 lbs., gross	0 12½	
Cases, tins, 10 lbs. each	0 13½	
" " 5 "	0 13¾	
" " 3 "	0 13¾	

BUTTER—The butter market has weakened, owing to free supplies arriving, and storage stock being forced onto the market.

Fall creamery, solids		0 23½
Fresh Creamery, solids, lb	0 23	0 23½
" " prints, lb	0 24	0 24½
Dairy, tubs, lb	0 16	0 17
Fresh large roll	0 18	0 19

CHEESE—The cheese situation remains firm. Colored is very scarce. Prices have not changed since last quoted.

Cheese, old	0 15½	0 16
" large		0 13½
" twin		0 13¾
" small		0 13½

EGGS—An exceedingly good demand keeps the egg market pretty well balanced with ample supplies of fresh stock, which are large. Storage stock is completely exhausted.

New laids	0 26	0 27
Pickled		0 25

POULTRY—Chickens and turkeys continue scarce. Other lines are in fair supply at unchanged prices.

Spring chickens, per lb	0 15	0 16
Hens per lb	0 11½	0 12
Young ducks, per lb	0 12	0 14
Turkeys, per lb	0 19	0 20
Geese, dressed	0 10	0 12
Ducks	0 13	0 14

HONEY—The demand for white clover, has been more active this week, at unchanged figures.

White clover comb honey	0 13	0 15
Buckwheat, extracted	0 08	0 09
Clover, strained, bulk, 30 lb. tins	0 10	0 11

TORONTO.

PROVISIONS—The cured meat market is steady and prices are very little affected in consequence of Lent. Trade is satisfactory, and no sign of lower prices for some time, at least in sight.

Long clear bacon, per lb	0 11½	0 11½
Smoked breakfast bacon, per lb	0 14½	0 15
Roll bacon, per lb	0 10½	0 11
Light hams, per lb	0 13½	0 14
Medium hams, per lb		0 13½
Large hams, per lb		0 13
Shoulder hams, per lb	0 10	0 10½
Backs, plain, per lb	0 16	0 16½
" pea meal	0 16½	0 17
Heavy mess pork, per bbl		20 00
Short cut, per bbl	22 50	23 00
Lard, tierces, per lb	0 12½	0 12½
" tubs "	0 12½	0 13
" pails "	0 13	0 13½
" compounds, per lb	0 08½	0 11
Dressed hogs	0 10	0 10½
Live hog, f.o.b.	6 50	6 65

BUTTER—Butter market has reached the point of demoralization which had naturally to result from conditions which prevailed for several months. It is more the quality than the quantity of butter that rules the market, and as the butter this winter was unusually bad, the consumption decreased and now the market is loaded up with a class of butter that is practically unsalable, and in consequence butter has made another drop. Farmers are entitled to good, fair prices, for their products, but when they grow careless and expect high prices for stuff which is practically unfit for human food, then they must suffer the consequences which unavoidably follow.

	Per lb.	
Creamery prints	0 21	0 23
Creamery solids	0 22	0 24
Farmers' separator butter	0 22	0 23
Dairy prints, choice	0 18	0 20
" ordinary	0 17	0 19
" tubs, choice	0 18	0 19
Large rolls	0 18	0 20
Baking butter	0 14	0 16

CHEESE—Those who hold the cheese know that they have a good thing, and are not pushing sales. Stocks are getting very much diminished, and with no likelihood of new cheese before June, prices may advance.

Cheese, large, prime	0 13½	0 13¾
" twins	0 13¾	0 14

HONEY—Very little attention is paid to honey at this time of the year. Orders are only for small lots in glass.

60-lb. tins	0 11	0 11½
Smaller sizes, tins and bottles	0 10½	0 12
Combs, doz	1 50	2 50

POULTRY—Poultry is out of season. Very little is handled, and prices vary according to the quality and the humor of the purchaser.

Spring chicken, dressed	0 16	0 20
" " alive	0 13	0 17
Hens, per lb., dressed	0 12	0 14
Turkeys, per lb., dressed	0 18	0 20

EGGS—The market is fairly well supplied with new laid stock. The farmers evidently have disposed of all their old eggs, and now the receipts are all the genuine reliable fresh article. Prices are slightly changing from day to day, according to the arrivals and the condition of the weather.

New laids	0 26	0 27
Pickled	0 23	0 24

SITUATIONS WANTED.

WANTED IN TORONTO.—Young man—exceptionally thorough experience—will be glad to hear from manufacturer or specialty house who might wish to appoint an agent or salesman in Toronto. Highest references. Box 294, CANADIAN GROCER, Toronto.

YOUNG MAN, with 12 years' exceptional experience in groceries, both in the city and town, seeks situation after March 1st. Box 295, GROCER, Toronto.

BARRELS

For Flour, Butter or packing any kind of merchandise, manufactured and for sale by

H. CARGILL & SON
CARGILL, ONTARIO

SALT

Car lots of Fine, Medium or Coarse, in Barrels, Sacks or Bulk.
TORONTO SALT WORKS
128 Adelaide Street E., Toronto

ESTABLISHED 1892

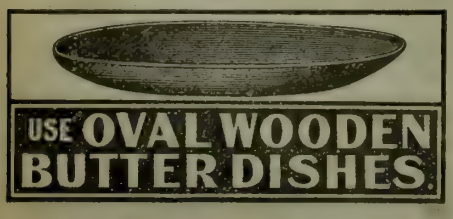
Rutherford, Marshall & Co.

Wholesale Produce and Commission Merchants,
TORONTO, ONT.

Solicit Correspondence. Always buyers of Dairy Products. Write us before selling.

SPRAGUE
CANNING MACHINERY CO.,
CHICAGO, ILL., U.S.A.

The GRAY, YOUNG & SPARLING CO., Limited
SALT MANUFACTURERS
Granted the highest awards in competition with other makes.
WINGHAM *ESTABLISHED 1871*



USE OVAL WOODEN BUTTER DISHES

THOMAS BROS., St. Thomas, Ont.

CURING OF CHEESE.

Jarvis Cheeseman Says Cool Curing Rooms Are Necessary for Good Results.

J. J. Parsons, Jarvis, Ont., writing to The Canadian Grocer on the cheese question, says there is no doubt in his mind regarding the truth of Chief Dairy Commissioner Ruddick's statements regarding cheese.

"Now, of course," he continues, "they may not apply to all cases, but I am satisfied he is correct in the main. There are few cool curing rooms in connection with cheese factories in Western Ontario, and the selling of cheese by the great number of factories almost directly from the tub, does not give the cool curing rooms a fair show. Where cheese is sold and shipped out so soon after making it causes carelessness on the part of some makers, because they know such cheese will be away from the factory long before any flavors, etc., may develop.

"All who know anything of the trade agree that the cheese cured in a cool curing room and held there long enough to be cured, are far superior to any others. This I know from experience. We have a plant second to none, and during the hot summer months can keep our curing room down where we want it. The result has been most satisfactory, both at home and abroad. For our own table use we put our cheese away, and do not cut it until it is a year old, when we find it excellent in every respect."

CHEESE FACTORY LICENSES.

A Move in This Direction Favored by Eastern Ontario Dairymen's Association.

The question as to whether cheese factories should be licensed came up for discussion at the first meeting of the new executive of the Eastern Ontario Dairymen's Association at Brockville recently and the affirmative side of the case met with favor. President Dargavel thought the matter should have been taken up before. The suggestion was made that no new factories should be built before the site and surroundings be first submitted to and approved by the chief instructor or some appointee of the Government. The entire committee were of the opinion that legislation should be sought prohibiting the construction of factories unless a certain number of cows are guaranteed and the site approved by official appointed for that purpose. The secretary was instructed to prepare a circular letter for distribution among a large number of dairymen in Eastern Ontario asking for their opinion as to legislation along this line.

Geo. W. Prout, wholesale produce merchant, Winnipeg, has removed from 138 Princess St. to 248 Princess St., where he has much larger warehouse accommodation.

CATALOGUES AND BOOKLETS.

Manufacturers and wholesalers are requested to send catalogues, booklets, etc., to The Grocer in order that it may be announced to the retail trade that they have been issued. Retailers in sending for catalogues referred to, should mention this paper to show they are in the trade and they should be read thoroughly by them on account of their educative value. Often they may be able to secure new ideas.

Onward Manufacturing Co.—Clearness of type, handsomely colored cuts and short, pointed talks are features of the catalogue recently issued by the Standard Computing Scale Co., Detroit, whose Ontario establishment is at Berlin. The booklet is printed in two colors, with the cuts in three, on fine paper. Each page is divided into two sections, one side giving information about the scale, and the other about the price, making it easily read and giving definite statements. This catalogue is one that can be folded and placed in the inside coat pocket.

Stevens-Hepner Company.—A comprehensive catalogue on brushes, whisks, brooms, etc., has been prepared by the Stevens-Hepner Company, of Port Elgin, Ontario. It is illustrated nicely, with cuts of the various classes of goods turned out at the establishment in Port Elgin. The catalogue is divided into six parts dealing separately with paint and varnish brushes, artist fitches, etc.; kalsomine and whitewash brushes; household and stable goods; corn brooms; whisks and toilet brushes. The various kinds of manufactured materials are illustrated with the prices, making a very handy booklet.

Kelly, Douglas & Co.—The 1909 catalogue of Kelly, Douglas & Co., Vancouver, B.C., is a most comprehensive affair. It contains 291 pages, half of which are devoted to enumerating the various articles the company deals in, while the rest are used by advertisers. The introduction to the catalogue shows splendid half-tone cuts of the officers, salesmen, etc., which lend an additional attraction to it. Sketches of each of the officers as well as the history of the company are also given. The articles for the trade are published in alphabetical order beginning with arrowroot and axle grease, etc., and ending with vinegar and washboards. In addition, there are some very useful ideas for the retail grocer and some that will serve him in good stead.

TRADE NOTES.

Mr. Reid, of Reid & Wilson, Seaforth, died on Sunday, February 21st. The business is now being wound up.

Wm. H. Dunn, 394-396 St. Paul St., Montreal, has become representative for the National Licorice Co., in Montreal, Ottawa, the Province of Quebec and in the Maritime Provinces.

Tolton Bros., Guelph, have the following mottos over the door of their office: Be sure you are right, then go ahead; Plan your work then work your plan; Let your motto in future be—Hustle; Time is money, don't spend too much in one place.

The makers of **"Gillett's Goods"** started business over 50 years ago in a modest way. To-day they operate the largest factory of its kind in the British Empire, and their goods are sold all over the world. Only good goods, upright dealing and continued improvement could have obtained such a result.

Magic Baking Powder.
Gillett's Cream Tartar.
Gillett's Perfumed Lye.
Royal Yeast Cakes.

Good Goods with a Reputation.

E.W. GILLETT COMPANY LIMITED
WINNIPEG. TORONTO, ONT. MONTREAL.

ESTABLISHED 1852.

☛ **Merchants should recommend food products that are produced in CLEAN factories.**

A RUSH OF ORDERS

That is what my last advertising campaign brought me from dealers everywhere. The chief features of my present campaign are:

CLARK'S PORK AND BEANS
" POTTED MEATS
" CORNED BEEF
" OX TONGUE

These advertisements are being seen and read from Coast to Coast by housekeepers.

Get ready to meet the demand — overhaul your stock and order without delay.

WM. CLARK

Manufacturer
MONTREAL

YOU NEED NOT
LOSE TRADE IN

BOVRIL

for full stocks of

Bovril
Bovril Cordial
Johnston's Fluid Beef (Vimbos)
Johnston's Fluid Beef Cordial

are held by

R. S. McIndoe, 54 Wellington St. East, Toronto
W. L. MacKenzie & Co., 306 Ross Ave., Winnipeg
A. C. Urquhart & Co., 524 Hornby St., Vancouver
A. B. Mitchell, Mitchell's Wharf, Halifax

BOVRIL Ltd.

27 St. Peter St. **MONTREAL**

Cowan's
CAKE ICINGS

are steadily growing in popularity, as Canadian women find out how easily used, how attractive in appearance and flavor, and how altogether satisfactory they are.



—

Of course you handle them, but are you getting all you might out of this trade?

The Cowan Co., Ltd.
Toronto, Canada



They Pay!





Ask the Man Who Has One!

Guaranteed the Cheapest Registers on Earth

THE NATIONAL CASH REGISTER CO.
Corner Yonge St. and Wilton Ave., Toronto, Ont.
F. E. MUTTON, Canadian Manager

PURE SOLUBLE COCOA

WE ARE MAKING A SPECIAL OFFER OF HIGH GRADE PURE COCOA POWDER, EITHER IN BULK OR BARRELS OR IN 1-lb., ½-lb. and ¼-lb. CANISTERS, WITH LABELS BEARING YOUR OWN NAME OR BRAND.

IT WILL PAY YOU TO GET SAMPLES & PRICES

FROM OUR WHOLESALE AGENTS:

A. B. LAMBE & SON, 27, Wellington St. East, Toronto.
H. & A. B. LAMBE, Hamilton.
C. A. PARKER, 10, Albert Street, Ottawa.
CHAS. DUNCAN, P.O. Box 22, Winnipeg.
MITCHELL & WHITEHEAD, 92, St. Peter St., Quebec.
A. E. CURREN, 54, Bedford Row, Halifax.

GEORGE PAYNE & CO., Ltd.,
Wholesale Tea, Cocoa and Coffee Merchants,
LONDON, Eng.

WE ALSO SELL CHOCOLATE COVERING AND COCOA BUTTER.

THE FLOUR AND CEREAL MARKETS

Flour Market Still Unsettled—Advances in Some Brands—Two Advances and Two Declines During Last Ten Days—Feed in Good Demand.

March 2.—The flour market during the past ten days has been very unsteady. Toronto dealers report an advance, a decline, another advance and a second decline back to former prices. This has been due to keen opposition existing and price-cutting which has the millers guessing as to what they will have to do next. The export demand from the Old Country has been good. It will be observed that the change in wheat prices has not much influence over the flour market.

During the week a good demand has existed in rolled wheat and rolled oats, the prices being firm. Bran and shorts are also called for freely.

MONTREAL.

FLOUR — Royal Household and Strong Bakers have each advanced 10c. The strained relations between the big millers still exist to some extent. Reports state that dealers are well filled up.

Winter wheat patents	....	5 50
Straight rollers	4 70	4 80
Extra	4 00	4 10
Royal Household,	....	5 40
Glenora	....	5 90
Manitoba spring wheat patents	....	5 50
" strong bakers	....	5 80
Five Roses	....	5 30
Harvest Queen	....	5 80
Sovereign, anchor brand	....	5 30
Manitoba Patent, anchor brand	....	

ROLLED OATS—The rolled oat market has advanced 30c on barrels and 15c on bags. The advance is due to the strong position of the raw market, and large demand.

Fine oatmeal, bags	....	2 72½
Standard oatmeal, bags	....	2 60
Granulated " "	....	2 60
Golddust cornmeal, 98-lb bags	....	2 10
White cornmeal	2 00	2 05
Rolled oats bags	....	3 55
" bbls	....	5 35

FEED—The bran market continues strong, owing to active demand, and limited supply. Shorts and middlings are very firm, owing to good demand, and light stocks held. Advances in the feed market are highly probable soon.

Ontario bran	21 50	22 00
Ontario shorts	....	25 00
Manitoba shorts	....	24 00
" bran	....	22 00
Mouillie, milled	25 00	27 00
" straight grained	30 00	32 00
Feed flour	1 50	1 60

TORONTO.

FLOUR—Although during the past week the price of flour has gone up and down and up and down again, the figures as quoted last week remain constant. Inquiry from the Old Country is good, as well as from the Maritime Provinces. This is probably due to the restless condition of the market, in view of the keen opposition among some millers.

Manitoba Wheat.

1st Patent	5 70	5 80
2nd Patent	5 40	5 50
Strong bakers	5 20	5 30

Winter Wheat.

Straight roller	....	4 80
Patents	4 90	5 00
Blended	5 20	5 25

CEREALS—The demand for cereal products during the past week has been good, the prices remaining firm on account of the high prices of wheat and oats. The probability is that advances will take place in the near future.

Rolled wheat in barrels, 100 lbs	2 85
" oats in bags per bag 90 lbs	2 60
Oatmeal, standard and granulated, in bags 98 lbs.	2 85

EXPECT WAR IN CORN FLAKES.

The New York Journal of Commerce of Saturday last hints that a corn flake war may be expected, resulting from the fact that the Kellogg Toasted Corn Flake Company offered a bonus to such jobbers as would confine their sales to brands which were sold exclusively through jobbers—presumed to be aimed at "Post Toasties."

In an interview with Mr. Garretson, of the Postum Cereal Co., that gentleman stated that if any jobbers show a disposition to accept the offer so as to deal unfairly with his company, they may expect "something," just what, he does not say.

DR. WILEY MAY RESIGN.

Report of Referee Board on Benzoate of Soda Accepted.

Washington, March 3.—Dr. Harvey W. Wiley, chief government chemist, was officially over-ruled to-day in the matter of his scientific conclusions as to the alleged deleterious effects of the use of benzoate of soda in the manufacture of food products. In an official bulletin signed by Secretary Cortelyou, Secretary Straus and Secretary Wilson, the report of the Remsen Board of Scientific Experts was adopted as the future rule of action for the department in administering the food laws, and all bulletins and orders of the department will be amended to conform to the new order.

The Remsen board, of which Professor Ira Remsen, of Johns Hopkins, is president and Professors Herter, of New York, Chittenden, of Yale; Long, of Northwestern University, and Taylor, of the University of California, are members, was appointed by President Roosevelt a year ago to settle the long controversy over the use of benzoate of soda.

After nearly a year of experiments they decided the salt was harmless. Dr. Wiley threatened to resign if the board's conclusion were adopted by the department. The order was made to-day declaring that the use of benzoate of soda would be permitted in the future.

It is believed Dr. Wiley will shortly sever his connection with the bureau of chemistry.

You Realize Their Superiority When Eating Them

The quality of other makes may vary and the taste differ but with our output of cream sodas you always find

MOONEY'S PERFECTION

of the same, even, uniform, high standard that causes them to be so well spoken of and so thoroughly appreciated for their excellence.



The Mooney Biscuit & Candy Company,
LIMITED
STRATFORD, - CANADA



COX'S INSTANT POWDERED GELATINE

A Pure Powdered GELATINE dissolving instantly in HOT WATER. MANUFACTURED and PACKED by Messrs. Cox under the control of their scientific staff.

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CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

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A good time to push Cocoa and Chocolate.

This is the time when people use Cocoa and Chocolate more freely than ordinarily.

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"Diamond" and "Elite" brands of

Chocolate

Best in Canada—
Best for your customers.

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Halifax, N.S.

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By Royal Letters Patent

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Granulated Jellies, Tablet Jellies, Creams, Custards, Fruit Puddings, Bottled Jellies, Lemonade Crystals, and Baking Powder.

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(SIX VARIETIES)

Sole Proprietors and Manufacturers of
GORDON'S GRANULATED GRAVY

G. NELSON, DALE & CO., Ltd.
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GRATEFUL AND COMFORTING

IN ¼-LB. LABELLED TINS. 14-LB. BOXES

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NUTRITIOUS AND ECONOMICAL **COCOA**

POT and PEARL

FOR CLOSE QUOTATIONS WRITE

JOHN MacKAY *Caledonia Mills* ***BOWMANVILLE, ONT.***

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You can make money as well as oblige your customers if you handle our

Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

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SUCHARD'S COCOA
This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes. Delicious in flavor; prices just right.
FRANK L. BENEDICT & CO., Montreal Agents.

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The only factory in Canada producing these goods.
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From 5 to 10 Cars Choice Cooking Peas
Clean and White
Quebec's leading Flour and Grain House.
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Your best trade

will thank you for drawing their attention to the superior quality of

Carr & Co.'s Biscuits

The richness, purity of ingredients and keeping quality of Carr's Biscuits is making them favorites with those who know what biscuits should be

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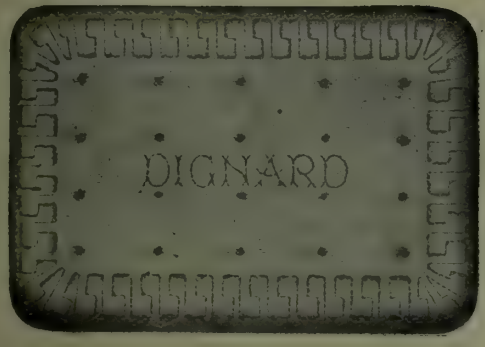
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More about general dry goods conditions; how to increase your net profits, by modern successful selling methods, by effective store advertising and by a thorough knowledge of the markets? The Dry Goods Review will tell you how. Published monthly. 130 to 230 pages.

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The Leading Corn Food is

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the only malted Corn flakes

Honest advertising backed up by sound quality and moderate price has put KORN KINKS permanently in the lead. Our "square deal" policy with the trade helps too. Our trade price is the same to you as to every other dealer, and yields you a good big profit.

Have You an Adequate Stock?

THE H-O MILLS
Hamilton - Ontario



SOFT MINTS—5c. boxes.

ACME PELLETS—5-lb. tins.

M. & R. WAFERS—5c. bags.

and a complete line of **LOZENGES, ETC.**

Hard and Soft Licorice Specialties

Appropriate for the confectionery, grocery and drug trades.

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VANCOUVER, J. F. Mowat & Co., 354 Water St.

FRUIT MEN WANT REDUCED RATES

Express Companies Claim They Cannot Accept Proposals—Conference at Hamilton—Companies Willing to Meet Shippers on Some Questions —Some Stormy Passages During Meeting.

Editor Canadian Grocer:

At a joint meeting held between the fruit growers, shippers, etc., and the express representatives at Hamilton, Feb. 25th, the shippers put up a stiff argument for a modification of the present contract, in which the express representatives admit of no liability, except in cases where gross negligence or fraud can be proved. In either case this would be an extremely difficult matter to prove and we propose to bring that matter before the notice of the Board of Railway Commissioners once more, and to ask that the express companies be made liable for loss of goods, damage, delays or misconnections in transit. There was also a stiff argument put up for reduction in rates, and a settlement of claims within thirty days and if unsettled, claims to bear interest at 8 per cent. per annum until paid.

Along these two lines the express representatives urge that they settle up claims promptly, and that there is no general desire for a reduction in rates, and that the same are not regarded as excessive over the greater part of the country.

My object in writing to you is to have this matter brought before your readers and to ask for an expression of opinion, and to have the presidents or secretaries of the Retail Growers' Associations throughout the country take this matter up and discuss it, and the result stated to the writer who is chairman of the fruit growers' committee, so that we can bring this in at the next hearing before the commissioners in rebuttal to their statement that claims are paid promptly, and that there is no general desire for a reduction in rates. I trust I need not here enlarge on the utmost importance which both these matters bear on the fruit industry and shall be glad to have your co-operation in the matter to give the same all possible publicity.

A. E. KIMMINS.

March 1, 1909.

Hamilton, March 2.—The conference held here last week between the Niagara District Fruit Growers' Association, shippers on the one hand and the express companies' representatives of Hamilton on the other proved at times somewhat stormy. A. E. Kimmins, Winona, was the chairman. J. Bryce, vice-president and general manager of the Canadian Express Company; W. Williamson, superintendent of tariffs; E. Allan, superintendent; G. W. Hickey, route agent; J. F. Bryce, assistant to the general manager; R. G. Wilson, general agent at Toronto; W. Walsh, of Toronto, and C. A. Dobson, agent at this city for the Dominion Express Company, were the representatives present.

Major Roberts, for the association, wanted to know what the companies intended to do for the fruit growers.

Mr. Bryce, speaking for the representatives of the companies, said that he did not like the demands of the fruit growers, but they had come together for the purpose of conferring with them, and to that end he asked that the proposed clauses be read separately.

The contract was then read, and Mr. Bryce took a strong objection to the changing of the existing agreement, as any alteration might be considered a discrimination.

Mr. Kimmins wanted to know who owned the Canadian Express Company, and Mr. Bryce said that most of the stock was owned by the Grand Trunk Railway. He said that the express companies have no control over the operation of the fruit trains, and it was a responsibility that the express companies were not ready or willing to accept. It was a legal point, that would have to be decided by the Railway Commission.

Shelving the Claims.

The fruit growers proceeded to go after the officials and a stormy time resulted for a while, many of the members of the association taking a crack at the officials. Some thought that the companies did all they could to shelve claims made by the growers.

The officials of the company took strong exception to these statements, especially Mr. Walsh, of the Dominion Express Company, who defied any man to prove that his company had ever shelved any reasonable claim. He said that he personally went over every claim presented to the company, and if the claim was reasonable it was promptly paid and no questions asked.

Some of the growers said that they had claims against the company which dated back some years, and they had not been able to get a settlement as yet, and some of them even went so far as to state that they had seen baskets of fruit stolen by employes of the company.

Mr. Bryce said he had no control over the private actions of the individuals. In 1907 the Canadian Express Company had 706 claims and paid out $1,638.12 on them. He would not state, however, how many other claims the company received. He charged the shippers in many instances with carelessness in the putting up of the fruit and the flimsy construction of the baskets. He said that the company had always had to keep a supply of baskets on hand at the different centres, for the purpose of putting the fruit in when the baskets became broken. Yet the fruit growers were not willing to make any acknowledgement of that fact.

In reply to Major Roberts, Mr. Bryce said that the companies would not consent to confining the settlement of claims to 30 days, and having interest accrue at 8 per cent. for all time over that period, for at the present time the contract covers all classes of merchandise and cannot be confined to fruit growers alone.

The Conference Resumed.

When the conference opened in the afternoon of the same day, the proposed clause relating to the improvement of facilities at the important shipping points was first taken up.

Captain Murchison said that a shelter was badly needed at Oakville instead of the small platform there now. Mr. Allan, one of the officials, stated that the present Grand Trunk shed was not the best in the world, but intimated that something better might be expected.

H. S. Rittenhouse, Jordan, complained of the rain coming through the roof of the shed there and running into the wagons while unloading. Mr. Bryce gave assurance to Samuel Culp that the sheds at Beamsville would be attended to. Complaints came from Grimsby, Burlington, Bronte, Lorne Park, and Carleton and it was decided to leave the matter to be settled between the two parties.

Need Extra Train.

The question of train service was next taken up. The fruit growers contended that, in the Niagara district, there should be two trains a day to pick up all the fruit. It was also suggested that the Toronto and Montreal consignments be kept separately. Mr. Allan and Mr. Bryce said that it would be too great an expense to the companies to put on two trains. This matter could be adjusted, however, if the rates be increased. The train service question was left in the hands of a committee composed of Messrs. Preston, Oughtred, Kimmins and Major Roberts. This committee will meet the officials and go into the question thoroughly.

A Troublesome Question.

The last question taken up was that of rates, and this left the fruit growers and the officials farther apart. A. E. Kimmins read the draft of rates that had been approved of at the recent meeting of the committee, as follows:

30c per 100 lbs. for 50 miles.

40c per 100 lbs. for 100 miles.

5 cents per 100 lbs. increase for each additional 50 miles.

20 cents per 100 lbs. from Clarkson to Toronto was also asked for.

Mr. Williamson, for the Canadian Express Company, stated that the company could not accept such terms and expect to make the business from the Niagara district pay. Even at the present time the fruit growers in the Niagara Peninsula were enjoying a better rate than is given any other district which the company covers.

Mr. Walsh, for the Dominion Express Company, said that he could not accept such terms, and Mr. Bryce stated that the fruit growers evidently did not know of the accommodation the express companies had afforded the buyers of their products at such points as Montreal and Toronto.

The conference was then brought to a close, but it is probable that something definite will be arrived at in the near future.

Re Building That Flour Trade

See Our Next

2

The Dealer Who Stands For Plus

2

March 12, 1909

HE WAS a big success, was P. T. Barnum. People went to Barnum's to be tickled; they *did* laugh—then went away telling *all* their friends what a side-splitting success P. T. was. He was advertised by his loving friends, but he gave his loving friends *a square deal*—that's the Barnum success secret.

¶ There were cheaper shows than his—there are cheaper flours than FIVE ROSES. You have keen competition—so had he; but he gave his people *something they couldn't get elsewhere*, genuine satisfaction.

¶ Your neighbour may give a customer *better prices*, but not *better value* than FIVE ROSES flour. Every order *you* fill not only makes a *lifelong* customer, it makes *two* customers grow where only *one* grew before.

¶ Once you have sold FIVE ROSES and *your* customer discovers how really good flour can be, she not only wants it because of the *exclusive* FIVE ROSES goodness but she gets used to FIVE ROSES, and your opposition couldn't persuade her to use "near good" flours again—her taste is *cultivated*—she's "more particular."

¶ To *know* good flour is only *half* the winning; to sell FIVE ROSES the *other* half. The sooner *you* handle it the quicker you'll lay the *sure foundation* of a big flour trade—you'll have something "the store across the street" hasn't got!

¶ We ask *you* to push FIVE ROSES for its selling qualities—for the customer's confidence—the *profit there's in it.* Don't let the "other fellow" corner the *good* trade; don't let him send *his* order first!

Five Roses Flour

LAKE OF THE WOODS MILLING COMPANY, Limited

Address the nearest office

Montreal, Toronto, Winnipeg, Vancouver, St. John, N.B.

FLORIDA

STRAWBERRIES

Celery, Cabbage, Tomatoes, Cauliflower and Head Lettuce.

Also **California Celery, California Oranges**—Rose, Volunteer and Extra Choice Brands.

Fruit is now in fine shape.

McWILLIAM

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EVERIST

25-27 CHURCH ST. - TORONTO

CHASE & CO.'S

pack of

Sanford Celery

is coming

FRANC TRACUZZI'S

"St. Nicholas"

and

"Home Guard"

Lemons and Bitters

are fine and going fast

Buy quick from your wholesaler.

J. J. McCabe

Agent

32 Church Street - Toronto

FRUITS, VEGETABLES AND FISH

Toronto Requires From 16 to 20 Carloads of Oranges Each Week—Advance in Bananas—Lenten Season a Stimulus to Fish Trade.

MONTREAL.

GREEN FRUITS—The medium sizes of California navels are 10c easier this week. Valencias are 50c higher per box. Bananas have advanced for the best grades of stock. Pineapples are cheaper by 50c, the best grade selling for $4.50 instead of $5. Other lines are unchanged under fair demand.

Almeira grapes, extra choice	6	50
California navels, 96, 126, 150, 288 size	2	75
" " 150, 17 , 200, 216 size	2	65
Floridas, 126, 15 , 176 200	3	00
Mexican oranges, 176, 200, 216, 250 size	2	25
Valencia " 420 size	4	00
Extra sweet Jamaicas	2 00	2 25
Bitter oranges	2	50
Grape fruit	3	75
Jamaica grape fruit, extra heavy	3	00
Lemons, choice, 300 size	2	50
Bananas crated	1 75	2 25
Pineapples, extra fancy, 24 size	4 00	4 50
Cranberries, Nova Scotias, early blacks, bbl.	8 00	10 00
Spies, XXX	6	00
Baldwins, Greenings, Russetts, XXX	5	00
Straberries	0	50

VEGETABLES—The vegetable market is practically unchanged. Stock from Florida, and other parts, is arriving in fair supply. Locally, demand is good.

Mushrooms, lb	0	75
Cucumbers dozen	3	50
New carrots, bunch	0 15	0 25
Tomatoes, crate	4	50
Oyster plant doz	0	50
Artichokes, bbl	2 50	3 00
Leeks, dozen	1	50
Parsnips, bag	0 90	0 95
Sweet Potatoes, basket	2	00
Marrows, dozen	1	50
Cal. Cauliflowers, crates, single	2	75
" " crates, double	5	00
Parsley, box	6	00
Sage, per doz	0	60
Savory, per doz	0	50
Can. celery, bunch	0 50	0 75
Celery, crate	6	00
Water cress, large bunches, per bunch	0	15
Spinach, barrels	4	25
Green peppers, crate	6	00
Beets, bag	0	90
Carrots, bag	0 70	0 75
Spanish onions, large cased	7	00
Lettuce, early	0	60
Lettuce, Boston, box	2	00
Radishes, doz	0	60
Horse radish, per lb	0	15
Cabbage, bbls	1 50	1 75
" new, crates	4	00
Montreal potatoes, bag	0	90
New Brunswick potatoes	0	90
Onions large bag	2 50	2 75
Red onions, barrel	5	00
Turnips, bag	0	60
Pumpkins, doz	3	00
Squash, doz	2	50
Brussels sprouts, quart	0	25
String beans, basket	7	00
New beets, crate	3	00

FISH—The Lenten demand for fish is good. Haddies in 15-lb. boxes are a half-cent stronger now, being quoted at 6½c to 7c. Labrador herrings in half-barrels are 25c cheaper this week. Large green cod in 200-lb. bbls. has declined 50c, now being quoted at $6 instead of $6.50. Other lines are steady and unchanged.

Fresh and Frozen Fish.

Codfish	0 04	0 04½
Qualla salmon	0 07	0 07½
B.C salmon, frozen	0 09	0 10
Haddock, per lb	0 04½	0 05
Fresh halibut	0 08	0 08½
Mackerel, "		0 12
Dore, "	0 07½	0 08
Steak cod	0 05½	0 06
Frozen Grass Pike	0 04½	0 05
Whitefish, lb. Tullibees	0 05½	0 06
Lake trout	0 09½	0 10
Sea trout, lb		0 10
Flounders, lb		0 10
American live lobsters		0 24
Bullheads (dressed)		0 10
New Smelts		0 10
Sea herring, per 100	1 35	1 45
Large sea herring	1 65	1 75
Tom cods, bbl		1 50
Smoked—		
Haddies (exp) 15 lb. bxs., per lb	0 06½	0 07
Bloaters, per box, large, Yarmouth	1 10	1 15
Smoked herring, per box		0 17
Prepared—		
Skinless cod, new, 100 lb. cases		5 25
Shredded cod, ½ lb. cartons, 2 doz. cartons in box, per box		1 80
Dry cod, in bundles 1½2 lb., per pound		0 06
Boneless cod, 1 & 2 lb. bricks, 20 lb. boxes		0 06
Boneless cod, 20-lb. boxes		0 08
Boneless cod, 20-lb. boxes		0 09
Boneless fish, 20 lb. bxs., 2 lb. blocks		0 05
Boneless fish, 25 lb. bxs., loose		0 04½
Pure cod in crates, 1 and 2 lb. bricks		0 05
Salted and Pickled—		
No. 1 Labrador herring, brls		5 50
" " ½ brls		3 00
Large green cod, 200 lbs. bbl		6 00
Oysters, bulk, per gallon		1 30
Standards, bulk		1 40
" quart tins, sealed		0 40
Paper pails, per 100 qt. size		1 50
Live lobsters, lb		0 18
Standards, 4 gals		6 80
Selects "		7 00

TORONTO.

GREEN FRUIT—Apples are getting scarcer, and higher. Very ordinary apples sell at $5 a barrel and the best as high as $6.50. From 16 to 20 carloads of oranges are required for the Toronto market each week. The quality is excellent and prices are firm, with an upward tendency. Pineapples are arriving in good condition and change hands at $4 to $4.50 a case. Bananas are very scarce, and higher and will likely remain high for several months. Two carloads arrived but as the stock was completely sold out, these will all be readily picked at good prices.

Grapes, Almeria, keg	7 00	8 00
Apples, Spies	5 50	6 50
" Russets	3 50	4 00
" Baldwins	3 50	4 00
" Greenings	3 25	4 00
" Tolman Sweets	3 00	3 50
" Ben Davis	2 50	3 25
Oranges, Valencias, case	3 50	3 75
" Large		4 50
" California navels	2 75	3 25
" Messina bitter oranges	2 50	2 75
Lemons, Messina	3 00	3 75
" California, box	3 25	3 50
Bananas	1 75	2 25
Grape Fruit, Florida, box	3 75	4 00
Pineapples, Florida, crate	4 25	4 50
Strawberries	0 60	0 65

VEGETABLES—It seems a remarkable fact that from four to five carloads of potatoes are consumed in Toronto each day and yet the price has not varied five cents a bag for several months. This year the entire demand of the city is supplied by the Ontario product, which is of exceptionally good quality. Turnips are sold at $8 per ton. Florida celery is now on the market, and the quality is splendid. The packages are about half the size of the California cases and sell at about half the price.

Beets, Canadian, bag	0 45	0 50
Potatoes, Ontario, per bag	0 75	0 80
" sweet, hamper		2 00
" Bermuda, per bushel		3 00
" per barrel		9 00
Lettuce, Boston head, doz		1 25
Onions, Canadian, dried, bag	0 75	0 90
" Spanish, crate	4 75	5 00
" Bermuda, per case		4 50
Tomatoes, California, small basket		1 00
" " per case		6 00
Carrots, per bag	0 35	0 40
Cabbage, Florida, new	3 25	3 50
Cauliflower, per case		4 00
California celery, per case		6 50
Florida celery, per half case		3 25
Turnips	0 35	0 40
Radishes, per dozen	0 40	0 45
Spinach, per bushel		1 00

Egg plant, per doz		3 00
Green peppers, per doz		1 00
Cucumbers, per dozen	2 75	3 00

FISH—The fish dealers are in their harvest, and have all the business they can attend to. Prices are unchanged and no fresh caught fish are on the market. All the stock was held in refrigerators and is in good condition.

Perch, large, per lb	0 06	0 07
Herring, medium, per lb	0 04	0 05
" sea, per 100		2 00
" lake, per keg	4 00	4 25
Whitefish, frozen	0 09	0 10
Trout, "	0 09	0 10
Whitefish, fresh caught	0 13	0 14
Trout, " "	0 13	0 14
Cod	0 07	0 08
Cod, fresh caught		0 07½
Halibut	0 09	
Haddock, frozen, per lb		0 07
" fresh caught		0 07½
Sea salmon, Silverside		0 10
" Steelhead		0 13
Pike	0 05	0 06
Pickerel, yellow	0 08½	0 09
Herring, Digby, smoked, bundle 5 boxes		0 85
" kippered, 15-lb. box		1 25
Mackerel, per lb		0 10
Smelts, per pound No. 1	0 09	0 10
" extra	0 12	0 14
Oysters, Long Island		1 50
" " medium selects		1 75
" " extra		1 85
" shell, per 100		1 50
Ciscoes, basket	1 00	1 10
Finnan Haddie, smoked, 15-lb. package	0 07½	0 08
Boneless cod, quail on toast		0 05½
" " imperial		0 05
" " steak		0 07
Shredded cod, doz		0 90
Arcadia, 11 packages, 1 lb. box		3 12
" 12 packages, 2 lb. box		2 40
Acadia cod, cr'e		2 40
" tablets, box		1 60
Bloaters	1 15	1 25
Quails		0 09
Catfish, dressed		0 10
Gold eyes	0 05	0 05½

In their weekly bulletins or price lists which White & Co., fruit, produce and fish dealers, Toronto, are issuing each week they contain a suggested advertisement to be used by the retailer to help advertise his goods. Publicity Sells the Goods. Yet this firm believes that it should not end with the goods leaving their hands, but that the retailer should be assisted in disposing of them with a neatly worded ad., put up in concise form. If they don't use it word for word, it gives them a fresh idea each week with which to work out an ad. of their own. A great many dealers have taken up the idea and are using it to advantage in their weekly talks.—Advt.

TRADE NOTES.

J. St. Jacques & Co., grocers, Montreal, have registered.

W. Bernier, grocer, Fraserville, has assigned to V. E. Paradis.

The assets of D. Lauson, general merchant, Breboeuf, are to be sold.

The assets of R. Grenier, grocer, of Quebec, were to be sold on Feb. 8.

J. P. Rivard, general merchant, Chicoutimi, has assigned to V. E. Paradis.

J. E. Benoit, general merchant, St. Helene, Bagot County, has assigned to Chartrand & Turgeon.

V. E. Paradis has been appointed curator of F. Trudel, general merchant, St. Leonard De Port Maurice.

Geo. St. Hilaire, general merchant, New Liverpool, has made a voluntary assignment to V. E. Paradis.

The Weir Specialty Co., 561-63 Yonge St., Toronto, have been appointed Ontario agents for Brand & Co., London, Eng., makers of A1 Sauce. H. Hubbard, Montreal, is general agent for Canada for the firm.

A meeting of the creditors of J. E. Benoit, general merchant, Ste. Helene, Bagot Co., Quebec, was called for Feb. 23rd.

California and Florida CELERY

Florida Cabbage Lettuce

Strawberries, Pineapples, Tomatoes, Parsley, Endive, New Beets and Carrots

Everything from all parts of the South in FRUITS and EARLY VEGETABLES

Also a full supply of FISH for the Lenten Trade

WHITE & CO., Limited

TORONTO and HAMILTON



26⅝ x 13⅛ x 10¾

Measurement of a Standard sized Lemon box containing

"BUSTER BROWN" BRAND LEMONS

Compare with others, the verdict is in our favor. 300s are 300s and 360s as large as many 300s in other packs. There are none "just as good"; insist on having Buster Brown and Mercury, primes and seconds. Ask the wholesale.

W. B. STRINGER - TORONTO

Canadian Agent

The Best Grown in California

SUNKIST

"Golden Orange" Brand Navel Oranges

SUNKIST

"Squirrel" Brand California Lemons

Packed by Arlington Heights Fruit Company, California

We control these two brands for Ontario. One car each just unloaded.

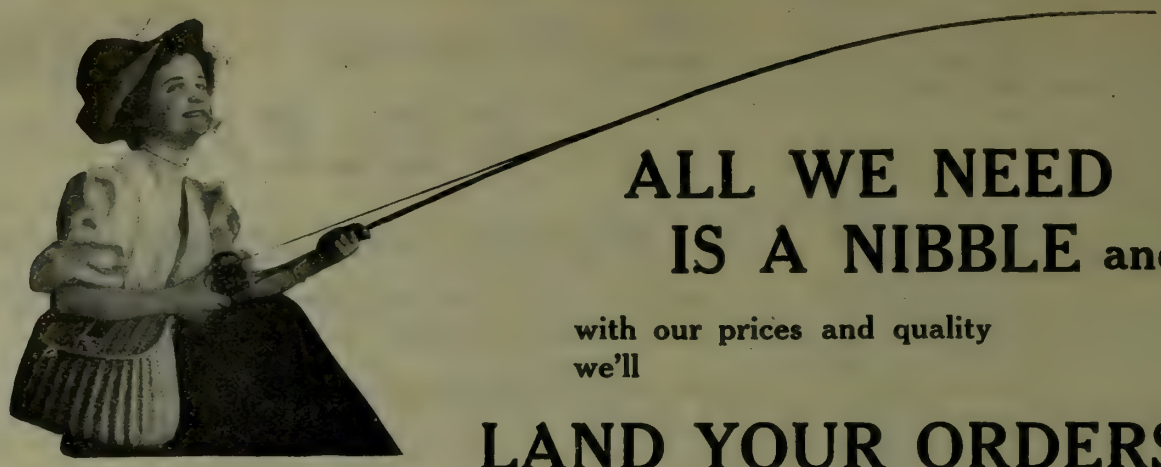
Also one car Extra Fancy

"Camillia" Brand Navels, from Redlands

All Sizes, and at Rock Bottom Prices

Hugh Walker & Son

Guelph, Ont.



ALL WE NEED IS A NIBBLE and

with our prices and quality we'll

LAND YOUR ORDERS

GET OUR Special Lenten Prices

The F. T. JAMES CO., Limited

FISH and OYSTER Distributors

Church and Colborne Streets, Toronto

How a Modern Factory Contributes to Brunswick Brand Quality

It is very difficult to do good work in poor surroundings. This we early recognized.





So we built a modern factory, up-to-date in every respect, large, roomy, properly ventilated, sanitary, well-lighted, and equipped with the most modern machinery adapted to our business.

Such a factory enables us to work comfortably. Our skilled help can turn out a maximum amount of work, and each worker can put a whole heart and soul into his work. All this helps in the turning out of perfect Sea Foods, and further explains the wonderful and growing popularity of BRUNSWICK BRAND.

Your Interests, Mr. Grocer, Demand That You Sell Brunswick Brand.

CONNORS BROS., LIMITED

BLACK'S HARBOR, N.B.

AGENTS—Grant, Oxley & Co., Halifax, N.S.; C. H. B. Hillcoat, Sydney, C.B.; J. L. Lovitt, Yarmouth, N.S.: D. Rattray & Sons, Quebec: Leonard Bros., Montreal; Arthur M. Loucks, Ottawa; C. De Carteret, Kingston; James Haywood, Toronto; Chas. Duncan, Winnipeg; R. G. Bedlington & Co., Calgary; Drexel & Co., Vancouver; J. Harley Brown, London, Ont.

FISH for LENT!

SECURE SUPPLIES NOW. DEMAND WILL BE HEAVY.

FROZEN SEA HERRING

OUR LEADER

Halibut	Pike	Haddies
Salmon	Pickerel	Bloaters
Haddock	Whitefish	Kippers

Labrador Herring — Boneless Cod — Skinless Cod. "Sealshipt" and Bulk Oysters

ALL OTHER KINDS IN SEASON

Low prices—Best quality—Fair dealing. Our new price list now ready. Copies mailed on request.

"The largest Fish Warehouse in Canada."

LEONARD BROS.

(Near Customs House) MONTREAL

ESTABLISHED 50 YEARS

Anything and Everything in FISH for the Fish Season

We are busy supplying the Lenten demand, but your order will receive prompt attention.

O'CONNOR

Guarantees satisfaction in quality, price and delivery.

GET OUR PRICE LIST

O'Connor's Fish Market

St. Antoine Market (Between the 2 Depots)

Montreal

For Lent Sell

Quaker Salmon

The best on earth

Talls $2.00 **Flats $2.15**

Mathewson's Sons

Wholesale Grocers

202 McGill Street - - Montreal

MALT MADE VINEGAR UPHELD

Contrasted with the Acetic Acid Variety Correspondent Says it is Like Raw New Spirits Compared to Ripe Old Whisky—Says Acetic Acid Vinegar is Harmful to Health.

Editor of The Canadian Grocer :—

Dear Sir,—With reference to your recent article on the subject of vinegar made from acetic acid, we feel that this does not altogether do justice to the article known as malt vinegar, which is a product of grain, and which is recognized in the United Kingdom as the finest vinegar which can be produced. As English malt vinegars have come to the front in Canada of recent years and the consumption is rapidly increasing, we think it would be of considerable interest to the grocery trade, as well as in justice to the brewers of this class of vinegar, if further reference be made in your valuable journal and we, therefore, take the opportunity of enclosing a paper on the subject.

H. GILBERT NOBBS,
Manager Holbrooks Limited
in Canada & U.S.

Toronto, March 2, 1909.

The correspondent who writes on this question in your publication of January 29th, is so palpably interested in the sale of pyroligneous acid, colored to represent a malt vinegar, that it would perhaps be as well to allow his statements to pass but for the possibility of some unwary traders being deceived by his specious arguments, and so finding themselves in difficulties with the authorities who take a kindly interest in the purity of foods, and in fair trading.

The only questions that appeal to the public and retailer alike are: (1) Is this diluted acetic acid harmful to health? (2) Is it fair dealing to sell it colored to imitate an entirely different and more expensive vinegar?

In answering the first, it is a fact that notwithstanding repeated distillations the acetic, or pyroligneous acid is never wholly freed from the empyreumatic odor and flavor which arise from the tarry matter originally distilled from the wood; and although the opinions of medical experts differ as to the effect of this on the human machine, the balance of those opinions is that it is harmful.

Vinegars Contrasted.

The contrast between this acetic acid and a malt vinegar may be likened to that between raw new spirit and a ripe old whiskey, yet alcohol is the predominating constituent of these latter, as acetic acid is of the former.

In answer to the second question, your correspondent is not content to claim a right to sell this acetic acid vinegar under its proper description, and as a water white liquid—its natural color; but, "to suit the popular fancy," that it may be colored, and then sold under the same general name as the product from malt or grapes. Here, surely, we get an immoral position, for if the "popular fancy" requires a particular color, it is by reason of that color being associated with vinegar of a definite origin—malt, cider, wine; to substitute a different article colored to match any one of these is clearly a fraud, both in intention and effect. In emphasis of this fraud the price charged for the imitation, a less costly article, is frequently as much as for the vinegar it is colored to imitate.

The fact is that the public will not have this pyroligneous acid when offered to them in all its nakedness, hence the endeavor of those interested to make out a case in favor of faking.

Vinegar from grain or fruit in its natural condition has a certain food value, by reason of the phosphates, nitrogen and extractive matters present. The food value is small certainly in the quantities in which it is consumed, but none the less it is there, whereas the pyroligneous acid has none whatever.

Contention Ridiculous.

Again, the flavor of a well made malt or wine vinegar is immeasurably superior to that of the imitation article; as well might one distill beer, add a little coloring and hop substitute to the distillate, and claim a right to sell such a concoction as beer. Indeed your correspondent virtually does so, for he argues that pyroligneous acid is better than malt vinegar because the deleterious grain extractives are not present. Transfer the argument to beer, which has more of these grain residues, and it is at once apparent how ridiculous is such a contention.

On the same lines it might be contended that turnip pulp with a few gritty "seeds" made from wood, flavored with an ether, colored with a coal tar dye, and the whole sweetened with sugar, might legitimately be handed to a customer who asked for strawberry jam.

Many instances might be added of the frauds against which legislators, whether in the Old or New Worlds, find it necessary to protect both traders and the public from the plausible arguments of manufacturers of spurious articles.

Let us hope that the regulations to such end will be strengthened rather than otherwise, and in the meantime traders can fully protect themselves by dealing with firms of undoubtedly good reputations, whether it be for vinegar, jam, butter, or any other commodity."

Mr. Grouchy will never get more than seventy-five cents' worth of work out of his help for each dollar invested. Be as pleasant to the clerks as you would have them be to you.

WANT LOWER DUTY ON EGGS.

United States Citizen Adopts Endless Chain Post Card Plan to Bring it About.

Chicago, March 3.—Believing that the removal of the duty on Canadian eggs would go far toward reducing the cost of the United States product, Arnold Brennan of this city has adopted an endless chain post card system to accomplish such an end.

The primary purpose of the endless post card system is to bring the matter forcibly to the attention of Sereno E. Payne, chairman of the ways and means committee of the lower house of congress Mr. Brennan finds room for all this on a postal card:

"Endless chain postcard; mail one to each of three acquaintances, with request that they do likewise.

"Hon. Sereno E. Payne, chairman ways and means committee, house of representatives, Washington, D.C.:

"Inasmuch as the present price of eggs (40 cents per dozen) is prohibitive to the average wage earner, I (or we) respectfully petition congress to remove the duty of 12c a dozen on Canadian eggs, in order that the New York and other eastern markets may be supplied from that source, as before the duty was imposed. Your petitioners believe that a reduction in the price of eggs would force the beef trust to reduce the price of its products."

Predicted colder weather, light receipts, and a general desire on the part of dealers to build up their holdings resulted yesterday in an advance of 3 cents in the price of eggs, quotations being elevated to 33 and 35 cents for "firsts" and "extras." There were comparatively few eggs to be had at the advance.

V. E. Paradis has been appointed curator of U. Tremblay & Co., general merchants, St. Simeon.

Highest price paid for

DRIED APPLES

O. E. ROBINSON & CO.

Established 1880

Ingersoll - Ontario

WOULD YOU LIKE OUR WEEKLY CIRCULAR

SEASON 1908-9

Dried Apples

Shipments Solicited
Settlements Prompt

W. A. GIBB COMPANY
HAMILTON
JAMES SOMERVILLE, Manager

DAWSON'S Banner Brand of Jams, Marmalades and Jellies is the very best.

THE DAWSON COMMISSION CO., TORONTO

THE GROCER'S ENCYCLOPEDIA

The Development of the Manufacture of Maple Syrup From Its Primitive Stages—How Modern Appliances Have Aided the Industry—What Penalties May be Incurred for Making or Selling the Adulterated Article—Must be Properly Labelled.

MAPLE SYRUP AND MAPLE SUGAR—The time has once more come round when the minds of the farmers and their sons turn to thoughts of maple sugar making. This work on the farm is perhaps the most attractive of any during the year and no matter what other work is shunned everybody—even the farmers' wives and daughters—wants to get out to the woods for the sugar making.

Grocers are particularly interested in the maple industry and if possible should take a jaunt out into the country to visit a maple sugar camp in the woods and thus get more intimately acquainted with the manufacture and incidentally with some of their customers.

Rapid Development.

The maple industry is an old and long established one. It had its origin with the Aborigines of Canada—the Indians who employed only the most primitive and of course wasteful methods. Later on the early white settlers, copying, but improving on the methods of the Indians, began by making use of wooden spouts fashioned to fit the holes that they bored in the trees with an auger. The auger-hole took the place of the gouge in previous use. For receptacles, wooden troughs were roughly gouged out; some nearby basswood or pine tree furnishing the material.

The gathering was mostly done by hand or by main strength and when the sap was collected it was boiled into sugar in large iron kettles, strung sometimes three or four on a large pole. On account of the great amount of sparks falling into the boiling contents of these kettles, and the fact that it was boiled altogether in an iron vessel, the result was that the finished product was often of a very dark and uninviting appearance.

As "commercial" sugar was rather a luxury in those days and money was proportionately scarce, the maple product supplied the wants of the settlers very acceptably. But, as those who had been making it in a larger way and who sold their surplus make, began to see the possibility of making their maple bushes a source of profit and an additional revenue to their farms, they began to look about for more improved methods of handling the sap. At this point the passing away of much of the romantic part of the industry is noticeable, where the young people of the settlement were accustomed to gather around the camp fire and enjoy to the full, the fun of the old-fashioned "sugaring off."

Shanty in the Woods.

Then came the shanty or camp with its brick or stone arch and chimney and large pans and heaters, buckets of tin hung from metal spouts, more trees being tapped, gathering being done by horse and sleigh, syrup being manufactured as well as sugar. As a ready market was found for the product, the business rapidly grew until now there are in many parts in Canada, and especially in Quebec and Eastern Ontario, large sugaring camps where the sap, from in some instances 6,000 to 8,000 trees, is rapidly converted into the delicious sugar and syrup of the most beautiful and attractive appearance and flavor.

This could never have been possible without the advent of the modern and up-to-date evaporators and appliances now used. The business has lost much of the hard, toilsome work.

In the old way the sap was poured into a kettle at one end of the row and dipped from one to another, gradually becoming stronger as it reached the end of the line. To-day manufacturers have tinned spouts, tin buckets, tin gathering tanks, and storage tanks of the same material. The sap never touches wood from the time it leaves the tree. It comes into the evaporator by the force of gravitation from the storage tank and gradually working its way by means of the same force from one compartment of the machine to another until at the far end of the machine it is finished and drawn off as the pure, beautiful and delicious maple syrup.

Owing to the fact that there is only a comparatively small amount of sap over the fire and that for a short time only, the result is a much superior article both in flavor and in appearance.

Adulteration a Drawback.

The greatest drawback to the sugaring industry to-day is the adulteration of the pure product which has been resorted to by some dealers and in some instances by makers.

Maple sugar makers can never hope to compete with other manufacturers of syrup and sugar in the open market nor do they need to do so. Theirs is an altogether different and superior article. It is the maple flavor that people demand and which they ungrudgingly pay for once they are satisfied they are getting a pure and unadulterated article.

The consumer should know that it costs much more now than of old to produce a gallon of pure maple sugar; fuel, labor, camp and all necessary utensils are so much more expensive.

The total pure maple product at the present time is only some three or four pounds per head of the population. As has been stated, one great drawback to the industry is the amount of "compound" and adulterated stuff put on the market, some of which has not a drop of pure maple whatever in it but is flavored with a preparation called "Maple Flavor." With this adulterated article bridled by suitable legislation, the pure maple product as manufactured by modern means in a properly equipped sugar camp should enjoy a wider reputation and be more eagerly sought for by the consuming public, to the mutual advantage of producer, retailer and consumer.

Standard Syrup.

Standard syrup weighs 13 pounds two ounces per gallon and will register 218 to 220 degrees F. when boiling. After reaching that temperature it should be removed from the evaporator, strained through a flannel or felt strainer into a large settling can and allowed to settle for at least 48 hours. It will then be ready to put into cans or bottles for the retail trade. For wholesale trade syrup is usually put into five-gallon tin cans and wooden kegs holding from 15 to 30 gallons each.

Pure maple syrup or maple sugar is made, of course, from nothing but the sap of the sugar maple tree. If anything is added it must be labelled as a mixture or compound. H. J. Dager, food inspector for the Dominion of Canada, explained to The Canadian Grocer that it was a violation of the law to add "and contents" to a label in such small letters that the words are not readily noticed.

The Penalties.

Every grocer knows that maple syrup is often adulterated and how. One who adulterates or orders anyone else to adulterate such a food by using something injurious to the health shall for the first offence be liable to a penalty not exceeding $500 and costs, or imprisonment for six months or both, and not less than $50 and costs; for each subsequent offence the penalty shall not exceed $1,000 and costs, or one year imprisonment or both and not less than $100 and costs. If the ingredients added are not injurious to the health but are added chiefly to increase the bulk the penalty for the first offence shall not exceed $200 and costs or three months' imprisonment and for each subsequent offence $500 and costs or six months' imprisonment or both is the maximum penalty, and the minimum $100 and costs.

Important to Retailers.

For selling or offering for sale, adulterated food injurious to the health the maximum is $200 and costs or three months in jail or both for the first offence and for each subsequent offence the fine is placed at not more than $500 and costs or six months in jail or both, and not less than $50 and costs.

If the adulteration is not injurious, the penalty imposed for selling shall not exceed $100 and costs and shall not be less than five dollars and costs. This latter, if anything, is added, must bear a notice on the label in a conspicuous place stating that such is the case.

TOBACCO IN ONTARIO.

In Fourteen Years Value of Production In Essex and Kent Amounted to Over $3,000,000.

Chatham, March 2.—The following statistics in regard to the extent of the tobacco industry in Kent and Essex for the past 14 years have been furnished by W. T. Gregory, the widely known tobacco man, and should prove of more than passing interest, as showing the amount of tobacco these two counties are producing, and the value of the industry.

From present indications the crop of 1909 will exceed that of any former year. The largest quantity was grown in 1906, but the highest price was paid in 1904.

1895—60,000 lbs. Value	$ 3,900
1896—80,000 lbs.	5,400
1897—600,000 lbs.	66,000
1898—4,750,000 lbs.	273,150
1899—2,000,000 lbs.	130,000
1900—3,250,000 lbs.	186,875
1901—2,500,000 lbs.	187,500
1902—1,500,000 lbs.	142,500
1903—3,250,000 lbs.	357,500
1904—5,500,000 lbs.	605,000
1905—6,500,000 lbs.	552,500
1906—7,500,000 lbs.	562,500
1907—3,000,000 lbs.	165,000
1908—510,000 lbs.	45,000
Total, 41,000,000 lbs.	$3,282,825

The marked drop in quantity in 1908 was due to the "big break" in price the previous year, consequent on the heavy production of 1906, when in point of productiveness the industry reached its zenith—for the time being. The industry has suffered from the same trouble which prompted the organization of the Kentucky "night riders"—uncertainty of price.

THE LAW IN GERMANY.

A merchant in Germany possessed besides his main store, a branch in another town. He advertised the sale of this branch "on account of giving up the business." As the main store was still running and intended to be kept going he was proceeded against under the law and condemned to pay a fine.

He appealed against this judgment at the Court of Rensin at Karlsruhe, and this tribunal reserved the decision of the lower court, the court holding that it was legal to advertise the sale of the limited business of the branch. It was not against the law to hold a union of interests between the main business and the branch, although the goods in both stores were the property of one and the same concern. A branch business occupied a certain independent position in that it is through its location separated from the main store, requires a separate staff and separate management, it owns and controls its own stock, appears before the public as an independent business and is looked upon by everyone not aware of its connection with any other concern, as a self-supporting business. It was natural then that such a business can undertake a disposal sale and to advertise it as such, in so far as pertains to the goods of the branch. The supplying of stock from the main store is only not allowable when same overstep the actually necessary point of assistance to the disposal sale. It is allowable to supplement the stock of the branch store with desirable and necessary goods to assist the disposition of the goods held in store at the branch.

In the case before the court there was no evidence that unnecessary goods were supplied by the main store and the judgment against the merchant cannot therefore be maintained.—From Die Kolonialwaren Wache.

NO ADULTERATED HONEY.

Production or Sale as a Compound Absolutely Prohibited.

The Department of Inland Revenue at Ottawa has issued an important circular dealing with the adulteration and sale of honey. At the present time it is represented that there is being placed on the market considerable quantities of a mixture labelled in large letters "pure honey" with the addition in small letters of the words "and contents." The contents have been determined by analysis to be nothing but invert sugar.

The following circular has been sent to The Canadian Grocer in order to acquaint the grocers of the Dominion of the law respecting the sale of the adulterated article:

"Under section 30 of "The Adulteration Act" the manufacture, sale or offering for sale in Canada of any imitation of honey or sugar honey or other substitute for honey is strictly forbidden. The provisions of section 24 of the said act respecting the use of the word 'mixture' does not apply to honey and any production or sale of this article as a compound is absolutely prohibited.

"The punishment for any offence against the provisions of section 30, above referred to, is determined by section 164 of the Criminal Code and consists in the liability to a term of imprisonment of one year."

Tell Your Customers That:

SHAMROCK

BIG PLUG

SMOKING TOBACCO

When cut never dries up or becomes hard. The leaves are so firmly packed that the plug remains fresh and moist

CLAY PIPES

A perfect article. Sell it
Insist upon having McDougall's.

D. McDOUGALL & CO., Glasgow, Scot.

If you desire to increase your business buy your

PIPES, TOBACCO, CIGARS, BISCUITS AND CONFECTIONERY

from

JOS. COTE

Importer and Wholesale Tobacco Dealer

The greatest assortment of smoker's articles in the Dominion.

Office & Store - - 188 St. Paul St.
Warehouse - - 119 St. Andre St.
Branch - - - 179 St. Joseph St.

Tel. Up 2076 Tel. East 5964

YOUNG'S PATENT PIPE

in Seven Shapes

W. J. GRANT

Sole Agent for Canada

506 Lindsay Building, MONTREAL.

BLACK WATCH

The Big Black Plug Chewing Tobacoo.



Already a Big Seller

Sold by all the Wholesale Trade

The Canadian Hardware Jobbers

Use Large Space in Our Annual Spring Number each year. Last year during depression

Lewis Bros., Montreal, used 5 pages
Hobbs Hardware Co., London, 2 pages
Caverhill, Learmont & Co., Montreal, 2 pages
H. S. Howland, Sons & Co., Toronto, 2-page insert
Frothingham & Workman, Montreal, 1 page
Rice Lewis & Son, Toronto, 1 page
D. H. Howden, London, 1 page
Kennedy Hardware Co., Toronto, 1 page
Wood, Vallance & Co., Hamilton, 1 page

These firms have travellers covering the country thoroughly and are in a position to know whether or not this Number is read by the hardware trade throughout Canada.
Practically every article sold through the Canadian Hardware Trade will be advertised in it.
It will, therefore, be used for months as a Directory by Wholesale and Retail Dealers.
Our Annual Spring Number will be published March 20—just when Spring trade is opening up. An immense amount of Hardware is shipped to the West as soon as navigation opens. The end of March is, therefore, a most opportune time to make good, strong bid for business.

WE GUARANTEE TO SEND A COPY OF THIS NUMBER TO EVERY HARDWARE, STOVE AND TINWARE DEALER IN CANADA

RATES: Full Page, $35.00 *Half Page, $20.00* *Quarter Page, $12.00*

Advertising Forms Close March 16

HARDWARE AND METAL

MONTREAL TORONTO WINNIPEG

NEW YORK
622-624 TRIBUNE BLDG.

CHICAGO
933-935 MONADOCK BLOCK

Are You Keeping Your Tobacco Stock Up-to-Date ?

IF NOT—WHY NOT?

"Tuckett's Special"

the new 10c. plug is the latest

Order from Your Wholesaler

Manufactured from **Imported Leaf Exclusively**

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

THE WALKER BIN SYSTEM OF GROCERY STORE EQUIPMENT

has become a large factor in meeting the demand for pure, clean food products and the public is not slow in showing its appreciation. A Walker Bin installation will mean a great deal to your regular and transient customers and to you it well mean ***LARGER BUSINESS—BETTER SERVICE—REDUCED EXPENSE*** and ***LARGELY INCREASED PROFITS.***

Write for Illustrated Catalogue: **"Modern Grocery Fixtures."**

Representatives:
Manitoba: Stuart Watson & Co., Winnipeg, Man.
Saskatchewan and Alberta; J. C. Stokes, Regina, Sask.
Montreal; Kenneth H. Munro, Coristine Bldg.

The Walker Bin and Store Fixture Co., Limited
Designers and Manufacturers of Modern Store Fixtures
Berlin, Ontario



The Elgin National Coffee Mills

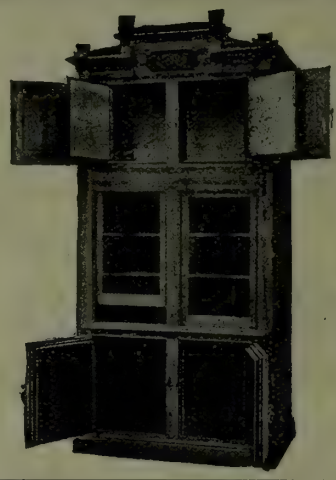
40 Sizes and Styles

They are the
Fastest Grinders
Easiest Runners

Ask any wholesale grocer, tea and coffee house or jobber for prices



WOODRUFF & EDWARDS CO.
MAKERS
ELGIN, ILLINOIS, U.S.A.



Arctic Refrigerator

For butchers, grocers, hotels, etc. The coldest, driest and most up-to-date refrigerator on the market.

REPRESENTATIVES:
Western Provinces—
Ryan Bros., Winnipeg
Quebec—
Wolf, Sayer & Heller, Montreal

MANUFACTURERS:
JOHN HILLOCK CO., Limited
TORONTO, ONT.

WRITE FOR CATALOG



CLEAN HANDS

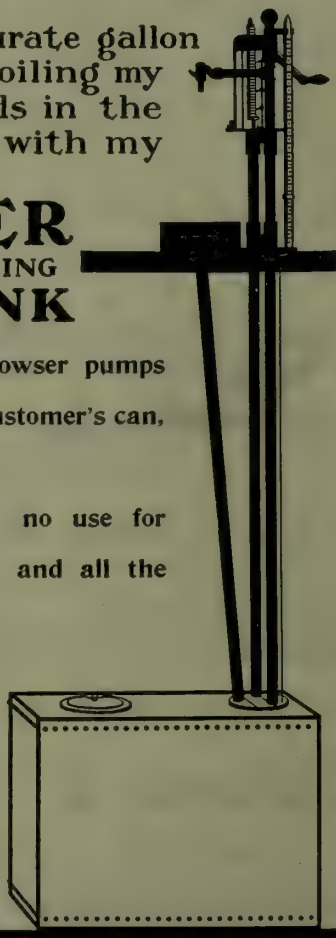
"I can draw an accurate gallon of oil without soiling my hands in the least with my

BOWSER
SELF MEASURING
OIL TANK

That's because the Bowser pumps the oil right into the customer's can, and measures it, all in one operation.

There is no need of funnels; no use for measures. It's all done in an instant and all the oil goes on the inside of the can.

Send for our latest Bulletin No. 5057. There is something in it for you.



S. F. BOWSER & CO., Ltd.
66-68 FRAZER AVE., TORONTO

?

Now, what do you know about Allison?

Of course you've heard of the famous, flawless, universal Allison Coupon System. But what do you KNOW of this remarkable system in its application to your business? Here's a brief explanation.

A Man Wants Credit

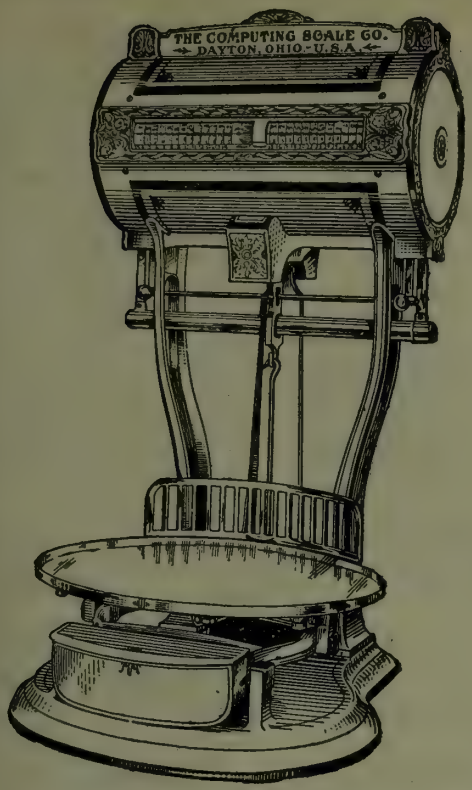
You think he is good. Give him a $10 Allison Coupon Book. Have him sign the receipt or note form in the front of the book, which you tear out and keep. Charge him with $10 — no trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on until the book is used up. Then he pays the $10 and gets another book. No pass books, no charging, no lost time, no errors, no disputes.



Allison Coupon Books

Manufactured by **ALLISON COUPON CO.,** INDIANAPOLIS, U.S.A.

Order them from your jobber.



DAYTON MONEYWEIGHT SCALE

NOTE THE LOW PLATFORM

Overweight Problem

Solved!

With this 1909 visible, self-weighing, self-computing, Automatic Scale, a child can easily, quickly and correctly divide the wholesale purchase into retail packages without a grain of overweight.

This is the simplest, easiest to operate form of

Automatic Weighing Machine

—accurate, reliable, durable.

Gives the exact weight for the exacting dealer.
Gives the exact weight to all customers.
True as steel and built for a lifetime of exact weighing.
Weighs to an ounce, computes to a cent.
Low platform—only 6½ inches from the counter.
Our Automatic scales are equipped with a thermostat, like a watch, which makes them weigh with absolute accuracy in any temperature.
No swinging pendulum, no moving indicators, no poises to shift, no beams to bother with, no ball to forget, no friction to pay for.

This scale saves time and money.

THE SCALE THAT SAVES IS NO EXPENSE.

Drop us a line for full information.

The Computing Scale Co.

of Canada, Limited

164 W. King St., Toronto, Ont.



A Great Convenience — McGregor's

Patent Bag Holder

Holds every size bag. It is out of the way, yet permits instantaneous selection and prevents all waste.

Write us for full particulars and prices.

KILGOUR BROS.

19 Wellington St. West, - TORONTO



Talking to the Point

CLASSIFIED WANT ADS get right down to the point at issue If you want something, say so in a few well-chosen words. Readers like that sort of straight-from-the-shoulder-talk, and that is the reason why condensed ads are so productive of the best kind of results.

CLASSIFIED WANT ADS are always noticed. They are read by wide-awake, intelligent grocers, who are on the look-out for favorable opportunities to fill their requirements.

TRY A CONDENSED AD IN THE CANADIAN GROCER.

"NO SPRINGS"

The Toledo Automatic Computing Scale

"The Scale with Brains"

All Sizes. Prices from $40 to $175

Suitable for Groceries, Meats, Fish, Delicatessen and Confectionery : :

We Invite Comparison

Toledo Computing Scale Co.

335 Yonge Street - - - Toronto, Ont.

55 Notre Dame St. East, Montreal, Que.

Write for illustrated booklet. Remember: The Toledo is Absolutely "Springless"

QUOTATIONS FOR PROPRIETARY ARTICLES

Baking Powder.

W. M. GILLARD & CO.

Diamond—

1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb tins 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
1-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
1-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
½-doz.	5lb.	19 75



MAGIC BAKING POWDER

Cases.	Sizes.	Per doz
6 doz	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
2 "	5 "	7 30
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	



ROYAL BAKING POWDER

Sizes.	Per doz.
Cans—Dime ..	$ 0 85
" ½ lb.	1 40
" 8 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 5 lb.	13 60
5 lb	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
3 lb.	13 20
5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—

1 lb. tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Baking Powder—

1-lb. tins, 3-doz. in case, per doz	2 00
½-lb. " " "	1
¼-lb. " " "	0 8

Blue.

Keen's Oxford, per lb	$0 17
In 10-box lots or case	0 16
Gillett's Mammoth, ½ gross box	2 00

Cereals

H-O. COMPANY ROCHESTER, N.Y.

Per case.		Per case.
Force, 36s	$1 50	Gusto, 36s $2 85
Korn-Kinks, 36s	1.45	H-O, oatmeal, 24, 3 10
Presto, 36s	3.40	Buckwheat, 36s 3.50
Pancake, 36s	3 50	Corn Starch, 36s 2.50
Tapioca, 36s	2.85	Farina, 24s 1.70
Hominy, 36s	2.50	



WHITE SWAN SPICES AND CEREALS LTD.

White Swan Breakfast Food, 2-doz. in case, per case, $3.60.
The King's Food, 2-doz. in case, per case, $5.
White Swan Barley Crisps, per doz., $1.
White Swan Self-rising Buckwheat Flour, per doz., $1.20.
White Swan Self-rising Pancake Flour, per doz., $1.20.
White Swan Wheat Kernels, per doz., $1.40.
White Swan Flaked Rice, per doz., $1.
White Swan Flaked Peas, per doz., $1.

Chocolates and Cocoas

Cocoa— THE COWAN CO., LIMITED

Perfection 1-lb. tins per doz	$4 50
Perfection, ½-lb., per doz.	2 40
" ¼-lb., "	1 30
" 10c. size "	0 90
" 5-lb. tins per lb	0 37
Condensed cocoa, cream and sugar, doz	2 25
Soluble, bulk, per lb	0 25
" " "	0 15
London Pearl per lb	0 22

Special quotations for Cocoa in bbls., kegs, etc

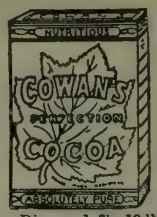
Unsweetened Chocolate— Per lb.

Plain Rock, ½-lb. cakes, 12-lb. boxes.	0 40
" ¼-lb. " "	0 40

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37



Sweet Chocolate—

Queen's Dessert ¼-lb. cake, 12-lb. boxes per lb	$0 38
Queen's Dessert, 6's, 12-lb. boxes,	$0 40
Vanilla, ¼-lb., 12-lb. boxes per lb.	$0 35
Parisian 8s,	$0 30

Royal Navy, ¼'s, ½'s, 1-lb. boxes per

	0 33
Diamond, 7's, 12-lb. boxes, per lb	0 24
" ½'s " " "	0 25
" 8's " " "	0 28

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., 2-doz. in case.

Chocolate—

Maple buds, 5-lb. boxes, lb.	0 33
Vanilla wafers, " "	0 35
" " nonpariels, 5-lb. box	0 35
" " 2's, 5-lb. boxes, lb	0 28
" " 2's, nonpareils "	0 28
Ginger, 5-lb. boxes, lb	0 30
Milk sticks, boxes	1 35
Milk cakes, 5c. size, box	1 35

BENSDORP'S COCOA

A. F. Macdonald, Imperial Cheese Co., Limited, Agents, Toronto.

10c. tins,	4 doz. to case	per doz., $ .90
¼ "	4 " "	" 2.40
½ "	2 " "	" 4.75
1 "	1 " "	" 9.00

JOHN P. MOTT & CO.'s.

R. S. McIndoe, Agent, Toronto.
Arthur M. Loucks, Ottawa.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
R. J. Bedlington & Co., Calgary, Alta.
Standard Brokerage Co., Vancouver, B.C.

Elite, 10c size (for cooking), doz 0 90

Prepared cocoa, ¼'s 0 28

Prepared ½'s 0 28



Mott's breakfast cocoa,	ize	90 per dz.
" breakfast cocoa,	¼'s	0 33
" " "	½'s	0 58
" No. 1 chocolate,	½'s	0 32
" Navy "	½'s	0 29
" Vanilla sticks, per gross		1 00
" Diamond chocolate,	½'s	0 24
" Plain choice chocolate liquors		0 32
" Sweet Chocolate Coatings		0 20

WALTER BAKER & CO., LIMITED. Per lb.

Premium No. 1 chocolate, ¼ and ½-lb. cakes	$0 38
Breakfast cocoa, 1-5, ¼, ½, 1 & 5-lb. tins	0 41
German Sweet chocolate, ¼ and ½-lb. cakes, 6 lb. boxes	0 28
Caracas Sweet chocolate, ¼ and ½-lb. cakes, 6-lb. boxes	0 35
Auto Sweet chocolate, 1-6 lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins	0 47
Soluble cocoa (hot or cold soda 1-lb. tins	0 38
Cracked cocoa, ½-lb. pkgs., 6-lbs. bags	0 34
Caracas tablets, 100 bundles, tied 5s, per box	3 00

The above quotations are f.o.b. Montreal

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—5c., 10c., 20 and 40c. packages packed in 15 lb. and 30 lb. cases. Per lb.

1 lb. packages	0 26
lb "	0 27
lb. "	0 28
1 and ½ b. packages assorted	0 26½
½ and ¼ b. " "	0 27½
¼ lb. packages assorted in 5 lb. boxes	0 28
½ lb. " "	0 29
¼ lb. " in 5, 10, 15 lb. cases	0 30

Bulk—

In 15 lb. boxes.	15 lb. pails Pails	and 10, 25 and 50 lb. Tins.	Bbls.
White Moss Shredded	0 14	0 15	0 12
Best Shredded	0 18	....	0 16
Special Shred	0 17	....	0 15
Ribbon	0 19	....	0 17
Macaroon	0 17	....	0 15
Desiccated	0 16	....	0

White Moss in 5 and 10 lb. square tins, 21c.

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Cocoanut—

Featherstrip, pails	0 16
Shredded	0 15
In packages 2-oz., 4 oz., 8-oz., lb.	0 28

Condensed Milk.

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
"Eagle" brand (4 doz)	$6 00	$1 50
"Gold Seal" brand (4 doz)	5 00	1 25
"Challenge" brand (4 doz)	4 00	1 00
Evaporated Cream—		
"Peerless" brand evap. cream	4 70	1 20
" hotel size	4 90	2 45





TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 80
Reindeer" brand per case (4 doz.)	5 60





Coffees.

EBY, BLAIN CO. LIMITED.

Standard Coffees.

Roasted whole or ground. Packed in damp-proof bags and tins.

Club House	$0 32
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" " " ground	0 17½
Golden Rio	0 14

Package Coffees

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, ¼ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

THOS. J. LIPTON retail wholesale

Lipton's "Special" blend coffee, 1 lb. tins, ground or whole	0 40	0 30

JAMES TURNER & CO. Per lb

Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

PATTERSON'S "CAMP" COFFEE ESSENCE

Agents, Rose & Laflamme, Montreal an Toronto.

5 oz. bottles, 4 doz, per doz	1 75
10 " " 4 " "	3 00
Rep. quarts, 1 " "	6 50
Imp. " 1 " "	9 00

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Blend.



1-lb. decorated tins, 32c. lb
Mo-Ja, ½-lb. tins 30c. lb.
Mo-Ja, 1-lb. tins 28c. lb.
Mo-Ja, 2-lb. tins 28c. lb.

Cafe des Epicures—1-lb. fancy glass jars, per doz., $3.60.

Cafe l'Aromatique—1-lb. amber glass jars, per doz., $4.

Presentation, with 3 tumblers, $10 per doz



THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy lithographed canisters	0 30

Cheese.—Imperial

Large size jars, per doz	$8 75
Medium size jars, "	4 50
Small size jars, "	2 40
Individual size jars, per doz	1 00

Imperial holder—

Large size, doz.	18 00
Med. size "	17 00
Small size "	12 00

Roquefort—

Large size, doz.	2 40
Small size, "	1 40



Peanut Butter.

MACLAREN'S IMPERIAL CHEESE CO. LTD

Imperial Peanut Butter "Bobs," the Perfect Confectionery.

Large size, cases, 25 cartons	$3.50 each
Small " " 50 "	3.60 "
Assorted, cases, 26 small, 12 large	3.55 "

Net 30 days.

Confections

THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box, "	1 35
" " 10c cakes, 36 in box "	2 55
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
" " No. 2, " "	0 25
Maple Buds, 5-lb. boxes, lb	0 36
Nut Milk Chocolate, ¼-lb. cakes, 12-lb. box, lb	0 40

These prices are F.o b. Toronto.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co Ltd. Toronto. C. O. Beauchemis & Fils. Montreal $2, $3, $5, $10, $15 and $20.

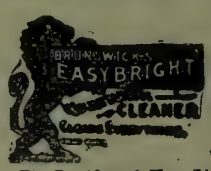
All same price one size or assorted.

UN-NUMBERED

Under 100 books	each 04
100 books and over	each 03½
500 books to 1000 books	03

For numbering cover and each coupon, extra per book ½ cent.

Cleaner.



	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agen

The Davidson & Hay, Limited, Toronto

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.

"Vita" Pasteurized Extract of Beef. Per case.

Bottles	1-oz.,	case of 2 doz		$3 20
"	2 "	"	1 "	3 00
"	4 "	"	1 "	4 50
"	20 "	"	1 "	4 75
"	20 "	"	½ "	9 00

THOMAS J. LIPTON

Prices on application.

Infants' Food.

Robinson's patent barley	½-lb. tins	$1 25
" "	1-lb. tins	2 25
" " groats	½-lb tins	1 25
" "	1 lb tins	2 25

"Mephisto" and "Purity" Canned Lobsters.



1 flats	$4 40	4 60
½ "	2 30	2 40
¼ "	1 40	1 50

Flavoring Extracts

SHIRRIFF'S

1 oz. (all flavors), doz.	1 00
2 " " "	1 75
3½ " " "	2 00
4 " " "	3 00
6 " " "	3 75
8 " " "	5 50
16 " " "	10 00
32 " " "	18 00

Discounts on application.



Jams and Jellies.

BAYGER'S WHOLE FRUIT STRAWBERRY JAM

Agents, Rose & Laflamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz 2 20

THOMAS J. LIPTON

Prices on application.

T. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case, per lb.	07½
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 07
7 wood pails, 6 pails in crate, per lb	0 07
30-lb. wood pails "	0 06½
Compound Fruit Jellies—	
12-oz glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb.	0 07½
7 wood pails, 6 pails in crate, per lb.	0 0

Classified Advertising

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

—

Yearly Contract Rates.

100 words each insertion,		1 year.....	$30 00
"	"	6 months...	17 00
"	"	3 months...	10 00
50	"	1 year.....	17 00
"	"	6 months...	10 00
25	"	1 year.....	10 00

PERIODICALS.

ADVERTISING writers and business men interested in good printing should subscribe to Canada's only printing trade paper, THE PRINTER AND PUBLISHER. Subscription price $2 per annum. Address, 10 Front Street East, Toronto.

CANADIAN MACHINERY AND MANUFACTURING NEWS, $1 per year. Every manufacturer using power should receive this publication regularly, and also see that it is placed in the hands of his engineer or superintendent. Every issue is full of practical articles, well calculated to suggest economies in the operation of a plant. Condensed advertisements for "Machinery Wanted" inserted free for subscribers to the GROCER. "Machinery for Sale" advertisements one cent per word each insertion. Sample copy on request. CANADIAN MACHINERY, 10 Front St. East, Toronto.

COMPLETE information on books, stationery, fancy goods, music, photo supplies and kindred lines is given each month in THE BOOKSELLER AND STATIONER, of Canada. Subscription price $1.00 per annum. Address, 10 Front Street East, Toronto.

THE BUSY MAN'S MAGAZINE is the most popular periodical of its kind. Why? Because each issue contains a strong list of original articles of interest to every Canadian. It also reproduces the most timely, instructive and interesting articles appearing in the other magazines and periodicals of the month. The cream of the world's periodical press is too valuable to overlook. BUSY MAN'S is on sale at all news-stands. Better still, send $2 for one year's subscription. Mail it to-day. THE BUSY MAN'S MAGAZINE, Toronto.

THE market reports make HARDWARE AND METAL a necessity to every hardware merchant, paint and oil dealer in Canada. It is mailed every Friday. Subscription price is $2 per year. Address HARDWARE AND METAL, Montreal, Toronto or Winnipeg.

FOR SALE.

FOR SALE—Town, city, rights for preserving eggs. None better; fortune builder. Start this spring. W., care GROCER, Toronto. (14p)

DUPLICATING DEVICES.

IF INTERESTED in a Duplicating Machine for getting out circular letters, reports, price-lists, etc., or for printing various office forms, write for booklet and samples of work. The "POLYGRAPH" is the newest, latest and best and sells for a lower price than the others. Is unexcelled by any similar device on the market. F. W. Tenney, Canadian Sales Agent, Stair Building, 123 Bay Street, Room 116, Toronto, Canada.

SITUATION VACANT.

TORONTO wholesale produce firm has an opening for responsible young man with knowledge of the produce trade and possessed of good selling ability. Box 293, CANADIAN GROCER, Toronto. (10p)

BOOKS FOR THE GROCER.

ART AND SCIENCE OF WINDOW DRESSING, by S. W. Roth. Every retail grocer should learn the methods set forth in this book—which is specially written for Grocers—on how to make grocery windows attractive and thus draw trade. Every means of successfully displaying goods is treated of in its 14 chapters and 30 illustrations. Price $2.00, postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto

COFFEE, its history, classification and description, by J. M. Walsh. This interesting and instructive book deals with the commercial classification and description, adulteration and detection, and the art of blending and preparing of coffee. Price, $2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include special sales, getting holiday business, co-operative advertising, money-making ideas, contests, etc. Price, $2.50 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

TEA BLENDING as a fine art, by J. M. Walsh. This work is especially designed for the use and instruction of those engaged in the tea and grocery business, containing formulae for the scientific and judicious combination of the different varieties and grades of tea. Price, $2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

TEA, its history and mystery, by J. M. Walsh. The contents of this practical and exhaustive work include cultivation and preparation; adulteration and detection; arts of testing, blending and preparing; chemical and medicinal properties, etc. Price, $2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

SITUATIONS WANTED.

CLERK desires engagement in general store, capable and reliable, North-West preferred. Box No. 291 CANADIAN GROCER, Toronto.

TEA TASTER, BLENDER, Coffee, Cocoa and Chicory manufacturer, advertiser with 16 years' experience seeks engagement as buyer and manager of department with wholesale company. Address Stirling, 37 Jameson Ave., Toronto. (p,tfd)

WANTED—By young grocer, position in Cobalt store or vicinity. Thoroughly experienced. Open to buy interest in business. Reasonable salary to commence. Address Box 292, CANADIAN GROCER, Toronto. [10p]

SUCCESSFUL store manager desires change; high grade expert, excellent testimonials. Correspondence invited. Box 296, CANADIAN GROCER, Toronto. [12p]

WANTED.

WANTED in every town and village, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine. Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

AGENT WANTED.

WANTED—Manufacturer's agent or jobber in every large distributing center in Canada (where not already represented) to handle our full line of high grade Chocolates and Bon-Bons. Many other leading lines to offer to the right parties. When replying state lines you handle, connections and district covered. The Montreal Biscuit Company, Montreal. [18]

When writing advertisers kindly mention having seen the advertisement in this paper.

MISCELLANEOUS.

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, 129 Bay Street, Toronto.

A MARKET OF BUYERS, backed up by money to spend, is open to you in the Busy Man's Magazine. Every territory in Canada is represented. If you have something to sell, something you want to buy, a condensed advertisement in the Busy Man's Magazine will put you in touch with the classes you want to reach. Four cents per word will carry your message from Atlantic to Pacific. Send copy of your advertisement along with order to cover cost of insertion. Your announcement will appear under a special heading. Busy Man's Magazine, Montreal, Toronto, Winnipeg.

HIGH CLASS COLOR WORK—Commercial stationery, posters. The Hough Lithographing Co., Limited. Office, No. 3 Jarvis St., Toronto. Telephone, Main 1576. Art, good workmanship, business methods.

7,217—National Cash Registers were sold during May, 1908. That's more than were sold during May, 1907. The National Cash Register Company, F. E. Mutton, Canadian Manager, corner Yonge street and Wilton avenue, Toronto.

NOTICE—Users of Pitner Gasoline Lamps are warned against being induced to purchase parts of other makes of lamps to be used on the Pitner. The most vital part of any lamp is its generator, and the Pitner generator has been granted a patent in Canada, the United States and other countries, on the principle of its improved method of generating gasoline vapour. Supplies and parts for the Pitner Lamps can be received by return mail by applying to our representatives or direct to the Pitner Lighting Co., Limited 36-38 Lombard St., Toronto, Ont.

MAPLE SUGAR—Cakes or tins. Written guarantee of purity. Woodman & McKee, Coaticook, Que. (19p)

IF you are looking for a side line to add to your business, there is none better than COLUMBIA GRAPHOPHONES, Double Disc Records (which means two records for a single price) and Indestructible Records (that will not break or wear out no matter how much you abuse them). The Columbia Phonograph Company is the only firm that manufactures both Disc and Cylinder Machines and Records, therefore, a Columbia dealer has the advantage over all others, as he can furnish his customers with what they want while his competitor has to sell them what he has or lose the sale, which he generally does where there is a Columbia dealer. Are Columbia goods sold in your town? If not, why not? Do you want the exclusive agency? (remember exclusive). You had better write to-day or some one else in your town will read this advertisement and beat you to it. A postal will bring catalogues and full information free. Write to-day. Do it now. TORONTO PHONOGRAPH CO., Limited, Exclusive Columbia Jobbers, 40 Melinda St., Toronto, Canada.

EXPORT TRADE DEPARTMENT.

Firms Abroad Open for Canadian Business.

Messrs. Gordon, McDonald & Co., 6-7 Cross Lane, Eastcheap, London, invites correspondence, either from Exporters of Canadian produce or Importers of general groceries. From their long experience in Glasgow, Liverpool, and London, they have a wide and comprehensive knowledge of both trades on every side. All goods imported paid cash against documents. References to Montreal firms with whom we have done business for many years. Cable address, "Donable." Codes - "A B C," fifth edition, Riverside and Adams.

DAVID SCOTT & CO.

Established 1878. 10 North John St.
LIVERPOOL, ENGLAND.
Splendid connections and references. Try us with a shipment of CANNED GOODS.
T. A.—Scottish, Liverpool.

Salesmen Wanted!

Be a high grade Traveling Salesman and earn from $1,000 to $10,000 a year and expenses. We will prepare you by mail in eight weeks to be one and assist you to secure a good position. Hundreds of our graduates now holding good positions we secured for them, with reliable firms. Many who had no former experience now earn $100 to $500 monthly and expenses. If you want to secure a good position and increase your earnings our Free Book, "A Knight of the Grip" will show you how. Send for it today. Address nearest office. Dept. 287 NATIONAL SALESMEN'S TRAINING ASSOCIATION, Chicago, New York, Kansas City, Minneapolis, San Francisco.



WITH EVERY EMPLOYEE from end to end of our immense factory doing his utmost to produce a uniformly high grade of goods, each individual package just right—means that our goods will be right when they reach you and your customer—result, storekeepers are our friends and push both ***RISING SUN*** Stove Polish in Cakes and ***SUN PASTE*** Stove Polish in Tins everywhere. Second Result—the storekeeper makes his friends our friends—enormous sales for our goods; just the facts, that's all.

MORSE BROS., Props. - Canton, Mass., U.S.A.



BLACK KNIGHT

These words are familiar to newspaper readers in every centre. We are doing extensive advertising to make this name still more widely known. We thus assist you materially in selling this superior

STOVE POLISH

which possesses more points of precedence and popularity than any other on the market. Brilliant, durable, quick and easily applied—four strong talking points.

THE F. F. DALLEY CO., Limited,

HAMILTON, CANADA - - BUFFALO, N.Y., U.S.A.



Canada's Leading Metal Polish

Contains no acid or grit.
Preserves metals.
Works easily and quickly.
Imparts brilliant and lasting lustre.
Will not injure the hands.

Royal Polishes Company, Montreal

AGENTS:

Ottawa: General Supply Co., of Canada, Ltd
Winnipeg: H. W. Glassco & Co. Vancouver: Wm. Erichsen & Son
Halifax: J. C. Calder Sherbrooke: E. H. Bowen
And all dealers.

BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE

TRY IT.



SOLD BY ALL JOBBERS

¾-lb. tins—3 doz. in case.

Worms in Horses and All Live Stock

The eradication of worms from horses and other animals is one of the most striking features of **Molassine Meal,** and is proof of its unique properties. When

MOLASSINE MEAL

is used regularly—although it is quite free from arsenic or drugs—in consequence of its antiseptic properties, all foul or putrid matter is evacuated, worms cannot live, and are naturally expelled.

A food which has effects like this must command the attention of all persons interested in the feeding of horses and cattle.

Sole Importer

ANDREW WATSON

91 Youville Square - - MONTREAL



CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat
Put up in ¼ gross cases

Bulk in 7-lb. Pails,
½ doz. in crate.

25-lb. Pails and 75-lb. Tubs.

Capacity one ton per hour.
Sold by all wholesale dealers.

The CAPSTAN MFG. CO., - Toronto, Ont.



THE ACME

OF FRUITS IN GLASS

AGENTS:

Rose & Laflamme, Limited

Montreal and Toronto

WAGSTAFFE'S

Fine old English

Pure Orange Marmalade

Season 1909, now ready.

WAGSTAFFE'S

Jams, Jellies and Sealed Fruits

are better than the imported.
Once tried always used.

WAGSTAFFE, LTD.

Pure Fruit Preservers

HAMILTON

---

	per lb.	
20-lb. wood pails		0 07
		0 06½
Pure assorted jam, 1-lb. glass jars, 2 doz in case		1 75

Jelly Powders

IMPERIAL DESSERT JELLY



Assorted flavors—gross 10.75.
MacLaren Imperial Cheese Co. Limited

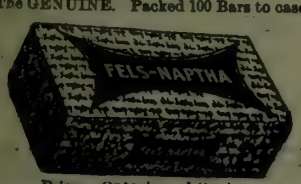


Assorted Case,	Contains 4 doz.	$3.60
Assorted Case,	Contains 2 doz.	1.80
Lemon (Straight)	Contains 2 doz.	1.80
Orange (Straight)	Contains 2 doz.	1.80
Raspberry (Straight)	Contains 2 doz.	1.80
Strawberry (Straight)	Contains 2 doz.	1.80
Chocolate (Straight)	Contains 2 doz.	1.80
Cherry (Straight)	Contains 2 doz.	1.80
Peach (Straight)	Contains 2 doz.	1.80

Weight 7 lbs. to case. Freight rate, 3d class.

Soap

The GENUINE. Packed 100 Bars to case.



Prices—Ontario and Quebec:

Less than 5 cases	5 25
Five cases, or over	5 15



THE ROBERT GREIG COMPANY.

White Swan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.

List price

'Shirriff's" (all flavors), per doz. 0 90

Discounts on application.



Lard.

THE N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces	$0 10½
½-bbls.	0 10¾
Tubs, 60 lbs.	0 10¾
20-lb. Pails.	2 20
30-lb. tins	2 10
Cases 3-lb.	0 11½
" 5-lb.	0 10¾
" 10-lb.	0 10¾



F.O.B. Montreal.

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes {36 or 50 sticks}, per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " {fancy boxes 60} per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" 100 sticks	0 75
Dulce large cent sticks, 100 in box	

Lye (Concentrated)

GILLETT'S PERFUMED.

	Per case
1 case of 4 dozen	$3 40
3 cases of 4 dozen	3 50
5 cases or more	40

Marmalade.

J. W. WINDSOR, MONTREAL



Scotch Marmalade, 1 and 2 lb. glass jars
1, 4, 5 and 7 lb. tins.
Orange Jelly Marmalade, 1 and 2 lb. glass
5 and 7 lb. tins

Preserved Ginger Marmalade,	1 lb. glass jars.		
Pineapple	"	1	" "
Green Fig	"	1	" "
Green Fig and Ginger	"	1	" "
Lemon	"	1	" "
Grape Fruit	"	1	" "

Prices and special quotations.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case, per doz	$1 00
16-oz. glass jars, 2 doz. in case "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Pint Sealers (24 oz.), 1 doz in case, per dozen	2 00

SHIRRIFF BRAND



"Imperial Scotch"—	
1-lb. glass, doz	1 55
2-lb. " "	2 80
4-lb. tins, "	4 [illegible]
7-lb. " "	7 35
"Sbredded"—	
1-lb. glass, doz	1 90
2-lb. " "	3 10
7-lb. tins, "	8 25

THOMAS J. LIPTON

Prices on application

Mince Meat

Wethey's condensed, per gross net	$12 00
" per case of 3 doz. net	3 00



ST. CHARLES CO. DENSING CO.

PRICES:

St. Charles Cream family size, per case	$4.70
Ditto, hotel,	4.90
Silver Cow Milk	5.00
Purity Milk	4.70
Good Luck	4.00

Mustard

COLMAN'S OR KEEN'S

D.S.F., ¼-lb. tins	per doz.	$ 1	40
" ½-lb tins	"	2	50
½" 1-lb. tins	"	5	00
Durham 4-lb. jar	per jar	0	75
" 1-lb. jar	"	0	25
F.D. ¼-lb. tins	per doz.	0	85
" ½-lb. tins	"	1	45

Olive Oil

LAPORTE, MARTIN & CIE., LTD.

Minerva Brand—	
Minerva, qts. 12's	$ 5 75
" pts. 24's	6 50
" ½-pts. 24's	4 25

Sauces

PATERSON'S WORCESTER SAUCE

Agents, Rose & Laflamme, Montreal and Toronto

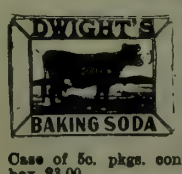
½-pint bottles, 3 & 3 doz., per doz	0 90
pint " 3 doz	1 75

THOMAS J. LIPTON

Prices on application

Soda

COW BRAND

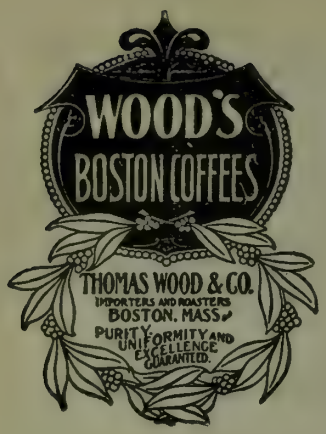


Case of 1-lb. containing 60 packages, per box, $3.00
Case of ½-lb. containing 120 pkgs. per box, $3.00
Case of 1-lb. and ½-lb. containing 30 1-lb. and 60 ½-lb. pkgs, per box $3.00

Case of 5c. pkgs. containing 96 pkgs. per box, $3.00

MAGIC BRAND	Per case
No. 1, cases 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " {30 1-lb. " / 60 ½-lb. }	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75

LITTLE HELPS or GREAT HELPS?



"Every little helps"—yes it does.

But this generation moves very rapidly; more business can be done in an hour than in a day a few years ago.

However many "little helps" a grocer may have, Great Helps are a necessity to establish and round out successful trade; and to the latter belong

WOOD'S COFFEES

—greatest helps for the beginner, greatest for the ripe trader.
"WOODS," as applied to Coffees, means the BEST of the world's products graded and classified.

Canadian Factory and Salesrooms:
No. 428 St. Paul Street, - MONTREAL

Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross	$10 20
" " black	"	15 30
Oriole soap	"	10 20
Glorioia soap	"	13 00
Straw hat polish	"	18 36



3 doz. to box..... $3 45
6 doz. to box .. $6 90
30 days.



1 Box Price $1.00
5 Box Price $4.90
Freight paid on 5 box lots.

Starch

EDWARDSBURG STARCH CO., LIMITED.

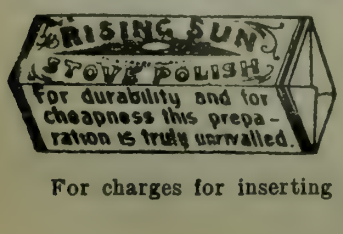
Laundry Starches—	per lb
No. 1 White or blue, 4-lb. cartons	
No. 1 " " 1-lb. "	
Canada laundry	0 06
Silver gloss, 6-lb. draw-lid boxes	0 08
Silver gloss, 6-lb. tin canisters	0 08
Edward's silver gloss, 1-lb. pkg.	0 08
Kegs silver gloss, large crystal	0 08
Benson's satin, 1-lb. cartons	0 08
No. 1 white, bbls. and kegs	0 06½
Canada White Gloss, 1-lb. pkgs	0 06½
Benson's enamel ..per box 50 to	3 00
Ordinary Starch—	
Benson & Co.'s Prepared Corn	0 07½
Canada Pure Corn	0 06½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
" " 1 " or blue, 4 lb. lumps	0 8½

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 6½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06½
Barrels, 200 lb	0 7½
Kegs 100 lb	0 07
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 08
6-lb. toy trunks, 8 in case	0 08
6-lb. enameled tin canisters, 8 in case	0 08
Kegs, ex. crystals, 100 lb	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 08
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	3 00

Stove Polish.

	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste 5c. size, ½-gross boxes	5 00



JAMES' DOME BLACK LEAD

	Per gross
6a size	$2 40
2a "	2 50

NICKLE PLATE STOVE POLISH.

Pints	2 90
Quarts	5 40
½ gallons	5 10
Gallons	4 80
gallons	4 50

Syrup.

EDWARDSBURG STARCH CO., LTD.
"Crown" Brand Perfection Syrup.

Barrels, 600 lbs	0 03½ per lb.
Half-barrels, 350 lbs	0 03¾ "
Kegs, 150 lbs	0 03¾ "
2-gal. pails 25 lbs	1 25 each
5 " " 38½ lbs	1 75 "
Plain tins, with label—	Per case
2 lb. tins, 2 doz. in case	2 40
5 " 1 " "	2 75
10 " ½ " "	2 65
20 " ¼ " "	2 60

(5, 10 and 20 lb. tins have wire handles.)

Teas.



THE "SALADA" TEA CO.

	Wholesale	Retail.
Brown Label, 1's and ½'s	$0 25	$0 30
Green Label, 1's and ½'s	0 27	0 35
Blue Label, 1's, ½'s and ¼'s	0 30	0 40
Red Label 1's and ½'s	0 35	0 50
Red-Gold Label ½'s	0 55	0 80



EMPIRE PACKAGE TEA

Cases 30 and 50 lbs. each—Black, Mixed, and Green Ceylon.

25c.....1s, 20c.; ½s, 21c.
30c.....1s and ½s, 23c.
40c.....1s and ½s, 28c.
50c.....1s and ½s, 35c.
75c.....1s and ½s, Vulcan, 50c.
100 lb. lots freight paid.

LIPTON'S TEA
Thomas J. Lipton
75 Front St. East, Toronto.



Packed in air-tight tins only.

	wholesale	retail
Blue label ¼'s and 1's	0 24	0 30
Orange " ½'s, ¼'s and 1's	0 30	0 40
Pink " ½'s & 1's, tins	0 35	0 50
Red " Dominion blend, ¼'s and 1's	0 44	0 60
Gold " Afternoon blend, ¼'s and 1's	0 50	0 70



Blue Label, ¼'s	0 21	0 26
Orange Label, 1's and ½'s	0 23	0 40
Blue Label, 1's	0 20	0 25
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ¼'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ¼'s	0 40	0 60

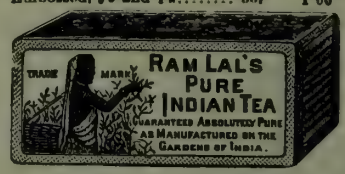
LAPORTE, MARTIN & CIE, LTD.

Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf-c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs	0 19

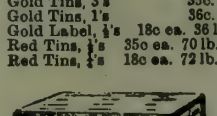


BLUE RIBBON TEA CO., TORONTO

	Wholesale	Retail
Yellow Label, 1's	0 20	0 25
" " ½'s	0 21	0 25
Green Label, 1's and ½'s	0 24	0 30
Blue Label, 1's and ½'s	0 25	035
Red Label 1's, ½'s, ¼'s and ½'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, ½'s and ¼'s	0 55	0 80
Embossed, ½'s and ¼'s	007	1 00



	Wholesale	Retail
Pink Label 1's and ½'s	30c.	40c.
Gold Label 1's and ½'s	35c.	50c.
Lavender Label 1's and ½'s	42c.	60c.
Green Label 1's and ½'s	50c.	75c.
Canisters		
Gold Tins, 5's	35c. 1.75	50c. 2.50
Gold Tins, 3's	35c. 1.05	50c. 1.50
Gold Tins, 1's	36c. each	50c. each
Gold Label, ½'s	18c ea. 36 lb.	25c ea. 50 lb.
Red Tins, ½'s	35c ea. 70 lb.	50c ea. 1 00 lb.
Red Tins, ¼'s	18c ea. 72 lb.	25c ea. 1.00 lb



MELAGAMA TEA.

MINTO BROS., 55 Front St. East

	Wholesale	Retail.
Black, green, mixed, ½s	0 70	1 00
" " ½s	0 55	0 80
" " ¼s	0 44	0 60
" " 1 lbs. & ½s	0 40	0 60
" " ½s	0 38	0 50
" " 1 lbs. & ½s	0 35	0 50
" " 1 lbs., ½s	0 30	0 40
" " ¼s	0 32	0 40
" " ½s	0 25	0 30
" " 1 lbs	0 24	0 30

We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 20
" " ½-lb. " "	0 21
Blue Label, retail at 30c	0 23
Green Label. " 40c	0 30
Red Label. " 50c	0 35
Orange Label, " 60c	0 42
Gold Label. " 80c	55

RIDGWAYS.
London, Vancouver Winnipeg and Ceylon.



	Wholesale.	Retail.
Capital Household, 1's and ½'s	0 30	0 40
Old Country, 1's and ½'s	0 35	0 50
5 o'clock, 1's and ½'s	0 42	0 60
H.M.S., 1's and ½'s	0 75	1 00

Ridgway's Standard Bulk Blend in stock at all our branches in Canada.



THOMAS WOOD & CO.
Montreal and Boston

	wholesale	retail
Wood's Primrose, per lb.	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ½-lb. tins. All grades—either black, green or mixed.

Tobacco.

IMPERIAL TOBACCO COMPANY OF CANADA, LIMITED—EMPIRE BRANCH.

Chewing—Black Watch 5s	36
Black Watch 11s	38
Bobs 5s and 10s	38
Bully 6s	44
Currency 5½s and 10s	38
Stag 5s	38
Old Fox 12s	44
Pay Roll Bars 7½s	56
Pay Roll 7s	56
Plug smoking—Shamrock 6s, plug or bar	45
Rosebud Bars 6s	45
Empire 5s, and 10s	36
Amber 8s. and 3s	60
Ivy 7s	50
Starlight 7s	70
Cut Smoking—Great West Pouches, 7s	51

JOS. COTE, QUEBEC.

Cigars	
St. Louis (union), 1-20	$33 00
St. Louis, 1-40	35 00
St. Louis, 1-100	35 00
Champlain, 1-20	35 00
Champlain, 1-40	36 00
El Sergeant, 1-20	55 00
El Sergeant, 1-40	55 00
El Sergeant, 1-100	55 00
Cut tobaccos.	
Petit Havana, ¼, 1-12—1-6	0 40
Quesnel, 1-4, 1-2	0 65
" 1-2	0 65
Cote's Choice Mixture, ½-lb tins	0 75
" " ½-lb "	0 75
" " 1-lb "	0 00

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz	$18 00
Absorbine Jr., per dozen	9 00

Yeast.

Royal yeast, 3 doz. 5 cent. pkgs	$1 10
Gillett's cream yeast, 3 doz. in case	1 10

For charges for inserting quotations in this dept. apply to Adver. Manager, The Canadian Grocer, at our nearest office.

TANGLEFOOT FLY PAPER The Standard throughout the world for more than twenty-five years. ALL OTHERS ARE IMITATIONS.





"GLOBE" with Percolator.

This pot speaks for itself. When tea is drawn take the Percolator out and tea remains free from tannin.

We make seven sizes of this, also The Champion Tea Pot. Send for price list.

R. CAMPBELL'S SONS

HAMILTON POTTERY

HAMILTON, - ONTARIO

Brunner Mond & Co.'s

WASHING SODA

Drums,	336	lbs.	Barrels,	336	lbs.
"	224	"	Bags,	224	"
"	112	"	"	112	"
"	100	"	"	100	"

Concentrated Sal Soda

Casks, 560 lbs.

Winn & Holland

Montreal

SOLE AGENTS FOR CANADA

UNDER SUNNY SOUTHERN SKIES

Our new booklet under this title is out now and will be sent to anyone interested in a trip to the British West Indies from Halifax. A delightful thirty-eight day trip.

PICKFORD & BLACK

HALIFAX

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, - 644 Craig Street

MONTREAL.

For best values in

CURRANTS

Get quotations on fruit exported by

J. Caramandani & Co.

Patras, . Greece

Cleaners and Exporters, Est. 1878

Apply to General Agents in Canada:

J. L. Watt & Scott - Toronto

Watt, Scott & Goodacre, - Montreal

TWO CENTS PER WORD

You can talk across the continent for two cents per word in a Canadian Grocer Want Ad.

!Salt!

Do not let your stock get too low!

VERRET, STEWART & CO.
LIMITED
MONTREAL

We solicit your

Spring Sorting Order

for

CANNED FRUITS and VEGETABLES

Give us your list.

Let us quote you.

J. H. WETHEY, LIMITED
ST. CATHARINES



A SPECIAL SPICE OFFER

You cannot afford to miss this. See our travelers or write or phone us. Our **EMPIRE TEA** Sales increasing daily. Try them.

When in a hurry phone us, prompt attention, quick despatch.

Empire Brand

4
Free Phones
Use Them

GEO. E. BRISTOL & CO.

Wholesale Grocers

Hamilton, - - - - Ontario

CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

MONTREAL, 232 McGill St. TORONTO, 10 Front St. East. WINNIPEG, 511 Union Bank Building. LONDON, ENG., 88 Fleet St., E.C.

VOL. XXIII. PUBLICATION OFFICE: TORONTO, MARCH 12, 1909. NO. 11.



Place it in front—

Grocers who specialize on nourishing health and breakfast foods will find

Robinson's Patent Barley

one of the most satisfactory sellers to family trade.

It pays a good profit and soon becomes a staple.

For sale by all Jobbers.

FRANK MAGOR & CO., 403 St. Paul Street, **MONTREAL**

Agents for the Dominion of Canada

Syrup Season

Lots of syrup being used just now. More will be consumed before summer sets in. Your trade for same is sure, solid, safe and satisfactory.

The brand that has made the use of corn syrups almost a necessity in every family in Canada, is

"Crown Brand" Table Syrup

Its absolute purity, cleanliness, flavor, rich color, and healthfulness leave nothing but a taste for more.

Every Jobber Sells It

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, Toronto, Ont. Works, Cardinal, Ont. 164 St. James St., Montreal



MACONOCHIE'S

Pickles, Sauces, Marmalade, Jam, Canned Fish, etc. For Spring importation special prices are made for one gross lots either one variety or assorted, insuring your getting fresh goods and prompt delivery. **ORDER NOW** through your jobber. Price lists can be obtained from our agents.

MacLaren Imperial Cheese Co., Limited

TORONTO

Canned Where Caught

The "THISTLE" Brand of CANNED HADDIES, KIPPERED HERRINGS, and HERRING AND TOMATO SAUCE, are canned right where they are caught—at the water side. How better could you preserve the natural richness and delicate flavor of the fish ?- IMPOSSIBLE.

But that is not all, because Captain Austin has the unequalled skill of a lifetime of experience. THERE'S NO DIRT OR SLIME—NO UNCLEANLINESS TO BE FOUND IN THE "THISTLE" BRAND. The reputation of the foremost fish-curer in the country is at stake under the label of the "THISTLE" brand. Buy it and you buy the best.

"THISTLE" BRAND FISH

Arthur P. Tippet & Co.
Agents

"Shell" Brand Castile Soap





The "Shell" Brand of Castile Soap is packed only by Couret Freres, of Marseilles, France.

The leading brand in the Dominion.

Sixty-seven per cent. pure oil. Seven per cent. more of pure oil than you'll get in ordinary Castile Soap.

In 1-lb. bars and upwards—also in pressed cakes.

"Shell" Brand Sold by Leading Jobbers.

Arthur P. Tippet & Co.
Agents



MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY



Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

HAMILTON

THE MAN ON THE SPOT
"There is many a slip between the enquiry and the reply." The man on the spot gets the order.—That's me.
FACE TO FACE BUSINESS
G. WALLACE WEESE
Manufacturers' Representative. Hamilton, Can.
Offices, Myles' Fireproof Storage Warehouse.
WRITE ME TO-DAY

HALIFAX

J. W. GORHAM & CO.
JERUSALEM WAREHOUSE
HALIFAX, N.S.
Manufacturers' Agents and Grocery Brokers.
WAREHOUSEMEN
can give close attention to few more first-class agencies. Highest references.

MONTREAL

FOR SALE
Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.
J. T. ADAMSON & CO.
Customs Brokers and Warehousemen
27 St. Sacrament Street, Montreal
TEL. MAIN 778 BOND 28

ROBERT ALLAN & CO.
General Commission Merchants
MONTREAL
Fish, Oils, Beans, Peas and Produce.
Agents: "Royal Crown" Skinless Codfish.
Representing Morris & Co., Chicago, Pork and Lard.

J. WALTER SNOWDON
MANUFACTURERS' AGENT AND BROKER
Open for exclusive representation of one or two more reliable houses with good grocery lines. Correspondence solicited.
Address
23 Burton Ave., Westmount, Montreal

D. McL. BROPHY
414 St. Paul St. - Montreal
Broker and Manufacturers' Agent
Open to represent one more up-to-date house desirous of utilizing my excellent connection with the grocery trade.
Correspondence will receive prompt attention

MOOSE JAW

D. STAMPER
GROCERY AND FRUIT BROKER
AND MANUFACTURERS' AGENT
Goods Stored and Distributed
Warehouse, City Spur Track
P.O. Box 793 MOOSE JAW, SASK.

NEWFOUNDLAND

T. A. MACNAB & CO.
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's.
Codes: A, B, C, 5th edition, and private.

REGINA

G. C. WARREN
Box 1036 - REGINA
Manufacturers' Agent and Commission Merchant. Direct Importer of all grades of pure Ceylon Teas, and Grocery and Drug Specialties. Dealer in Coffees, Spices, Mustard, etc. Established eleven years. More lines desired.

ST. JOHN

W. S. CLAWSON & CO.
Manufacturers' Agents and Grocery Brokers
WAREHOUSEMEN
ST. JOHN, - N.B.
Open for a few more first-class lines

TORONTO

FINEST STORAGE
in Toronto. Our own warehouse.
Lowest possible rates.
Also lowest insurance rates.
W. H. MILLMAN & SONS
GROCERY BROKERS
TORONTO

W. G. A. LAMBE & CO.
Toronto
Grocery Brokers and Agents.
Established 1885.

TORONTO

SWIFT'S
Silver Leaf Lard
Lard Compound
Cotosuet
Anderson, Powis & Co.
Agents
15 Wellington Street East, Toronto

W. G. Patrick & Co.
Manufacturers' Agents
and
Importers
29 Melinda St. Toronto

MacLaren Imperial Cheese Co. Limited
AGENCY DEPARTMENT
Agents for Grocers' Specialties and Wholesale Grocery Brokers
TORONTO, Ont. DETROIT, Mich.

Don Storage and Cartage Co. Limited
81 Front Street East
PHONE M. 2823
Storage facilities unequalled in city — Special cartage delivery — Lowest rate of insurance.

Wholesale Grocery Brokers
and
Manufacturers' Agents
Connection with Jobbing Trade of Toronto, Hamilton and London. Foreign and Domestic Agencies Solicited. Best of Storage Accommodation.
LIND BROKERAGE CO.
23 Scott Street Toronto

WINNIPEG

CARMAN BROKERAGE Co.
Wholesale Grocery Brokers
141 Bannatyne St. E. WINNIPEG, MAN.
We keep in close touch with the wholesale trade—Winnipeg and West—write us.

(Continued on page 4).

Just to "help along" trade—

We are quoting prices on the following that will bring business—Quality fully guaranteed.

"LAKESIDE" LOMBARD PLUMS, gals. Heavy Syrup.
"PALACE CAR" APPLES, gals.
"KITCHENER" RED PITTED CHERRIES, 2s.
"PROSPERITY" STRAWBERRIES, 2s, Heavy Syrup.
"PALACE CAR" GRAPES, 2s, Heavy Syrup.
"THISTLE" LAWTONBERRIES, 2s, Heavy Syrup.
"THISTLE" WAX and REFUGEE BEANS, 2s.
"NIAGARA" whole hand packed TOMATOES, 3s and gals.

A POST CARD will bring our quotations—

WRITE IT TO-DAY—

EBY-BLAIN, LIMITED

Wholesale Grocers
TORONTO



SOLD AT FOLLOWING PRICES:

PINK LABEL	1s and ½s	Costs you	30c per lb.	LAVENDER LABEL	1s and ½s	Costs you	42c per lb
		You sell at	40c per lb.			You sell at	60c per lb.
GOLD LABEL	1s and ½s	Costs you	35c per lb.	GREEN LABEL	1s and ½s	Costs you	50c per lb.
		You sell at	50c per lb.			You sell at	75c per lb.

CANISTERS

GOLD Tins	5s	Costs you	35c per lb.—$1.75	GOLD Tins	½s	Costs you	18c each—36c per lb.
		You sell at	50c per lb.— 2.50			You sell at	25c each—50c per lb.
GOLD Tins	3s	Costs you	35c per lb.— 1.05	RED Tins	½s	Costs you	35c each—70c per lb.
		You sell at	50c per lb.— 1.50			You sell at	50c each—$1.00 per lb.
GOLD Tins	1s	Costs you	36c each	RED Tins	¼s	Costs you	18c each—72c per lb.
		You sell at	50c each			You sell at	25c each—$1.00 per lb.

Head Office and Factory for Canada: 266 St. Paul Street, MONTREAL

GIVE US A TRIAL ORDER AND BE CONVINCED OF THE QUALITY.

RAM LAL'S PURE TEA CO., LIMITED

WINNIPEG

QUAKER OAT CO. of
Peterborough and Chicago
Represented in
Winnipeg and the West by
W. H. Escott
Wholesale Grocery Broker
141 Bannatyne Ave.
Winnipeg - - Canada

C. & J. JONES
WHOLESALE BROKERS
MANUFACTURERS' AGENTS
AND IMPORTERS
62 SCOTT BLOCK - - WINNIPEG, MAN
Domestic Agencies Solicited
Good Storage Facilities

WATSON & TRUESDALE
(Successors to Stuart Watson & Co.)
Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG, - MAN.
Domestic and Foreign Agencies Solicited.

SASKATOON

CLARE, LITTLE & CO.
WESTERN DISTRIBUTORS
Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed. Warehoused and Forwarded. Warehouse on Transfer Track. Business Solicited.
PHONE 159 SASKATOON,
P.O. BOX 257. Western Canada

VANCOUVER

H. S. MacGACHEN & CO.
27 Manhattan Block VANCOUVER, B.C.
Commission Brokers and Importers. Warehousing.
Agencies solicited for this Province.

THE PEOPLE OF
JAMAICA
are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the
KINGSTON "GLEANER"
might bring inquiries. Better write for rates to
I. C. STEWART, Halifax



is without a peer in the Canadian market.

No tea is more extensively advertised or better known.

Good tea is a magnet which always draws trade.

Ridgways Tea will be a trade winner for your store.

CANADIAN OFFICE, VANCOUVER, B.C.

Agents—Richards & Brown, 314 Ross Avenue, Winnipeg, Man.

A. Boake, Roberts & Co., Limited
STRATFORD
LONDON - - ENGLAND

For:—
Vinegar and Sauce Coloring

Essential Oils Essences Oil Lemon

Acid Phosphate & Phosphate Lime Precip.

Harmless Colorings

Herbs, Roots, etc.

CANADIAN AGENTS:—
Andrews, Gillespie & Co.
CORISTINE BLDG.
MONTREAL

Shoe Boils, Capped Hock, Bursitis are hard to cure, yet ABSORBINE



will remove them and leave no blemish. **Does not blister** or remove the hair. Cures any puff or swelling. Horse can be worked. $2.00 per bottle, delivered. Book 6 D free.
ABSORBINE, JR., (mankind, $1.00 bottle.) For Boils, Bruises, Old Sores, Swellings, Goitre, Varicose Veins, Varicocitics. Allays Pain.
W. F. YOUNG, P.D.F., 204 Monmouth St., Springfield, Mass.
LYMAN, SONS & CO., Montreal, Canadian Agents.

ESTABLISHED 1849

BRADSTREET'S

Capital and Surplus, $1,500,000. Offices Throughout the Civilized World
Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claims as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

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OTTAWA, ONT. VANCOUVER, B.C. WINNIPEG, MAN.

THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

Canned Fruits and Vegetables Absolutely Pure

The buyer of a can of goods with the Canadian Canners' Label, knows that he is running no risks. The quality is guaranteed by a responsible, reliable company.

Why buy inferior goods even if at lower prices, only to perhaps incur the ill-will of your customers?

If you secure a name for handling nothing but reliable goods you are on the high road to success.

REMEMBER THE BRANDS :—

Simcoe, "Lynvalley," "Auto," "Kent"; Aylmer, "Canada First," "Log Cabin," "Little Chief"; Bowlby's, "Horseshoe"; Lalor's, "Grand River"; Delhi, "Maple Leaf"; Boulter's, "Lion," "Thistle"; Lakeport, "White Rose," etc.

CANADIAN CANNERS, Limited



Boost Your Business

It is easy to do so when you have gained the confidence and trust of your customers by pushing reliable and dependable goods at right prices in all departments. This result is assured in one line

By Handling Canned Goods

But these goods must be just right as to extract, taste, flavor and purity and put up in the most modern and sanitary methods of processing; all of this is ensured in cans

Of Old Homestead Brand

and you can tell your customers the reason why you put forth superior claims for the canned fruits and vegetables that come from the company of Old Homestead Co. Every can convincingly confirms all claims made for it.

ORDER FROM YOUR JOBBER.

The Old Homestead Canning Co.

Picton **Ontario**

Making the Customers Come Back

That's just what

"Pride of Niagara Falls" Brand Canned Goods

have been doing this Season

They'll keep on doing it. It's all owing to the quality and methods employed in the most modern and sanitary factory in Canada. We have on hand

Select Hand Packed Tomatoes
Refugee Wax Beans

These are not cheap goods but THE BEST. Can be obtained through the following agents:

Eby-Blain, Limited, Toronto. **Frank L. Benedict & Co., Montreal**

F. H. Wiley, Winnipeg, Western Agent.

The Wise Grocer

is placing his order for 1908 pack and buying

"PEERLESS" Brand
Canned Goods

Put up by the Beamsville Preserving Co., Limited.

SOLE DISTRIBUTORS:

WARREN BROS. & CO., - LIMITED
TORONTO and KINGSTON



Tilbury Brand Tomato Catsup

made in Canada's best equipped Canning Factory

A Strictly High Grade Catsup at a Standard Grade Price

A Trade Winner

Selling Agents :

GREEN & CO., 25 Front Street East, Toronto.
RYAN BROS., 147 Bannatyne Avenue, Winnipeg.

The Tilbury Canning Company, Limited, Tilbury, Ont.

Unequalled in Quality

and a Producer of Permanent Profit

QUAKER Canned Goods

THE BLOOMFIELD PACKING CO.

BLOOMFIELD, - ONT.



Another New Biscuit crisper, thinner, daintier, than old style Oval Arrowroot. Contains more real arrowroot—which makes it especially valuable for children. Tell the mother about it—and the sale is made. Just order a tin box containing about 10 pounds. Breaking records as a seller.

McCORMICK'S THIN ARROWROOT BISCUITS

Factory at London. Warehouses at Montreal, Ottawa, Hamilton, Kingston, Winnipeg, Calgary

MOLASSES AND SYRUPS

GINGERBREAD BRAND MOLASSES
(IN TINS)

2's, 3's 5's, 10's, 20's
1, 2, 3, 5 gal. Pails

GOLDEN SLING SYRUP
(IN TINS)

2's 3's 5's 10's 20's
1, 2, 3, 5 gal. Pails

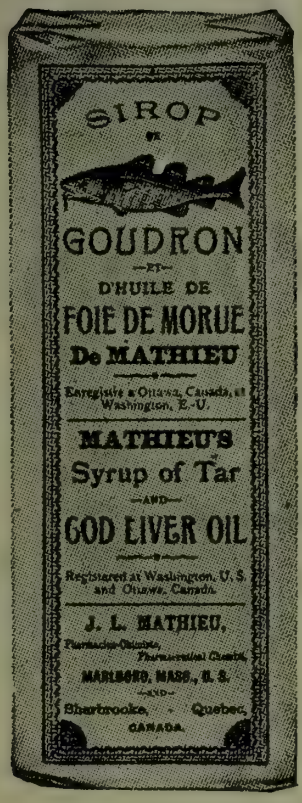
"THE BEST THERE IS"

Agents

C. E. Paradis, - - Quebec	W. H. Escott, - - - Winnipeg.
C. DeCarteret, - - Kingston.	R. B. Bodlington & Co., - Calgary
Jas. N. McIntosh, - - Ottawa	Tees & Pearse, - Edmonton.
Geo. Musson & Co., - Toronto.	Wilson & McIntosh, - Vancouver
J. W. Bickle & Greening, - Hamilton.	C. Leonard Grant, - P. E. Island
S. H. Gillespie, - - London	

Dominion Molasses Co.,
LIMITED

Halifax, - Nova Scotia



WHY YOU SHOULD SELL
MATHIEU'S SYRUP
of Tar and Cod Liver Oil
REASON NO. 2

It gives you a decent margin of profit. This profit is all profit. There is nothing to be subtracted from it at the end of the season. No bad or unsalable stock. No time and trouble spent in persuading people to have it.

Mathieu's Syrup sells all the year round. It is always on the move from off your shelves into your customer's hands.

Mathieu's Nervine Powder is another good seller. Both are necessities in your business.

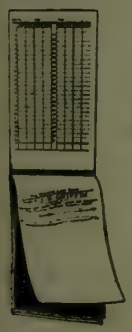
MAIL THAT ORDER TO-DAY

J. L. MATHIEU CO., Props., SHERBROOKE, P.Q.

Sold by wholesale trade everywhere
Distributors for Western Canada.

Foley Bros., Larson & Co., Wholesale Grocers and Confectioners, Winnipeg, Edmonton, Vancouver.

L. Chaput, Fils & Cie., Wholesale Depot, Montreal



Counter Check Books

"Get the Best."

PHONE OR WRITE

THE CARTER-CRUME COMPANY, LIMITED

TORONTO and MONTREAL

R. B. Wiseman & Co.

123 Bannatyne Avenue East ***WINNIPEG, MAN.***

Warehousemen, Forwarding Agents and Wholesale Brokers

We make a specialty of distributing car lots. Goods stored at reasonable prices. Our facilities are unequalled. Warehouse situated in the wholesale district. Consign your cars to us, and we will look after everything. This is our business, having been established for years. If interested, we will gladly furnish you with a list of satisfied customers.

Reference—Bank of Ottawa, Winnipeg

THEY TICKLE THE TASTE

Don't you think it about time you were getting something new in the chocolate line? Our famous specialty:

"Chocolate Bordeaux"

We are proud in believing it to be the best product of its kind on the market. It's not what you pay for an article, but what the article pays you in return for what you paid for it, that determines its value to you. It will pay you a handsome profit to handle this line. Let the people know you are the man in your town who stocks this line, and watch your chocolate sales advance. Man to man, let us send you our proposition, **Right Now.** If we were not qualified to merit your trade, we wouldn't have the nerve to ask for it. Samples submitted upon request.

The Montreal Biscuit Company, Montreal, Manufacturers of "Sweets that Satisfy"

WANTED: Hustling agents throughout Canada, in unrepresented districts, for our High-Grade Chocolate lines.

BROOMS

FOR USE IN

Factory, Warehouse, Elevator, Foundry, Paper Mill, Railway, Steamboat

Our C.C.C. or Corn, Cane Cable line will suit You.

Ask for them.

Walter Woods & Co.

Hamilton and Winnipeg

Here is an article which will

Sell on Sight



A PURE BRISTLE DAUBER

with beautifully tinned malleable iron handle, to sell for

Ten Cents

Write for price in five gross lots.

STEVENS-HEPNER CO. *Limited*

Manufacturers

Port Elgin, Ontario

DO YOU WANT

to buy or sell anything, to engage a clerk or secure a situation? Try a Condensed Ad. in The Canadian Grocer, it will bring results. Two cents per word for first insertion, one cent per word for each subsequent insertion. See page 69 for yearly rates.

Business is Splendid

It is refreshing to be able to make this announcement—particularly so when it means increased business to thousands of grocers. Last week alone the output of

"SALADA"

was 35,917 pounds more than in the corresponding week of 1908. The co-operation and good-will of the trade—the quality, flavor and purity of "SALADA" Tea have built up and maintained an immense business. 1909 promises to be the biggest and best year in our history.

We can help you.
You can help us.
Let us get together.

The Best Guarantee That We Can Offer

is our experience and insight in manufacturing for nearly a quarter of a century and the supreme satisfaction that is given in all parts of the Dominion by

The Eureka Refrigerator

used by grocers, restaurants, provision merchants, butchers, hotels, etc. who find that the dry air circulation is without an equal and all impurities are removed from the air before it descends. Our catalogue—write for it—will tell you all about the dry air process of preserving perishable products.



EUREKA
REFRIGERATOR
COMPANY
Limited

54 and 56 NOBLE ST,
TORONTO, CANADA

SASSO MEDICINAL OIL

DIRECT FROM ONEGLIA,
LEVANTE RIVER, ITALY.

A profitable line for you to stock at this season of changeable weather.
A perfect tonic, agreeable to take and quickly and easily assimilated. It is a soothing and at the same time incomparable remedy for

**Stomach and Intestinal Troubles,
Constipation, Indigestion,
Nervousness, General Debility,
Scrofula, Tuberculosis**

Its equal as a tonic for invalids has yet to be found. Secure a trial order. Then you will always stock it.

Museo Commerciale Italiano

43 St. Antoine St., Montreal

Sole Agents American Continent **Phone Main 2731**

Don't wait a week for your goods

You can get them promptly right here, at your doors almost, and they don't cost you any more—not as much in fact as if bought in Montreal, Toronto or Winnipeg. You can prove this easily. Make up an order of your present requirements. Here are a few suggestions:

TOMATOES	$1.00 doz	**BRUNSWICK SARDINES,** cases 100 tins, @	$3.35
CORN	.90 "	**SODA BISCUITS,** in boxes @	5½c. lb
WAX BEANS	.88 "	**SODA BISCUITS,** in barrels @	5c. lb
PEAS	.95 "		
BUTTER, Dairy	18c to 20c		
" Fine Creamery	28c		
" Imperial "	27c		

Remember the freight.
We save you some.

ALL F.O.B. FORT WILLIAM

The JOHN KING CO., Limited

FORT WILLIAM, ONTARIO

"Keep up with the Twins"



"Keep up with the Twins"

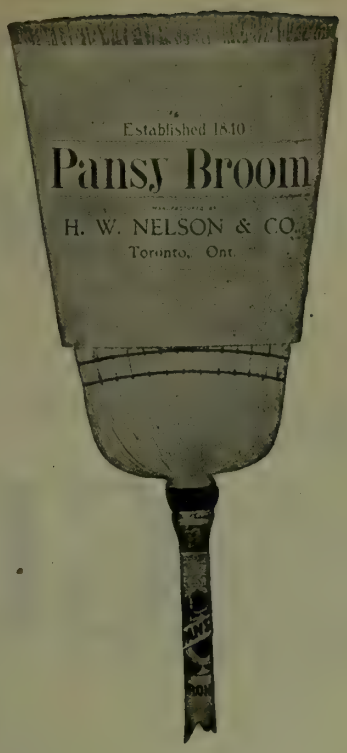
Handle . . . .

GOLD DUST WASHING POWDER

It will give satisfaction to your customers and satisfactory profits to you.

One-half case free with every five cases assorted Soap and Gold Dust Washing Powder.

THE N. K. FAIRBANK COMPANY, Montreal



SEE THAT BROOM

Read Its Wrapper—Look at Maker's Name

There are many points to be observed in the purchase of a broom. It should be strong, elastic, durable and of the best material. You will find all these in the

High-Grade "PANSY" Make

Only the finest broom corn is used and owing to the recent advance in the poorer grades a common broom is very costly. Better pay a few cents more and get your money's worth—something that you can depend on, one where the make and material are fully guaranteed.

"Buy from the makers."

H. W. NELSON & CO., Limited

TORONTO ONTARIO

Good Coffee

Coffee better than the average.
Coffee superior to others.
Coffee so exquisite in flavor.

That people want it again—and again. That's what

Aurora Coffee

is. The best money can buy. It retails at 40 cents and leaves you a margin for yourself that is worth while—something to justify your buying the brand and introducing it to your customers. Don't lose this chance.

W. H. GILLARD & CO.

Wholesale Grocers *Coffee Importers*

HAMILTON

Branch House—Sault Ste. Marie



SEE THAT BOX!

Users are making its contents known from one end of Canada to the other, for it is recognized as the best, quickest and most effective hand cleaner on the market.

Beware of Imitations

As many others have tried to place substitutes on the market as near like Snap, both outside and in, as they dare, dealers should keep what they are most frequently asked for. 15 cents a tin.

Patrons know its worth—it's a great seller.

The Snap Company, Limited

Montreal, - Canada

To the Trade:

Do You Know Why

CEYLON TEA

IS SO

Rapidly Displacing the Thin Light Teas, Here, in America?

(Two and Three Quarter Millions Increase in Direct Shipments Alone in 1908 over 1907.)

First: Because it Takes a Strong, Full-Bodied Tea to Satisfy the Coffee-Educated Palate;

Second: Because of Its Piquant Flavor;

Third: Because of Its Unvarying Excellence;

and

Fourth: Because of Its Cheapness Regardless of Cost.

A Pound of Ceylon Tea
"Goes Twice as Far"
as the Light Thin Tea.

—Mr. Grocer—

Do you want to make money—here is a chance—to make it easily, quickly, and lots of it—Do you for any reason wish to take up this very profitable line—That will net you a good income, as well as increase your sales in other lines—**If you do read this.** Every housekeeper dreads ironing day, especially so when she has a lot of shirt-waists, men's shirts, collars, cuffs, etc. to iron, she always wants to obtain a high grade finish, equal to first class laundries. She of course asks the grocer for advice—in return he offers her the common wax—She knows it is impossible to do good work with common wax—So she walks away—one customer lost.

Now where she can procure an article of this merit—that reduces ironing time by half—reduces labor to a minimum—adds to the finish of clothes—and makes ironing a day of pleasure—There she is sure to do her buying—and leave her order for other things. The Kaiser Wax Pad and Iron Cleaner is used in more than a million homes, read what users say.—

Chicago, Jan. 4th, 1909

To whom it may concern,—

Some time ago I tried the Kaiser Wax Pad and Iron Cleaner, and was so pleased with the work it did, that I recommend it highly and advise every women who wants to make her work easy, to try the Kaiser Wax Pad and Iron Cleaner and be convinced of its good work.

Respectfully yours
Mrs. T. Ohmes, D.S.C.L.O.T.M., 937 W. Adams St.

Mr. Grocer

We do not want you to order until you have convinced yourself of the merits of our Kaiser Wax Pad and Iron Cleaner—Send us your name and address and jobber you do business with and we will send you one free of charge so that you may try it yourself and be convinced—Is this fair enough?



PATENT APPLIED FOR

Manufactured by

The Ancker-Thiem Co.

CHICAGO, U.S.A.

Dept. 54

Canadian Agents:

Howe, McIntyre Co., 91-93 Youville Sq., Montreal, Que.
W. L. Mackenzie & Co., Winnipeg and Calgary.
G. C. Warren, Regina.
Whitlock & Marlatt, Moose Jaw.
Howard Bros., Brantford, Ont.
W. S. Clawson & Co., St. John, N.B.
W. A. James, Vancouver, B.C.

JOBBERS' HEADQUARTERS FOR

JAPAN TEA

S. T. NISHIMURA & CO.

MONTREAL and JAPAN



Are You Hammering Home

the merits, flavor, purity and delicious character of

Shirriff's Jelly Powders

They are easy to sell—They always please patrons

A Trial will do Wonders—

IMPERIAL EXTRACT CO., 18-22 Church Street TORONTO, CAN.



THE A 1 SAUCE

A Fine Tonic and Digestive.
An Excellent Relish For
"FISH, FLESH or FOWL."

Simply A 1.
Pleases everyone.
The Public WILL have it.
Sold all over the world.

For full particulars and prices write our Agents:

GENERAL AGENT—H. HUBBARD, 27 Common St., Montreal
THE WEIR SPECIALTY CO., 561-563 Yonge St., Toronto
J. READ, St. John, N.B.
R. T. TINN, 337 Hastings St. W., Vancouver, B.C.

BRAND & CO., LIMITED

Purveyors to H.M. the King, Mayfair Works, Vauxhall
LONDON - ENG.



Absolute Purity

Guaranteed in

E. D. S. Brand of Jams & Jellies

In Flavor Unexcelled **In Quality the Highest**

AGENTS

W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; R. B. Colwell, Halifax, N. S.; J. Gibbs, Hamilton

E. D. Smith's Fruit Farms, Winona, Ont.



TO SETTLE DOUBT

Drop a postal to our Canadian Agents (mentioned below) for free full-sized tasting bottle of H.P. Sauce.

Try it on your own plate, and then you will see why your customers want it.

Wide-awake grocers are making H.P. Sauce their leading line.

Our bright Canadian advertising tells the people all about H.P. and what it is made of, how good it is for the appetite, palate and digestion.

Large and quick turnover on H.P.

W. G. Patrick & Co., Toronto and Montreal. R. B. Seeton & Co., Halifax, N.S.
Georgeson Co., Ltd., Calgary, Alberta. Ellis & Co., Ltd., St. John's, N.F.
Kelly, Douglas & Co., Ltd., Vancouver, B.C.

MIDLAND VINEGAR CO., Ltd. **BIRMINGHAM AND LONDON, ENG.**



There is nothing tastes so good as a good pickle or sauce with cold meat.

STERLING BRAND PICKLES

will satisfy your most particular customer and will bring trade. Order from your jobber or direct from the factory.

THE T. A. LYTLE CO. LTD.
Sterling Road, Toronto, Canada
PHONE PARK 376

GASTRONOMICALLY PERFECT
and Purity backed up by $5,000

MASON'S O.K. SAUCE



Giant Bottle retails at 25 cents.
Secured profit 33⅓%

Sole Manufacturers:
GEO. MASON & CO., Ltd.
LONDON, ENGLAND.

Represented by
S. T. Nishimura & Co.
55 St. Francois Xavier St.
MONTREAL

N.B.—The trade are cautioned to avoid imitations.

ESTABLISHED OVER 200 YEARS

CHAMPION'S IS THE BEST VINEGAR

MADE FROM FINEST MALT

LONDON, ENGLAND

Commands a Preference Over All Others.



ONTARIO AGENTS: Green & Co., 25 Front St. E., Toronto
Agent for the province of Quebec, J. Walter Snowdon, 413 St. Paul St., Montreal
W. H. Escott 141 Bannatyne Ave. East, Winnipeg

WE ARE OPEN TO DO BUSINESS ON EASY CONSIGNMENT TERMS. *WRITE OUR AGENTS FOR PARTICULARS*

BORDEN'S BRANDS

OF

Condensed Milk and Evaporated Cream



The two leading brands in America are "Eagle Brand" Condensed Milk and "Peerless Brand" Evaporated Cream—There is more than mere say-so in this statement—Fifty years of merit has made them the leaders.

IT IS YOUR PROFIT TO REMEMBER THIS

WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg Man. Ehallcross, Macauley & Co., Vancouver and Victoria, B.C



Unsweetened

BANNER BRAND CONDENSED MILK



Get this high grade, pure condensed milk on sale.

Wholesalers and Retailers throughout Canada will find it PERFECT and a profitable seller.

Drop us a Postal Card for Particulars.

John Malcolm & Son

ST. GEORGE - - - ONT.

Imperial Evaporated Cream



Highest Quality Popular Seller Profit Yielder

You Should Stock It

The Canadian Condensing Co.

CHESTERVILLE, ONT.

GENERAL SALES AGENTS :—S. H. Ewing & Sons, MONTREAL



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AYLMER, - ONTARIO

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For Sweetened Milk and Evaporated Cream.

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PROMPT SHIPMENT SUPERIOR GOODS

THE
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HAMILTON

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We are offering an exceptionally good value in

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SEE OUR TRAVELLERS.

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Maintains its high standard of excellence. This is proved by the following recent Government analysis:

Laboratory of Provincial Government Analyst

Montreal, February 22nd, 1909.

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(*Signed*)
MILTON L. HERSEY, M.Sc., LL.D.
Provincial Government Analyst.

The ST. LAWRENCE Sugar Refining Company, Limited

Montreal

Redpath

Sugars of this well known brand are put up in packages of a size convenient for family use.

Extra Granulated - Bags 20 lbs.
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Equal to, if not better than, anything produced.

Ask your grocer for them and refuse substitutes.

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The Canada Sugar Refining Co., Limited
MONTREAL

Prince of Wales Pure Extracts

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"Fish for Lenten Season"

Barrels and half barrels Labradors
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Kegs Lake Herring
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Quintals Whole Cod
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Cod Steak in every shape
Specials in Salmon, Lobsters, Mackerel, Sardines, etc., etc.

See our travellers. They have some good things up their sleeve or

PHONE 596

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They Are Right

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Twin Block Maple Sugar
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AND

Maple Buttons
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Our catalogue gives full and detailed description of our **Diamond Brand Specialties.**

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The Quality of the Coffee, combined with the convincing advertisements continually appearing in the press and on the hoardings on its behalf, results in 'Camp' being half sold before you get it.

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Canada's Leading Brand



Cocoanut

The Famous

White Dove



Never Varies

Always Uniform

Our Attractive
¼, ½ or 1-lb. package.

W. P. DOWNEY
MANUFACTURER
MONTREAL

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SPICES

WHAT LINE WILL IT PAY YOU TO PUSH ?

SPICES

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SPICES AND SPICES

ONE IS PURE ——— THE OTHER IS NOT

WE GUARANTEE EVERY POUND OF

"WHITE SWAN" SPICE

TO CONTAIN 16 PURE OUNCES

APPRECIATE THE POINT AND SEND US YOUR ORDERS

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CHASE & SANBORN'S HIGH GRADE COFFEES

THEY HAVE STOOD the TEST of TIME

CHASE & SANBORN MONTREAL

The Importers

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EVERY BOTTLE OF

Symington's "Edinburgh" Coffee Essence

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EDINBURGH

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VANCOUVER

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We specially recommend the teas of "Princess Louise" and "Victoria" brands as unrivalled qualities for the money. We pay the freight on quantities of 200 lbs. or over in assorted lots or otherwise. ***We defy any competition as to prices.***

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Here are a few real bargains upon which we call the early attention of the trade— ***These fruits are in superb condition.***

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100 Half cases ***Currants,*** uncleaned, in boxes weighing about 80 lbs.
20 Barrels ***Currants,*** uncleaned, containing about 300 lbs. each.
50 Cases of ***Shelled Walnuts,*** containing about 55 lbs.
150 Cases of ***Loose Dates.***

1908 Crop

500 Cases of ***Pink Salmon*** "Keystone," Tall tin.
150 Cases of ***Mixed Pickles,*** "Ozo," 16 oz. bottles, 4 doz. to the case.
100 Cases of ***Catsup*** "Ozo," pint bottles, 2 doz to the case.

These goods are in the pink of condition and we offer them at exceptionally low prices. Get our prices.

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We are now taking orders for ***Canned Vegetables and Fruits*** of the ***"Soleil" Brand*** for the 1909 crop.

Our Travellers are now on the road with price lists. Do not give your orders before seeing them. We have on hand a complete variety of all ***"Soleil" Brand Canned Vegetables*** and ***Fruits,*** 1908 crop. We invite you to buy now all you need for your requirements until the new crop is ready. We will sell you for immediate delivery or for shipment at the opening of navigation so that you may not miss a sale of these goods by being short of them.

For all information, prices, etc., write, phone or wire at our expense.

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Montreal



Triangle Extracts

Are now ready in all varieties and sizes, unsurpassed in quality, attractive in price.

Samples and quotations on application.

James Turner & Co., Limited

Hamilton and Arnprior, Ont.

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Importance of Unity Among Merchants

H. C. Beckett's Address at the Regular Meeting of the Retail Grocers' Association of Hamilton—Advocates Co-operation Among the Trades to Have Formed an Internal Trade Commission—What Merchants' Neglect Has Resulted in—Hamilton Grocers Favor an Ontario Retail Grocers' Association—Division Court Act and Collection of Accounts Discussed.

Hamilton, March 11.—When the grocers of any town or city realize that in uniting together they not only have the social benefits and the good feeling that should exist among all men, but that they actually save money, then they should begin to think about a closer organization. By the formation of the Hamilton Retail Grocers' Association, the members of it are reaping benefits that in former years they would never have dreamed of possessing. Among these might be mentioned the abolition of the Christmas gift business and next the calendar which, to use the words of the famous Scotch singer Harry Lauder, "had become a perfect habit wi' them."

Looking at it in a broader sense, probably the fact that the grocers, though competitors, can now meet one another face to face in friendly intercourse and make each other understand that they are interested in the common welfare of all, might be considered of more importance than the pecuniary advantages obtained.

A Profitable Meeting.

Hamilton grocers meet once a month and last Thursday night was the meeting evening. The feature of it was an address by H. C. Beckett, of W. H. Gillard & Co., wholesale grocers, of this city. But the members talked over The Division Court Act, the collection of accounts, The Pharmacy Act and the proposal to form an Ontario retail grocers' association. The present meaning of The Division Court Act has proven very distasteful to merchants all over Ontario and something is expected from the present sitting of the legislature.

The idea of forming a provincial association met with much favor and President John Forth is a strong advocate of it. He promised that the executive would hold a meeting soon to discuss plans of procedure with a view to carrying out the proposal.

Have Strong Association.

Some forty members of the Hamilton Association, were in attendance at the meeting and many of them took part in the discussion. Ald John Forth, the president presided, and conducted the business in a systematic manner. That the association is growing was shown by the addition of some new members which is a regular occurrence at the meetings.

In the discussion on the law reform question J. A. McIntosh believed that something should be done by the association in this regard and he moved that a committee be appointed to take up the matter and determine what course to pursue. The committee named consisted of Jos. Kirkpatrick, Jno. O. Carpenter, J. A. McIntosh, Geo. Cann, J. M. Semmens, the President, and the secretary, M. R. Hill.

An Ontario Organization.

The editor of the Canadian Grocer was present and on being called upon suggested to the Hamilton grocers the idea of forming a provincial retail grocers' association. He believed that the grocers of Ontario would then be in a position to command attention at the legislature and remedy some of the unfair trade conditions existing at present. Laws had been enacted, such as the Pharmacy Act, detrimental to the grocers and if they were only united in a body they could see to it that they secured their rights.

He suggested that a meeting of representatives from the Hamilton, London,



JOHN FORTH,

President of the Retail Grocers' Association, Advocates Forming of a Provincial Organization.

Toronto and other Grocers' Associations be called to discuss the course to take and that any grocer in Ontario be allowed to attend.

Action to be Taken.

The President strongly advocated the forming of an Ontario Association and stated that a meeting of the executive would be called soon to see what could be done.

"We have heretofore," he said, "been united chiefly for social benefits and it is time we should do more aggressive work. If we could join with other associations we would secure their ideas and be benefited."

The association was not existing in order that the consumer would be injured, and it had no serious intentions against the wholesaler. The president then called upon H. C. Beckett for his address.

Existing Trade Conditions.

Mr. Beckett was pleased to have the opportunity to address the grocers and it occurred to him that nothing could be more beneficial to them than a discussion on existing trade conditions and suggestions as to their improvement. He spoke as follows:

It will be generally admitted by any one of ordinary intelligence that manufacturers, wholesalers, retailers, and consumers, have a common interest in encouraging and building up the trade and commerce of this country along lines of mutual fair dealing that will provide a reasonable return for the capital invested and the service rendered.

Now, what progress are we making towards solving the many perplexing problems confronting the business men of to-day, and what are the difficulties we at present labor under?

That progress has been slow we must admit, and it is largely due to the fact that most of us have selfishly and foolishly imagined that we could succeed without each other's help.

Unity Means Education.

Self-interest has made us blind to the changed conditions of trade and the necessity for higher education in commercial economics.

The neglect of the trade in uniting to study trade conditions and prevent waste and wrong, is no doubt due in a large measure to the operation of our senseless and tyrannical combines' statutes. No greater bar to the commercial prosperity of our country was ever set up than when such legislation was enacted.

The enactment of such laws, the fact that they are still in force, the fact that there is not a lawyer from the Minister of Justice down who can interpret them, is convincing evidence that it has proved nothing more than a scheme to take thousands of dollars out of the pockets of honest business men in expensive court proceedings and at the same time enable our Governments to make a grand stand play for the votes of the people by harassing the legitimate trade of this country. Political capital has been made by sacrificing the business man to party exigency.

Business Heads Wanting.

That such an unsatisfactory state of commercial affairs is permitted to exist when other interests, viz., banking, insurance, municipal, railways, professions, trades, etc., have recognized and legalized rights, can only be accounted for because our members of Parliament,

as a rule, are not business men and have no opportunity of finding out the actual commercial needs of our country.

No machinery is at present available to hear the voice of the business man, and we drift along totally ignored, except to be regarded as guilty of a criminal act if two or more of us gather together and agree to some plan that will prevent loss of capital or offer some measure of protection against dishonest competition.

In conversation recently with a very prominent member of Parliament, a man of recognized ability, he frankly admitted that there should be a recognized system of order as between the manufacturer, wholesaler, retailer, and consumer, and that our commercial success depended upon safe-guarding all classes in the struggle for existence.

Daily Press Censured.

Having pointed out possible reasons for delay in united action, so far as the business man is concerned, let us look at the attitude of the press towards our manufacturing and commercial interests.

With few exceptions (and more power to the honest journalist) no effort is made to print truthful articles,—sensational articles, calculated to disturb the mind and to create unrest among the thinking masses,—that is about what we usually find.

Manufacturers are accused of combining,—wholesalers are accused of conspiring,—retailers are the victims of trade pirates, and the consumer is told and led to believe that he is being robbed. If such ideas prevail is it not time for investigation into trade matters by some tribunal absolutely free from party politics or influence?

What little attention has been given the business man in the past has been to view him with suspicion, and make it illegal for him to prevent waste and wrong. The business man's interests are sadly neglected by our legislators, and if we ever expect proper recognition it must be through our united efforts.

You must know that some members of Parliament and even cabinet ministers, hold absolutely absurd views about the operations of trade. You must know that some members of Parliament are on record as advocates of measures calculated to do much harm to the commercial needs of this country.

Harmful Legislation.

Is it not a fact that legislation is frequently introduced and sometimes becomes law, that is positively hurtful to legitimate business? The press, under present conditions, has a much greater influence with the politician than the business man has. Members of Parliament are all too easily led astray by the false statements of an irresponsible press, and consequently the business man has to contend with a serious menace. A news editor is liable to error. He is some times actuated by party bias; he frequently displays a woeful lack of knowledge on matters concerning trade but writes with such positive assurance as to the correctness of his views that it carries conviction to the minds of people who let others do the thinking for them and who are all too ready to forget that there are two sides to a question.

The trade are indebted to a few fair-minded news editors—men who are broad enough to realize the danger of roundly abusing and misrepresenting the efforts of fair-minded business men in their desire to develop the trade of the country on sound, commercial lines.

Banks and moneyed institutions are prospering and the very same men who congratulate the management on a successful and prosperous result of the year's operations, condemn and ridicule the idea of merchants and manufacturers putting their business on a reasonable and profit-paying basis. With such opposition our legislators have evidently been of the opinion that it is unwise, or perhaps to be more correct, it would be unpopular to consider any measure having for its object the betterment of those engaged in the great operations of trade throughout the country. We can hardly expect relief through the influence of the press, and it is no use quarrelling with the newspapers. To do that is to surely get the worst of it. It is generally the case at any rate.



H. C. BECKETT,
Who Delivered an Address to Hamilton Grocers on Existing Trade Conditions in Canada.

My object is to give you one of the principal reasons why the business man's interests are not safe-guarded by our legislators. They get their knowledge of commercial affairs largely from the press and not from the men engaged in trade and commerce. They forget that men devoting their lives to the study of certain branches of trade should know something of the difficulties besetting that trade, and they are not practical enough to realize that we have at present no government machinery to enlighten them.

Have you any reason to believe and feel that the mercantile interests of this country are being properly safe-guarded and investigated?

No System Existing.

What business-like system have we in force now of getting at the truth in matters concerning our commercial needs. None that you know of. Is not the trade and commerce of this country of sufficient importance to warrant intelligent legislation?

Now, we cannot expect members of Parliament to attach importance to matters that to them seem unimportant. Our members of Parliament are not to blame. They are there to represent us, and our needs are supposed to be made known through them, but, as a rule, members of Parliament have no time to study the internal economics of the business interests of this country; it would be unreasonable to expect them to. We should, therefore, suggest to them some simple method of dealing with the matter.

It is true that representations have been made to some of our cabinet ministers, but the members of the House of Commons and Senate have heard very little about it. We cannot expect a minister to advocate the cause of something he cannot see the need of and does not understand, and so no interest is taken in our affairs.

In ten years there has been no legislation advancing mercantile interests, and in view of all the circumstances we can hardly wonder at it.

Merchants and manufacturers have quietly stood by while legislation advancing other interests has been going on from time to time. Our interests have been hampered and neglected because we have made no organized effort to bring about a reform.

The need of united effort is clear because as individuals, we can have but little influence. Organized effort means power, and agitation is the way to redress.

As business men, we are neglecting our interests. We have been too much inclined to let matters drift; the changed conditions of trade have not been fully realized, and it may not yet be clear to some that there is cause for intelligent, keen interest and united action.

A General Organization Needed.

If we have reasons for uniting and those reasons are just, let us do something that may bring results. Let us advocate improvement along practical lines.

Our first duty is to get at the true state of commercial conditions. We should commence by every one of us making it his special business to interest our members in advocating the appointment of a commission of internal trade and commerce—a tribunal absolutely free from party politics—composed of men of exceptional qualifications. It is our only remedy to the discreditable, unfair, and unsatisfactory treatment of the business man.

A scientific study of the trade and commerce conditions of this country is as much a necessity as the recognition of trade unions. Trade is interdepend-

ent and if manufacturers and merchants are up against unfair conditions it reacts upon the employe.

W cannot expect our members of Parliament to study trade conditions. The task would be impossible. It must be done by men free from party influence. Their effort would be to so study trade conditions that their knowledge would enable them to recommend and decide upon methods calculated to safe-guard our internal commercial interests.

Members of Parliament would then have a reliable source of information. A permanent commission would be the business man's protection against waste and wrong consequent upon senseless and ruinous competition. Those engaged in trade would receive proper recognition. Such a tribunal would investigate trade conditions—business men would have an opportunity to be heard, and the business interests of this country would be less likely to suffer or be sacrificed for political or private ends.

When members of Parliament have not the opportunity, as a rule, of practical business experience, their judgment in such matters is usually more theoretical than practical. Practical experience in business frequently completely upsets theory.

There are many dishonest practices in business as investigation will prove. Up-to-date methods would result in the establishment of a commercial code that would not only protect honorable business men but would have a beneficial, educational, and good moral influence on the thought and conduct of the younger generation now growing up, and who will soon be taking part in the commercial future of our nation. We should think of this and endeavor to bring the boys up in a good moral, commercial atmosphere. Do not let our commercial internal affairs drift along in the expectation that in some mysterious way our needs will be provided for. Let us be practical and realize that it is only through our own efforts we can hope to receive proper recognition.

Ethics in Business.

You have heard men say it is impossible to conduct business profitably and do it honestly. Why do men say that? Why do they think so? Because they believe it is a hopeless task to raise the standard of ethics in business. I do not believe it is hopeless. I believe in keeping at it in spite of half-hearted assistance and malicious misrepresentation. Have faith in the belief that we will succeed in a just cause, as no fair or reasonable arguments can be advanced why our commercial interests must continue to be treated so lightly and indifferently. United action, co-operation, and a greater interest in trade associations will attract attention.

We take it that good government should protect the rights of its citizens in all branches of trade. If trade conditions are bad and merchants and manufacturers are suffering by reason of dishonest practices, unfair and senseless competition, all classes of the community suffer.

Trade being artificial, the success of the working man, the artizan, the merchant, the manufacturer is interdependent. If our manufacturing and mercantile interests are suffering the result is far-reaching enough to affect other classes of the community.

It must be clear, therefore, that with a proper solution and understanding there should be no antagonism between labor and capital if the interests of all are safe-guarded by a government tribunal free from politics.

No doubt the present law relating to combines became operative because it was thought that manufacturers and merchants would go beyond reasonable bounds and invade the people's rights. The effect of the law, however, has in many cases resulted in great loss of capital on the one hand, and monopoly on the other. No general good has been accomplished by it; on the contrary, much harm has resulted and the people it intended to benefit have suffered in consequence.

Internal Needs Sacrificed.

The Department of Trade and Commerce is useless so far as being of any benefit to the internal commercial needs of our country is concerned. It is apparently a department for gathering statistics of imports and exports, and looking after foreign trade. It knows nothing of internal trade. We are in sore need of government methods along progressive lines, and it would be interesting to know the cause of delay.

The business man comes in contact with trade conditions in a practical way and, therefore, there should be some practical recognized method by which the business man could make known to our legislators the real and actual conditions of trade.

Trade Associations.

We could then look for the adoption of methods that would be of real benefit to the trade of this country. One of the first moves should be the recognition by the Government of trade associations.

These collective thinking machines, easy to get at, would be available to the government in helping to solve the problems which continually arise in the changed conditions of trade, and be a means of keeping in touch with the business conditions of the country. The Government should take immediate steps to get a complete list of all trade associations and the names of their officers. When new Bills are introduced, at the first reading copies should be sent to all the accredited representatives of trade associations in Canada and to the Boards of Trade throughout Canada. Such a plan is not unreasonable or difficult to carry out. At present there is no method or regulation of keeping the trade informed.

While there has been a hesitancy on the part of some people to support any active effort of co-operation, the spirit of it is in the air, and as we get older and study conditions under which we exist, we realize there is a reason for it.

Force of United Action.

The power and importance of co-operation and united action in trade matters has been under-estimated. It is not yet fully realized that it is a work absolutely necessary to promote healthy and honorable trade conditions.

The interests of the mechanic, merchant, and manufacturer, if properly understood, are not antagonistic, but the trouble is there is practically no effort made to study and solve the problems of business that concern us, and people are inclined to hold prejudiced views.

My purpose in this talk is to create discussion. I have not told you anything you do not already know, but I have endeavored to put before you in concise and condensed form the things you do know but are apt to overlook."

The Address Appreciated.

John O. Carpenter moved a vote of thanks to Mr. Beckett for his admirable address and in seconding the motion Jos. Kirkpatrick referred to the highly educative character of it. He thought that the most active committee in any grocers' association should be the Legislative Committee whose duty it would be to present the views of the association to the representatives of parliament. We should unite, he said, and place in parliament the men whom we want but as it is, its a case of "grit" or "tory." Until that spirit is eliminated we can do little.

The president referred to Mr. Beckett's address as the "best" he had ever given the Association, and extended the thanks of the Association to him. In acknowledging them Mr. Beckett referred to the part politics plays in trade matters. "Party politics is the curse of the whole thing nowadays," he remarked. "We can't have things much worse than they are and we have a chance to better them." Some ideas of cabinet ministers were simply ridiculous and he again strongly advocated the formation of the trade commission.

The Co-operative Scheme.

Mr. McIntosh agreed with the idea of the formation of such a commission and in the course of his remarks referred to the Co-operative Bill which recently had passed the House of Commons, but was thrown out in the Senate. Wherever these concerns were introduced it was simply impossible for merchants to do business and if the grocers could have gone to the House of Commons when they were considering the bill he did not believe it would have been allowed to go through.

"There is no reason why a grocers' association in Canada should not be one of the strongest of associations," added Mr. McIntosh.

In speaking of a method of collecting accounts he thought the simplest was through the police court.

Mr. Carpenter also eulogized Mr. Beckett's address. "There is no question," he said, "that we could do much better if we were organized in a larger body."

Reads From the Grocer.

E. Leyland was pleased to think that some definite action would be taken to

remedy the conditions existing in the retail trade.

"There is no doubt things are passed in parliament detrimental to retailers," he said, "and I think the retail grocers of Ontario should organize. In case questions arose in parliament affecting the retail grocers, the association should send a committee to give our views on the question. The labor men have unions and I think the grocers should too. There shouldn't be one grocer in the city of Hamilton not a member of the Association, because there are so many things arise which are to our own benefits."

Speaking of the collecting of accounts and the dead-beat problem Mr. Leyland commented on the article which appeared in the Grocer of a few weeks ago on "How Guelph Merchants Collect Bad Debts." He read the article in its entirety and remarked that the sooner the grocers get such a practical scheme, the better it will be for them.

"We've got to get right down to the black-list and you can do it if you will, just like the coal merchants of Hamilton."

Mr. Cann favored more harmony between wholesaler and retailer, and pointed some changes he considered might be brought about.

W. N. Warburton, formerly a railroad man and now a grocer, considered the idea of forming a trade commission somewhat similar to the railway commission was a good one.

Ready-Made Foods.

Secretary M. R. Hill in a strong address, humorous but probably serious, condemned the use in the homes of so many "hand-me-down, ready-made foods" which he maintained were growing in consumption. He attributed their rise to the indifference of wives who "were sent into the world to become helpmates," but instead had "made monkeys out of men." They were becoming "culinary [illegible]erates," he said. He concluded by telling a lemonade story, the lemonade in which was made from a preparation in a bottle and not from the lemon itself and by a woman too. "Either they don't know enough, or they're getting too lazy to squeeze lemons," he jocularly remarked.

Before closing the meeting the President thanked all who had assisted and urged them to put more effort into the work in the future.

"If we observed more closely the articles in The Canadian Grocer," he said "it would be better for us. We should get the ideas of others and one of the things we need more than anything else is—to trust one another."

Debate for Next Meeting.

The Hamilton association certainly intend to work in the future. At the next meeting a debate will be held on the subject, "Is the cash system detrimental to the retail grocer."

J. A. McIntosh will at the same meeting read a paper on "Canned Goods," so that a profitable time is anticipated.

Lorne E. Lyons has opened a new grocery store at Canning, N.S. He also intends carrying a line of meats.

EASTER AND THOUGHTS OF EGGS

Season Arrives for the Display of Easter Eggs in Grocers' Windows—The Lily Lends an Additional Attraction—Quantity Catches the Eye.

Now is the time when the minds of grocers turn to thoughts of the Easter trade and when seasonable window dressing becomes a very live topic between proprietor and clerk.

For ages the arrival of Good Friday and the Easter time has always been associated with eggs and every grocer who has been in the trade for a year must know that his stock of eggs will be in big demand in a couple of week's time.

Old eggs have been pretty well gotten rid of and by the coming of Easter week the good fresh variety should command attention. Everybody seems to want eggs then, and who has not seen the household, the members of which vie with one another to see who can consume the greater number? At Easter, too, most people want good fresh eggs, and a good display showing these is certainly a splendid advertisement.



An Easter Egg Window Dressed by W. H. Fielding, Guelph, Ont.

Varieties of Displays.

The dressing of a window with eggs is a work that is not difficult for the grocer to perform. A simple display attracting attention is the best result desired. The illustration on this page shows one idea that can be put into practice with little expense.

Associated with Easter, there is the Easter lily as well as the good and the window dresser who made the display has combined the two with effect. There are few human beings who do not admire flowers and the Easter lily is a particularly attractive one. The eggs as shown in the picture are not restricted so far as quantity is concerned. This was done with the idea that quantity is a big issue in so many households on an Easter Sunday. They are usually placed on the table morning, noon and night. The flower-pot imbedded in the eggs which are heaped up around it give the desired effect.

Fresh Eggs for the Window.

Care should be taken by the window dresser to see that none but fresh eggs are used in the display. If there is any sign to show that they are tainted, the prospective buyer will pass by. They must have a good appearance before they will sell.

There are, of course, scores of other methods by which Easter windows may be dressed and the ingenuity of the dresser has a wide range in which to operate.

HINTS TO BUYERS.

The firm of Laporte, Martin & Co., Ltd., Montreal, are out with cut rate prices on currants, shelled walnuts and dates of the 1907 crop, in perfect condition, which should draw the immediate attention of all shrewd buyers. Special bargains are also offered in "Keystone" canned white salmon, "Ozo" pickles and catsup. The canned fruits and vegetables of the celebrated "Soleil" Brand of the 1908 crop are in full supply and should be ordered now for immediate or future delivery. Import orders are booked now for the 1909 crop. Special values are also offered in all varieties of teas, especially those of the "Princess Louise" and "Victoria" brands.—advt.

J. H. More, general merchant, Tyvan, Sask., is selling out.

The salesman who allows his own feelings to prevent him from being courteous and patient with customers has much to learn. To be successful with others, any man must put self into the background.

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AN ONTARIO ORGANIZATION.

Hamilton grocers are keen on the organization of an Ontario Retail Grocers' Association. At their regular meeting on Thursday night of last week, a report of which appears elsewhere in this issue, an address was given by H. C. Beckett, pointing out what the merchants of Canada have lost by not being united. He declared that legislation had been frequently introduced and sometimes became law harmful to legitimate business, and attributed the cause to the fact that business heads were lacking in parliament, and that there was no co-operation among the merchants and manufacturers.

"The need of united effort is clear," he said, "because as individuals we can have but little influence. Organized effort means power, and agitation is the way to redress. As business men we are neglecting our interests. We have been too much inclined to let matters drift; the changed conditions of trade have not been fully realized, and it may not yet be clear to some that there is cause for intelligent, keen interest and united action."

Mr. Beckett in those statements illustrates the importance of grocers getting together, not to the disadvantage of the consumer at all, but that they might obtain the benefits from legislation that rightfully belong to them. In addition to that, as President John Forth remarked, a provincial unity of the trade means the exchange of ideas among the different grocers which should be of untold benefit. The Hamilton members of the trade realize the advantages they have gained from their city organization and recognize what could be obtained if the representatives of the trade in Ontario were joined together in one big association.

In the course of his remarks, Joseph Kirkpatrick referred to the Co-operative Bill, which passed the House of Commons, but which was thrown out by the Senate. He declared that if the grocers had been united and represented the matter fairly to the House, it would never have passed it. E. Leyland also advised the formation of an Ontario Association in order that the views of the trade might be impressed upon Parliament in case legislation affecting them came up for discussion.

So far as can be learned the various grocers' associations in the province who have tasted of the benefits derived from their individual organizations, are desirous of seeing the members of the trade united under a common head for the common good of all.

INJUSTICE TO CANADA.

It is a peculiar fact that the Meat Inspection Act in Canada permits of meats being prepared for the Canadian consumer without undergoing inspection, whereas all meat that is exported must pass the critical eyes of the inspectors. The act was passed with a view to raising the standard of the Canadian product in the competition markets of the world, but it has not provided for the Canadian people themselves. It means that meat regardless of its quality can be left at home for consumption, while the choicest is sent out of the country.

This does not seem fair to the Canadian consumer, who has to take what is left. The fault must lie with the men who made the law necessitating that inspectors be appointed to see to the quality of the meat going out of the country and not looking after that which is consumed here.

CONFECTIONERY NECESSARY.

Correspondence from various representatives of The Grocer continue to show that the members of the trade are very much interested in the sale of confectionery. Each week grocers are adding to their store equipment silent salesmen for the display of fancy confectionery and the trade in this department is represented as profitable when it is carefully looked after and besides, the addition of a handsome show case lends an additional attractive appearance to any store interior.

Many of the high-class grocery stores are dealing in the best of confectionery and they claim this department has become a part of their business which they could not very well give up.

BOOST THE BOARD OF TRADE.

The importance of a Board of Trade in any town of city cannot be too highly spoken of and it should be the duty of every grocer to take an interest in its welfare and assist it in every possible way. It is a regrettable fact that merchants in many cases do not appear to realize the importance and necessity of their being identified with the Board of Trade. It is certainly displeasing to a merchant to learn that citizens of his own town are doing their trading at a distance, and that instead of buying from him or a home merchant in some other line, they are spending their money elsewhere. This being true, should not every merchant who looks to his own town for support, take off his coat, figuratively speaking, and put his shoulder to the wheel of progress?

There is an old saying, don't knock; boost. The merchant who does not take an active part in work calculated to advance the affairs of his own town is indirectly neglecting his own business for the greater advancement made by his town, the greater will be his volume of business. There are many ways in which grocers and other merchants in general can assist in this work. They should always talk up the town in which they live and identify themselves with all movements that are deserving of their support, for it is a well-known fact that the people like to go to the busiest and most-talked-of places and an increase in population spells more business for the merchant.

THE PLAGUE OF TRAVELERS.

In a recent issue of The Grocer editorial comment was made on the subject of the treatment meted out to travelers by some buyers for wholesale houses. That this petty spirit of inconsideration of others is not confined to Canada is shown by the following paragraph published in a late number of an English trade magazine.:

"A business friend in a London suburb complains to me," says the writer, "of the serious amount of time he has to spend each day in seeing travelers. I sympathize with him, and with many others in like case. The grievance is admitted. Travelers are a necessary evil, and therefore the only thing to do is to arrange a limited number of days and hours on which to see them. In some large establishments travelers are only allowed to interview buyers on two hours of two days in the week.

This is, to my thinking, too drastic a rule for general adoption, but it ought not to be difficult to arrange for a certain part of each day from Monday to Friday to be set apart for the purpose. If, furthermore, some merchants allotted the morning and others the afternoon for calls the time and convenience of the sellers, as well as the buyers, might be met. The main thing, however, is to have an appointed time and stick to it. By management and the careful handling of callers quite a number can usually be seen in an hour, but if both buyer and seller want to talk interminably the entire day will be too short for the purpose."

The idea suggested of having a certain part of each day set apart for seeing travelers is a good one, and was advocated in The Grocer in its recent editorial. Saturday, of course, being a short day, is devoted entirely to business by the buyers. All travelers will respect and do at present respect that rule.

Such a system would not be new in Canada. One of the large wholesale grocery firms in Montreal has a similar plan which works splendidly and is fair to all. The firm recognizes, of course, the necessity of doing business with the broker and manufacturing agent, and a time is set apart—between ten and twelve o'clock each day—for these men to call. The first come is first served and none can object to this rule They know exactly when to find the man they desire to see, and they always see him and are satisfied. But the idea of having a broker or manufacturer's agent delayed for an hour or more by the wholesaler cannot at all be justified.

WINTER ON THE WANE.

From the prospects at present the backbone of winter appears to be broken. We may yet, however, experience one or two frosty days, which may have a damaging effect on the fruit trees in some quarters, but up to the present reports indicate that they have not been very seriously affected.

Correspondence from Calgary in this issue states that the farmers in southern Alberta were contemplating beginning the spring operations next week, which shows that spring in that district is at hand.

In another column it is stated that the fruit trees in western Ontario have gone through the winter in good condition and with little damage, so that unless very unfavorable weather intervenes, the trees will not be damaged.

Speaking of the strawberry outlook in Prince Edward and neighboring counties, S. Edgar Master, of the Farmers' Canning Co., Bloomfield, Ont., was inclined to believe that the absence of snow for a considerable period during the winter would be harmful. He only spoke for the section in which he lived and not for the Niagara peninsula, which was the great strawberry-producing district in Ontario.

KNOW YOUR GOODS.

The attention of the retail trade is especially directed to the encyclopaedia the Grocer is running from week to week. The information on the articles referred to in this department is carefully selected and can be relied upon. Every grocer should make it a point to know everything there is to know about the goods he sells and there is no better way to do this than through the encyclopaedia of the Canadian Grocer.

Our advice to retailers is to cut these articles out each week and paste them in a specially prepared scrap-book. At the end of one year, a perfect encyclopaedia covering fifty-two varieties of goods sold by grocers will be in type. This will certainly be a valuable asset of any grocer and it doesn't cost him five cents.

PROMPT DELIVERIES.

Perhaps there is nothing in the grocery business which insures success so quickly as prompt deliveries. Numberless times a woman wants something which she has forgotten to order, in the regular way and invariably she will call up the grocer, whom she knows will be prompt in his delivery. In the smaller towns, very frequently, the man who is out hustling for orders is given one on the provision that he delivers it to the customer in time for her to prepare the midday or evening meal. If he fails to do this, he probably gets no further orders, whereas if he accomplishes the task his business in this quarter will increase. When an order-taker is making his rounds, he can judge the time necessary after he telephones in his orders to the store, then, of course, it rests with the store to get the goods put up and out on time.

Unless some special arrangement is made, these spasmodic rushes are liable to lead to disastrous confusion, but by assigning certain clerks to attend to the hurry-up calls, the matter can be accomplished quite easily. There are to-day thousands of women ordering groceries from certain stores for the sole reason that they get their goods on time. Nothing ruffles the calm of a woman so much as having to postpone her meals, owing to delay in arrival of her goods. She does not mind little discrepancies in quality nearly as much because it does not to such an extent disrupt the usual routine of her work, as does the complete absence of her goods.

All practical grocers who have taken orders and then delivered those orders themselves, know this fact. The things which a woman can say regarding the delay is sufficient to impress the importance of prompt delivery upon the memory in a lasting way. In some cases it pays to keep a boy specially to run with small orders that are wanted in a hurry. In any case to establish a reputation for prompt deliveries requires a good store organization and the proper assignment of duties, so at rush times confusion will not prevail.

MAIL ORDER CANVASSERS.

A Chicago catalogue house has organized a school of instruction for canvassers, and it is said, twelve hundred young men and ladies are to be divided up into small parties and sent into different sections. Their mission will be to visit every farmer, explain how to order by mail, and try and secure an order which it is expected will pay the expenses of this new venture.

Most likely these people will first visit the retail stores and make some purchases, procuring the merchants' sales-slip to clinch the argument they will use in comparing his goods with those sold by the catalog house. They will secure a list of future wants and try to fill them by sending special letters and circulars.

This is a new move by the enemy which retailers must prepare for and guard against. Are you ready to meet it? Have you any plan to suggest? Watch your territory. If these trained, smooth-tongued solicitors make a success in the Western States they can be looked for in Canada before long.

The only hope for the retailer is in trade organization. By acting unitedly the local spirit of country publishers and property owners can be appealed to, but acting as individual units the modern Juggernaut will soon crush out opposition.

BUSINESS MAXIMS.

By Plato, Jr.

He who does not like printer's ink has not much of an eye for business.

Trade evils begin to scatter when business men get their heads together.

Price-cutting always wounds business.

Business is seldom active with machine merchants.

Merchants should keep up their courage if they would keep up their business.

The Toronto Co-operative Society Fails

Doors Locked in Both Their Stores—Where is the General Manager?—Shareholders Left With the Business on Their Hands—The Money Invested Cannot be Accounted for—Many Widows Among the Stockholders—Loose Methods Seem to Have Been Used.

Time brings forth many changes and among the most recent of special interest to the retail trade is the failure of the Toronto Co-Operative Equitable Society, which has recently been announced.

Readers of The Grocer are by this time familiar at least with a similar concern, but the Toronto which is dealt with especially on this page, may be new to many. It has, however, been operated along similar lines as the Dominion Co-Operative Association, although they are not in anyway connected, and is just as detrimental to the retail grocery trade in the vicinity in which its stores are located.

From information that can be gathered from shareholders about this Equitable Society, it is shown that its stores were closed on Saturday night Feb. 27. The stockholders blame the promoters of the affair and are probably the "sorest bunch" of people in Toronto city. The company, they say, has failed, the promoters or some of them, they declare, have their money and nothing is left them but the stores themselves and a small amount of goods. These shareholders are principally of English and Scotch descent, and who have recently come to Canada. They haven't very much money to spare and the loss of from twenty-five to seventy-five dollars means a great deal to them.

Question Without Answer.

One of the burning questions among these people is, Where is Samuel Grimason. He, they state, was the general manager of the concern and the man who seemed to be more directly interested in it than any other—at one time. But, where is he now? To this question none of these poor shareholders who were interviewed could give a positive answer. Samuel Grimason was their idol a twelve-month ago, about the time the organization of the Toronto Co-Operative Equitable Society was under contemplation, but to-day, where is he, and where has the money of the shareholders gone?

History of the Society.

The success of the Society is by no means written down in the pages of any history. Its career has been short-lived. About nine or ten months ago the store at the corner of Dovercourt Road and Main St. was established. To-day, with its doors locked and window blinds down, it presents a desolate picture indeed. The other store, at 74 Dundas St., West Toronto, was established about five months ago. Later it was gutted by fire —and insurance received—and to-day it, too, presents a desolate appearance.

The company is said to have had some six hundred shareholders. The price of each share was placed at first at two dollars with the understanding that it would advance later and no person was to be allowed to hold more than twenty-five shares. Some of the stock has not been paid up and those who have taken it are now in a quandary as to whether they will have to hand over the balance or not.

Loose Methods Employed.

W. R. Cowan, clerk in Klees meat market, Yonge St., knows considerable about the concern. He states that for two weeks he was employed in the Dovercourt and Main store, but that he was very glad to "wash his hands clear" of the whole thing at the end of the fortnight.

"They wanted me to go up and run their store for them," he told The Grocer, "and I consented on the grounds that they would meet their accounts and that I should do the buying. They fulfilled their promises in neither case. They wouldn't allow me to look at their books and they wanted me to put $200 into the company. I told them I was too old for that game."

Sunday Meeting Held.

Continuing, Mr. Cowan said: "I tried to make it appear that I would be glad to get out and on a Sunday they held a special meeting. I got my walking ticket on Monday and left—the notice was signed by Chas. Haggart, the then president, who afterwards would not admit to me that he sent it when I had his own signature to it."

Mr. Cowan produced the notice which was signed by Chas. Haggart and which bore the laconic message: "From date your services are no longer required. Please note."

"According to what I saw," said Mr. Cowan, "the liabilities were quite a bit over the assets. It seems to me they —the promoters—divided the money among themselves. They used to take in a lot of money, too, and the business was strictly cash."

General Meeting Called.

The business of the Society was apparently drifting into a bad state and about three or more weeks ago, a general meeting was called at the Occident Masonic Hall. The stockholders, or at least the majority of them who were not conversant with the existing conditions, were there and, it is said, passively agreed at the suggestion of some of the officials to take over the business of the Society. They were offered and accepted the entire control of the business so that now the former promoters and officers have nothing to do with it.

Another meeting was held on Thursday night, March 4, but it was attended by shareholders only. The others were absent.

Among the stockholders are a number of widows residing in the districts where the stores are located and as can be expected, they are highly indignant over the turn affairs have taken.

Lucky Picton Farmers.

It begins to look as if the Picton farmers, who at one time appeared so anxious to organize a similar concern in their town, will be now extremely glad they have their hard-earned cash in the banks and not in a Picton Co-Operative store "where they buy their goods cheaper and are sure of obtaining six per cent. on their money." It does not seem probable that these stores are going to meet with brilliant futures in Canada according to their past history, as it is not likely people will trust their money in concerns that only live a year and hold such reputations as the high-sounding Toronto Co-operative Equitable Society has been represented to possess.

J. P. Langley, McKinnon Building, Toronto, is the assignee and tenders are now being called for the stock, furniture, wagons, etc., of both the stores. At the Dovercourt and Main store the total amounts to $1,444.68, and at the other $476.51. The society is now known as the "Estate of Toronto Co-operative Equitable Society, Limited." T. Parkes was the last president of the concern.

A SUDDEN CHANGE.

Did you ever notice, as day by day,
You meet your grocer upon the way,
How he changes tone and alters his looks
To fit your account upon his books?
If the bills have run but a little while,
He meets your nod with a smuggy smile,
But if for days no cash you send,
His neck is stiff—it will not bend.
This morning my grocer sang out
Hello"
And spoke my name! 'Twas such a
blow
I staggered a bit, but soon understood
Why he was in such a cordial mood
The day before, by force of will
I had managed to pay my grocer's bill.

The Business Man and Law Reform Bill

How the Merchants of Ontario Will Benefit by the Provisions of the New Measure—The Wider Jurisdiction of County Courts as Proposed and as it is To-day—Curtailment of the Number of Appeals—The Contract System Between Client and Lawyer as to Costs Sanctioned—Other Features of the Bill.

As long as law governs all men are subject to it. They cannot get away from its provisions much as they would like to, owing to its costly character, vexatious proceedings, tedious delays, irritating appeals and uncertain results. The trouble hitherto has been that many a business man has chafed under a palpable injustice or silently suffered gross wrong because he did not care to rush into litigation. In the first place, he had no definite idea where an action once begun, would terminate, and in the second place, the expense involved is of such an uncertain nature that the costs of the court, not to speak of solicitor's fees, have financially crippled many an otherwise prosperous and peaceful citizen, who has sought to keep out, of, but has been drawn into, the legal maelstrom.

Reforms are frequently agitated for years before they are realized, but, after public attention and interest have been aroused and various associations have taken up the matter, a law relief measure has at last been introduced in the Ontario Legislature by Hon. J. J. Foy, Attorney-General. The bill has not been printed as yet and will not be specifically discussed and its various details considered in the House until it comes up for its second reading.

It is, however, only natural that any reform of the law which promises to curtail appeals and legalize legal business with a consequent lessening of lawyers' costs, should receive criticism from at least a portion of the legal fraternity. The measure introduced by Mr. Foy, on the other hand, ought to be that much more valuable from the ordinary litigants' standpoint. So far as at present understood, it should produce a simplification of the law that is highly desirable.

Four Main Features.

Stripped of their legal phraseology the main features of the bill are :

The abolition of appeals to the present divisional court.

Limitation of appeals to Privy Council.

Increased jurisdiction for county and district courts.

Contracts between solicitors and clients made possible.

Two branches of supreme court of judicature established to embrace divisional courts.

The question naturally arises what benefit or advantage will the proposed alterations be to business men.

Mr. Foy, the accredited framer of the document, was seen by a representative of The Grocer. The Attorney-General said that he had been an exceptionally busy man with the measure and had been besieged by so many interests, legal and otherwise, that he was not able to partake of his meals without interruption. He added that he had not a word to say in defence or criticism of the bill and would offer nothing in the line of comment until it came up for its second reading. Mr. Foy firmly, but politely, declined to state whether or not it would afford relief to merchants who may find it necessary to go into the law courts.

No Division Court Changes.

There is no change made in the Division Court, and its powers remain the same. These are : (a) All personal actions where the amount claimed does not exceed $60. (b) In any personal action if all the parties consent thereto in writing and the amount claimed does not exceed $100. (c) All claims and demands of debt account or breach of contract or covenant or money demand, whether payable in money or otherwise, where the amount or balance claimed does not exceed $100. (d) All claims for the recovery of a debt or money demand the amount or balance of which does not exceed $200, where the amount or original amount of the claim is ascertained by the signature of the defendant (or of the person whom as executor or administrator the defendant represents). The accrued interest upon any such claim is also included.

The Retail Hardware Dealers' Association is seeking an amendment to the present act, whereby accounts under $25 may be collected by garnishment and accounts under $10 may be collectable before a magistrate. Mr. Foy has promised to give the request careful consideration.

Section 180, Chap. 60, R.S.O., 1897, now says : "No debt due or accruing to a mechanic, workman, laborer, servant, clerk, or employe, for, or in respect of, his wages or salary, shall be liable to seizure or attachment under this act or any other act relating to the attachment or garnishment of debts, unless the debt exceeds the sum of $25, and then only to the extent of the excess."

Section 181 reads : "Nothing in the next preceding section contained shall apply to any case where the debt has been contracted for board or lodging, and in the opinion of the judge, the exemption of $25 is not necessary for the support and maintenance of the debtor's family, or where the debtor is an unmarried person having no family depending on him for support, and the debt was contracted on or after the 23rd day of March, 1889."

County Court Powers.

The jurisdiction of the county courts has been greatly extended and under the terms of the new bill county and district judges will have a great deal to do. Their positions will be much more responsible and their duties more onerous. This is a change, which, in the opinion of many, will benefit the business man and, while the advances are not as great as some may have desired, still a half a loaf is better than no bread.

The changes in brief are :

In all causes and actions relating to debt, covenant and contract, to $600, where the amount is liquidated or ascertained as being due, by the act of the parties or by the signature of the defendant. The amendment raises the amount to $800.

Personal actions, except actions for criminal conversion, libel or slander, up to $200. This sum has been raised to $500.

Trespass or injury to land where the value of the land is not over $200. The amendment makes the sum read $500.

Actions of replevin or for the recovery of property, real or personal, where the value of the goods or effects distrained, taken or retained does not exceed $200. The amendment raises this figure to $500.

In sale or foreclosure proceedings up to $200 ; now changed to $500.

Partnership actions where the capital involved does not exceed $1,000. This is raised to $2,000.

Legacies and interest up to $200, where the value of the estate does not exceed $1,000. These figures are altered to $500 and $2,000, respectively.

All other actions for equitable relief where the sum does not exceed $200. This is made to read $500.

Creditors' claims not over $400 will henceforth rank as $500 in amount.

Lessening Number of Appeals.

The number of appeals is also discouraged and the intention and spirit of the act is evidently to obviate a too often ruinous proceeding to the loser. The sum is elevated from $4,000 to $10,000 on which appeal may be made in the Judicial Committee of the Privy Council, except where constitutional or other highly important points are at issue.

In plain language the amendment on this phase of the matter says :

"Appeal by right to the Privy Council is abolished, and leave to appeal granted by his Majesty is also abolished except where some constitutional matter is concerned, where the matter in controversy exceeds $10,000 in value exclusive of costs, where the questions involved affect rights or interests of such magnitude or importance as to warrant an appeal and the Divisional Court so certifies, and where the liberty of the subject is involved. In other words, the amount upon which appeal can be taken is increased from $4,000 to $10,000.

Court of Two Branches.

The divisions and Divisional courts of the present High Court of the province are also abolished and in their place are established two branches or divi-

sions of the Supreme Court, to be known respectively as the Appellate and Supreme division of the High Court. The Court of Appeal hereafter will be known as the Appellate division, and the bill states that this division is not to be known as a new court, but only as a division of the Court of Appeal. The High Court is to be known as the High Court division of the Supreme Court, and shall not be regarded as a new court.

All jurisdiction power and authority now vested in the Court of Appeal or Divisional Court shall be vested in the Appellate division and there shall be as many divisions of this as shall be necessary to dispose of business.

Neither the Chief Justice nor any of the present judges of the Court of Appeal shall without his consent be arraigned to any duty except sitting on appeals.

Appeals to the Appellate Court may be heard by four judges, except as to controverted election appeals under the criminal code.

A high criminal court will sit in Toronto monthly except during vacation giving ten sittings a year instead of four, thus facilitating the clearing away of criminal business.

Contracts With Lawyers.

Many a business man has been deterred from prosecuting a just claim on entering an action in defence of his rights as, with the way opened for so many appeals and the unknown costs of the court, especially of lawyers—he had no idea of what the outlay would be. The probable expense has held him in check. Under the new measure it is permissible for a client to enter into a contract with a lawyer whereby a case will be carried on for a fixed sum so that the former will enter litigation with his eyes open and know at the outset what a case will cost. Some lawyers strenuously object to this provision and say that, although the practice is in operation in certain states in the Union that it cheapens the profession. Mr. Foy's amendment, however, declares that no solicitor may purchase an interest in his client's action. This is simply the re-enactment of the present law to prohibit the taking up by solicitors of cases on speculation.

The provision in the new act sets forth that, subject to sections 30-46 of the Act a solicitor may make an agreement in writing with his client stating the sum the latter is to pay him for his services in lump sum, salary, or otherwise. Where, however, the solicitor serves his client in any but the Division Court the sum he shall receive for his services shall first be allowed by the taxing officer, should the taxing officer consider the amount unfair he shall have authority to submit it to a judge who may reduce it as he thinks proper and tax the costs in the usual way.

The solicitor is limited to the amount mentioned in the agreement, and this agreement does not free him from liability for negligence or improper conduct during litigation.

No formal action shall be brought on such an agreement, but summary application may be made to a judge who, if he thinks it fair, shall allow it, if not may declare it void.

This measure will it is said, aid litigation as by reason of it the lawyer and client will know exactly where they are at. The contract system between the client and lawyer resolves itself into a straight business proposition. A disputant, when he begins an action does not know whether it is going to cost him $10 or $500, but if the measure carries, he will to his solicitor be able to say: "Here, Smith, how much will you take and see this matter through?" Smith will name his figure and if satisfactory there is an end to it, so far as lawyer's fees are concerned, and a better understanding should prevail.

Speaking from the standpoint of a business man it would appear that simplicity and decentralization are aimed at in the fairly broad measure of law reform. Both are valuable points to the litigants, and they have a strong claim to some consideration. While not as advanced a measure as originally outlined, Attorney-General Foy is evidently proceeding on right lines.

In speaking of law reform it has been asked why it should not be the aim of all interested to work out a code of laws, and state them so explicitly, that all would know them and understand them, leaving to the courts only the task of sifting evidence as to facts? Facts will always be in dispute where self-interests clash, but why should there be eternal disputes as to laws and their meanings? Echo alone answers why?

BUYERS IN TORONTO.

Among the buyers in Toronto this week from outside the city were:

A. B. Scott, Smith's Falls, Ont.
Jno. McClelland, Palgrave, Ont.
T. B. Reeve, Markham, Ont.
Horace Davidson, Unionville Ont.
L. A. Whitmore, Edgeley, Ont.
W. A. Brunton, Newmarket, Ont.
N. A. Malcolm, Malton, Ont.
Andrew Grady, Castlemore, Ont.
J. L. Hewson, Oakville.
G. Hunter, Mount Albert, Ont.
R. A. Dutton, Peterboro, Ont.
Ed. Young, Young's Point, Ont.

NOTES FROM ST. CATHARINES.

March 10.—W. A. Sherwood & Son installed a silent salesman last week. It will be used almost exclusively for confectionery, and will no doubt be the means of improving sales and profits on this line.

It is admitted by those who know that twelve and one-half per cent. is about the lowest percentage of cost that a retail merchant can do business on successfully, and yet we find in this city some grocers selling some lines of fancy biscuits at a gross profit of ten per cent. Even at this there is no allowance for shrinkage or overweight.

Several changes have taken place in Niagara Falls. Mr. Marsh, of Marsh Bros., has purchased the stock and goodwill of Bradt & Co., Erie Avenue. The new proprietor will readjust the stocks and improve the store service. A. McMullen has purchased the stock and good-will of W. E. Misener, grocer, Morrison Street. W. E. Misener has opened up a new store at Niagara Falls South under the firm name of the Cataract Grocery & Meat Co.

BERRIES IN COLD STORAGE.

Red raspberries were a novelty offered for sale in Chicago the other day. A fruit dealer last August put three crates of the berries in cold storage and had them frozen solid. Lately they were thawed out and offered for sale at 25 cents a quart. It is said that, though the red raspberries could be kept fresh in a frozen state for three years the black raspberry, treated in the same way last August, has come out of the ordeal entirely lifeless and tasting like cork.

PERSONAL NOTES.

A. F. Choate, general merchant, Warsaw, Ont., was in Toronto during the week on a business trip.

Thomas Dunne, manager for Whittall & Co., Ceylon, in New York city, was in Toronto this week on one of his periodical visits.

W. S. B. Armstrong, sales manager Red Rose Tea, Toronto, is missing from his accustomed post this week, being confined to the house with the "grippe."

L. W. Smith, formerly with Malta-Vita Pure Food Co., has joined the traveling staff of Hearts of Wheat Co. Ltd. Mr. Smith commences his trip in the city this week.

Harold B. Cox of J. & G. Cox, gelatine manufacturers, was the defeated Unionist candidate in the Edinburgh election the other day, though he reduced the Liberal majority enormously. He is a strong advocate of closer trade relations and the giving of preference to Canadian products.

TRADE NOTES.

The Shredded Wheat Biscuit Co. have now nicely established themselves in their new offices at 49 Wellington St. They were moved from 32 Church St.

E. K. Scoley, grocer, Jarvis Street, Toronto, has formed his business into a limited liability Company, under the title of E. K. Scoley & Co., Ltd.

The Natural Food Co., Niagara Falls, N.Y., intend placing a new breakfast food on the market in a month or so, known as "Choconel." It is made from wheat and the heart of the cocoa bean.

Oliver Peake has bought the Dominion Co-Operative Associations branch grocery and provision store at 1039 Gerrard Street, east, Toronto. Frank Harding, late of Snell's grocery, East Toronto, is in charge.

It takes more than a big store full of goods to keep the people thinking about you. The people think about the things they are constantly told to think about.

Every time you make a sale and forget to charge the goods you lose the cost of the goods and you impress the customer with the idea that after all there is some advantage in not paying cash.

Now in the Hands of the Receivers

Dominion Co-operative Association Has Failed—Smoothness Does Not Mark Its Path—Two Toronto Branches Given Up—Secretary Declines to Say Much About the Failure—History of the Association.

Just at the time of going to press The Grocer received definite information that the Dominion Co-operative Association has failed and that it is now in the hands of a receiver. It made an assignment to E. R. C. Clarkson on Wednesday afternoon. The affairs of the company will be wound up at once. The officers of the company say that not more than $7,000 stock has been sold. The actual liabilities are not known, but stocktaking is now being carried on at the stores and a statement will soon be ready.

During the early part of the present week persistent rumors were afloat to the effect that the Dominion Co-operative Association, Toronto, was going out of business.

To The Grocer, H. Macdonald, secretary of the association, gave a contradiction to this rumor.

"It is," he said, "a difficult proposition to establish a co-operative society in Canada, and at present all co-operative societies here are doing pioneer work. In England, where these associations exist and flourish the building up process has been comparatively easy, because wherever a branch is located there is confidence placed in the organizers by reason of the fact that they are life-long residents and well-known to the people. In Canada, however, this does not hold. Here, where are communities of people from all parts of Britain, not to speak of other parts of Europe, not known to one another, there is rather distrust than confidence. The Association has been trying to gain hold with the newcomers because they have seen and understand its workings."

The Dominion Co-operative Association was incorporated and organized last year under the provisions of the Ontario Companies' Act, "for the purpose," according to the prospectus, "of establishing a main office, supply depot and storehouse, stocked with general merchandise of every kind, to be purchased in the leading Canadian, British and other markets, suitable to the wants of all classes of citizens." The association was to have Toronto as a base and operate branches in the leading centres of the Dominion. The capital was fixed at $1,000,000, divided into shares of $5 each.

The first three stores were opened in Toronto; branch No. 1 at 964 Bloor Street West, last September; branch No. 2 at 1039 Gerrard Street, last December, and branch No. 3 at Yorkville Avenue and Yonge Street, about the middle of January. A movement to establish a branch in Picton a short time ago failed, as was reported in The Grocer at that time.

At present but one store is being operated, branch No. 1, on Bloor Street West. The store on Gerrard Street East was sold some few days ago to Oliver Peake, a shareholder of the association, and the grocery stock at the Yonge Street store was taken away to branch No. 1 this week.

Lack of capital, incompetent help and expensive management are assigned as the causes for the retrenchment. When the first store was opened a large stock of meats was put in, and this is said to have deteriorated, causing some loss to the association. At branch No. 3 the Co-operatives took over C. J. Frogley's cake stand and bakery, and for a time made bread, cakes and pastry. About three weeks ago a stock of canned goods, teas and general grocery lines were added, but the stumbling block seemed to be the baking of bread and placing it on the market in competition with other makes. To establish a custom quite a few loaves of bread are said to have been given away, and to make up for this loss there was no immediate compensation.

For some little time past there appears to have been a number of complaints made by shareholders regarding the management of the association, and the meetings of late are believed to have been not at all harmonious. A change in the directorate was made in February, but evidently the course of sailing has not been smooth.

It is understood a meeting of directors will be held on Saturday evening next at which plans for submission to a general meeting of shareholders on March 19, will be proposed.

One proposition to be submitted is believed to be a plan of reorganization.

A number of grocers in the immediate vicinity of the three Toronto stores were interviewed by The Grocer, and with the exception of those near the Gerrard Street branch, the competition was not at all felt. At the Bloor Street branch the patrons of the Co-operative store lived too far away to affect sales in the grocery stores nearby. There was thus the expense of delivery in almost every case to be reckoned with by the Co-operatives, and this expense cut down profits. Near the Yonge Street branch are some of the highest class grocery stores in Toronto, and the proprietors but smiled when asked the question of competition by the Co-operative store. The Yonge Street branch sold groceries for the past three weeks only, and not one of the grocers nearby missed a single visit from a single customer.

In the east end the Co-operative store was located in the midst of a community of Old Country people who took stock in the association and who became buyers at the store. This affected somewhat the business done at the other grocery stores in the neighborhood, though not seriously. There is one compensating advantage, however, now that the association has withdrawn competition, and that is that the Co-operatives have taught purchasers to buy for cash and the grocers roundabout will not take their one-time customers back except on a cash-paying basis.

LEAVES FOR WINNIPEG.

Presentations to Jas. E. Knox, of McCann-Knox Milling Co. and to Mrs. Knox.

A delightful evening was spent in the Albany Club rooms, Toronto, on Monday night, when Jas. E. Knox, president of the McCann-Knox Milling Co., was the guest of honor and the recipient of some handsome presents. Mr. Knox has been appointed representative of the Dominion Textile Co. and of the Montreal Cotton Mills, and has been transferred to Winnipeg, to which city he went on Wednesday.

The McCann Milling Co. presented him with a black traveling bag and his wife with a leather writing pad. Mr. Knox was also honored by the Albany Club, who gave him a set of cut glass decanters and Mrs. Knox a silver tea service.

Among those present were: Wm. R. Travers, general manager Farmers' Bank; Jno. Sanderson, of the Dominion Textile Co., Montreal; Geo. Cowan, M.P., Vancouver; A. E. Donovan, M. P.P., Brockville: Jno. Cox, Toronto; D. M. Dafoe, Toronto; J. H. Eddis, of the Imperial Bank; Alex Cavanagh, grain merchant and vice-president of the McCann-Knox Milling Co; Wm. McCann, the managing director, and W. G. Milne, secretary-treasurer of the company.

Mr. Knox has been president of the McCann-Knox Milling Co. since it began business.

It's a poor policy to try to get people to patronize you just because you need the money. They may know some fellow who needs the money more than you do.

Grocery News From All Provinces

Western Canada Notes

Too Many Grocery Stores in Vancouver for the Population — Japanese Like British Columbia Apples—Mild Weather at Calgary a Stimulus to Trade.

VANCOUVER.

March 9.—The dropping out of first one grocery store and then another in the residential districts is bringing a realization of the fact that far too many are being started up. It is stated that Vancouver with a far less population than Seattle has as many grocery stores. Certain it is that almost on every corner in districts within walking distance of the downtown business portion are grocery stores, large and small. In the West End of Vancouver are 15 or 20 stores, perhaps more, in an area seven blocks west from Granville Street and ten blocks north and south. One instantly wonders how all can make out. It is the same in other parts of the city, where many residences have been erected within the past couple of years, and to-day several are quitting after losing some money.

Consignments of sugar from Scotland continue to arrive regularly. These are placed on the market at $5.15.

The wholesale grocers have entered into an agreement to close their respective places of business at 1 o'clock on Saturday, a start having been made last Saturday. As all are included in this agreement, it is not probable that there will be any odd ones left open causing disagreement.

H. T. Lockyer, as president of the Wholesale Merchants' Association forwarded $335.95 as a contribution toward the funds of the Children's Aid Society of this city.

A government bill has been brought down in the House to amend the Farmers' Institute and Co-operation Act. It is intended to give to farmers' co-operative societies the power of business companies and joint stock companies under the Companies Act, only making the provision that the business done must be of a purely co-operative nature. There are the usual powers for increasing capital, issue of stock and paying of dividends. In introducing the bill, Hon. Mr. Tatlow, Minister of Agriculture, said there was only one clause that was likely to prove contentious. This provides that not only shall the liability in future be limited, but also in the past, the reason being that these institutions were not like a corporation, but really limited companies.

R. Crawford, who for a year and a half has been in the grocery department of Hunter Bros., Rossland, B.C., has come to the coast.

The services of Harry Beach have been secured by the Kootenay Jam Company of Nelson, as foreman. He was brought up in the business, having had many years practical experience in the Beach preserving and canning plant at Evesham, Worcester, England. He is a brother of Alfred Beach, head of Beach & Sons, Limited.

Reports from H. Duncan, of this city, who was sent with an experimental shipment of 40 boxes of apples to Japan are that the fruit has been received with such favor that there promises to be a large demand for the product of this province on the other side of the Pacific. Mr. Duncan, who is a fruit commission merchant, was sent out from here by the Victoria Fruit Growers' Association, and the apples he took with him were eagerly taken by the merchants both in China and Japan. It is a question of British Columbia being able to supply the demand, for last fall, there was hardly enough fruit on the Coast to fill the orders from the district east of the mountains. All the local apples are practically off the market here now, although it is only the first of March, and what are for sale are nearly all from the State of Washington.

CALGARY.

March 9.—Since the "Government Railway Policy" has been announced by Premier Rutherford, a feeling of increased confidence has been manifest, and preparations are being made for handling a larger volume of business in all lines. Both the C.P.R. and C.N.R. companies have locating parties working close to Calgary, and it now appears certain that in the very near future Calgary will have what she has so long wished for, "More Railways." Both the Grand Trunk Pacific and Canadian Northern will build into Calgary just as fast as it is possible to do the work. The new country which these lines will serve, will create traffic that will more than sustain the line, as practically every acre is good agricultural land. The directors of these railways have visited Calgary often of late, and are satisfied of its growing importance as a distributing centre.

The mild weather is improving business in the city and wholesalers and retailers alike, anticipate a very prosperous year. Reports are coming from Southern Alberta that the farmers are preparing to start spring ploughing.

Grocery prices are steady with a strong tone. Advances are anticipated in some lines of California dried fruits. Prunes, raisins, and peaches are extremely low in price, and any considerable demand from the large Eastern centres will tend to raise prices in California. Local produce is in better supply and selling at more reasonable prices since the cold snap gave way to spring weather.

M. F. Goddard of the Maple Tree Producers' Association, Waterloo, Que., is in town this week booking spring orders for "Pride of Canada" maple syrup and sugars. Mr. Goddard is surprised to find here such mild weather and dry streets, having left his own province buried under two feet of snow.

Maritime Provinces and Quebec

An Extensive Fish Trade Carried on in Halifax—Collapse of Montreal Building —Milling Men Do Not Think More Canals Necessary—Sisal Grass Coming From Havana for Twine Manufacture.

HALIFAX.

March 9.—Fish of all kinds is now in good demand and dealers find trade very active. Salt and pickled fish is in plentiful supply, but there is a scarcity of fresh fish, such as haddock and halibut. Lobsters are also unusually scarce. These conditions are brought about by the stormy weather on the coast, the fishermen being unable to go out to the fishing grounds. There is, however, plenty of frozen halibut, smelts and salmon on the market. Fish prices are steady in all lines, though there is a tendency for salt cod to advance.

None of the grocery dealers in Halifax handle fresh fish. This class of trade has always remained with the fish dealers, and for many years it was confined almost exclusively to the waterfront. In fact, there was in force for a long time an ordinance preventing the sale of fresh fish in stores in any part of the city except along the waterfront. There has been a marked change in the sale of fish here in recent years and the advance is most noticeable. Fish stores are now located in several of the uptown sections of the city, and they are models in cleanliness. Very little fish is exposed for sale, it being all kept on ice, and not brought out until a customer calls for it. The fish that is on view is shown on marble slabs, and only a small quantity of each kind is exposed. Then again, it is always satisfactory to the consumer to buy his fish at these stores as they employ men who know how to clean and dress a fish ready for the table. There is a marked change in such fish as cod and haddock from the time they are taken from the water, and pass through the fish dealers' hands to the con-

sumer. Then the fish have been shorn of all scales, fins, etc., and the flesh is white and clean. There is a large consumption of fish in Halifax. There are at least six large dealers in fresh fish in Halifax, and some of them have as many as six delivery teams. Then again some of the dealers send their teams around with fish daily to the doors of the consumer, and in this way the housewife is able to make her purchase at the door without the bother of going out.

The grocers all handle canned fish, and some of them also sell fresh oysters in bulk. They also handle pickled mackerel, pickled herring, dry salt codfish, and smoked finnan haddie, bloaters, Digby chickens, etc. The profits in fish are not very large, the dealers here handling these lines for the convenience of some of their customers.

Peter Laing, president of the Laing Packing and Provision Company, of Montreal, was on a visit to the trade in Cape Breton this week. This was Mr. Laing's first visit to this section of the Maritime Provinces and in an interview he expressed himself as immensely surprised with the industrial and general development of the Cape Breton district, and he is of the opinion that even more progress would be recorded in the future. Mr. Lerhle, the company's representative, who came down with the president, will remain in Cape Breton for several days.

A. L. Doyle & Co., who for several years conducted a large grocery store at the corner of Sackville and Water Sts., and who retired from business about a year ago, will again resume business at the old stand, known as the "busy corner on the busy street." Everything about the place is now "spick and span" and the shelves are filled with a fine stock of goods. Everything is fresh and new and under the old management the store is expected to take a place in advance of that it before occupied. An elevator has been installed to handle more expeditiously the jobbing trade. The firm will handle the entire output of one of the Annapolis Valley creameries. The store was opened last Saturday for business.

W. A. Craven, representing Chase & Sanborn, wholesale coffee dealers, of Montreal, was in Halifax on business this week.

MONTREAL.

March 10.—The much talked of advance in the harbor rates have not come. The Board of Harbor Commissioners have decided to postpone the proposed advance, for another year at least. Official notification of this decision has been received by the various companies interested.

During the past three years, the heavy expenses incurred by the erection of the new steel freight sheds, have very considerably increased the financial burden of the Board, and many considered it inevitable, that an advance in wharfage rates should come. Strong protests came from shipping and commercial men, and the result was that the Board decided to postpone the advance.

N. S. Crocker and A. V. Boucher, proprietors of the Castle Blend Tea Co. have bought the Lyric Hall block at the corner of Stanley and St. Catherine St. for $271,150. The transfer was made at the rate of $17 a square foot. The property sold was formerly known as the Emmanuel Church property. The purchasers occupy a building on the property, at the present time. The Castle Blend Tea Co. has made the purchase with a view of enlarging their presaent store. Mr. Boucher states, that a new building will be put up on the property neyy year, which has a frontage 120 feet on St. Catherine St., and 140 feet on Stanley St.

Arthur J. Hodgson of the export cheese and butter firm of Hodgson Bros. & Rowson, arrived in England last week on his annual trip.

James Alexander, of James Alexander Limited, left the city on Friday last for New York, whence he sailed for Liverpool on S.S. Baltic on Saturday, Feb. 27, 1909.

Chas. Desjardins, head of the firm of Charles Desjardins & Co., the well-known furriers, has left on his annual visit to Russia, where he will attend the auction sale of furs to be held on the fur markets at Nijni, and Moscow. On the way Mr. Desjardins will also visit the leading fur houses of London, Paris and Leipsic.

Special interest is centred in Mr. Desjardins' trip this year, because he will gather together the stock for his new fur emporium on St. Denis St., which it is said will be the largest store of its kind in the Dominion.

"Canada for the Canadians" seems to be the slogan of Montreal business men. Instead of constructing the Georgeian Bay Canal, via the Ottawa river, to Montreal, as is at present proposed, a New York engineering paper suggests the enlargement of the Welland Canal and the St. Lawrence river canals, and the connecting of Montreal with the seaboard via New York by connecting Lake George and Lake Champlain with the Hudson river by a canal. After presenting a detailed comparison of the Georgian Bay canal via the Ottawa river with their proposed deep waterways canal to New York via Montreal and the Hudson river they conclude with the following declaration:

"Canada will get her full recompense for this seeming final diversion of traffic from her seaports in the enlarged prosperity of her Western provinces and in the tolls which she could readily charge upon a route offering such great advantages to commerce."

Robert Meighen, president of the Lake of the Woods Milling Company, when interviewed regarding this matter said, "In my opinion until climatic conditions in Canada can be altered, the taxpayer, should not be called upon for a further expenditure in connection with canals.

"In a climate such as ours, my opinion is, that canals are something like Noah's Ark—back numbers. You must however bear in mind, that I do not include the Soo Canal. Double track low grade railways, from tidewater to Eastern Georgian Bay ports, would, I am of opinion, make further canal expenditure unnecessary. Let us, winter and summer, be in a position to handle our Western traffic over our own railways. I am decidedly against free canals; I would level toll on all canal traffic, and make the port of Montreal free. What we want, is to have the product of the West brought from Fort William to the Eastern shore of Lake Superior, having elevator capacity there to handle western products, through our own system of elevators, and over our own railways, instead of allowing our freight to be diverted for storage, and exported from Buffalo." Continuing Mr. Meighen said, "It was simply a scheme to completely divert Canadian export business into the United States." Robert Reford, when interviewed also characterized the scheme as ridiculous and also stated that it would divert Canadian trade wholly into the United States channels.

A gentleman connected with the wholesale confectionery trade of Montreal, has invented a new showcase, which will shortly be placed on the market. This case possesses a decidedly novel feature, in the shape of a mirror, which divides the case in two lengthwise and vertically. In front of the mirror, are placed "dummy" packages of stock, and that required for daily use is placed behind the mirror. The stock in the front portion of the show case in this way, need not be disturbed, and the mirror produces an optical illusion of a never changing well stocked case. Another advantage is cleanliness as the display stock is in a dust proof compartment. Patents are being secured in the principal countries of the world.

On Monday night the interior of the building 29 William Street, devoted to commercial purposes, collapsed, three floors and their various contents descending to the basement in a great mixup. The building is owned by C. H. Catelli Ltd., manufacturers of Vermicelli, who occupied the top floor. The second floor was used as a storehouse for woodenware by Laporte, Martin & Co., wholesale grocers, and the ground floor by A. D. McGillis & Co., commission merchants.

The latter deal principally in butter and cheese, but at this time of the year their stock is very light. It is supposed the top floor was overweighted with flour and machinery, causing the collapse.

The buyers in town during the week were:

A. St. Amour, Coteau Junction, Que.
L. Cousineau, St. Scholastique, Que.
O. Lacombe, St. Henri, Mascouche, Que.
E. Lanciault, St. Jacques, Que.
H. A. Valiquette, St. Janvier, Que.
Geo. Beausoliel, Terrebonne, Que.
Aug. Beausoliel, Terrebonne, Que.
Louis Barbeau, Laprairie, Que.
D. Archambault, St. Anne des Plains, Que.
E. Brunet, Pointe Claire, Que.
A. Brassard, Laprairie, Que.
A. Charlebois, St. Telesphores, Que.
A. Labelle, Rosemere, Que.

FOR BENEFITS RECEIVED.

W. L. Hurl, Box 27, Lakefield, Ont., writes:—"Enclosed please find order for 75 cents to cover insertion for one week. Thanking you for the benefits I have derived from the GROCER since I started subscribing for it.

Yours very truly."

F. Robert, St. Hubert, Que.
M. Lefebvre, Cote Rouge, Que.
J. P. Lacroix, St. Lin, Que.

ST. JOHN.

March 9.—There was considerable change in the markets last week, with an upward trend in some lines. Both Manitoba and Ontario flours advanced ten cents a barrel. The quotations now are: Manitoba high grade, $6.60 to $6.70; Ontario mediums, patents, $5.70 to $5.80; Ontario full patents, $5.95 to $6.05. Sugar went up ten cents last Thursday. In the provision line, pork and lard are both dearer, prices now being: American mess pork, $24.25 to $24.75; domestic mess pork, $22.50 to $23; American clear pork, $22 to $24.50; American plate beef, $17.25 to $17.50; pure lard in tubs, $13¾c to 14c. Fancy Barbadoes molasses is cheaper, the quotation now being 38c per gallon.

There was very little doing in the produce line last week. Hennery eggs are cheaper, being quoted at 28c to 30c a dozen, and dealers say the probability is that prices will go still lower. Butter is slightly easier, but it is said the market is problematical as yet. All kinds of canned goods are selling well now.

Another aldermanic candidate has appeared in the field for civic honors in the person of Rupert W. Wigmore, manager of the Sussex Milk & Cream Co. Mr. Wigmore announces that he will oppose Alderman Hamm in Kings Ward.

The grocery and provision store of Captain James A. Calder, at Deer Point, Campobello, was broken into one day last week and about $20 stolen from the cash drawer. No arrests have yet been made.

W. Herbert Downie, who figured in the sensational robbery of the T. S. Simms Co., recently, was given a preliminary hearing last week and has been sent up for trial at the sitting of the Circuit Court, which opens here this week. He was allowed out on $5,000 bail.

The stock and fixtures of C. D. Trueman, wholesale grocer, who assigned recently, will be sold at public auction this week.

The steamship Talisman, in the St. John-Havana service, sailed last Thursday with a full general cargo, including 550 tons of pressed hay from Carleton County. Hay is reported in great demand in Havana, and this is the largest consignment which so far has been shipped from this port. The steamer on previous trips took away thousands of barrels of potatoes for the Cuban market. From Havana the steamer will proceed to Pregresso, Mexico, to load with a cargo of sisal grass, which, for the first time since the line started, will be brought to St. John direct. The grass is consigned to Welling (Ont.) and will fill between fifty and sixty cars. It is used in the manufacture of rope and twine. In previous sailings from the south the Talisman has called at Boston and other U.S. ports to discharge cargo, but it is expected in future the steamer will be supplied with a full cargo direct for this port, as the business is growing all the time.

A new line of steamers, known as the Canada Line, is to operate a service between Hamburg, Rotterdam, Bremen and Halifax and St. John in the winter, and with Montreal as its Canadian terminus in the summer. The first sailing will be the Prinz Oskar, which leaves Hamburg March 22 for this port.

From Ontario Correspondents

Chatham Grocers in Midst of Soap War—No Damage Yet to Peach Crop—Grocer in Toronto Only Away From His Store Thrice in Five Years—Peterborough Members of the Trade Go Into Boot and Shoe Business—Grocers in Brantford and Chatham Selling Flowers.

GUELPH.

March 9.—A large attendance marked the annual meeting last week of the Clerk's and Salesmen's Association of the city at the Commercial Hotel. Officers were elected and the affairs of the Association generally discussed with a display of the greatest interest by the members. Another matter discussed was in connection with the usual Thursday half holiday. It is altogether likely that an effort will be made to have the weekly holiday again this summer.

The following officers were elected :
Hon. Pres.—W. G. Hood.
President—B. A. Macdonald.
Vice-President—J. McKenzie.
Secretary-treasurer—R. S. Robinson.
Executive—John Kennedy, Frank Pepper, Jos. Dingman, J. D. McArthur, E. Hicks, W. G. Buscht, Geo. Freeland and Morgan White.

J. A. McCrea & Son had a half-page ad. last week in our daily paper as an announcement of their annual china and glassware sale.

There was a large and busy market last Saturday. The big winter fair building was filled with plenty of farmers and buyers. Prices however kept high, although everything was picked up readily. Poultry was scarce, chickens holding the fort at from 80 cents to $1.25 a pair. Butter sold at from 24c to 26c a pound, and eggs from 25c to 28c a dozen. Turnips are selling at 3 for 5 cents, parsnips and carrots at 20c per basket. Onions at 25 cents basket ; potatoes 50 and 55 cents per bag. Cabbage are very scarce at from 60 cents to 75 cents per dozen.

The Whitney government has at last passed the grant of $25,000 for the great winter fair at Guelph. This grant solves the problem of where the fair is going to be located. The work can now be proceeded with and the future success of the show is assured. As the grant only provides $5,000 out of the $10,000 extra required, the city will be called upon to decide whether they will increase their grant, or have the plans pared down. The one important factor will be for those in charge to move quickly and have the new building ready for the show in December.

LONDON.

March 9.—Wholesalers report business fair during the past week, trade giving every evidence of picking up. The feature of the week was the advance of 10c in refined sugar, due to an advance in England and increased home demand. Raw sugars are easier, with little coming in, and brokers say it will be a month before there are any large arrivals. Coffees keep very high, and Rios and Santos are advancing. All grades of teas, from finest to lowest, are very firm. There is nothing doing in Japans, last year's crop being pretty well cleaned up.

There is strong probability of an advance in the price of bread in the near future, owing to the repeated jumps in the price of flour. Local bankers claim that while flour has within a little over a year advanced over 75c per cwt., the price of bread has remained stationary. Manitoba flour has increased from $1.90 a bag to $2.75 wholesale car lots. Ontario flour, which is little used in the making of bread, has gone up 40c in the last three months.

Ex-Ald. Wm. Scarlett has purchased the broom manufacturing business of Welford & Co., 381 Glebe St., and will continue it on an enlarged scale.

A new grocery business has been opened by C. Finchamp & Son at the corner of Talbot & Fullerton Sts.

Allan McGregan, city traveler for the Canada Spice Company, has resigned to accept a similar position with Gorman, Eckert & Co.

The fourth of March—settling day—passed off satisfactorily in London, the banks reporting outstanding paper well met, and no business failures or unsatisfactory conditions are known. Bankers interviewed were unanimous in expressing the belief that business conditions are steadily and surely improving. There is more money in the banks than there has been for many a year, and the banks are therefore in a position to encourage with loans all legitimate enterprises. Prices of practically every commodity were never higher than at present, which materially reduces the purchasing power of the dollar. Business conditions in the city are, on the whole, good, both merchants and manufacturers seeing noticeable improvement. Wholesale houses have larger advance orders than they have had for some time and predict that the spring shipments will be greatly in excess of those of a year ago. Customs, inland revenue, bank and clearing house re-

turns all indicate a steady improvement in business.

London is represented as being second only to Montreal among Canadian cities in the manufacture of cigars, and local manufacturers report the outlook as satisfactory on the whole. Some report an increase over the previous year's business while others claim a slight falling off. Interviewed on the subject, R. D. McDonald, of Line, McDonald & Co., said: "The manufacture and sale of the cheaper line of cigars have, to a certain extent, been killed, due to the fact that the Government saw fit to raise the rate of revenue on raw leaf tobacco from 10c to 28c. This increase was made on the first of June last and since then there has been a falling off in the sale of the cheaper goods. It gives the manufacturers in Lower Quebec an advantage and they are displacing some of the trade formerly held by the London manufacturers. This means that the sale of the cheaper lines is much poorer, but the sale of the higher-priced cigars is much better this year than last." At the time that the duty on raw leaf was increased the Government lowered the duty on the manufactured article, but the manufacturers state that the amount of the raise on the raw leaf was more than the cut rate on the cigars and also that there is far more raw leaf brought into the city than there is that goes out, so that this increase was far more than the decrease in the revenue.

The first maple syrup of the season made its appearance in the local market Saturday. If the present weather continues the sap will run freely.

C. L. Mountjoy, head clerk for Ryan & Russell, has so far recovered as to justify his removal from the hospital to his home. He expects to return to his duties at the beginning of next week.

The officers of the Retail Grocers' Association have been informed that the City Council has no power to further increase fruit peddlers' licenses. The association will likely get after tea peddlers who pay neither license nor business tax.

T. A. Rowat & Co., London, grocers, have purchased a store four or five doors east of their present premises, and will shortly move into it.

PETERBORO.

March 10.—J. C. Eaton, of the T. Eaton Co., was in the city last week and denied the rumor that the company had intentions of locating here.

The revenue for the month of February from the Customs House was $17,664, as compared with $16,404 last year.

E. R. Robinson, of Warkworth, has disposed of general store to Mr. Riendeau.

Henry Brandon, of Cannington, received a car of Manitoba flour on Saturday.

An interesting window display is that of White & Gillespie's, illustrating the evolution of the churn. Four specimens are shown. That of the present day is of earthenware with a glass top, providing the best sanitary facilities and at the same time being a labor saver. The next is one that was in use fifteen years ago; there is also one of thirty years, and the last is marked fifty years ago, but might possibly have been used on the ark when that good old ship was mistress of the seas. White & Gillespie keep in stock a complete line of dairy utensils, and this is an ad. for their stock.

The grocers state that they are receiving large demands for dried fruit and chief among the different varieties is the dried apple which is one of the staple Lenten articles.

Four Peterboro grocers and a baker have jointly purchased a building comprising three storeys in the up-town district, and are opening up a boot and shoe store in one of them. The grocers are R. C. Braund, J. T. Braund, Nelson Routley and Wm. Routley. Robert Routley has disposed of his bakery business, and besides having an equal share



ALD. GEO. A. GILLESPIE,

Member of White & Gillespie, Grocers, Peterborough, Who Has Been Elected President of the Board of Trade in That City.

in the enterprise, he will manage the boot and shoe store. The building is of two storeys and was erected last summer for Lendrum, the photographer, from whom it was bought. It is located on Charlotte Street, near George Street, and is considered a good place for business. Work was begun this week to furnish the boot and shoe store. R. C. Braund, J. T. Braund and Robt. Routley were in Toronto three days last week, where they purchased a large stock of what they state is classy footwear. Robert Routley, in abandoning his bakery business, is leaving a good trade which he established some years ago, and has since built up. The four grocers in the enterprise are energetic, and are achieving success. It is not many years ago since not one of them were in business. Their stores are located in different parts of the city, and their union for a single interest should, with their combined efforts, result in the fulfillment of their every expectation.

It is not likely that any of the confectionery dealers of this city will appear before the magistrate for selling "brandied" chocolates. A short time ago a deputation from the local temperance workers waited on the vendors of candies and asked them to do away with any brandy candies they might have in stock. The dealers have complied with the request, and it has not been necessary to take any further action.

Howard Hopwood has been appointed secretary of the Retail Merchants' Association, taking the place of W. Harstone, who resigned. He will call upon the members of the Association and hopes for their co-operation in order to make the organization a success.

Wesley Boorman has purchased the bakery business of Robert Routley and is now in charge of it.

At the annual meeting of the Peterborough Board of Trade on Tuesday night, the following officers were elected: President, Ald. G. A. Gillespie; Vice-President, Ald. W. H. Bradburn; Treasurer, Peter Campbell; Secretary, T. Q. Quartermaine.

TORONTO.

March 9.—In a large city it takes all kinds of grocers to cater to the wants of all kinds of people, and a few notes about the stores as you find them may be interesting. Here is a store with windows clean and clear, and dressed with taste and skill, and the inside neatly arranged, and everything in order. The proprietor and his clerks are all courteous, cheerful, active and obliging, with sense enough to treat even the driver with respect and decency. The very air you breathe seems to be filled with gladness and encouragement. Within two minutes' walk you enter another store, but before you do so, you look at the windows, but you cannot look in for they are boarded up about five feet from the floor. You wonder what it means, but you cannot arrive at any conclusion. You open the door and find the merchant behind his counter and you look around to make sure that you are in a store. Contrary to your expectation you will find the man sociable and a great talker. His ideas are all original and very interesting to himself. You look at the window which on the outside was a mystery, but which is all explained when you see that he is using it for a warehouse. Then you take a look about the store and you are puzzled to know what you see and what you don't see, for the mixture is too much to comprehend at first sight. Instead of trying to get an idea of the whole store, you now confine your attention to what is immediately before you, and you will find on one shelf a few pieces of calico, a few cans of salmon and a fruit cake, and on an-

other a bundle of socks, some underwear and some jam. In the show case there are marbles, candy, shoe polish, spools, ribbons, pies and cakes. This sort of store actually exists in Toronto. Among the many things the "boss" related was the fact that he had only been away from his store three times in five years. Once he went to his father's funeral and twice to the Police Court.

Another five minutes' walk brings you to another grocer. He deals principally in candies, three for a cent, and prides himself on being an "American" and not of the slow-going Canadian kind. You now strike a number of very fine fellows, with good stores, where everything looks businesslike. They keep in touch with everything connected with the trade, and are, of course, readers of their trade paper—The Canadian Grocer.

Johnston Bros., 298 Dundas Street, have added an up-to-date pair of scales and a new refrigerator to their store fixtures.

W. Waddell, 218 Christie Street, has sold his business to H. W. Smith, who takes possession at once.

T. F. Gibbs has moved from the corner of Melleville and Shaw Streets to 1012 Shaw Street, into a new store.

F. H. Ross has moved from 93 Arthur Street, to 1049 Shaw Street, where he owns the property.

Mrs. E. J. Tilly, 129 Augusta Street, is extending her store by adding another room to it. She will now have a nice store, and, with her own business ability and the assistance of her bright daughters, should increase her trade.

W. H. Woods has purchased Mr. Baker's business, 182 Dundas Street, and has taken possession.

In response to the desire of grocers on Yonge Street north of the track to have the free express delivery, The Canadian Grocer interviewed the two express companies in the city and found that neither the city nor any one else has any jurisdiction over them. and that they extend their limits from time to time as business develops sufficiently to make it pay. If the merchants in that part of the city could get some estimate of the express business, and then see the companies, they would likely give careful consideration to their needs.

BRANTFORD.

March 9.—The merchants are still dissatisfied at the way in which farmers are allowed to come to the city and purchase cheese at the wholesale house and take it on the market. Some have a particular stand in the market house where one can see them every Saturday, usually selling at two cents per pound less than the merchants. They can, of course, easily afford to, as the only expenses they have is 25 cents for stand, and as the cheese is all cut in one day they have no loss from shrinkage. Needless to say, they are doing a flourishing business, one man selling as much as five hundred pounds on a Saturday.

The Grocers' and Butchers' Association representatives met the Buildings and Grounds Committee of the City Council and presented their grievances in regard to the way cheese was being sold on the market and after a consultation with the city solicitor, were unable to do anything. The grocers have no objections to the man who makes his own cheese going there to sell it.

J. Huffman is on the sick list.

One morning last week the firemen were called out to a fire over J. Forde & Co.'s grocery, Market St., arriving in time to put it out with chemicals before much damage was done.

F. Matthews, who has a fine store on Brant Ave., in the residential portion of the city, has also started to handle flowers, he states that it is a very profitable line and also assists materially in making the store much brighter.

ST. THOMAS.

March 9.—Both markets were quite large for this season of the year on Saturday owing possibly to the fine mild weather. Eggs were in demand and although the supply was liberal, all offered were readily disposed of at 25c per dozen. Butter was somewhat similar and 28c was the ruling price, although many of the grocers were selling butter at 25c a lb. The farmers sold potatoes from 80c to 85c a bag and spy apples at 45c per peck. Cabbage was not to be had but other vegetables such as parsnips, carrots and turnips, were quite plentiful.

James McMannus, formerly a grocer in this city, has accepted a position as traveler for Wall & Guppy, Windsor.

CHATHAM.

March 9.—There is a merry soap war among the King Street grocers just now—at least, it is merry for the purchasers, though most of the grocers view it in any but a cheerful light. For some time hast the practice of "cutting" on soap has been indulged in by a few grocers on the back streets, but the King Street men took no notice till last Saturday, when one of the prominent grocers advertised all lines of soap at 6 bars for 25c. Monday morning all the other King Street grocers dropped their prices to suit, and purchasers are now able to buy all the leading soaps at a price cheaper than the wholesale price plus handling. The soap war was the outstandard topic of discussion among the grocers this afternoon. "You can say that the grocers have gone clean crazy," remarked one of the fraternity to The Grocer representative. He proceeded to illustrate by figures.

"One particular soap," he said, "costs us $3.65 per 100 bars, when we can buy in large lots. Selling at 6 bars for a quarter gives a fraction less than $4.17, or 52c approximately, profit. That isn't too bad. But come to other varieties, which cost $3.75 when grocers can purchase in the largest lots possible—and those who can't buy in large lots pay $3.85 or $3.90 per 100. Sell at $4.17 per 100, and you will have a profit of 42c at best, or 27c at worst—less than 10 per cent. Now, it costs the average grocer from 12 to 15 per cent. to run his business. So we are actually losing money in order to do business."

He added that there was a man with a wagon who sold 8 bars for 25c, with every $1.50 worth of goods purchased. "In such a case there are opportunities for making up, and the customer pays the shot; but when the grocer makes a straight sale of 6 bars for 25c he pays."

Another grocer, who had also come down to the prevailing price, declared that it was simply a case of the grocer working to put money in the pocket of the manufacturer. "It doesn't even draw trade," he added, "because we have all come to the same price. The people who start to cut after this fashion hurt others without benefitting themselves."

Something of the same kind seems to be going on in Ridgetown, the only difference being in the commodity, which is sugar. Both the Craig Co., Limited, and Jeffries & Smith, are advertising sugar at $4.50 per cwt., or 22 pounds for $1.

Wm. Anderson has in a stock of potted flowers appropriate to the coming Easter season, comprising hyacinths, daffodils, ferns and others. The potted plants add quite a bit to the attractiveness of the interior, and are a good side line.

The local butter situation is in a dubious state just now, the grocers being as it were between two fires. The local prices have been kept high, and the outside market is in bad shape, so that in paying the local market price here, grocers will be giving from 5c to 6c more a pound for their butter than they can get for it outside. The situation would be all right if the supply were not greater than the demand, since butter retails here at a fair living profit. The retail price, 25c, gives a fair average profit, the butter costing the grocer 20c. This is, however, 5c higher than the grocers can get outside, the best offers just now being no more than 15c.

Grocers are experiencing a scarcity of bananas, supplies being difficult to secure. The effect is enhanced by the fact that apples also seem scarce, and people are calling for bananas for use in salads, etc.

J. A. Mackness, who recently purchased the O. I. Dolsen grocery, 68 St. Clair Street, is doing considerable newspaper advertising and reports business good.

The capital of the Wallaceburg Sugar Co. has been increased from $500,000 to $1,500,000, a step no doubt resulting from the recent purchase of the Berlin sugar factory. Agriculturists are now busy securing the beet acreage for the Berlin concern, which it is intended to operate this year.

J. A. Hillman has purchased the grocery business of E. G. Coulter, at Wheatley. Mr. Hillman has had quite a bit of business experience and is a live salesman.

A new peach district, which promises to develop, is located in Lambton county, on the Huron shore. D. Johnson, president of the Forest Fruit Growers' Association, has 11 acres in peaches, and intends adding 10 next spring. He states that frost this year has caused no damage.

Markets and Market Notes

SEE ALSO PROVISIONS, CEREALS AND FRUIT VEGETABLES AND FISH DEPARTMENTS, ON PAGES FOLLOWING.

QUEBEC MARKETS

POINTERS—
Sugar—Advanced 10 cents.
Nuts—Demand increasing.
Glucose—Advance of 10 cents.
Canned Fruits—Good demand.
Starch—Declined.

Montreal, March 10, 1909.

Reports from the country state that trade is keeping brisk. A little slump is generally expected at this time of the year, owing to the breaking up of the roads. Country paper maturing has been fairly well met during the last week. There have been few changes in the market of very great importance during the week. The demand for nuts has brightened up somewhat during the week. The tone of the market is steady and stocks of walnuts are moderate, and with an increase in the demand, higher prices, it is felt, would prevail. Shelled almonds are stronger in tone owing to stronger tendency of the primary markets. Sugar is the feature of the week. The raw market has been very strong for some time, consequently refiners have put up prices 10c all around. Glucose has advanced 10 cents.

Cgnada laundry and corn starch are down a half cent.

SUGAR—Owing to stronger position of primary markets, prices on sugar have advanced 10c all around.

Granulated, bbls	$4 50
" ½-bbls	4 65
" bags	4 45
" 20-lb. bags	4 55
" Imperial	4 20
" Beaver	4 20
Paris lump, boxes, 100 lbs	5 35
" " " 50 lbs	5 45
" " 25 lbs	5 65
Red Seal	0 35
Crystal diamonds, bbls	5 65
" " 100 lb. boxes	5 75
" " 50 lb. "	5 85
" " 25 lb. "	6 05
" " 5 lb. cartoons	0 40
Extra ground, bbls	4 90
" " 50-lb. boxes	5 10
" " 25-lb. boxes	5 30
Powdered, bbls	4 70
" 50-lb. boxes	4 90
Phoenix	4 45
Bright coffee	4 40
No. 3 yellow	4 30
No. 2 "	4 20
No. 1 " bbls	4 10
No. 1 " bags	4 05

SYRUPS AND MOLASSES—Barbadoes continues the feature of the market. Supplies are getting extremely low, and prices consequently continue to rule high. Syrups are quiet, and in fair demand.

Barbadoes, in puncheons	0 44	0 46
" in barrels	0 46½	0 48½
" in half-barrels	0 47½	0 49½
" fancy		0 [illegible]
New Orleans	0 22	0 35
Antigua		0 30
Porto Rico		0 40½
Corn syrups, bbls		0 03
" ½-bbls		0 03
" ¼-bbls		0 03
" 38½ lb pails		1 75
" 25 lb pails		1 25
Cases, 2 lb tins, 2 doz per case		2 40
" 6-lb. " 1 doz. "		2 75
" 10-lb. " ½ doz. "		2 65
" 20-lb. " ¼ doz. "		2 60

MAPLE PRODUCTS—business in maple products continues dull.

Compound maple syrup, per lb	0 04½	0 05
Pure Townships sugar, per lb	0 06	0 07
Pure syrup, 8½lb. tin	0 60	0 65½

TEA—Japans are the feature of the market, owing to their strong position. Stocks are running low, and a shortage seems inevitable. Formosas are in good demand, also Pingsueys. Other lines are meeting with an indifferent sale.

Choicest	0 38	0 45
Choice	0 32	0 37
Japans—Fine	0 27	0 30
Medium	0 22	0 23
Good common	0 21	0 22
Common	0 19	0 21
Ceylon—Broken Orange Pekoe	0 20	0 38
Pekoes	0 19	0 20
Pekoe Souchongs	0 19	0 20
India—Pekoe Souchongs	0 17½	0 18
Ceylon greens—Young Hysons	0 19	0 25
Hysons	0 18	0 20
Gunpowders	0 17	0 25
China greens—Pingsuey gunpowder, low grade	0 12½	0 16
" " pea leaf	0 19	0 27
" " pinhead	0 30	0 45

COFFEE—There has been a steady demand for coffee, at unchanged prices.

Mocha	0 18½	0 25
Rio, No. 7	0 09	0 11
Santos	0 12	0 15

DRIED FRUITS—The chief feature of the dried fruit market is the scarcity of currants. California and Valencias are moving slowly. Prunes and apricots are in good demand. Some inquiry is being made for figs. Other lines are quiet at unchanged prices.

Figs—		
Bag figs	0 01½	0 05
Tapnets	0 03½	0 05
Elemes	0 08	0 14
Dates—		
Hallowees, per lb	0 05	0 06
Sairs, per lb		0 05
Malaga Raisins—		
London layers		2 25
"Connoisseur Clusters"		2 50
" " ½-box		0 75
"Royal Buckingham Clusters," ½-boxes		1 30
" " boxes		4 75
"Excelsior Windsor Clusters"		5 75
" ¼'s		1 60
Australian raisins	0 07	0 08
California Raisins—		
Fancy seeded, 1-lb. pkgs	0 09	0 10
Choice seeded, 1-lb. pkgs	0 08½	0 09½
Loose muscatels 3 crown	0 08	0 09
" " 4 crown	0 09	0 10
California Evaporated Fruits—		
Apricots, per lb	0 12	0 14
Peaches, "	0 11	0 11
Pears, "		0 13
Prunes—	per lb.	
Prunes 25-lb. boxes, 30-40s	0 10	0 12
" " " 40-50s	0 09	0 10
" " " 50-60s	0 08½	0 10
" " " 60-70s	0 03	0 08½
" " " 90-100s		0 07
Currants, fine filiatras	0 06½	0 07
" Patras	0 08	0 08½
" Vostizzas	0 08½	0 09½

SPICES—Whole cloves are a shade firmer this week for lower grades. There is only a fair inquiry for all lines of spices. With the exception of whole cloves prices are unchanged.

	Per lb.	
Peppers, black	0 14	0 20
" white	0 20	0 27
Ginger, whole	0 15	0 20
" Cochin	0 17	0 20
Cloves, whole	0 18	0 30
Cloves, ground	0 20	0 25
Cream of tartar	0 23	0 30
Allspice	0 13	0 15
Nutmegs	0 30	0 60
Cinnamon, ground	0 15	0 19
" whole	0 14	0 16

RICE AND TAPIOCA—There is a reviving interest in tapioca being shown. Rice is in fairly good demand. Stocks of the cheaper grades are low.

Rice, grade B, bags 250 pounds	3 15
" " " 100 "	3 15
" " " 50 "	3 25
" " pockets 25 pounds	3 30
" " ½ pockets, 12½ pounds	3 40
" grade c.c., 250 pounds	3 05
" " 1 0 "	3 5
" " 50 "	3 15
" " pockets 25 pounds	3 15
" " ½ pockets, 12½ pounds	3 25
Tapioca, medium pearl	0 05

BEANS AND PEAS—Dealers state that boiling peas of good quality are hard to procure. Beans are in good demand and market is firm.

Ontario, pickers	1 90 2 00
Peas, boiling	1 35 1 40

EVAPORATED APPLES—Evaporated apples continue scarce, and the price remains firm.

Evaporated apples, new	0 03 0 08½

FURS—No changes have been noted in the fur situation.

Mink	5 00 6 50
Marten, pale	4 00 6 00
" dark	8 00 20 00
Fox, red	4 00 6 00
Lynx	9 00 15 00
Otter	15 00 25 00
Fisher	7 00 12 00
Weasel	0 25 0 35
Muskrat	0 15 0 25
Canadian coon	0 75 1 25
Skunk	0 40 1 25
Bear, large	8 00 10 00
" small	3 00 5 00

CANNED GOODS

MONTREAL—There is an improved demand for canned fruits and vegetables. Canned fish is not going as fast as it should, for this time of the year. Baked beans are moving well. Meats are neglected.

TORONTO — As intimated before canned peas are running short and it is not likely the supply will be able to meet the demand. No new peas will be on the market until July. Corn is taking the place of peas, where the latter cannot be had, and there may be a shortage in canned corn also.

Tomatoes, beets and pumpkin are in fairly good demand, more so than fruits. Of the latter apples, peaches, plums, pears, raspberries are in only fair demand, in the order mentioned.

FRUITS.

	Per doz. Group 1.	Per doz. Group 2.
Apples, 3's standard	$1.00	$ .95
" 3's preserved	1.45	1.40
" gals. standard	2.55	2.50
" gals. preserved	4.00	3.95
Blueberries, 2's standard	1.20	1.15
" 2's preserved	1.70	1.65
" gals. standard	5.05	5.00
Cherries, red, pitted, 2's	1.95	1.90
" red, not pitted, 2's	1.55	1.50
" red, not pitted, gals		6.50
" red, pitted, gals		8.00
" black, pitted, 2's	1.95	1.90
" black, not pitted, 2's	1.55	1.50
" white, pitted, 2's	2.05	2.00
" white, not pitted, 2's	1.65	1.60
Grapes, white, Niagara, 2's, pavd.	1.45	1.40
" white, Niagara, gals, std.	3.55	3.50
Lawtonberries, 2's, heavy syrup	1.95	1.90
" 2's, preserved	2.20	2.15
" gals, standard	7.55	7.50

Currants, red, 2's, heavy syrup	195	1.90
" red, 2's, preserved	2.20	2.15
" red, gals, standard	.....	5.00
" red, gals, solid pack ...	.....	7.00
" black, 2's, heavy syrup...	1.95	1.90
" black, 2's, preserved	2.20	2.15
" black, gals, standard	.....	5.25
" black, gals, solid pack...	.....	8.00
Plums, Damson, 2's, light syrup...	1.00	.95
" Damson, 3's, light syrup	1.40	1.35
" Damson, 2's, heavy syrup	1.15	1.10
" Damson, 2½'s, heavy syrup ...	1.80	1.75
" Damson, 3's, heavy syrup ...	1.90	1.85
" Damson, gals, standard	2.90	2.85
" Lombard, 2's, light syrup	1.00	.95
" Lombard, 3's, light syrup ...	1.45	1.40
" Lombard, 2's, heavy syrup ..	1.20	1.15
" Lombard, 2½'s, heavy syrup.	1.85	1.80
" Lombard, 3's, heavy syrup...	1.95	1.90
" Lombard, gals, standard	3.05	3.00
" Green Gage, 2's, light syrup.	1.40	1.35
" Green Gage, 2's, heavy syrup.	1.55	1.50
" Green Gage, 2½'s, hvy. syrup	1.85	1.80
" Green Gage, 3's, heavy syrup	2.05	2.00
" Green Gage, 3's, light syrup	1.85	1.80
" Green Gage, gals, standard.	4.05	4.00
" Egg, 2's, heavy syrup	1.55	1.50
" Egg, 2½'s, heavy syrup	1.85	1.80
" Egg, 3's, heavy syrup	2.05	2.00
Rhubarb, 2's, preserved	1.80	1.75
" 3's, preserved	2.45	2.40
" gals, preserved	3.30	3.25
Strawberries, 2's, heavy syrup	1.95	1.90
" 2's, preserved	2.20	2.15
" gals, standard	7.05	7.00
" gals, solid pack	9.80	9.75
Raspberries, red, 2's, heavy syrup...	1.95	1.90
" red, 2's, preserved	2.20	2.15
" red, gals, standard	7.05	7.00
" red, gals, solid pack	9.80	9.75
" black, 2's, heavy syrup.	1.95	1.90
" black, 2's, preserved ...	2.20	2.15
" black, gals, standard...	7.05	7.00
" black, gals, solid pack...	9.80	9.75
Peaches, yellow, 1½'s, flats	1.70	1.65
" yellow, 2's	1.95	1.90
" yellow, 2½'s	2.65	2.60
" yellow, 3's	3.05	3.00
" yellow, 3's, whole	2.30	2.25
" white, 2's	1.85	1.80
" white, 2½'s	2.55	2.50
" white, 3's	2.80	2.75
" pie, not peeled, 3's	1.45	1.40
" pie, not peeled, gals	4.30	4.25
" pie, peeled, gals	6.05	6.00
" assorted pie fruits, gals...	(add 5	p.c.)
Pears, 2's, Flemish Beauty	1.70	1.65
" 2½'s, Flemish Beauty	2.00	1.95
" 3's, Flemish Beauty	2.15	2.10
" 2's, Bartletts	1.90	1.85
" 2½'s, Bartletts	2.20	2.15
" 3's, Bartletts	2.35	2.30
" pie, not peeled, 3's	1.30	1.25
" pie, peeled, gals	4.05	4.00
" pie, not peeled, gals	3.55	3.50
" 2's, light syrup, "Globe"		1.25
" 3's, light syrup		1.85

ONTARIO MARKETS.

POINTERS—
Sugar—Advanced 10 cents.
Starch—Decline Maintained.
Glucose—Advance 10c cwt.
Beans—Steady Demand.
Tea—Market is Strong.
Dried Peaches—Good Demand.
Rice—Scarcity in Cheaper Grades.

Toronto, March 11,1909.

Brokers and wholesale merchants are all agreed that the coming year will bring improved business conditions. The outlook is indeed very bright. Collections are, however, reported but fair.

As anticipated last week the price of sugar advanced here. This occurred on March the fourth and amounted to 10 cents. It followed the advance in the United States mentioned last week which was due to raws going up.

The reduction in starch referred to last week was not a natural one, but purely local. Back to its former condition in a short time is not unlikely. Glucose on the other hand has advanced 10 cents per cwt. due to the high price of corn.

The market in tea this week is very strong with the probability that it will be still stronger. Dried fraits, principally prunes, peaches and Valencia raisins are good sellers. Canned peas and probably corn will be short.

SUGAR—On March 4th sugar advanced 10 cents, as was expected. The demand has been firmed, the advance here following that on New York mentioned in last week's issue. It was due to a rise in the price of raws. Another advance would be no surprise.

"Crystal Diamonds," barrels	....	5 75
" " half barrels.....	....	5 85
" " boxes, 100 lbs.....	....	5 95
" " 50 lbs.....	....	6 05
" " 25 lbs.....	....	6 25
" " 5-lb. cartons, boxes 100 lbs....		8 10
St. Lawrence Crystal Diamond Dominos, 5 lb. ctns		8 20
Paris lumps, in 50-lb. boxes.....	....	5 65
" in 100-lb. "	....	5 55
in 25-lb. boxes	....	5 85
Red Seal	....	7 10
St. Lawrence granulated, barrels.....	....	4 60
Beaver granulated, bags only.....	....	4 30
Redpath extra granulated.....	....	4 60
Imperial granulated.....	....	4 30
Acadia granulated, (bags and barrels).....	....	4 50
Wallaceburg.....	....	4 40
St Lawrence Golden bbls.....	....	4 20
Bright coffee.....	....	4 50
No. 3 yellow.	....	4 40
No. 2 "	....	4 30
No. 1 "	....	4 20

Granulated and yellow, 100-lb. bags 5c. less than bbls.

MOLASSES AND SYRUPS—Last week's quotations in these markets still prevail, though the molasses market is a shade easier. The reduction in starch announced last week has no effect on the syrup market.

Syrups		
Medium.....	0 30	0 35
Bright	0 40	0 45
	Per case	
2 lb. Tins, 2 doz. in case.....	....	2 40
5 " " "	....	2 75
10 " " ½	....	2 65
20 " " ¼ " "	....	2 60
Barrels	....	0 03
Half Barrels	....	0 03½
Quarter "	....	0 03½
Pails, 38½ lbs. each	....	1 75
" 25 " "	....	1 25
Maple syrup—		
Gallons, 6 to case.....	.....	4 50
½ " 12	....	4 80
Quarts, 24 "	...	4 80
Pints, 24 "	....	2 50
Molasses—		
New Orleans, medium	0 30	0 35
" bbls.....	0 28	0 30
Barbadoes, extra fancy.....	....	0 45
Porto Rico.....	0 45	0 60
West Indian.....	0 31	0 33

TEA—The tea market is very strong this week and the tendency is for a still stronger market. All grades seem to be affected. One wholesale grocery firm states that there is a good demand now for bulk tea from the retailers.

DRIED FRUITS—The market in prunes is reported bare, so far as some sizes are concerned, but full lines are expected soon. There is a good demand for prunes and especially good for dried peaches, which have eased off in price. Dried apples and apricots are only in fair demand. Currants were scarce, but are not at the present time. One wholesale grocery firm in speaking of the raisin situation said: "We never sold so many raisins as we did this year." The call for Valencias is splendid. Bosnian prunes are on the market here and are reported to be good sellers.

Prunes—				Per lb
30-40's, 25-lb boxes.....			....	0 10½
40-50's, 25-lb. boxes.....			....	0 09½
50-60's, " "			....	0 08½
60-70's, " "			....	0 08½
60-70's, 50-lb. boxes.....			....	0 08½
80-90 " "			....	0 07½
90-100, " "			....	0 07
Apricots—				
Choice, 25-lb boxes			....	0 12½
Fancy, " "			....	0 16
Candied and Drained Peels—				
Lemon.....	... 0 10	0 11	Citron	0 17 0 20
Orange	0 10½	0 12		
Figs—				
Elemes, per lb.....			0 08	0 10
Tapnets, "			0 03½	0 04
Bag Figs.....			0 03½	0 04
Dried peaches.....			0 07½	0 08½
Dried apples.....			....	0 07½
Currants—				
Fine Filiatras....	0 06½	0 07	Vostizzas.....	0 08½ 0 09
Patras	0 08	0 08½		
Uncleaned, 1c less.				
Raisins—				
Sultana			0 07½	0 09
" Fancy			0 11	0 12½
" Extra fancy			0 14	0 16
Valencias, ...			0 05½	0 06
Seeded, 1-lb packets, fancy.....			...	0 08
" 16 oz. packets, choice.....			....	0 08
" 12 oz. " "			....	0 07½
Dates—				
Hallowees	0 05½	....	Fards choicest.....	.... 0 08
Sairs	0 05	....	" choice.....	.... 0 07½

NUTS—There is a steady demand for shelled nuts, but not much for any others.

Almonds, Formigetta	....	0 12½
" Tarragona.....	....	0 13
" shelled.....	0 30	0 32
Walnuts, Grenoble.....	....	0 14
" Bordeaux.....	....	0 11
" Marbots.....	....	0 12
" shelled.....	....	0 28
Filberts.....	....	0 10
Pecans.....	0 16	0 18
Brazils.....	....	0 15
Peanuts.....	0 10	0 12

RICE AND TAPIOCA—Rice is still reported scarce and it is almost impossible to get some of the cheaper varieties. There is not much demand for tapioca and less for sago. Twenty pounds of tapioca to one of sago, is one man's estimate.

	Per lb	
Rice, Siam	....	0 03½
Standard B, from mills, 5cwt. lbs. or over, f.o.b., Montreal	....	2 95
Rangoon.....	0 03½	0 03¾
Patna.....	0 05½	0 05¾
Japan.....	0 05½	0 06½
Java.....	0 06	0 07
Sago.....	0 05	0 06
Seed tapioca	....	0 06
Tapioca, medium pearl.....	....	0 04½

SPICES—The spice market remains the same as last week.

Peppers, black pure.....	0 14	0 20
" white pure	0 22	0 30
" whole, black.....	....	0 14
" whole, white.....	....	0 28
Ginger	0 18	0 25
Cinnamon	0 25	0 40
Nutmeg	0 35	0 90
Cloves, whole.....	0 25	0 35
Cream of tartar.....	0 22	0 25
Allspice.....	0 16	0 19
" whole.....	0 17	0 20
Mace ground	0 80	0 90
Mixed pickling spices, whole.....	15	0 20
Cassia, whole.....	0 20	0 25

BEANS—There is still a good call for beans and the prices remain firm as last quoted.

Beans, hand picked	2 25
" prime No. 1. "	2 00
" Lima, per lb	0 07½

EVAPORATED APPLES—For this article there comes a good demand from lumber and construction camps. Evaporated apples are quoted at 7¾c.

Evaporated apples.....	0 07½

Because a clerk goes wrong is no sign that he hasn't in him the making of a better man than some you haven't found out. Think it over before you turn him loose with no recommendation but a bad character.

WESTERN WHEAT INTERESTING

In Restless Condition During Last Week—Dry Weather of Last Autumn Not Advantageous—West Wants Ontario Oats and Ontario Horses —Government Ownership of Elevators.

Winnipeg, March 9.—The wheat situation has been the leading interest for another week and bids fair to hold the centre of the stage until navigation opens at least. Winnipeg is at present a narrow and easily influenced market, so that it goes up and down with almost equal rapidity. It broke Thursday and Friday and showed on Friday night a drop of 4⅛ from the high point of the month for May, but on Saturday, with apparently no reason, it rallied 2c. This was mainly on a big buying order of one brokerage firm and was supposed to be for one local speculator only.

The high prices of the earlier days of last week certainly increased the receipts passing Winnipeg, and though lines of elevators report that receipts are still light, they are certainly increasing. There seems always wheat to be dug up once the price is high enough.

The advance in prices has put a serious check on export trade, but some fifteen to twenty loads was worked on Friday night, and was sold on the bid received on offers sent out on Thursday when the market was at its high point, by Saturday morning cables were so much lower that with the reaction of 2c it was impossible to do business.

The milling trade presents some interesting features. Pretty close inquiry goes to show that both of the largest milling companies still need to buy wheat and a good many are speculating as to whether the failure to agree to put up the price of flour in proportion to the recent advances in wheat, bears any relation to the fact that they need more wheat and have been waiting for the slump. It was pretty generally understood they were buyers on Friday when the market reached its low point and indeed are buyers right along when there is any break in the market. Reports reaching here from Ontario indicate that the stocks of Ontario millers are lower than usual and that they, too, have been hoping for a slump in Western wheat prices.

Autumn Damage to Wheat.

The U.S. Government report of Monday is being awaited with considerable interest as the recent crop news from the winter wheat states has been bearish, or rather more bearish than expected. There are a good many Winnipeg grain men touring in the south at present, as is usual during February and March and letters and wires from them indicate that damage to winter wheat is really serious. The damage being largely that, at the time the wheat was planted the ground was so fearfully dry that a very large quantity, many thousand acres, was blotted out and never replaced. In many parts of the winter wheat states the weather continues extremely dry and some of the most conservative of the Winnipeg dealers, who have been quietly gathering information for some weeks, hold a very unfavorable opinion of the winter wheat crop. The condition of the United States winter wheat crop is unquestionably the leading factor in whether our wheat will or will not go higher.

Oats have continued to develop interest during the week and the outlook is strong. The demand from Ontario has increased very materially and there are also many inquiries from the West from railway contractors.

The enormous amount of railway construction planned for the coming summer has stimulated interest in both oats and horses.

Ontario Horses Go West.

Shipments of horses from Ontario have been heavy of late and there have been one or two auction sales at which the prices realized were good but the best trade is being done quietly in the big sale barns. One house sold 45 horses in less than a week and the demand is certainly good. Dealers complain that they cannot get as many good heavy horses from Ontario as are required for the Western trade.

The movement in the direction of railway construction has helped the price of hay also, but only for freshly baled hay. Hay that was baled in the fall with the view of supplying lumber and wood camps continues a drug on the market and many who speculated in the baling of hay will lose considerably. The long spells of extremely mild weather have also materially lessened consumption among the farmers themselves.

Millinery Openings.

It is a far cry from oats and hay and horse to millinery openings, but all have their place in the situation in the West just now. The spring openings of both the wholesale and big retail houses were all held during the past week and the department stores also held openings of spring costumes and suits. Wholesale men and retail alike agree that it has been the best opening season for several years. The weather was exceptionally fine and mild, there was a large attendance of milliners from country points at the wholesale openings and they bought largely of good stuff. Retail men declare also that this spring the amount of orders actually placed on the opening days was exceptionally large.

Spring millinery and suit openings are generally considered a pretty good barometer of trade conditions and certainly the barometer showed a strong upward tendency in the volume of trade.

It looks very much as if the Roblin Government, which prorogued this week, wanted to shut off inquiry into many of their little doings which have been actively pushed by the Opposition, as there is still a large amount of business that has not received adequate attention and the session was exceptionally short. The present attitude of the Roblin Government is to throw the whole onus of the ownership of elevators on the Dominion Government. The argument has been hot along this question and also along the line of compulsory education.

In the matter of the Government ownership of interior elevators, in spite of the monster petition presented to the Government asking for them, there are not lacking signs that the more intelligent and thoughtful of the farmers are in no haste to have this question decided off the bat. It involves too much and is too radical to be dealt with in a hurry. The chief indication of the awakening of farmers along that line is the increasing number of letters on the subject to the daily and weekly papers.—H.

MANITOBA MARKETS

Winnipeg, March 9.—Many new lines of goods are being introduced and great confidence is shown regarding future trade. Wholesalers report last week business to be very satisfactory. Prices have advanced on sugar and rolled oats, but show a decline on starches.

The continued mild weather has had much effect in reducing egg prices.

SUGAR—The market is strong at the following advanced prices :

Montreal and B.C. granulated, in bbls	5 10
" " in sacks	5 05
" yellow, in bbls	4 70
" " in sacks	4 65
Wallaceburg, in bbls	5 00
" in sacks	5 05
B.C. gunnies granulated, 5-18's to bale, per cwt	5 05
" " 5-2o's " "	5 05
" hard pressed lump, 25's, per cwt	6 25
" " " half bbls., per cwt	6 60
" icing	5 90
bar sugar	6 10
Icing sugar in bbls	5 70
" " in boxes	5 90
" " in small quantities	6 20
Powdered sugar, in bbls	5 40
" " in boxes	5 70
" " in small quantities	5 75
Lump, hard, in bbls	6 05
" " in ½-bbls	6 05
" " in 100-lb cases	6 05

SYRUPS AND MOLASSES — There are no new features of interest in the local syrup situation. Prices continue as follows :

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 15
" " 5-lb tins, per 1 "	2 60
" " 10-lb tins, per ½ "	2 43
" " 20-lb tins, per ¼ "	2 55
" " ½ barrel, per lb.	0 03½
" " Sugar syrup, per lb.	0 03½
Beaver Brand, 2 lb tins, per 2 doz case	3 10
" 5 " " 1 "	3 60
" 10 " " ½ "	3 30
" 20 " " ¼ "	3 20
Barbadoes molasses in ½-bbls, per lb	0 04½
New Orleans molasses in ½-bbls, per lb	0 03½
Porto Rico molasses in ½-bbls., per lb	0 04½
Blackstrap, in bbls., per gal	0 31
" ½ " "	0 33
" 5 gal. bats., each	2 25

MAPLE PRODUCTS — Selling very slowly. Prices continue as below :

Sugar, 25 lb. boxes, ½c. and ½c.	3 [illegible]
Syrup, gallons ½ doz. to case, per case	5 [illegible]
" ½ " 1 doz. to case, "	6 15
" ½ " 2 doz. to case "	6 [illegible]

FOREIGN DRIED FRUIT—The recent decline in California raisins, due to a war in California between the growers' association and the selling agents, has also been followed by a decline in Smyrna Sultana raisins.

Smyrna Sultana raisin, uncleaned, per lb	0 07
" " cleaned, per lb	0 08½
Table raisins, Connoisseur clusters per case	2 90
" extra dessert, "	3 85
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 70
" Connoisseur clusters, boxes (5½ lbs)	0 85
Trenor's Valencia raisins, f.o.b. per case, 28's	2 05
" " " 14's	1 00
" " selects " 28's	2 25
" " " " 14's	1 15
" " layers " 28's	2 35
" " " " 14's	1 25
California raisins, choice seeded in ½-lb. packages per package	0 05½
" " fancy seeded in ½-lb. packages per package	0 05½
" " choice seeded in 1-lb packages per package	0 06½
" " fancy seeded, 1-lb. packages, per package	0 07½
Raisins, 3 crown muscatels, per lb	0 05½
" 4 " "	0 06½
Prunes 90-100 per lb	0 05½
" 80-90 "	0 05½
" 70-80 "	0 06½
" 60-70 "	0 07
" 50-60 "	0 07½
" 40-50 "	0 08
" 30-40 "	0 08½
Silver prunes	0 09
Currants, uncleaned, loose pack, per lb	0 06½
" dry cleaned, Filiatras, per lb	0 06½
" wet cleaned, per lb	0 07
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 08
Pears, per lb	0 08½
Peaches, standard, per lb	0 07
" choice	0 07
Apricots, standard, per lb	0 10½
" choice, per lb	0 11½
Plums, black pitted, per lb	0 11½
Nectarines, per lb	0 09½
Dates, new, per lb	0 07

RICE AND TAPIOCA—The decline in Japan rice has reduced the price to 4c per lb.; Patna, 4⅛c.; Rangoon, 3¾c. Tapioca has also been reduced and it is quoted now at 4½c per lb.

EVAPORATED APPLES—There is a good staple demand at 8½c per lb. The market is steady and no change is expected in local prices.

HONEY—Supplies are hard to obtain. Prices are quoted as follows:

Honey, 2½ lb. tins, in case 24	8 75
" 5 " " 12	8 50

SPANISH ONIONS — New stock is quoted at $1.15 per crate.

NUTS — Advanced prices on new stock. We quote:

Shelled Walnuts, in boxes, per lb	0 28
" " small lots, per lb	0 30
" Almonds, in boxes, per lb	0 32
" " small lots, per lb	0 30

ROLLED OATS—Prices show an advance. We quote:

Rolled oats, 80 lb sacks, per 80 lbs	2 20
" 40 " " 80	2 25
" 20 " " 80	2 30
" 8 " " 80	2 60

CORNMEAL—We quote the following reduced prices:

Cornmeal, per sack	1 90
" per ½ sack	0 95
" per bale (10, 10's)	2 15

BEANS—Prices are steady at the recent advance. Hand picked are quoted at $2.35 per bushel and the three-pound picker at $2.25.

POT AND PEARL BARLEY — Pot barley is quoted at $2.55 per sack; pearl barley at $3.75 per sack, and $1.95 per half sack.

BROOMS—Owing to the advance in broom corn all brooms have been advanced 25 cents per dozen.

TUBS—

Tubs—	
Eddy's tubs, No 0, per dozen	11 25
" " " 1 " "	9 10
" " " 2 " "	7 50
" " " 3 " "	6 40
" " nests of 3, No. 0, 1, 2, per nest	2 35
" " " 3, No. 1, 2, 3, per nest	1 95
" " " 4, No. 0, 1, 2, 3, per nest	2 85

FISH—

Fish—	
Quail on toast	0 05½
Cod, in block	0 07
" whole	0 06

CANNED GOODS—Several changes may be noted in prices of Clark's meats. The price of canned peas will probably be advanced.

FRUITS.

	Group No. 1.	Groups No. 2. & 3
Apples—3's standard, per case	$2.44	$2.34
" Gallons, standard, per case	1.55	1.52½
Cherries—Red, pitted, 2's	4.18	4.08
" black pitted 2's	4.18	4.08
" white pitted 2's	4.38	4.28
Currants—Red 2's	4.18	4.08
" black 2's	4.18	4.08
Gooseberries—2's	4.58	4.48
Lawtonberries—2's	4.18	4.08
Peaches—Yellow 2's	4.18	4.08
" yellow 3's	6.54	6.44
" pie, unpeeled 3's	3.34	3.24
" pie, unpeeled, gallons	2.42½	2.40
" pie, peeled, gallons	3.30	3.27½
Pears—Flemish Beauty 2's	3.68	3.58
" Flemish Beauty 3's	4.74	4.64
" Globe l.s. 2's		2.78
" Globe l.s. 2's		4.14
Plums—Damson l.s. 2's	2.28	2.18
" Lombard l.s. 2's	2.28	2.18
" Green Gage l.s.	3.08	2.98
Raspberries—Red 2's	4.18	4.08
" red, gallons	3.80	3.77½
" black 2's	4.18	4.08
" black, gallons	3.80	3.77½
Strawberries—2's	4.18	4.08
" gallons	3.80	3.77½

VEGETABLES.

Asparagus—2's	6.28	6.18
Beans—2's	2.08	1.98
Corn—2's	2.08	1.75
Peas—		
No. 4 standards, 2's	1.88	1.55
Early June, 2's	1.98	1.65
Sweet Wrinkle, 2's	2.18	1.85
Extra fine sifted, 2's	3.08	2.75
Pumpkins—3's	2.14	2.04
Succotash—2's	2.68	2.58
Tomatoes—3's	2.44	2.10
Tomatoes, 2's	2.08	1.74
Tomatoes—gallons	3.70	3.65

MEATS.

Clark's 1 lb., pork and beans, plain, per case	2 50
" 2 " " " "	1 90
" 3 " " " "	2 50
" 1 " tomato sauce, per case	2 50
" 2 " " "	1 90
" 3 " " "	2 50
" 1 " Chili "	2 50
" 2 " " "	1 90
" 3 " " "	2 50
Soups, per doz	1 25
Corned beef " 2's per doz	2 00
" " 1's "	1 75
Roast beef " 1's, per doz	1 07
" 2's, "	2 55
Potted meats, ½'s, per doz	0 05
Veal loaf ½ lb., per doz	1 25
" 1 lb. "	2 50
Ham loaf ½ lb. "	1 25
" 1 lb. "	2 50
Chicken loaf ½ lb. "	1 25
" 1 lb. "	3 50
Luncheon tongue 1's, "	3 85
Sliced smoked beef ½-lb. tins, per doz	1 80
" " 1-lb. tins, "	3 10
" " 1-lb. glass, "	3 35
Chipped " ½-lb. tins, "	1 45
" " 1-lb. tins, "	2 50
" " 1-lb. glass, "	0 05
Sliced bacon, 1-lb. tins, "	3 10
" 1-lb. glass, "	3 25
English brawn, 1's, per dozen	1 50
" " 2's, "	2 75
Cambridge sausage, 1's, per dozen	2 15
" " 2's "	3 70
Geneva sausage, 1's, per dozen	2 10
" " 2's "	3 35
Boneless pigs feet, 1's, per dozen	1 50
" " 2's "	2 75
Lunch tongue, 1's, per dozen	3 35
" " 2's "	6 70
Paragon ox tongue, 1½'s, per dozen	8 05

BUTTER—The market is yet dull. Manitoba creamery is jobbing locally at 25c per lb., although in some cases as high as 26c has been obtained recently. Some purchases have been made on the basis of 24c. The top heavy condition of the eastern market is not without its effect here and prices of creamery are likely to be lower.

Owing to the absence of outside demand the dairy butter market is also very weak. The prevailing price for round lots is 15c to 15½c f.o.b. Winnipeg. The butter now being shipped is fodder goods and the quality is not all that might be desired. With the approach of spring the cold storage stocks must be cleared out and the price is not unlikely to recede further.

EGGS—The egg supply is now about equal to the demand, prices being much lower. Local dealers are now paying 25c to 27c per dozen and prices may continue to drop.

VERDICT FOR $134,116.

New York, March 10.—A verdict awarding the United States Government $134,116 damages in unpaid customs duties from the American Sugar Refining Company was rendered last week by a jury which heard charges of misweighing sugar imports.

The verdict rendered was for the full amount sued for by the Government, on the contention that this sum was due through underweighing by the company's employes of sugar imports on the company's Brooklyn docks. Testimony was adduced indicating that fraudulent devices had been attached to the scales there, causing them to register less than the true weight.

CHATHAM CORRESPONDENCE.

Wm. O'Brien, of Blenheim, has rented a store and intends starting a cigar factory, which will be in full swing by April 1.

The annual meeting of the Tilbury Canning Co. was held in Tilbury last week, when the following officers were elected: H. H. Shaver, president and general manager; W. C. Crawford, vice-president; J. S. Richardson, secretary-treasurer.

H. C. Chapman has resigned his position as processor with the Leamington Canning Co. and will travel for canning supplies for the Industrial Construction Co., New York.

Wooliver & Whale's new creamery at Wallaceburg, is ready for operations, the whistle having been blown last Monday.

Grocer H. A. Andrew reports a peculiar freight discrimination. Recently he shipped a barrel of oil from Chatham to Blenheim via Pere Marquette, paying 40 cents freight. The barrel was returned empty, the freight on the empty being 50c. The Board of Trade will be asked to look into the matter.

There is a fair-sized agitation on foot for a provincial or local inspection of meats offered for sale on the market. The claim has been made that hog carcasses rejected by the Government inspectors have been offered for sale on the market. Butchers are divided on the subject. It is stated that the disease originates in the mouth, and that by the time the young hog is killed, it has extended no further, and that the carcass itself is good meat. The Government inspectors have reported that the percentage of hogs rejected as diseased is very small, and that all diseased hogs are condemned and destroyed.

Hamilton Grocers Alive to the Times

Bain and Adams, a Firm That Has Made Systematic Advancement to Their Present High Standard—They Cater to the Best Class of Trade—Advertising and Window-Dressing Among Their Methods—Two Telephones Kept in Use—Have Prompt Delivery Service.

Hamilton, March 10.—With such a history of progressiveness as that which has attended Bain & Adams, 89-91 East King St., Hamilton, any grocery firm might well be proud. But when one turns over in his mind the methods by which A. G. Bain and later Mr. Bain, with his present partner, A. J. Adams, conducted their store, he does not wonder at success following their efforts. Their advancement from that of a moderate business to a now leading and first-class establishment, has been watched with a keen interest by many Hamilton people.

Previous to the last three and one-half years, the business was carried on in a most successful manner under the sole management of A. G. Bain, now



An Interior View of Bain & Adams' Grocery Store, Hamilton, Ont.

senior partner of the present firm. Mr. Bain, seeing the great future which could be obtained, by a high and general class grocery, and who, at this time was doing more than the average man could satisfactorily accomplish, decided to still further increase his business, by sharing his interests with a partner, consequently A. J. Adams, the former widely-known representative of the H. J. Heinz Co. for Western Ontario, received the proposition to become a partner. His wide experience had taught him the lesson of "opportunity," and he assumed the responsibilities of partner—hence we have the live and aggressive firm of Bain & Adams.

This firm is truthfully named high-class grocers, being large importers of seasonable novelties, etc., as well as extensive buyers of tropical fruits and vegetables, consisting of strawberries, pineapples, plums, tomatoes, lettuce, celery, sweet potatoes, etc., these arriving weekly in four shipments. As well as imported fruits, they handle only the best of our local grown, and advanced and hot-bed specialties, which enable them at all times to cater to a high-class trade.

Extensive Advertisers.

As advertisers, Bain & Adams are novel and original. A daily change appears in all three city papers, a marked feature being that prices are not quoted. They also issue a useful catalogue, which is published for the convenience of customers and camping parties. Their own brand, viz., "The Bain Brand," is applied to many leading lines, a very noticeable example being their package tea. They also, of course liberally stock package teas of other packers. The same brand refers to a splendid range of olives, of which this firm are extensive handlers. Statistics show one of their recent shipments to be the largest ever entering Hamilton by any retailer. They also cater to a large trade in bulk form.

Make Neat Arrangements.

A delicatessen counter, showing some very choice cooked meats, fancy cheese, exceptionally fine bacon, lard, butter, new laid eggs, and out-of-season delicacies, is well arranged, and a marvellous trade is here transacted in a comparatively small space.

Bain & Adams are doing an immense liquor and wine business, and being direct importers of same, are in a position to cater to all classes of trade.

Have Two Telephones.

Another striking feature of this store is their telephone trade, which has been developed most successfully. Two telephone lines are kept constantly busy, and the enormous business which is being transacted daily in this way, and the correctness and care which must necessarily follow to retain such a connection, can only be appreciated by those who have a similar trade to handle.

Believe in Window Displays.

No small amount of attention is paid to the window-dressing by this energetic firm. They are strong believers in "goods well displayed are half sold," and it would serve as an object lesson to any professional window-dresser to

pay a visit at any time, and note the good taste and judgment here manifested.

The order and delivery section of this store is strictly systematic. The orders are handled by a special staff, whose duties are solely the preparation of same, consequently accuracy and promptness is unquestionable. From this room they are handed to the delivery department, whose requirements are six busy wagons, tastefully decorated, the name of the firm in a conspicuous place, and one ad. only appearing, viz., "Bain's 5 o'clock tea," which makes a traveling advertisement.

Alive to the Times.

In conclusion we venture to say there are few who can excel this firm in regard to their being live and up-to-date grocers. The Bain & Adams store is surely one of which Hamilton is proud, and all hearty congratulations are extended this esteemed firm.

BACTERIA IN EGGS.

A Claim That It Passes Through Shell—How One Firm Prevents This.

A firm in the North of England claims to have a new way of preserving eggs. It is based on the theory that an egg decomposes because of bacteria entering through the pores of the shell. Under the new process, the egg is first disinfected, and then immersed in a vessel of hot paraffin wax in a vacuum. The air in the shell is extracted by the vacuum, and atmospheric pressure is then allowed to enter the vessel and press the hot wax into the pores of the shell, sealing it hermetically.

The above paragraph, states a writer on the subject, might strike some as wild theory. The idea of bacteria passing through the pores of an egg shell and contaminating the interior, sounds, perhaps, at first to be absurd, but several years ago there were stored in one of Boston's great cold storage warehouses in one room eggs and in another room lemons. The rooms were separated by a thick brick wall partition. When the eggs were taken from cold storage and distributed, complaints began to come in that they were flavored with lemon and the cold storage company actually had a suit brought against them for damages by the owners of the eggs. Whether the flavor of the lemon in connection with the eggs was imaginary or not, cannot be said, but the subsequent action related above is true.

REPRESENTS LONDON FIRM.

H. Becker, of Becker & Co., London, England, is making a trip to Montreal and Toronto in the interests of his company's goods—candied peels, alimentary pastes and glace fruits. He spent a few days in Toronto this week. Mr. Becker is arranging for a representative in this market. In this present trip he went as far as Chicago, and was much pleased with the amount of business he had done. Wm. Forbes, of Montreal, represents his company in the east. He was very much impressed with the business possibilities in Canada, and he looks forward to a large trade. Mr. Becker belongs to an aggressive firm which recognizes the great future of this country.

CATALOGUES AND BOOKLETS.

Manufacturers and wholesalers are requested to send catalogues, booklets, etc., to The Grocer in order that it may be announced to the retail trade that they have been issued. Retailers in sending for catalogues referred to, should mention this paper to show they are in the trade and they should be read thoroughly by them on account of their educative value. Often they may be able to secure new ideas.

H. J. HEINZ Co.—In an attractive little booklet issued by the H. J. Heinz Co., Pittsburg, the progress of the company is concisely set forth. It is handsomely illustrated by cuts of the present buildings, interiors of the various departments and also the establishment of the company when it first began business. The illustrations are finished off in sepia. The booklet presents some valuable information to readers, the farms on which the raw material grows being also shown.

William H. Dunn, Montreal, has recently been appointed sole distributing agent in Eastern Canada of the products of the National Licorice Co. of Brooklyn.

Grocers

Make Your Wants Known BY ADVERTISING IN

The Canadian Grocer

Through this paper you reach the retail trade, and let those interested know what you want to sell or buy. We circulate among those who read this kind of wants.

SEE PAGE 69

Diamond Finish



For Ladies' and Children's Boots and Shoes.

You Should Sell

The American Dressing Company's Polishes and Dressings because they are the best.

They are always asked for again.

Diamond Finish, Liquid.
Boulevard, Liquid.
Peerless Black, Combination.
Royal Russet, Combination.
Diamond Shoe Polish.
Vit Shoe Polish.
Diamond Harness Liquid.

Manufactured only by

The American Dressing Co.
Limited
MONTREAL

THOUSANDS OF GUESTS

Many Ladies Attending the City Dairy Inspection Luncheons.

To entertain at inspection luncheons a large proportion of the housewives of Toronto is the immense task undertaken by the City Dairy to show that its watchword, "cleanliness, purity, quality," is lived up to in every process of the great plant. The luncheons are being served three afternoons a week and the appetizing menu is as follows :

Rolls and Butter — Cream Cheese
Milk — Red Rose Tea
Charlotte Russe — Ice Cream
Little Cakes.

The plant includes a bakery presided over by an expert French pastry cook, and every article on the menu is City Dairy product, except the tea. The management were anxious to serve the very best tea they could get, and asked the Red Rose Tea Company to provide Red Rose, which, in a few years, by its distinctive quality, has won such wide popularity among the people who are particular about their tea. Their services are rewarded by the often heard comment : "My ! what delicious tea." After the lucheon the guests are shown over the dairy and every department is seen in operation, and is particularly explained.

The City Dairy supplies 12,000 families with milk and cream every day and most of them before breakfast. Involved in this work is the washing, filling, capping and delivering of 5,300,000 bottles each year. In the same time the dairy makes and sells 250,000 pounds of butter and 2,500,000 good-sized dishes of ice cream, enough ice cream to give every individual in Toronto eight large dishes.

The City Dairy has won the confidence of the citizens by living up to its motto, "Milk good enough for babies," and its success is due largely to the keen business capacity, executive ability and high ideals of the General Manager, Charles Ed. Potter.

Toronto is famed among leading dairymen in the large American cities as the home of the finest dairying plant on the continent. But the City Dairy's fame has gone round the world. The visitors' register bears the names of leading dairymen, scientists, and Government experts from all of the five continents and Australasia. Many of these visitors have recorded their opinions. The one by A. Mitchell of Ayr, Scotland, is typical of many others : "Have seen a good many dairies in Scotland, England and Ireland, also Denmark. None so complete in every way as this one."



INSPECTION LUNCHEON GIVEN BY CITY DAIRY, TORONTO.—Reproduced from Toronto Sunday World.

HARMFUL TO STRAWBERRIES.

Open Weather of Past Winter May Have Bad Results—The Plants Need Protection.

S. Edgar Masten, of the Farmers' Canning Co., Bloomfield, Ont., was in Toronto this week and when asked regarding the fruit crop outlook stated that as yet it was rather early in the season to make any positive assertions. He had no reason to think that damage to any noticeable extent had been done to fruit trees, but on account of the lightness of the snow fall during the winter, he considered that there would be harmful consequences to the strawberry crop. The peculiar climatic conditions of the past two months would have a disadvantageous effect on the plants which need considerable protection from the snow.

He spoke with the county of Prince Edward and neighboring counties in view and while that district raised some splendid strawberries it was not so essential to the supply as the Niagara peninsula.

Mr. Masten is very optimistic regarding a renewal of former good trade conditions and predicts a splendid season.

TRADE NOTES.

Henry Moorish, grocer, Hamilton St., Goderich, has taken in Henry Snyder as partner.

B. Trudel, of L. Chaput Fils & Cie., Montreal, was a caller on the trade in Toronto this week.

Stuart, Watson & Co., Winnipeg, have changed the name of their firm to Watson & Truesdale. They are wholesale commission brokers in Winnipeg.

Mrs. A. J. Weir, Bridgetown, N.S., has sold her stock of groceries, fruit and confectionery to Mrs. S. C. Turner.

Crawford Powis, of Anderson & Powis Co., has been ill for some days but his recovery is anticipated in the near future.

The grocery business of J. H. Rodman, Huntsville, Ont., has been purchased by Chas. Laudell, who will conduct an up-to-date grocery and confectionery business.

Daniel A. Morrison, William F. Holmes, of Amherst, N.S.; David W. Puddington, Allan H. Wetmore, of St. John N.B., and Archer C. Puddington, of New York, are applying for incorporation as Puddington, Wetmore, Morrison, Ltd., to conduct a wholesale grocery business, with head office in St. John, N.B.

THE PURE FOOD QUESTION

is of as much importance to you as it is to your customers. Your reputation and success depend upon the kind of goods you sell. A good stock of

HEINZ
57 VARIETIES
Pure Food Products

(The kind that contain no preservatives)

is always found in stores where quality is considered, because they are the best of their kind. Pure, clean-made and good. You run no risk in handling Heinz goods. They comply with all food laws and are guaranteed to please the most particular people.

Anything that's HEINZ is safe to sell

H. J. HEINZ COMPANY

New York Pittsburg Chicago London

Eggs
We Buy and Sell

Butter
We Buy and Sell

Cheese
We Buy and Sell

Write Us for Prices

F. W. Fearman Co.
LIMITED

HAMILTON

Plain Figures that prove the Superior Quality of

TRURO BRAND QUALITY

Reindeer Milk
and
Jersey Cream

	Butter Fat
Reindeer Milk	8.61
Highest of other Brands	8.00
	.61

Reindeer Milk 7½% richer

Jersey Cream	8.05
Highest of other Brands	7.10
	.95

Jersey Cream 13% richer.

Figures taken from Government Bulletin No. 144

The Truro Condensed Milk Co., Ltd., Truro, N.S.

New Laid Eggs

We are buyers F.O.B. your station. Get in touch with us.

Roll Bacon

Mild cured. Just the thing for breakfast these mornings with New Laid Eggs. Get our prices.

The WM. RYAN CO.
LIMITED

70-72 Front Street East

Toronto - Ont.

Produce and Provisions

Stocks of Cheese Reported Small in Old Country—Siberian Butter on the English Market — Price of Cured Meats Advance in England—Few Old Eggs on Canadian Market.

Cheese is in a strong position, and the prospects point now to a strong finish of the season. Receipts at Montreal for the season since May 1, 1908, to the present time, have been 1,958,947 boxes against 2,053,905 boxes, for the corresponding season of last year. Reports from the Old Country, state that stocks are small there, but buyers do not seem very keen, so prices have remained unchanged. Buying is chiefly for immediate requirements, and holders are asking good prices, as they know the situation cannot change for some time. The New Zealand product is not arriving any too freely, at the present moment.

Considerable butter has been sent out of the country therefore the market is in a more healthy condition now, than for some time. Although stocks are pretty liberal, it is beginning to look as if all this surplus stock would be required before the beginning of the new season. Some even think that we will see some stiff prices yet. Reports from the old country state that stocks there are not large. Trade, however, is decidedly dull. There is a lot of Siberian stock on the market, which is exerting a depressing effect. The supply of colonial is fast disappearing. Receipts of butter at Montreal for the season, since May 1, 1908, have been 419,624 packages against 415,483 packages, for the same period of last year.

The prices of cured meats in England have advanced, so that it would now pay our packers to export, but on account of the scarcity of hogs and the active demand here, they are not prepared to take advantage of it.

Egg trade is in a healthy condition. The supply and demand nicely balance each other, and there are no complaints about the quality, as there are no old eggs on the market now.

MONTREAL.

PROVISIONS—A feature of the provision trade is the strength of the live hog market and prices have advanced 15 cents per 100 lbs. The demand is good from packers and supplies coming forward are ample to fill all requirements. An active trade was done and sales of selected lots were made at $7.75 to $7.80 per 100 lbs., weighed off cars. In sympathy with above, prices for dressed stock were marked up 25 cents per 100 lbs., with sales of abattoir fresh killed at $10.50 to $10.75, Manitoba dressed at $10 to $9.50 per 100 lbs. Lard, both pure and compound, is firm and advances in the near future are expected.

Compound Lard—	
Tierces, 375 lbs	0 09
Parchment lined boxes, 50 lbs	0 09½
Tubs, 50 lbs	0 09½
Wood pails, 20 lbs net	0 09½
Tin pails, in cases	0 09½
Heavy Canada short cut mess pork, in bbls	23 00 23 50
Selected heavy Canada short cut clear boneless pork	24 00 24 50
Very heavy clear pork	25 50
Plate beef 100-lb bbls	7 75
" 200 "	15 00
" 300 "	22 00
Pure Lard—	
Tierces, 375 lbs	0 12½
Boxes, 50 lbs., grained	0 12½
Tubs, 50 lbs., "	0 13
Pails, wood, 20 lbs., parchment lined	0 13½
Tin pails, 20 lbs., gross	0 12½
Cases, tins, 10 lbs. each	0 13½
" " 5 "	0 13¾
" " 3 "	0 13¾
Dressed hogs, fresh killed	10 50 10 75
" " Manitoba	10 00 9 50

BUTTER—The local market is somewhat firmer in tone under an improved demand. Since our last quotations, the market slumped again, but is now getting back to a more firm basis.

Fall creamery, solids	0 22
Fresh Creamery, solids, lb	0 21 0 22
" " prints, lb	0 23 0 23½
Dairy, tubs, lb	0 16 0 17
Fresh large roll	0 18 0 19

CHEESE—There is a good healthy demand for cheese, and the market has advanced slightly.

Chees , old	0 15½ 0 16
" large	0 13½ 0 14
" twin	0 13½ 0 14
" small	0 13½ 0 14

EGGS—The egg situation remains firm, and demand is exceedingly good, with limited supplies.

New laids	0 26 0 28
Pickled	0 25

HONEY—The demand for honey is fairly good, and the undertone to the market remains firm.

White clover comb honey	0 13 0 15
Buckwheat, extracted	0 08 0 09
Clover, strained, bulk, 30 lb. tins	0 10 0 11

POULTRY—The trade in dressed poultry is quiet. Supplies are small and prices have firmed up for turkeys.

Spring chickens, per lb	0 17 0 18
Hens, per lb	0 12 0 13
Young ducks, per lb	0 12½ 0 14
Turkeys, per lb	0 19 0 20
Geese, dressed	0 10 0 12
Ducks	0 13 0 14

TORONTO.

PROVISIONS—Hogs are still scarce. The supply hardly sufficient to meet the local demand, which is constantly increasing. The high quality of our bacon is the cause of the good demand.

Long clear bacon, per lb	0 12 0 12½
Smoked breakfast bacon, per lb	0 14½ 0 15
Roll bacon, per lb	0 10½ 0 11
Light hams, per lb	0 13½ 0 14
Medium hams, per lb	0 13½
Large hams per lb	0 13
Shoulder hams, per lb	0 10 0 10½
Backs, plain, per lb	0 16 0 16½
" pea meal	0 16½ 0 17
Heavy mess pork, per bbl	20 00
Short cut, per bbl	23 00 23 50
Lard, tierces, per lb	0 12½ 0 12½
" tubs "	0 12½ 0 13
" pails "	0 13 0 13½
" compounds, per lb	0 08½ 0 11
Dressed hogs	0 09½ 0 09½
Live hog, f.o.b.	6 75 6 80

BUTTER—One dealer on Wednesday morning expressed the condition of the butter market as being "sick." Last week it was reported as demoralized. All hope of evading a loss is abandoned, and the most of those who have refused much higher prices some time ago are now letting it go, and take what they can get. Some creamery solids for which 25c was refused not long ago have been sold at 20c. Liberal consignments came in from country storekeepers, who have to face serious losses. No doubt this will have a good effect in the quality of the butter in the future. Some times it takes severe lessons to teach people to consider the fact that consumers will not continue very long to pay their money for goods which are not good enough to use. The butter must be made better, the country storekeeper must get out of his old habits, and the people will use all the butter the country can produce at good paying prices. Good butter creates its own demand.

Creamery prints	0 25 0 26
Creamery solids	0 22 0 24
Farmers' separator butter	0 23 0 25
Dairy prints, choice	0 18 0 20
" " ordinary	0 17 0 19
" tubs, choice	0 17 0 18
Large rolls	0 17 0 18
Baking butter	0 14 0 16

CHEESE—The stock on hand is light, with good demand, at an advance of a quarter of a cent per lb. this week.

Cheese, large, prime	0 13½ 0 14
" twins	0 14 0 14½

HONEY—Very little honey is moving. Instead of honey, maple syrup will now be used.

60-lb. tins	0 11 0 11½
Smaller sizes, tins and bottles	0 10½ 0 12
Combs, doz	1 50 2 00

POULTRY—Although out of season, some poultry is still coming in, which is readily picked up at good prices.

Spring chicken, dressed	0 16 0 20
" " alive	0 13 0 17
Hens, per lb., dressed	0 12 0 14
Turkeys, per lb., dressed	0 18 0 20

EGGS—There are no held eggs on the market, and the demand must depend entirely on new laid eggs. The receipts are increasing from day to day, varying a few cents as the weather changes. During the cold snap a few days ago, they went up again to 30c, but are now down to 25c and 26c. Owing to the large demand it is not likely that they will be much lower before Easter.

New laids	0 25 0 26

SELLING SUGAR ABROAD 2c UNDER NEW YORK.

The duty imposed on sugar imported into the United States is a live problem among the wholesale grocers across the line. A committee of wholesalers has been formed to urge a reduction of the duty, as they claim the tariff tax is not needed. In a communication which the secretary of the committee, F. C. Lowry, sends to its members to be placed before the representatives of Congress, he points out that the American Sugar Refining Company has recently sold considerable quantities of sugar for export at nearly two cents per pound less than the price quoted in the domestic market, thus showing that the tariff is not needed by the refiners. He further says that the

high rate of tax is not justified as a protective tariff as shown by the fact that our refiners can compete on a free trade basis with foreign refiners in neutral markets.

C. E. Moyle has been appointed as representative for E. W. Gillett Co., Toronto, in Alberta, British Columbia, east of Revelstoke, and North Saskatchewan. He was sales manager for the company in Toronto, for some years, and also looked after their jobbing interests in the city. He has been succeeded as sale manager by J. H. Teakle.

Wanted in Toronto

Young man—exceptionally thorough experience—will be glad to hear from manufacturer or specialty house who might wish to appoint an agent or salesman in Toronto.

Highest References.

Box 294, CANADIAN GROCER, Toronto

BARRELS

For Flour, Butter or packing any kind of merchandise, manufactured and for sale by

H. CARGILL & SON
CARGILL, ONTARIO.

SALT

Car lots of Fine, Medium or Coarse, in Barrels, Sacks or Bulk.

TORONTO SALT WORKS
128 Adelaide Street E., Toronto

ESTABLISHED 1892

Rutherford, Marshall & Co.

Wholesale Produce and Commission Merchants,
TORONTO, ONT.

Solicit Correspondence. Always buyers of Dairy Products. Write us before selling.

SPRAGUE
CANNING MACHINERY CO.,
CHICAGO, ILL., U.S.A.



USE OVAL WOODEN BUTTER DISHES.

THOMAS BROS., St. Thomas, Ont.

GROCERY ADVERTISING.

How Advertisers in Switzerland and Britain Bombard the People.

From Merchant's Review.

"The reason why some of our domestic manufacturers think they need protection is perhaps more due to insufficient advertising of their wares than to anything else. Some of them plume themselves, and justly, upon the volume and high efficiency of their advertising, but our best in advertising is inferior to the European best.

"A writer in Louisiana Planter says: 'No traveler can fail to be impressed, for example, in Switzerland, with the enormous amount of advertising done by the manufacturers of chocolate. It is safe to say that no business in the miniature republic spends so much money for advertising as this class of men. They vie with one another to have the largest signs, they bombard the people in the papers with display advertisements, all the street cars must have it and statistics show that more chocolate is consumed than ever.'

"Have you noticed how our own food manufacturers 'bombard' the people? Take the American Sugar Refining Company, the big coffee roasting concerns, the large tea importing houses, and notice the feebleness of their advertising bombardment.

"The British advertisers of grocers' specialties could give our own manufacturers some valuable pointers. They use the trade papers more freely than their American cousins are using them, and show greater enterprise as advertisers in every field."

Why, Brother Small, did you not include the wholesale grocers? We know of no trade in which less "bombarding" is done than by the wholesale grocers. It may be that they are under the impression that in the publications published in their interests (for which the manufacturer in a good many instances pays the cost) is sufficient and all that is necessary.

What a grand opening there is in this city for a wholesale grocer who would use printer's ink. It would not be long before he would have his competitors sitting up and taking notice in order to keep their trade.

ELECTRICITY IN FRUIT.

Experiments Made in England Indicate That Electrified Areas Enhance Production.

London, England, March 8.—Some experiments have been made in the vicinity of Bristol, England, to decide whether or not electricity has any influence in forcing the growth of fruits, wheat and vegetables. In order that the effect might be correctly estimated, two crops were grown under similar conditions, one with and the other without the help of electricity. Surprising results have been obtained. In the case of strawberries, on the first pickings 40 per cent. more fruit was gathered in the electrified than in the unelectrified area, which proved also on analysis to contain nearly twice as much sugar. With regard to tomatoes grown out of doors, the early ripening was remarkable, and the yield was 30 per cent. better on the electrified than on the check plot. Wheat in an electrified area of 7.675 acres yielded 32.5 bushels per acre, as compared with 26.15 bushels per acre in the area not so treated.

Some experiments have been carried out in greenhouses also, chiefly devoted to cucumbers, with which the first results of electrifying was earlier bearing, the first month's picking having been found to yield double the quantity obtained from the check pot. This great acceleration, however, did not seem to exhaust the plants, which not only began earlier, but also continued to bear much later than those grown under normal conditions.

It will be seen that if growers can, by means of electricity, place their goods on the market early before a possible glut takes place, much better prices will be obtained than in the ordinary way. It may be asked whether or not the increased outlay on the apparatus is justified by the returns, but at Evesham, where extensive experiments have been carried on during two or three seasons, the growers are more than satisfied.

TIN PLATE DUTY.

It is reported in New York city that the Ways and Means Committee has practically decided not only to retain the present rate of duty on foreign tin plate which is 1¼c per pound, but to provide that no drawback shall be allowed on such tinplate when exported in the form of cans and other packages containing the products of the farm and factories. It is stated that the effect of the removal of the drawback privilege from foreign tinplate would probably be to cause the Standard Oil Co. to abandon its great case-oil plants in this country and ship its oil in bulk to Wales to be put into cans there.

FIRST USE OF COFFEE.

The initial using of coffee is ascribed to the superior of a monastery in Arabia, who, desirous of preventing the monks from sleeping at their nocturnal service, made them drink infusions of coffee, upon the report of shepherds, who observed that their flocks were more lively after browsing on the fruit of the coffee plants. It is claimed that black coffee, dripped, is less injurious than coffee served with cream, but the latter will not be so injurious if allowed to stand until it forms a scum on the cup, which can be lifted off. If you purchase ground coffee, put it in a glass bottle and cork it. It will retain its strength for years if kept in a tightly-sealed tin. If exposed, the aromatic oils evaporate, leaving a tasteless, woody bean.



A Good Storekeeper

studies his stock and sells only those goods he knows will please his customers, leaving the inexperienced dealer to experiment with the various "just as good" brands and imitations of standard articles.

MAGIC BAKING POWDER

is the kind that pleases the people.

E.W.GILLETT COMPANY LIMITED
WINNIPEG. TORONTO, ONT. MONTREAL.

ESTABLISHED 1852.

☞ Merchants should recommend food-products that are produced in **clean** factories.

Do Not Turn Customers Away!

Clark's Corned Beef, Ox Tongue, Pork and Beans and **Potted Meats** are being advertised from Coast to Coast.

The demand for these well-known goods is constantly increasing.

Co-operation with us will pay you best.

Do not turn customers away because your stocks of these goods are not complete.

Let us have an order from you now.

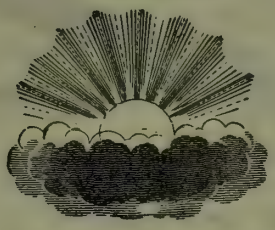
WM. CLARK

Manufacturer

MONTREAL

"Salad, Edible and Cooking Oils"

WINTER PRESSED



"Sun Burst" Reg'd.

"Non-Pareil" Reg'd.

To know these oils is to stock them. The finest substitute for lard on the market. Guaranteed under the Pure Food Act.

We carry a stock and will be pleased to send you samples, with prices.

You will find our oils a good proposition all the way, owing to the number of uses to which they can be put.

WRITE US TO-DAY

Kentucky Refining Co., Inc., Louisville, Ky.

Cotton Seed Oil

Represented by:—CHAUSSE & CO.

17 ST. GABRIEL ST., - - MONTREAL

The Name

Cowan's

on Choco'ate Confections stands for clean, honest manufacture—absolute purity—wholesomeness—and, above all, captivating flavor.

MAPLE BUDS,

CHOCOLATE CREAM BARS,

MILK CHOCOLATE MEDALLIONS,

NUT MILK CHOCOLATE

and many others.

The Cowan Co., Ltd.

Toronto, Canada

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

Don't change to other brands if you have been selling

MOTT'S

"Diamond" and "Elite" brands of

Chocolate

If you have had trouble in satisfying your customers with other brands you can easily remedy this by stocking and selling

MOTT'S brands

For sale by all jobbers.

John P. Mott & Co.

Halifax, N.S.

SELLING AGENTS:

J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver — Arthur M. Loucks, Ottawa — R. G. Bedlington, Calgary

Canadian made Licorice

Y&S BRAND

All Druggists.



Manufactured by National Licorice Co. Montreal.

SOFT MINTS—5c. boxes.

ACME PELLETS—5-lb. tins.

M. & R. WAFERS – 5c. bags.

and a complete line of **LOZENGES, ETC.**

Hard and Soft Licorice Specialties

Appropriate for the confectionery, grocery and drug trades.

Price Lists and Illustrated Catalogue on request

AGENTS

ONTARIO, R. S. McIndoe, 54 Wellington St. E., Toronto

PROVINCE OF QUEBEC and MARITIME PROVINCES
W. H. Dunn, 394 St. Paul St., Montreal

MANITOBA, E. W. Ashley, 123 Bannatyne Ave., Winnipeg

VANCOUVER, J. F. Mowat & Co., 354 Water St.

By Royal Letters Patent

Nelson's Opaque, Brilliant, Isinglass, Leaf, and Powdered **Gelatine**

NELSON'S

Granulated Jellies, Tablet Jellies, Creams, Custards, Fruit Puddings, Bottled Jellies, Lemonade Crystals, and Baking Powder.

Nelson's Gelatine and Liquorice **Lozenges**

NELSON'S SOUPS

(SIX VARIETIES)

Sole Proprietors and Manufacturers of

GORDON'S GRANULATED GRAVY

G. NELSON, DALE & CO., Ltd.

EMSCOTE MILLS, WARWICK

The above can be had from any of the following agents:

The Smith Brokerage Co., Ltd., St. John, N.B.
Watt, Scott & Goodacre, P.O. Box 1204, Montreal.
J. L. Watt & Scott, 27 Wellington St. East, Toronto.
W. E. Ashley Winnipeg.
Geo.A. Stone, 34 Inns of Court Buildings, Vancouver, B.C.

THE FLOUR AND CEREAL MARKETS

Advance Forecasted in Rolled Oats—Demand is Strong for Flour and the Various Cereals—Good Spring Trade Anticipated.

March 9.—The flour market seems to be quieting down somewhat. Few changes in the quotations as announced a week ago have occurred, although the demand is still firm as no lower prices are anticipated. The millers report the market brightening up and a good spring trade is expected. There is an export demand from Great Britain for low grades but little in the higher grades. Mexico still continues to take large quantities of Canadian wheat and is expected until the end of April, when the present low duty there expires. The demand from that quarter has something to do with the high price of wheat in Canada.

The demand for rolled oats is also good and as the price of oats is very firm they are likely to advance.

Prices are firm for bran, shorts and middlings with a strong demand for all of them.

MONTREAL.

FLOUR—Prices remain firm at the recent advance. There was a rumor that the big millers had gone back to the old basis but this is untrue. Trade in winter wheat patents is dull as dealers are well stocked. Millers in the West are offering more freely.

Winter wheat patents		5 50
Straight rollers	4 70	4 80
Extra	4 00	4 10
Royal Household		6 00
Queenora		5 40
Manitoba spring wheat patents	5 80	6 00
" strong bakers	5 30	5 50
Five Roses		5 80
Harvest Queen		5 30
Sovereign, anchor brand		5 80
Manitoba Patent, anchor brand		5 30

ROLLED OATS—Rolled oats continue firm, under a good demand. There is a rumor that higher prices will prevail before long, but not much confidence is placed in this statement, as it is thought the market will be steady for some time. The price of the raw material continues strong.

Fine oatmeal, bags		2 72½
Standard oatmeal, bags		2 60
Granulated " "		2 60
Golddust cornmeal, 98-lb bags		2 10
White cornmeal	2 00	2 05
Rolled oats bags		3 55
" bbls		5 35

FEED—There has been a strong feeling in the bran market, owing to continued good demand, and limited supply. The demand for shorts and middlings is growing larger every day, and prices are very firm. Stocks held here have been considerably reduced, so supplies are very light.

Ontario bran	21 50	22 00
Ontario shorts		25 00
Manitoba shorts		24 00
" bran		22 00
Moullie, milled	25 00	27 00
" straight grained	30 00	32 00
Feed flour	1 50	1 60

TORONTO.

FLOUR—The demand for flour has been firm during the week and many inquiries have been received by local millers. The reason is ascribed to the fact that dealers are realizing that prices will not decline in the near future at least. The situation is brightening up considerably. It is expected by some millers that the war among Western men will soon subside and if it does advances in Manitoba may result. Toronto millers quote flour in car lots at 10 cents less than prices given.

Manitoba Wheat.

1st Patent	5 70	5 80
2nd Patent	5 40	5 50
Strong bakers	5 20	5 30

Winter Wheat.

Straight roller		4 80
Patents	4 90	5 00
Blended	5 30	5 40

CEREALS—Prices remain the same as quoted last week but in the case of rolled oats especially there is a strong probability of an advance. To this fact is attributed the good demand as dealers seem anxious to protect themselves against advances. Oats have been particularly firm in price recently, not having changed for some time. The same cannot be said of wheat, which shows fluctuations. In carload lots 20 cents are taken off in each case.

Rolled wheat in barrels, 100 lbs	2 85
" oats in bags, per bag 90 lbs	2 60
Oatmeal, standard and granulated, in bags 98 lbs	2 85
Rolled wheat, car load	2 65
" oats "	2 40
Oatmeal, car load	2 65

STARCH PRICES.

Starch prices have been reduced in some instances. The Edwardsburg Starch Co., Limited, advise us that they made these changes so that some of their packages would be more attractive to the retail trade as they are firm believers in showing the retailer a reasonable profit on all of their goods. A careful study of the new price list will prove this point.

VISITORS AT LONDON OFFICE.

London, England, Feb. 27.—Charles E. Edmonds, Secretary-Treasurer of the Christie, Brown Co., who, with Mr. R. Harvey, vice-president of the same company, is now making some business visits in England and Scotland, called at the London office of The Grocer a few days ago. Mr. Edmonds, who has not been in his native land since childhood, in the stress of business affairs, made time to visit the town of his birth, Bideford, Devon. He is expected to arrive in Toronto in a couple of weeks.

Wm. Dobie, President of E. W. Gillett Co., Toronto, has gone on a trip to the southern United States with Mrs. Dobie. Mr. Dobie was in Washington, during the inauguration of President Taft.



Have you these boxes on your shelves, Mr. Grocer? If not you are neglecting an important factor in your trade.

MOONEY'S PERFECTION

in the realm of Cream Sodas stand for delicacy, crispness, purity, flavor and quality—a quintette of features difficult to surpass.

The Mooney Biscuit & Candy Company,
LIMITED

STRATFORD, - CANADA



COX'S
INSTANT POWDERED
GELATINE

The PURITY of this GELATINE is GUARANTEED by Messrs. COX who themselves both MANUFACTURE and PACK their brand under scientific supervision.

Canadian Agents

C. E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

J. & G. Cox, Ltd
Gorgie Mills
EDINBURGH

AIDS IN ART OF SELLING.

Requisites to Success as Defined by John R. Butler, New York—Politeness and Neatness Necessary.

New York, March 9.—That neatness of appearance, politeness, promptness, integrity and conscientiousness of purpose are necessary to insure success for sales persons was a sentiment expressed by John R. Butler, vice-president of the Simpson Crawford Company, in his lecture at the Women's Night School, Forty-first Street and Third Avenue recently.

In the discussion of his subject, "Salesmanship or the Art of Selling," Mr. Butler said that character is one of the greatest essentials to success in that endeavor. He held that success never is accidental, but the result of painstaking effort.

"You must be neat in appearance, polite to customers and prompt in the discharge of your duty if you hope to be successful," he continued. "Cheerfulness is another great help in selling goods. Industry and integrity of the sales person contributes importantly to success. To be successful one must be true and loyal to one's employer, and one must believe in the house with which he is employed and in the goods he sells. Let the question of salary take care of itself, for if you are faithful your employers will soon discover that fact and act accordingly."

The speakers added that, strangely enough, there were more vacant positions in the big New York stores at salaries ranging from $15 to $150 than there were capable persons to fill them.

CENSURES U. S. MEATS.

Recent Consignments Bearing Government Label Were Found Diseased.

(By Cable to N. Y. Herald.)

London, England, March 8.—Following startling allegations concerning the diseased condition of recent consignments of United States meat made today by Dr. Williams, medical officer of the Port of London, members of the Health Committee say to-night that if the charges be true consumption of such meat by the poor is almost certain to lead to an increase of cancer cases.

These members, Aldermen W. H. Williamson, J. S. Robinson and G. Davies, declared the question to be one of national importance, affecting the health of the whole United Kingdom, and they have appealed to the Corporation to give the discoveries the widest publicity and to take immediate steps to "prevent a recurrence of the disgraceful business."

Dr. Williams presented his report to the City Council at the Guildhall today. He alleged that in a shipment of meat that arrived February 2, consisting of tongues, kidneys, liver, tripe and sweetbreads, he found that 28 sheep livers and 130 tongues were diseased out of a total of 528. There were also 300 frozen hog carcasses on board this ship, of which 15 were minus the lymphatic glands. One carcass was affected with tuberculosis.

"There is no necessity," Dr. Williams says, "of removing the lymphatic glands, unless with some specific object, and presumably in the case of the fifteen carcasses found without glands they had been discovered on inspection in the United States to show some evidence of disease."

Continuing, Dr. Williams points out that in the above consignment more than six hundred cases of tongues, livers, etc., bore an official label indicating that they had been inspected and passed as sound in the country of exportation.

The City Council decided to forward Dr. Williams' report to the Local Government Board with the idea that the allegations therein be brought to the notice of the American Ambassador, Whitelaw Reid, and the various port and sanitary authorities, and that urgent representations be made to the Board to give this matter earnest attention in the interests of the public health.

BLAME ON THE COOK.

Cardinal Manning, the famous English churchman, was gaunt of face. The great ecclesiastic's appearance was so ascetic that he seemed to have been almost starved. Once in Liverpool he visited a convent, and the cook knelt to him for a blessing, which she got.

"May the Lord preserve your eminence," said she, and then, looking at his thin face, she added, "and, oh, may God forgive your cook!"

48 Highest Awards In Europe and America

WALTER BAKER & CO.'S

CHOCOLATE & COCOA



Registered, U. S. Pat. Off.

Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

Walter Baker & Co., Limited

Established 1780, Dorchester, Mass.

Branch House, 86 St. Peter St.

MONTREAL, CANADA

Ridgeway's Collecting Agency

11 St. Sacrament Street, Montreal

Established 1880

Has the confidence and patronage of the bank and leading merchants such as Forbes Bros., S. J. Carter & Co., John Robertson & Sons Overdue claims collected everywhere, no collection, no charge. Tel. Main 1677.

Are you interested in any of the lines that are advertised?

A Post Card will bring you price list and full information.

Don't forget to mention Canadian Grocer.

SUCHARD'S COCOA

This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes. Delicious in flavor; prices just right.

FRANK L. BENEDICT & CO., Montreal Agents.

French Vermicelli and Macaroni

The only factory in Canada producing these goods.

H. CONSTANT

Manufacturer

Sales Agent: L. FONTANEL, 187 Commissioners St., Montreal

BASKETS

You can make money as well as oblige your customers if you handle our

Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

The Oakville Basket Co.,

OAKVILLE, ONT.

OPEN TO BUY

From 5 to 10 Cars Choice Cooking Peas

Clean and White

Quebec's leading Flour and Grain House.

C. A. PARADIS, Dalhousie St., Quebec

THE CONDENSED ADS of The Canadian Grocer are what you should use if you wish to secure a clerk, a traveler or a situation.



Where Christie's Biscuits come from—

The cleanest factory in Canada

THE word "Christie" on a biscuit means biscuit perfection to a vast majority of the particular housewives of Canada.

Grocers throughout the wide Dominion, for this and other reasons, extend a preference to Christie's Biscuits—*they stock Christie's in preference to all other makes.*

The high grade quality of every ounce of raw material entering into our bakes—the absolute cleanliness of the big factory and the high standards governing the entire output—goes far toward explaining the delicious and lasting goodness of Christie's Biscuits.

But—grocers stock Christie's Biscuits because it pays them to do so.

Christie's Biscuits draw the paying trade—the staying trade—the trade worth while.

Christie's Biscuits *sell more than biscuits*—depend upon it they have something to do with holding, for instance, *your best tea trade.*

Think it over. While you may stock other biscuits, you'll always carry Christie's.

Christie, Brown & Co., Limited

GENERAL PARCEL DELIVERY IN ST. MARY'S.

(Toronto Star)

One combination for which nothing but good can be said has been formed in St. Mary's. This combination is composed of town merchants, and the object in forming it was to reduce the cost of delivery of purchases to customers. That object has been accomplished.

For many years each merchant in St. Mary's, as is still the case in other towns, maintained his own delivery system. Some four years since, these merchants combined in organizing a single system for the service of all. Under the arrangement made, four wagons are supplied, one for each ward into which the town is divided, and each wagon makes four trips daily over its own route for five days in the week, and five trips on Saturdays. The service so secured is more frequent and more efficient than it was under the old individual plan, and the cost, according to a correspondent of The Canadian Grocer, is from 75 cents to a dollar a day for each merchant, or not over half the amount spent before the co-operative idea was introduced.

The plan might easily be applied in any town of 5,000 or less. It should not be impossible to work out a similar system even in larger places. A very considerable part of the cost of living in urban centres is made up of needless waste involved in the multiplication of delivery wagons.

A new grocery store is established in New Glasgow N.S. Geo. M. Stevens is taking the store formerly occupied by Harry McDougall.

FISH PROTECTED.

A despatch from Ottawa states that by an order-in-council the special fisheries regulations for the Province of Ontario are so amended as to absolutely prohibit the sale and export of black bass, maskinonge, and speckled trout for a period of five years, from and after May 30, 1909.



This Kid is

LEITCH ANCHOR BRAND OAK LAKE

"Spreading Out" and fully realizes that he is "the coming man."

Don't let precedent and prejudice hold you in a rut so that progress turns out and goes around you! Buy

ANCHOR BRAND FLOUR

Manfd. by Leitch Brothers Flour Mills, Oak Lake, Manitoba, Canada. 6

DAILY CAPACITY 30,000 LBS.



Dignard Limited

BISCUIT MANUFACTURER

MONTREAL



Ask the Housewife

Ask the woman who uses cocoanut how

White Moss Cocoanut

compares with others.

Her answer will show you the truth of our claim, that this brand is the most popular.

Do YOU Sell It?

The Canadian Coooanut Co., Montreal

The delicious flavor of

Nation's Custard Powder

with Stewed Fruit is an ever pleasant memory.



Agents:

GREEN& CO.,
25 Front St. E. Toronto

W. H. ESCOTT,
Winnipeg

Made by Edward J. Nation & Co., Bristol, England



CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat Put up in ¼ gross cases

Bulk in 7-lb. Pails, ½ doz. in crate.

25-lb. Pails and 75-lb. Tubs.

Capacity one ton per hour. Sold by all wholesale dealers.

The CAPSTAN MFG. CO., - Toronto, Ont.

The Dealer Who Stands for Plus

See Our Next

3

The Case of the Nimble Sixpence

3

March 19, 1909

HE DIDN'T have the biggest store in town nor the best corner. He only sold shoes and such like—but he sold *good* shoes. He used to say, "*It hurts me whenever a shoe hurts a customer.*"

¶ He didn't do as much as other dealers—he did *more :* he stood for *plus !* 'Twas good to talk quality, he thought, but better to *deliver* it —every time he made a sale he added a *new* customer.

¶ You don't sell shoes maybe—you're keener on the flour end. But the principle is the same : you *cannot* afford to give a buyer a bad bargain ; you need satisfied customers to perpetuate *your* flour demand.

¶ Did you ever handle FIVE ROSES ? Dealers say *it fetches the repeat orders.* "Near-good" flour is always a barrel of trouble, but FIVE ROSES in many a kitchen is considered only second in importance to the cook herself. Many live dealers use FIVE ROSES as a magnet to draw *new* customers of whom *permanent customers in all lines* are easily made. The "live wires" in the retail trade have discovered that they can sell *two* barrels of FIVE ROSES in *less* time than it takes to dispose of *one* barrel "near-good" stuff !

¶ If *you* only knew what splendid records it's making for dealers, how easily it sells and *stays* sold, you'd be interested at once. If only we could make *you* appreciate the money there's in FIVE ROSES, we couldn't keep you out of our list of *regular* buyers, even if you had to *borrow* the money to pay for *your first order !*

¶ Stand out for quality *plus* the customer's confidence, but don't let the other fellow get in *his* order first !

Five Roses Flour

LAKE OF THE WOODS MILLING COMPANY, Limited

Address the nearest office

Montreal, Toronto, Winnipeg, Vancouver, St. John, N.B.

CALIFORNIA
ORANGES

are now at their best, and with the high price of apples they are in great demand. We are offering this week Rose, Volunteer and other brands at right price.

Have also lots of all seasonable fruits and vegetables.

McWILLIAM
Mc. AND E.
EVERIST

25-27 CHURCH ST. - TORONTO

OFTEN IMITATED
BUT
NEVER EQUALED

TRACUZZI'S
"St. Nicholas"
"Home Guard"
and
CHASE & CO.'S
pack of
Florida Celery
TOMATOES
J. J. McCabe
Agent
32 Church Street - Toronto

FRUITS, VEGETABLES AND FISH

Good Lenten Trade in Fish—Apples More Plentiful This Week—Toronto a Great Fruit-Consuming City.

MONTREAL.

GREEN FRUITS—Reports from Port Limon state that floods in the neighborhood have interfered with shipment of bananas. It was thought that this would cause the price to jump, but a large amount of stock was on the way, so no changes have resulted. Some, however, think that a little later the market will be affected slightly. Apples are firm, with probability of advances soon. Bitter oranges are 25c cheaper. Other lines are as last quoted :

Almeira grapes, extra choice	6 50	
California navels, 96, 126, 250, 288 size	2 75	
" " 150, 176, 200, 216 size	2 65	
Floridas, 126, 150, 176, 200	3 00	
Mexican oranges, 176, 200, 216, 250 size	2 25	
Valencia " 420 size	4 00	
Extra sweet Jamaicas	2 00	2 25
Bitter oranges		2 25
Grape fruit		3 75
Lemons, choice, 300 size		2 50
Bananas crated	1 75	2 25
Pineapples, extra fancy, 24 size	4 00	4 50
Cranberries, Nova Scotias, early blacks, bbl.	8 00	10 00
Spies, XXX		6 00
Baldwins, Greenings, Russetts, XXX		5 00
Straw berries		0 50

VEGETABLES — Potatoes are a shade weaker this week, owing to ample supplies in stock held, and arriving. Cucumbers are 25c cheaper for the lower grades. Sweet potatoes are easier, and beets are strong at an advance of 10c per bag. Other lines are unchanged. The demand has been good during the week.

Mushrooms, lb	0 75	0 80
Cucumbers, dozen	3 25	3 50
New carrots, bunch	0 15	0 25
Tomatoes, crate		4 50
Oyster plant, doz		0 50
Artichokes, bbl	2 50	3 00
Leeks, dozen		1 50
Parsnips, bag	0 90	0 95
Sweet Potatoes, basket	1 90	2 00
Marrows, dozen		1 50
Cal. Cauliflowers, crates, single		2 75
" " crates, double		5 00
Parsley, box		6 00
Sage, per doz		0 60
Savory, per doz		0 50
Can. celery, bunch	0 60	0 80
Celery, crate		6 00
Water cress, large bunches, per bunch		0 15
Spinach, barrels		4 25
Green peppers, crate		6 00
Beets, bag		1 00
Carrots, bag	0 70	0 75
Spanish onions, large cased		7 00
Lettuce, early		0 60
Lettuce, Boston, box		2 00
Radishes, doz		0 60
Horse radish, per lb		0 15
Cabbage, bbls	1 50	1 75
" new, crates		4 00
Montreal potatoes, bag		0 90
New Brunswick potatoes	0 80	0 85
Onions, large bag	2 50	2 75
Red onions, barrel		5 00
Turnips, bag		0 60
Pumpkins, doz		3 00
Squash, doz		2 50
Brussels sprouts, quart		0 25
String beans, basket		7 00
New beets, crate		3 00

FISH—Frozen tom cods are easier by 15c per bbl. this week, owing to good supply. Frozen grass pike is firmer, now being quoted ½ cent higher. Other lines are unchanged. A good Lenten business is reported all around.

Fresh and Frozen Fish.

Codfish	0 04	0 04½
Qualla salmon	0 07	0 07½
B.C. salmon, frozen	0 09	0 10
Haddock, per lb	0 04½	0 05
Fresh halibut	0 08	0 08½
Mackerel, "		0 12
Dore, "	0 07½	0 08
Steak cod	0 05½	0 06
Frozen Grass Pike	0 05	0 05½
Whitefish, lb. Tullibees	0 05½	0 06
Lake trout	0 09½	0 10
Sea trout, lb		0 10
Flounders, lb		0 10
American live lobsters		0 24
Bullheads (dressed)		0 10
New Smelts		0 10
Sea herring, per 100	1 35	1 45
Large sea herring	1 65	1 75
Gm cods, bbl		1 25
Smoked—		
Haddies (exp) 15 lb. bxs., per lb	0 06½	0 07
Bloaters, per box, large, Yarmouth	1 10	1 25
Smoked herring, per box		0 17
Prepared—		
Skinless cod, new, 100 lb. cases		5 25
Shredded cod, ½ lb. cartons, 2 doz. cartons in box, per box		1 80
Dry cod, in bundles 112 lb., per pound		0 06
Boneless cod, 1 & 2 lb. bricks, 20 lb. boxes		0 06
Boneless cod, 20-lb. boxes		0 06
Boneless cod, 20-lb. boxes		0 09
Boneless fish, 20 lb. bxs., 2 lb. blocks		0 05
Boneless fish, 25 lb. bxs., loose		0 04½
Pure cod in crates, 1 and 2 lb. bricks		0 05
Salted and Pickled —		
No. 1 Labrador herring, brls		5 50
" " " ½ brls		3 00
Large green cod, 200 lbs. bbl		6 00
Oysters, bulk, per gallon		1 30
Standards, bulk		1 40
" quart tins, sealed		0 40
Paper pails, per 100 qt. size		1 50
Live lobsters, lb		0 18
Standards, 4 gals		6 80
Selects "		7 60

TORONTO.

GREEN APPLES—Apples are more plentiful this week. One of the fruit houses has picked up an exceptionally fine lot, throughout the country and which has arrived in excellent condition. It is claimed they are the best, ever sold at this time of the year in Toronto. They sell as high as $6.50 a barrel. Oranges are in good demand and are of splendid quality. A car of Cuban grape fruit has arrived which is of a very superior quality. It may be interesting to know that there is more fruit consumed in Toronto for its size than any other city in the world. A few years ago we scarcely knew what grape fruit was, and now there are from 1½ to 2 car loads used each week.

Grapes, Almeria, keg	7 00	8 00
Apples, Spies	5 50	6 50
" Russets	3 50	4 00
" Baldwins	3 50	4 00
" Greenings	4 00	5 50
" Tolman Sweets	3 00	3 50
Oranges, Valencias, case	4 00	4 25
" Large	4 50	4 75
" California navels	2 75	3 25
" Messina bitter oranges	2 25	2 50
Lemons, Messina	3 00	3 25
Bananas	1 75	2 25
Grape Fruit, Florida, box	4 00	4 75
Pineapples, Florida, crate	4 25	4 50
Strawberries	0 60	0 65

VEGETABLES—The potato market is steady, and no change has occurred in prices. A car of new cabbage arrived and will be sold at $4.00 a case. Both California and Florida celery, of which about 3 cars are consumed each week, are also higher. Spinach from South Carolina is quoted at $4.25 a barrel.

Beets, Canadian, bag	0 45	0 50
Potatoes, Ontario, per bag	0 75	0 80
" sweet, hamper		2 00
" Bermuda, per bushel		3 50
" " per barrel		10 00
Lettuce, Boston head, doz		1 25
Onions, Canadian, dried, bag	0 75	0 90
" Spanish, crate	4 75	5 00
" " small crate		1 75
" Bermuda, per case		4 50
Tomatoes, California, small basket		1 00
" " per case		5 80
Carrots, per bag	0 35	0 40
Cabbage, Florida, new	3 50	3 75
" Canadian, old, per barrel		2 25
Cauliflower, per case		4 00
California celery, per case		6 50
Florida celery, per half case		3 25
Turnips	0 35	0 40
Radishes, per dozen	0 40	0 45
Spinach, per bushel		1 50
Egg plant, per doz		3 00
Green peppers, per doz		1 00
Cucumbers, per dozen	2 75	3 00

FISH—The fish market is very brisk, and satisfactory, and everyone is hustl-

ing to get the orders filled. Perch, mackerel and ciscoes are off the market, and no fresh caught stock is coming in. The frozen stock is in good condition and likely sufficient to meet all the demand during Lent, at the end of which the held stock will no longer be in demand.

Herring, medium, per lb	0 04	0 05
" sea, per 100		1 90
" lake, per keg	4 00	4 25
Whitefish, frozen	0 09	0 10
Trout, "	0 09	0 10
Whitefish, fresh caught	0 13	0 14
Trout, " "	0 13	0 14
Cod	0 07	0 08
Cod, fresh caught		0 07½
Halibut	0 09	
Haddock, frozen, per lb		0 07
" fresh caught		0 07½
Sea salmon, Silverside		0 09
" Steelhead		0 13
Pike	0 05	0 06
Pickerel, yellow	0 08½	0 09
Herring, Digby, smoked, bundle 5 boxes		0 85
" Kippered, 15-lb. box		1 25
Smelts, per pound. No. 1	0 09	0 10
" " extra	0 12	0 14
Oysters, Long Island		1 50
" " medium selects		1 75
" " extra		1 85
" shell, per 100		1 50
Finnan Haddie, smoked, 15-lb. package	0 07	0 07½
Boneless cod, quail on toast		0 05½
" " Imperial		0 08
" " steak		0 07
Shredded cod, doz		0 90
Arcadia, 24 packages, 1 lb. box		3 12
" 12 packages, 2 lb. box		2 40
Acadia cod, crate		2 40
" tablets, box		1 60
Bloaters	1 15	1 25
Qualia	0 08	0 09
Catfish, dressed		0 10
Gold eyes	0 05	0 05½

TO ADVERTISE RAISINS.

New York, March 9.—A. Gartenlaub, the big Coast packer, has made a definite proposition to the raisin growers of Fresno that if the growers form a legal corporation to buy raisins and allow the packers to sell the crop for them, or at least to pack the crop, the packers of that section will spend $75,000 annually to advertise California raisins.

The proposition presented by Gartenlaub in substance provides that the growers form an organization incorporated under the laws of the State of California. Each grower who joins will be a stockholder. If this corporation can secure the control of the raisin crop of this section so that a standard price can be fixed, the packers will advance the stockholders 2 cents a pound as soon as the raisins are delivered to the packing house. If the packers are allowed to sell the crop for the growers a reasonable price will be taken out for packing charges and the advance money returned, all surplus going to the growers' corporation in the form of dividends. In this way a minimum price of 2 cents will be guaranteed the Eastern buyers. Each grower will be a stockholder in the corporation, the percentage being according to the acreage or tonnage. Gartenlaub stated that he had been advised that a corporation would be legal, while nothing could be done with co-operative associations. In order to accomplish this and gain the confidence of the packers, Gartenlaub declared that it was necessary for the growers to get at least 80 per cent. of the crop.

Opinion regarding this proposition is divided, some believing that a growers' organization can be formed, but not believing that 85 per cent. control is necessary. Others are of the opinion that the growers and packers should work together, each providing a certain portion of the funds, and a third contingent favored the payment of funds for advertisement by the growers alone. No definite action was taken on the proposition, but President Hobbs at the conclusion of the meeting was instructed to appoint a committee of five to report to the Chamber of Commerce their idea of the best way to advertise raisins.

FLORIDA TOMATOES

First direct car to reach Toronto this season.

Fancy Hard Ripe Tomatoes can be retailed at 20 cts. a lb. at a GOOD PROFIT

CALIFORNIA and FLORIDA CELERY
FLORIDA NEW CABBAGE
GRAPE FRUIT, STRAWBERRIES and All the Leading Delicacies

WHITE & CO., Limited
TORONTO and HAMILTON



RESOLVED

that a pleasant look and cheerful countenance brings business. You can always smile because your customers will be pleased when you sell them my Lemons.

"BUSTER BROWN" "MERCURY" "MAPLE LEAF"

W. B. STRINGER - TORONTO
Canadian Agent

ANOTHER CAR of

Celebrated "Golden Orange" Brand

WASHINGTON NAVELS

just arrived. They are now at their best and prices reasonable.

FANCY RIPE BANANAS

We are headquarters for Fancy Bananas. Fresh car every week.

Hugh Walker & Son
Guelph, Ont.



OUR SPECIALS

FOR THIS WEEK

PINK SALMON
HALIBUT
RED SALMON
TROUT

DIGBYS
HADDIE
BLOATERS
WHITEFISH

Have You Tried

BEACON BRAND OYSTERS

The F. T. JAMES CO., Limited

FISH and OYSTER Distributors

Church and Colborne Streets, Toronto

What We Can Give You in Brunswick Brand Sea Foods



¼ OIL SARDINES
FINNAN HADDIES (oval and round tins)
¼ MUSTARD SARDINES
KIPPERED HERRING
HERRING in Tomato Sauce
CLAMS
SCALLOPS





When you require any of these goods see that you get BRUNSWICK BRAND—known and celebrated for QUALITY.

Always Dependable

CONNORS BROS., LIMITED

BLACK'S HARBOR, N.B.

AGENTS—Grant, Oxley & Co., Halifax, N.S.; C. H. B. Hillcoat, Sydney, C.B.; J. L. Lovitt, Yarmouth, N.S.: D. Rattray & Sons, Quebec: Leonard Bros., Montreal; Arthur M. Loucks, Ottawa; C. De Carteret, Kingston; James Haywood, Toronto; Chas. Duncan, Winnipeg; R. G. Bedlington & Co., Calgary; Drexel & Co., Vancouver; J. Harley Brown, London, Ont.

FISH for LENT!

FROZEN SEA HERRING

Large and Medium Sizes

Frozen Halibut	Large Whitefish	Smoked Haddies
Salmon	Small Whitefish	Bloaters
Steak Cod	Pickerel	Kippers

Labrador Herring — Boneless Cod — Skinless Cod. "Sealshipt" and Bulk Oysters

ALL OTHER KINDS IN SEASON

Low prices—Best quality—Fair dealing. Our new price list now ready. Copies mailed on request.

"The largest Fish Warehouse in Canada."

LEONARD BROS.

(Near Custom House) MONTREAL



"King Oscar" Brand of Norwegian Sardines

It is only superior merit that has placed this brand of Sardines at the head of all similar goods in Canada—It took only one trial order from the grocers to make them solid as sellers.

Order from your jobber, or write us direct if he doesn't handle them.

J. W. Bickle & Greening
(J. A. HENDERSON)
Canadian Agents, HAMILTON, ONT.

For Lent Sell

Quaker Salmon

The best on earth

Talls $2.00 Flats $2.15

Mathewson's Sons

Wholesale Grocers

202 McGill Street - - Montreal

GROCERY TRADE CHANGES

Losses By Fire During the Week—New Men in the Trade — Partnerships Dissolved and Assignments Made.

Ontario.

F. H. Ross, grocer, Toronto, has sold to Barry Bros.

James Flynn, grocer, Ottawa, is removing to Hull, Que.

H. Gordon, grocer, Toronto, has had his stock sold by trustee.

J. Jacobson, general merchant, Cobalt, has sold to Wm. Irwin.

Geo. H. Helson, grocer, Toronto, advertises his business for sale.

Warburton & Sons, grocers, Hamilton, have sold to H. O. Saunders.

Hargrove Bros., general merchants, Sombra, Ont., have sold to Del Davis.

James Greer, general merchant, Reaboro, advertises his business for sale.

A. K. Aziz & Co., general merchant, Sunderland, is succeeded by Aziz & Co.

W. A. Day, general merchant, Port Stanley, has sold to Finlay & Glover.

C. M. Gammon, grocer, West Toronto, has sold to Samuel E. Pearsall.

Job. Spencer, grocer and furniture dealer, Toronto, has sold his grocery stock.

G. H. Nairn & Co., grocers, Windsor, have had their stock slightly damaged by water.

Hayden & Hamilton, general merchants, Hagersville, has assigned to Peter Leonard.

Kinzie & Co., general merchants, Southwold Station, has assigned to Robt. T. Petch.

Jas. Ritchie, general merchant, South Bay Mouth, has assigned to A. G. Murray, Gore Bay.

Myles Bourke, general merchant, Temagami, Ont., has assigned to G. A. McGaughey, North Bay.

Quebec.

The Dominion Biscuit & Cigar Co., Quebec, have registered.

J. B. Banville, of J. B. Banville & Co., grocers, Montreal, is dead.

The assets of M. Bernier, grocer, Fraserville, Que., have been sold.

The assets of G. Beaulieu, general merchant, Sayabec, have been sold.

Wilfrid Whissell, grocer, Brouchette, has been succeeded by Frank Gorman.

The assets of J. E. Benoit, general merchant, St. Helene, Que., have been sold.

The assets of Jos. Belisle, general merchant, Bonaventure River, have been sold.

Leacy & Co., general merchants, Chapeau, Que., are offering their business for sale.

Alfred Roy, general merchant, East Broughton, Que., has assigned to V. E. Paradis.

A demand of assignment has been made on L. Marchand & Co., grocer, Montreal.

The assets of L. O. Desautels, general merchant, St. Alphonse de Caplin, have been sold.

The assets of Jos. Soucy, general merchant, Rimouski, were to be sold on March 12th.

C. E. Ladouceur & Co., general merchant, St. Andrews East, Que., has compromised.

The assets of L. O. Desantels, general merchant, St. Jean Bte. de Rouville, are to be sold.

A demand of assignment has been made on Robt. Scott, general merchant, Scotstown.

A meeting of the creditors of Bartley & Reid, wholesale tea merchants, Montreal, is called for March 13.

A. C. Trempe and L. T. Trempe, wholesale and retail grocers, Sorel, Que., were burnt out recently.

Western Canada.

Betsy Kidd, general merchant, Fairmede, Sask., has died.

S. Friedman, general merchant, Winnipeg, has sold to M. Rose.

D. A. Moore, general merchant, Oakville, Man., has sold to Thos. Stait.

Roe & Sidelkovsky, general merchants, Cupar, Sask., have dissolved.

J .K. Rennie, general merchant, Fenton, Sask., has sold to T. A. T. Adams.

Brodsky Bros., general merchant, Teulon, Man., have assigned to C. H. Newton.

The Grunthal Trading Co., general merchants, Grunthal, Man., sold to S. Chordirker.

Halter, Lechtzier & Co., general merchant, Yorkton, Man., have assigned to C. H. Newton.

Crearar & McTavish, general merchants, Oak River, Man., have assigned to C. H. Newton.

The Western Canada Food Products, Ltd., Norwood Grove, Man., have assigned to C. H. Newton.

The Moose Mountain Trading Co., general merchants, Manor, Sask., have been succeeded by C. S. Logie.

Burlington & Speers, general merchants, Battleford, Sask., have sold their Wilkie branch to Jno. Muchmore.

A USEFUL BOOK.

"Aid to Shippers" is the title of a 72 page book containing a quantity of information of value to all engaged in the export or import trade. The book is issued by Oelrichs & Co., of New York, for more than forty years the American representatives of the North German Lloyd Steamship Company. The table of foreign moneys with United States equivalents together with weights, measurements, tariffs, customs requirements, etc., etc., will be found of great value. "Aid to Shippers" will be sent, postpaid, on request to Oelrichs & Co., forwarding department, 5 Greenwich St., New York.

FOR SALE.

A LIVE GENERAL BUSINESS — Groceries, two thousand; dry goods and boots, two thousand; two-storey brick store and basement 22 x 165; rent low; best location in town, population eight thousand: turnover last year over forty thousand; reason for selling, partner died; easy terms. Guilfoyle Bros., Collingwood.

Important Notice

Mason's
Number One Sauce

REDUCED PRICES

Small Bottles - - $1.40 doz.
Large Bottles - - - 2.25 doz.

Prepared by
GEO. MASON, (The Original), From London, England

ALL JOBBERS

THE MASON, MILLER COMPANY
Toronto, Canada

Agents Wanted

Highest price paid for
DRIED APPLES
O. E. ROBINSON & CO.
Established 1880
Ingersoll - Ontario
WOULD YOU LIKE OUR WEEKLY CIRCULAR

SEASON 1908-9
Dried Apples
Shipments Solicited
Settlements Prompt
W. A. GIBB COMPANY
HAMILTON
JAMES SOMERVILLE, Manager

DAWSON'S Banner Brand of Jams, Marmalades and Jellies is the very best.
THE DAWSON COMMISSION CO., TORONTO

ANOTHER FORM OF STEALING

Peterboro Clergyman Delivers Sermon on the Non-Payment of Accounts to Merchants—Characterizes the Actions of Those Who Neglect This Duty as Worse Than the Deeds of Thieves—They Profess Friendship But Are Not Faithful.

Peterboro, March 9.—Merchants of the Liftlock City have not to fight their battles in the collection of accounts alone. Frequently the clergy of this city have appealed to their congregations along these lines, advising them from a moral standpoint to pay their merchants' accounts.

In a strong sermon delivered by Rev. Father McColl, rector of St. Peter's Church, last Sunday, he characterized the person who deliberately buys goods on credit without any intention to pay for them, as worse than the thief who enters a store or house by stealth and steals.

His sermon dealt with the different forms of stealing, but in particular upon the phase of it relating to those people who borrow money or contract accounts with merchants and have no serious thoughts of settling up.

Pretends Friendship.

There were various forms of stealing, he said. The robber enters a house and with a pistol takes by force; the burglar enters by stealth, but there was a meaner way than either of these. There was a certain amount of honor in the man with the pistol, but meaner was he who takes your money, pretends to be your friend, tells falsehoods about repaying it and at the same time does not intend to pay it. Persons of this kind were just as bad if not worse than those who steal openly with a revolver.

People, he maintained, should live according to Christian principles. If we are not well provided with money or if we are in poverty we can at least be honest, upright and respectable. He gave, as an illustration, the lives of Christ, His mother, and St. Joseph.

There was a great deal of competition in these times, and if the world were less strenuous the people might live more healthy lives. The strenuosity of to-day is because of the striving among men to have more money than their neighbors, to have more power and in a business and worldly sense to be accounted greater and more influential than those who are vying with them.

Beating Their Way.

Unjust means of doing business was another form of theft, Father McColl stated. The poorer people, moreover, emulate the rich. They, too, contract debts which they know they are unable to make return for, and even obtain things which they do not intend to pay for. In every walk of life people of this kind were found. To use a common expression, they were "beating their way" everywhere. The storekeepers met them, the business men knew them and they were even met with in church circles. Father McColl's sermon was an appeal for honest living. In conclusion, he stated: Let your lives be worthy of Christians such that you will never be ashamed of them."

Another strong advocate of the necessity of character in the payment of accounts among the clergy in Peterboro is Canon Davidson, who periodically reminds his people that one of the essentials of upright living and Christian brotherhood is the straightening out of debts so that men can look each other in the face and live at peace with the world.

GROCER WINS THE PRIZE.

H. C. Davis, Dundas, Gets $100 Worth of Advertising Space Free.

In a recent contest instituted by the Dundas Banner, H. C. Davis has been judged by subscribers to the paper as the most highly esteemed merchant in Wentworth.

Mr. Davis is the head of a flourishing grocery business, was born in Dundas and has lived there all his life. For twelve years he served efficiently on the board of school trustees, and has been on the public library board for two years.

He has always taken a leading place in sports. In the famous baseball team which held the Canadian championship in 1891, he was the pitcher. He was the president of the curling rink which won the Ontario tankard in 1903, and has won many prizes as a marksman. At the present time Mr. Davis is an enthusiastic member of the Dundas Bowling and Curling Club. He is respected by all as an upright and progressive business man and citizen and is a general favorite on account of his kindly manner and generous nature.

By winning in the contest Mr. Davis receives a hundred dollars worth of advertising space in the Banner and the Business Man's Library, composed of a six-volume set of books.

BUSINESS AT GOW GANDA.

W. F. Morley of the Canada Brokerage Co., has returned from a business trip to Gow Ganda. Mr. Morley had a most interesting and satisfactory trip in the north. In conversation with a Grocer representative he stated that there was already a heavy rush of prospectors into that new mining district but he considered that on the opening of spring there could not help but be a congestion. At present there are over a hundred car loads of supplies for Gow Ganda at Englehart, Charlton and Elk City. What impressed Mr. Morley so keenly was the enthusiasm of everybody there. He was of the opinion that this was no poor man's boom as everybody was apparently well supplied with funds and from reports he heard the spring business prospects were good.

Reginald E. Green, of Green & Co., Toronto, has returned from a couple of months trip to London, and other Old Country cities. Mr. Green represents in Canada, Branson's Coffee Essence, Champion's Vinegar, and E. J. Nation & Co., Bristol. It is understood he is working up a nice trade for these companies in this country.

No Accident

Made the large sale and wide popularity of Fels-Naptha soap. Every customer for it has been won on merit, and wherever women wash clothes Fels-Naptha is making more friends and holding them for the same reason.

THE GROCER'S ENCYCLOPEDIA

Various Kinds of Raisins and Where They Secure Their Names—Manufactured From Some Classes of Grapes—What They Are Used for and Where Canadian Supply Comes From.

RAISINS—Of all dried fruits raisins have always been the most popular, and have even served as a medium of exchange. They are usually named after the country or district from which they come, and sometimes from the species of grape. Hence we have Muscatels, Blooms, Sultanas, Caraburnas, Malagas, Lexias Valentias, Black Smyrnas, Alicantes, Denias, Elemes and many others.

Probably the best known kinds are the Spanish Denias, (Pasas de Denia), of which there are two varieties, and the Pasas de Malaga, of which there are three, La Moscatel, La Flor and El Sol. There is another variety called Pasas de Legia (Lexias).

Not all grapes, are however, suitable for making into raisins, but only the fleshy varieties, which develop abundant Saccharine matter. A large amount of the raisins coming to this country, are produced on a narrow tract of Spain, on the Mediterranean border, and especially in the Malaga district, whence have come the finest Muscatels. Others are grown in Greece, Italy, Southern France, Turkey and Persia, also in Australia, California and the Cape of Good Hope. The Greek crop is now limited almost entirely to Messina, and Laconia, and is mainly brought up by Patras merchants, for export to England, and America. Of some 30,000 to 50,000 tons produced in California, over three-quarters are grown in Tresno county.

Gathering of the Grapes.

Raisin grapes are most extensively cultivated, around Denia in Spain, and the variety grown there, is coming into competition with the Malaga product. In Malaga, where there is no fear of rain, they are usually cut in bunches, when ripe. These bunches are then dried in the sun, and that requires two or three weeks. In Denia this cannot be done, on account of the climatic changes and the grapes are therefore dipped into hot lye, made by dissolving the alkali out of wood ashes, and quick-lime with water, and then adding a pint of olive oil, and a handful of salt, to each four gallons. This causes the saccharine secretions to exude, to the surface, and give the peculiar brown varnished appearance, to the fruit. The oil also helps the wrinkling, and brightens the appearance. This rapid process of curing, permits Denia raisins to be exported at a lower price, and earlier than those from Malaga, but they do not after all, present such an attractive appearance as the latter.

They are packed in boxes of 22 lbs. net. The finest are classified as Royal Clusters. There also come "Choicest Clusters, Choice Clusters, Black Baskets, Dehesa Layers, Imperial Cabinet, London Layers, Faced and Loose."

A Castile Legend.

In old Castile a delightful legend exists, that grapes to be successfully cured for winter, must be cut off the vines, carried to the lofts, and hung up to dry, without being looked at. The peasant women, therefore, on approaching the vines, close their eyes or bandage them over while groping for the bunches, cutting them off and placing them in the basket; and when this is full, they cover the top with vine leaves. They then open their eyes, but on arriving at the drying loft, the eyes are again religiously closed, or bandaged, while hanging up the bunches.

The Uses of Raisins.

In packing raisins, especially Muscatels, the Spanish method of showing the stems is now generally adopted, so that in opening a box, care should be taken to remove the right lid, and commence at the top. Raisins are used in pastry making, and cooking of pies, puddings, bun loaf, etc., and as a dessert fruit.

They are judged by size, color, and fleshiness, and are also used extensively in making and flavoring ordinary wines, as well as "raisin wine." Distillers use large quantities of them. The white Muscatel is always in great demand in Switzerland, and Austria, for the making of vermouth.

Raisins contain more sugar, and less acid, than fresh grapes, and are more laxative. Eaten to excess they are very apt to derange the stomach. The small seedless varieties, are much in demand by cake makers, but being gathered young and unripe possess little flavor, and will not keep so long, as the full grown kinds, in their ripened state. Of late the seeded raisin has come much into use. The chief difficulty is in preventing the raisin from "candying" after the seeds have been removed. Many preparations have been put onto the market to prevent this taking place. Muscatels maintain their fine qualities for a longer time, than stoned Valencias. For some time there was a certain amount of prejudice against seeded raisins, each housewife preferring to seed her own, but this has of late practically disappeared.

ALL ABOARD
GET READY TO SUPPLY THE DEMAND FOR
GREAT WEST
CUT PLUG
SMOKING and CHEWING TOBACCO
SALES INCREASING DAILY

McDOUGALL
Insist upon having them.
D. McDOUGALL & CO., Glasgow, Scotland.
CLAY PIPES

If you desire to increase your business buy your
PIPES, TOBACCO, CIGARS, BISCUITS AND CONFECTIONERY
from
JOS. COTE
Importer and Wholesale Tobacco Dealer
The greatest assortment of smoker's articles in the Dominion.
Office & Store - - 188 St. Paul St.
Warehouse - - 119 St. Andre St.
Branch - - - 179 St. Joseph St.

Tel. Up 2076 Tel. East 5964
YOUNG'S PATENT PIPE
in Seven Shapes
W. J. GRANT
Sole Agent for Canada
506 Lindsay Building, MONTREAL.

BLACK WATCH
The Big Black Plug Chewing Tobacco.
Already a Big Seller
Sold by all the Wholesale Trade


The Canadian Hardware Jobbers

Use Large Space in Our Annual Spring Number each year. Last year during depression

Lewis Bros., Montreal, used 5 pages
Hobbs Hardware Co., London, 2 pages
Caverhill, Learmont & Co., Montreal, 2 pages
H. S. Howland, Sons & Co., Toronto, 2-page insert
Frothingham & Workman, Montreal, 1 page
Rice Lewis & Son, Toronto, 1 page
D. H. Howden, London, 1 page
Kennedy Hardware Co., Toronto, 1 page
Wood, Vallance & Co., Hamilton, 1 page

These firms have travellers covering the country thoroughly and are in a position to know whether or not this Number is read by the hardware trade throughout Canada.

Practically every article sold through the Canadian Hardware Trade will be advertised in it.

It will, therefore, be used for months as a Directory by Wholesale and Retail Dealers.

Our Annual Spring Number will be published March 20—just when Spring trade is opening up. An immense amount of Hardware is shipped to the West as soon as navigation opens. The end of March is, therefore, a most opportune time to make good, strong bid for business.

WE GUARANTEE TO SEND A COPY OF THIS NUMBER TO EVERY HARDWARE, STOVE AND TINWARE DEALER IN CANADA

RATES: Full Page, $35.00 *Half Page, $20.00* *Quarter Page, $12.00*

Advertising Forms Close March 16

HARDWARE AND METAL

MONTREAL TORONTO WINNIPEG

NEW YORK
622-624 TRIBUNE BLDG.

CHICAGO
933-935 MONADOCK BLOCK

Are You Keeping Your Tobacco Stock Up-to-Date ?

IF NOT—WHY NOT?

"Tuckett's Special"

the new 10c. plug is the latest

Order from Your Wholesaler

Manufactured from **Imported Leaf Exclusively**

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

THE IMPORTANCE OF GOOD GROCERY FIXTURES IS SECOND ONLY TO THAT OF A WELL-SELECTED STOCK



WALKER BIN FIXTURES will

Build up a new business,
Put new life into a dead business and
Improve and make more profitable
the best grocery business in Canada.

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

The Walker Bin & Store Fixture Co., Limited

Designers and Manufacturers of Modern Store Fixtures

Berlin, Ontario

Representatives { Montreal; Kenneth H. Munro, Coristine Bldg.
Manitoba: Watson & Truesdale, Winnipeg, Man.
Saskatchewan and Alberta; J. C. Stokes, Regina, Sask.

ALLISON Coupon Books

They systematize business, make credit customers easy to handle, and prevent the loss of many a dollar.

They are now successfully and profitably used in every corner of the United States, and their fame has spread to all quarters of the earth.

HOW THEY WORK

A man wants credit. You think he is good. Give him a $10 Allison Coupon Book. Have him sign the receipt or note form in the front of the book, which you tear out and keep. Charge him with $10 — no trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on until the book is used up. Then he pays the $10 and gets another book. No pass books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best.



For sale by the Jobbing trade everywhere.

Manufactured by ALLISON COUPON CO.
Indianapolis, Ind.

Queen City Water White Oil

GIVES PERFECT LIGHT

The most economical high-grade oil ever sold in Canada.

FOR SALE EVERYWHERE

Persons addressing advertisers will kindly mention having seen the advertisement in this paper.



The **Elgin National Coffee Mills**

40 Sizes and Styles

They are the
Fastest Grinders
Easiest Runners

Ask any wholesale grocer, tea and coffee house or jobber for prices



WOODRUFF & EDWARDS CO.

MAKERS

ELGIN, ILLINOIS, U.S.A.



LOOK AT THIS
HAVE YOU ONE IN YOUR STORE

If not you are put to great inconvenience, delay and trouble without McGregor's

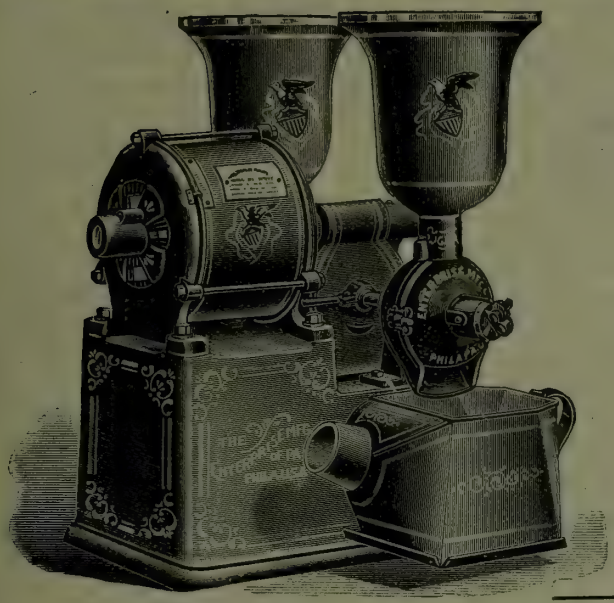
Patent Bag Holder

It is out of the way—Write us for prices.

KILGOUR BROS.

19 Wellington St. West, - TORONTO

"Enterprise" Economy



An Enterprising grocer, who does things *right*, uses an **"Enterprise" Electrically-Driven Coffee Mill.**

The right way is also the cheapest way in the end. It always *pays*. Take the experience of the Philadelphia grocer who grinds 15,000 pounds of coffee a month with an "Enterprise" Mill electrically-driven at a cost for current of $3.00.

He bought the Mill as a great convenience—a time and labor saver, and an up-to-date attraction for his store. Its economy astonished him.

Look through our catalogue and you will find Mills of any capacity, any power required, for direct or alternating current. Your local power supply company will co-operate with advice and assistance.

The Mill illustrated here is No. 08712, fitted with ½ horse power motor for alternating current. Capacity of each iron hopper, 6 pounds of coffee. One Mill is fitted with grinders for granulating, the other for pulverizing. Granulates 2 pounds of coffee per minute, and can be regulated for fine or coarse grinding while mill is running. If you haven't the catalogue showing all our Mills, write for a copy to-day.

The Enterprise Manufacturing Co. of Pa.
Philadelphia, U.S.A.

21 Murray Street, New York — 438 Market Street, San Francisco



Arctic Refrigerator

For butchers, grocers, hotels, etc. The coldest, driest and most up-to-date refrigerator on the market.

REPRESENTATIVES:

Western Provinces—
Ryan Bros., Winnipeg

Quebec—
Wolf, Sayer & Heller, Montreal

MANUFACTURERS:

JOHN HILLOCK CO., Limited
TORONTO, ONT.

WRITE FOR CATALOG

—BUY—

Star Brand

COTTON CLOTHES LINES

—AND—

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For Sale by All Wholesale Dealers.
SEE THAT YOU GET THEM.

TALKING POINTS FOR DEALERS

ON

BANNER, CANADA, ONTARIO and HICONE LAMP BURNERS



The screw part or burner-base is covered, which protects against fire. Many burners are made cheaper by leaving the screw part open so that dust, dead insects, or charred portions of wick may collect thus becoming saturated with oil and liable to catch fire. OURS DON'T.

Manufactured by

ONTARIO LANTERN AND LAMP CO., LIMITED, HAMILTON, ONT.

Worms in Horses and All Live Stock

The eradication of worms from horses and other animals is one of the most striking features of **Molassine Meal,** and is proof of its unique properties. When

MOLASSINE MEAL

is used regularly—although it is quite free from arsenic or drugs—in consequence of its antiseptic properties, all foul or putrid matter is evacuated, worms cannot live, and are naturally expelled.

A food which has effects like this must command the attention of all persons interested in the feeding of horses and cattle.

Sole Importer

ANDREW WATSON

91 Youville Square - - MONTREAL

QUOTATIONS FOR PROPRIETARY ARTICLES

Baking Powder.

W. H. GILLARD & CO.

Diamond—
1-lb. tins, 2 doz. in case $2 00
½-lb. tins, 3 " " 1 25
¼-lb. tins 4 " " 0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
2 doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
¼-doz.	5lb.	19 75



MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 85
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 80
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	



ROYAL BAKING POWDER

Sizes.	Per Doz.
Royal—Dime ...	$ 0 95
" ¼ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ¼ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—
1 lb. tins, 2 doz. in case $1 20
½ lb. " 2 " " 0 80
¼ lb. " 4 " " 0 45

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Baking Powder—
1-lb. tins, 3-doz. in case, per doz. 2 00
½-lb. " " " 1
¼-lb. " " " 0 8

Blue.

Keen's Oxford, per lb $0 17
In 10-box lots or case 0 16
Gillett's Mammoth, ¼ gross box 2 00

Cereals

H-O. COMPANY ROCHESTER, N.Y.

	Per case.		Per case.
Force, 36s	$1 50	Gusto, 36s	$2 85
Korn-Kinks, 3's,	1 45	H-O. oatmeal,	24, 3 10
Presto, 36s	3.40	Buckwheat, 36s..	3.50
Pancake, 36s ..	3.50	Corn Starch, 36s	2.50
Tapioca, 36s ...	2.85	Farina, 24s.....	1.70
Hominy, 36s....	2.50		



WHITE SWAN SPICES AND CEREALS LTD.

White Swan Breakfast Food, 2-doz. in case, per case, $3 60.
The King's Food, 2-doz. in case, per case, $5.
White Swan Barley Crisps, per doz., $1.
White Swan Self-rising Buckwheat Flour, per doz., $1.20.
White Swan Self-rising Pancake Flour, per doz., $1.20.
White Swan Wheat Kernels, per doz., $1.40.
White Swan Flaked Rice, per doz., $1.
White Swan Flaked Peas, per doz., $1.

Chocolates and Cocoas.

COWAN CO., LIMITED

Cocoa— Perfection 1-lb. tins per doz	$2 70
Perfection, ½-lb., per doz.	2 40
" ¼-lb., "	1 30
" 10c. size "	0 90
" 5-lb. tins per lb.	0 37
Condensed cocoa, cream and sugar, doz	2 25
Soluble, bulk, per lb	0 [illegible]
" " "	0 15
London Pearl per lb.	0 22

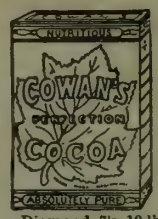
Special quotations for Cocoa in bbls., kegs, etc.

	Per lb.
Unsweetened Chocolate—	
Plain Rock, ½-lb. cakes, 12-lb. boxes.	0 40
" ¼-lb. " "	0 40

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ½, ¼ and 1-lb. tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37



Sweet Chocolate—
Queen's Dessert, ½-lb. cake, 12-lb. boxes, per lb. $0 38
Queen's Dessert, 6's, 12-lb. boxes, $0 40
Vanilla, ½-lb., 12-lb. boxes per lb. $0 35
Parisian 8s, $0 30

Royal Navy, ½'s, ¼-lb. boxes per 0 33
Diamond, 7's, 12-lb. boxes, per lb... 0 24
" ½'s " " " .. 0 25
" 8's " " " .. 0 28

Icings for cake—
Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., 2-doz. in case.

Chocolate—

Maple buds, 5-lb. boxes, lb.	0 33
Vanilla wafers, "	0 35
" nonpariels, 5-lb. box	0 35
" 2's, 5-lb. boxes, lb ..	0 28
" 2's, nonpareils " ..	0 28
Ginger, 5-lb. boxes, lb.	0 30
Milk sticks, box	1 35
Milk cakes, 5c. size, box	1 35

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

10c. tins, ¼ doz. to case ..... per doz.,	$ .90
½ " " ½ " " ..... "	2.40
½ " " 2 " " ..... "	4.75
1 " " 1 " " ..... "	9.00

JOHN P. MOTT & CO.'s.

R. S. McIndoe, Agent Toronto.
Arthur M. Loucks, Ottawa.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
R. J. Bedlington & Co., Calgary, Alta.
Standard Brokerage Co., Vancouver, B.C.

Elite, 10c size (for cooking), doz 0 90
Prepared cocoa, ½'s 0 28
Prepared ½'s 0 28



Mott's breakfast cocoa, ize	90 per dz.
" breakfast cocoa, ½'s	0 38
" " ¼'s	0 38
" No. 1 chocolate, ½'s	0 32
" Navy " ½'s	0 28
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 24
" Plain choice chocolate liquors	0 32
" Sweet Chocolate Coatings	0 20

WALTER BAKER & CO., LIMITED. Per lb.

Premium No. 1 chocolate, ½ and ¼-lb. cakes	$0 38
Breakfast cocoa, 1-5, ½, ¼, 1 & 5-lb. tins	0 41
German Sweet chocolate, ½ and ¼-lb. cakes, 6 lb. boxes	0 [illegible]
Caracas Sweet chocolate, ½ and ¼-lb. cakes, 6-lb. boxes	0 35
Auto Sweet chocolate, 1-6 lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla Sweet chocolate, 1-6 lb. cakes 6-lb. tins	0 47
Soluble cocoa (hot or cold soda 1-lb. tins	0 38
Cracked cocoa, ½-lb. pkgs., 6-lbs. bags	0 34
Caracas tablets, 100 bundles, tied 5s, per box	3 00

The above quotations are f.o.b. Montreal

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—5c., 10c., 20 and 40c. packages packed in 15 lb. and 30 lb. cases. Per lb.

1 lb. packages	0 [illegible]
lb "	0 27
lb. "	0 28
1 and ½ b. packages assorted	0 28½
½ and ¼ b. " "	0 27½
½ lb. packages assorted in 5 lb. boxes	0 28
½ lb. " "	0 29
¼ lb. " in 5, 10, 15 lb. cases	0 30

Bulk—

In 15 lb. boxes.	15 lb. pails Pails.	and 10, 25 and 50 lb. Tins.	Bbls.
White Wax desiccated	0 16	0 17	0 17
Best Shredded	0 18	....	0 16
Special Shred	0 17	....	0 15
Ribbon	0 19	....	0 17
Macaroon	0 17	....	0 15
Desiccated	0 16	....	0

White Moss in 5 and 10 lb. square tins, 21c.

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Cocoanut—
Featherstrip, pails 0 18
Shredded 0 15
In packages 2-oz., 4 oz., 8-oz., lb. 0 28

Condensed Milk.

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
"Eagle" brand (4 doz)	$6 00	$1 50
"Gold Seal" brand (4 doz)	5 00	1 25
"Challenge" brand (4 doz)	4 00	1 00
Evaporated Cream—		
"Peerless" brand evap. cream	4 70	1 20
" hotel size	4 90	2 [illegible]





TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.) $4 80
Reindeer" brand per case (4 doz.).... 5 60





Coffees.

EBY, BLAIN CO. LIMITED.
Standard Coffees.

Roasted whole or ground. Packed in damp-proof bags and tins.

Club House	$0 32
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole...	0 17
" " " ground..	0 17½
Golden Rio	0 14

Package Coffees

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, ½ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

THOS. J. LIPTON retail wholesale

Lipton's "Special" blend coffee, 1 lb. tins, ground or whole	0 40	0 30

JAMES TURNER & CO. Per lb

Mocha	$ 0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

PATTERSON'S "CAMP" COFFEE ESSENCE
Agents, Rose & Laflamme, Montreal an Toronto.

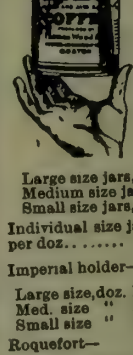
5 oz. bottles, 4 doz. per doz.	1 75
10 " " 4 " "	3 00
Rep. quarts, 1 " "	6 50
Imp. " 1 " "	9 00

WHITE SWAN SPICES AND CEREALS LTD.
White Swan Blend.



1-lb. decorated tins, 32c. lb
Mo-Ja, ½-lb. tins 30c. lb.
Mo-Ja, 1-lb. tins 28c. lb.
Mo-Ja, 2-lb. tins 28c. lb.

Cafe des Epicures—1-lb. fancy glass jars, per doz., $3.60.
Cafe l'Aromatique—1-lb. amber glass jars, per doz., $4.
Presentation, with 3 tumblers), $10 per doz



THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins $0 33
"Gilt Edge" in 2 lb. tins 0 32
Canadian Souvenir 1 lb. fancy lithographed canisters 0 30

Cheese.—I

Large size jars, per doz.	$3 25
Medium size jars, "	4 50
Small size jars, "	2 40
Individual size jars, per doz.	1 00

Imperial holder—

Large size, doz.	18 00
Med. size "	17 00
Small size "	12 00

Roquefort—

Large size, doz.	2 40
Small size, "	1 40



Peanut Butter.

MACLAREN'S IMPERIAL CHEESE CO. LTD

Imperial Peanut Butter "Bobs," the Perfect Confectionery.

Large size, cases, 25 cartons	$3.50 each
Small " " 50 "	3.60 "
Assorted, cases, 26 small, 12 large	3.55 "

Net 30 days.

Confections

THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box, "	1 35
" " 10c cakes, 36 in box "	2 55
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
" " No. 2, " "	0 25
Maple Buds, 5-lb. boxes, lb	0 36
Nut Milk Chocolate, ½-lb. cakes, 12-lb. box, lb	0 40

These prices are F.o b. Toronto.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Ltd. Toronto. C. O. Beauchemis & Fils. Montreal $2, $3, $5, $10, $15 and $20.
All same price one size or assorted.

UN-NUMBERED

Under 100 books	each 04
100 books and over	each 03½
500 books to 1000 books	03

For numbering cover and each coupon, extra per book ½ cent.

Cleaner.



	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent
The Davidson & Hay, Limited, Toronto

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.
"Vita" Pasteurized Extract of Beef. Per case.

Bottles	1-oz.,	case of	2 doz	$3 20
"	2 "	"	1 "	3 00
"	4 "	"	1 "	4 50
"	20 "	"	½ "	4 15
"	20 "	"	1 "	9 00

THOMAS J. LIPTON
Prices on application.

Infants' Food.

Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins....	2 25
" " groats ½-lb. tins....	1 [illegible]
" " 1-lb. tins....	2 [illegible]

"Mephisto" and "Purity" Canned Lobsters.



1 flats	$4 40	4 [illegible]
½ "	2 30	2 40
¼ "	1 40	1 50

Flavoring Extracts

SHIRRIFF'S

1 oz. (all flavors), doz.	1 00
2 " " "	1 75
4 " " "	2 00
4 " " "	3 00
5 " " "	3 75
8 " " "	5 50
16 " " "	10 00
32 " " "	18 00

Discounts on application.



Jams and Jellies.

BATGER'S WHOLE FRUIT STRAWBERRY JAM
Agents, Rose & Laflamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz	2 20

THOMAS J. LIPTON
Prices on application.

T. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case ..... per lb.	07½
5 and 7-lb. tin pails, 8 and 9 pails in crate ..... per lb.	0 07
7 wood pails, 6 pails in crate, per lb .	0 07
30-lb. wood pails ..... "	0 06½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case, per lb	0 [illegible]
7 wood pails, 6 pails in crate, per lb..	0 0

Classified Advertising

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

Yearly Contract Rates.

100 words each insertion,			1 year.....	$30 00
"	"	"	6 months...	17 00
"	"	"	3 months...	10 00
50	"	"	1 year.....	17 00
"	"	"	6 months...	10 00
25	"	"	1 year.....	10 00

PERIODICALS.

ADVERTISING writers and business men interested in good printing should subscribe to Canada's only printing trade paper, THE PRINTER AND PUBLISHER. Subscription price $2 per annum. Address, 10 Front Street East, Toronto.

CANADIAN MACHINERY AND MANUFACTURING NEWS, $1 per year. Every manufacturer using power should receive this publication regularly, and also see that it is placed in the hands of his engineer or superintendent. Every issue is full of practical articles, well calculated to suggest economies in the operation of a plant. Condensed advertisements for "Machinery Wanted" inserted free for subscribers to the GROCER. "Machinery for Sale" advertisements one cent per word each insertion. Sample copy on request. CANADIAN MACHINERY, 10 Front St. East, Toronto.

COMPLETE information on books, stationery, fancy goods, music, photo supplies and kindred lines is given each month in THE BOOKSELLER AND STATIONER, of Canada. Subscription price $1.00 per annum. Address, 10 Front Street East, Toronto.

THE BUSY MAN'S MAGAZINE is the most popular periodical of its kind. Why? Because each issue contains a strong list of original articles of interest to every Canadian. It also reproduces the most timely, instructive and interesting articles appearing in the other magazines and periodicals of the month. The cream of the world's periodical press is too valuable to overlook. BUSY MAN'S is on sale at all news-stands. Better still, send $2 for one year's subscription. Mail it to-day. THE BUSY MAN'S MAGAZINE, Toronto.

THE market reports make HARDWARE AND METAL a necessity to every hardware merchant, paint and oil dealer in Canada. It is mailed every Friday. Subscription price is $2 per year. Address HARDWARE AND METAL, Montreal, Toronto or Winnipeg.

FOR SALE.

FOR SALE—Town, city, rights for preserving eggs. None better; fortune builder. Start this spring. W., care GROCER, Toronto. (14p)

FOR SALE at a bargain, or rent. Frankford Canning Factory. E. G. Sills, Belleville. (13p)

ONE Taylor Safe, No. 3, in splendid condition. Price reasonable. E. H. Piggott, Midland, Ont.

DUPLICATING DEVICES.

IF INTERESTED in a Duplicating Machine for getting out circular letters, reports, price-lists, etc., or for printing various office forms, write for booklet and samples of work. The "POLYGRAPH" is the newest, latest and best and sells for a lower price than the others. Is unexcelled by any similar device on the market. F. W. Tenney, Canadian Sales Agent, Stair Building, 123 Bay Street, Room 116, Toronto, Canada.

BOOKS FOR THE GROCER.

ART AND SCIENCE OF WINDOW DRESSING, by S. W. Roth. Every retail grocer should learn the methods set forth in this book—which is specially written for **Grocers**—on how to make grocery windows attractive and thus draw trade. Every means of successfully displaying goods is treated of in its 14 chapters and 30 illustrations. Price $2.00, postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto

COFFEE, its history, classification and description, by J. M. Walsh. This interesting and instructive book deals with the commercial classification and description, adulteration and detection, and the art of blending and preparing of coffee. Price, $2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include special sales, getting holiday business, co-operative advertising, money-making ideas, contests, etc. Price, $2.50 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

TEA BLENDING as a fine art, by J. M. Walsh. This work is especially designed for the use and instruction of those engaged in the tea and grocery business, containing formulae for the scientific and judicious combination of the different varieties and grades of tea. Price, $2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

TEA, its history and mystery, by J. M. Walsh. The contents of this practical and exhaustive work include cultivation and preparation; adulteration and detection; arts of testing, blending and preparing; chemical and medicinal properties, etc. Price, $2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

THE GROCERS' MANUAL—New edition, enlarged and illustrated, 1188 pages. All about Groceries, Provisions, Fruits, Spices, Drysalteries, and Chandlery, their sources, varieties, manufacture, adulteration, &c. Specimen pages free. W. Clowes & Sons, Ltd., 23 Cockspur St., London, S W.

SITUATIONS WANTED.

SUCCESSFUL store manager desires change; high grade expert, excellent testimonials. Correspondence invited. Box 296, CANADIAN GROCER, Toronto. [12p]

SITUATION VACANT.

WANTED—Traveler having good grocery and cigar store connection to carry new line of small cigars. Apply Box 99, CANADIAN GROCER, Montreal.

WANTED.

WANTED in every town and village, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine. Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

WANTED TO BUY—A Computing Scale, Cash Register and Gas Engine, 12 or 15 h.p. E. A. Buck, Crystal Beach, Ont.

AGENT WANTED.

WANTED—Manufacturer's agent or jobber in every large distributing center in Canada (where not already represented) to handle our full line of high grade Chocolates and Bon-Bons. Many other leading lines to offer to the right parties. When replying state lines you handle, connections and district covered. The Montreal Biscuit Company, Montreal. [18]

When writing advertisers kindly mention having seen the advertisement in this paper.

MISCELLANEOUS.

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, 129 Bay Street, Toronto.

A MARKET OF BUYERS, backed up by money to spend, is open to you in the Busy Man's Magazine. Every territory in Canada is represented. If you have something to sell, something you want to buy, a condensed advertisement in the Busy Man's Magazine will put you in touch with the classes you want to reach. Four cents per word will carry your message from Atlantic to Pacific. Send copy of your advertisement along with order to cover cost of insertion. Your announcement will appear under a special heading. Busy Man's Magazine, Montreal, Toronto, Winnipeg.

HIGH CLASS COLOR WORK—Commercial stationery, posters. The Hough Lithographing Co., Limited. Office, No. 3 Jarvis St., Toronto. Telephone, Main 1576. Art, good workmanship, business methods.

60,000,000 Shrewd merchants all over the world have paid $60,000,000 for 650,000 National Cash Registers. They've saved more than that. The National Cash Register Co., F. E. Mutton, Canadian Manager, cor. Yonge Street and Wilton Avenue, Toronto.

NOTICE—Users of Pitner Gasoline Lamps are warned against being induced to purchase parts of other makes of lamps to be used on the Pitner. The most vital part of any lamp is its generator, and the Pitner generator has been granted a patent in Canada, the United States and other countries, on the principle of its improved method of generating gasoline vapour. Supplies and parts for the Pitner Lamps can be received by return mail by applying to our representatives or direct to the Pitner Lighting Co., Limited 36-38 Lombard St., Toronto, Ont.

MAPLE SUGAR—Cakes or tins. Written guarantee of purity. Woodman & McKee, Coaticook, Que. (19p)

IF you are looking for a side line to add to your business, there is none better than COLUMBIA GRAPHOPHONES, Double Disc Records (which means two records for a single price) and Indestructible Records (that will not break or wear out no matter how much you abuse them). The Columbia Phonograph Company is the only firm that manufactures both Disc and Cylinder Machines and Records, therefore, a Columbia dealer has the advantage over all others, as he can furnish his customers with what they want while his competitor has to sell them what he has or lose the sale, which he generally does where there is a Columbia dealer. Are Columbia goods sold in your town? If not, why not? Do you want the exclusive agency? (remember exclusive). You had better write to-day or some one else in your town will read this advertisement and beat you to it. A postal will bring catalogues and full information free Write to-day. Do it now. TORONTO PHONOGRAPH CO., Limited, Exclusive Columbia Jobbers, 40 Melinda St., Toronto, Canada.

EXPORT TRADE DEPARTMENT.

Firms Abroad Open for Canadian Business.

Messrs. Gordon, McDonald & Co., 6-7 Cross Lane, Eastcheap, London, invites correspondence, either from Exporters of Canadian produce or Importers of general groceries. From their long experience in Glasgow, Liverpool, and London, they have a wide and comprehensive knowledge of both trades on every side. All goods imported paid cash against documents. References to Montreal firms with whom we have done business for many years. Cable address, "Donable." Codes "A B C," fifth edition, Riverside and Adams.

DAVID SCOTT & CO.

Established 1878. 10 North John St.
LIVERPOOL, ENGLAND.
Splendid connections and references. Try us with a shipment of CANNED GOODS.
T. A.—Scottish, Liverpool.

Salesmen Wanted!

Be a high grade Traveling Salesman and earn from $1,000 to $10,000 a year and expenses. We will prepare you by mail in eight weeks to be one and assist you to secure a good position. Hundreds of our graduates now holding good positions we secured for them, with reliable firms. Many who had no former experience now earn $100 to $500 monthly and expenses. If you want to secure a good position and increase your earnings our Free Book, "A Knight of the Grip" will show you how. Send for it today. Address nearest office. Dept. 287 NATIONAL SALESMEN'S TRAINING ASSOCIATION, Chicago, New York, Kansas City, Minneapolis, San Francisco.



The fact that we sold more in 1908 than in 1907 and more in 1907 than in 1906 and the fact that so far in 1909 **IT'S THE SAME STORY, "AHEAD OF LAST YEARS SALES,"** is no matter of luck. It's the legitimate result of a policy that brings every man in our immense factory and every department of our manufacture to the display of the utmost possible skill in stove polish making during nearly fifty years of successful endeavor to please the housekeeper. Just the kind of goods you want to push.

MORSE BROS., Props. - Canton, Mass., U.S.A.

Companions Everywhere

You cannot mention a stove without thinking of ***Black Knight Stove Polish,*** and you cannot speak of the latter without your mind

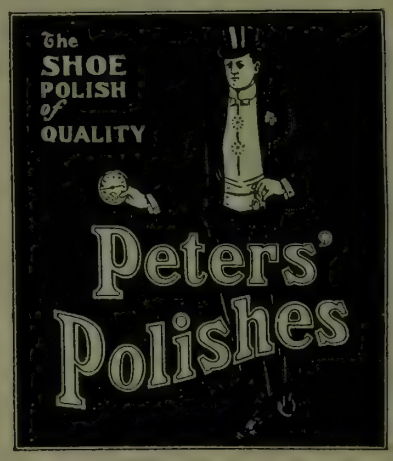


reverting to your stove. Why? Because we have advertised Black Knight so extensively that its name is as familiar in the average household as a stove itself.

Mr. Dealer—Are you handling Black Knight?—the very best polish made.

The F. F. Dalley Co., Limited

Hamilton, Canada Buffalo, N.Y., U.S.A.

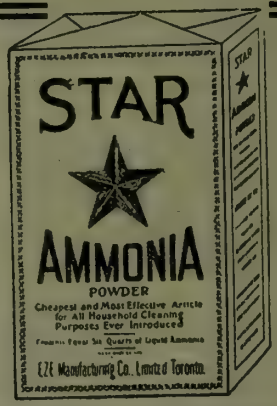


PETERS POLISH

A line of shoe polish that has created great enthusiasm among those selling and using it.

Write and get the sale of it for your district. It is a money maker.

M. Peters,
617 Queen St., West
Toronto



The most profitable household cleaning powder you ever handled.

STOVE POLISH

Now is the season for the greatest use of stove polish. This is a line in your business that pays well if you handle reliable goods like

JAMES DOME BLACK LEAD

A stove polish that gives the best satisfaction in its use. Sort up your stock. Sold by all jobbers.

W. G. A. LAMBE & CO., Canadian Agents

Goodwillies' Fruits

IN GLASS



Have You Tasted Them Yourself ?

If Not Do So

Agents :

Rose & Laflamme Limited

Montreal and Toronto

WAGSTAFFE'S

Fine old English

Pure Orange Marmalade

Season 1909, now ready.

WAGSTAFFE'S

Jams, Jellies and Sealed Fruits

are better than the imported.
Once tried always used.

WAGSTAFFE, LTD.

Pure Fruit Preservers

HAMILTON

	per lb.
20-lb. wood pails	0 07
	0 06½

Pure assorted jam, 1-lb. glass jars, ea doz in case 1 75

Jelly Powders

IMPERIAL DESSERT JELLY



Assorted flavors—gross 10.75.
MacLaren Imperial Cheese Co., Limited

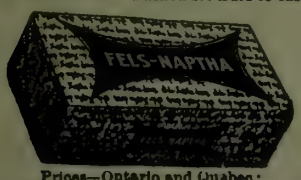


Assorted Case,	Contains 4 doz..$3.60
Assorted Case,	Contains 2 doz..$1.80
Lemon (Straight)	Contains 2 doz..$1.80
Orange (Straight)	Contains 2 doz..$1.80
Raspberry (Straight)	Contains 2 doz..$1.80
Strawberry (Straight)	Contains 2 doz..$1.80
Chocolate (Straight)	Contains 2 doz..$1.80
Cherry (Straight)	Contains 2 doz..$1.80
Peach (Straight)	Contains 2 doz..$1.80

Weight 7 lbs. to case. Freight rate, 3d class.

Soap

The GENUINE. Packed 100 Bars to case.



Prices—Ontario and Quebec :

Less than 5 cases	5 25
Five cases, or over	5 15



THE ROBERT GREIG COMPANY.

White Swan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.



List price 'Shirriff's" (all flavors), per doz. 0 90

Discounts on application.

Lard.

THE N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces	$0 10½
½-bbls.	0 11
Tubs, 60 lbs.	0 10½
20-lb. Pails.	2 20
20-lb. tins	2 10
Cases 3-lb.	0 11½
" 5-lb.	0 10½
" 10-lb.	0 10½



F.O.B. Montreal.

Li ...rices

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper	per lb. $0 40
Fancy boxes (36 or 50 sticks)	per box 1 25
"Ringed" 5-lb. boxes	per lb. 0 40
"Acme" pellets, 5-lb. cans	per can 2 00
" " " (fancy boxes 40)	per box 1 50
Tar licorice and Tolu wafers, 5-lb. cans	per can 2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" 100 sticks	0 75
Dulce large cent sticks, 100 in box	....

Lye (Concentrated)

GILLETT'S PERFUMED.

	Per case
1 case of 4 dozen	$3 60
3 cases of 4 dozen	3 50
5 cases or more	3 40

Marmalade.

J. W. WINDSOR, MONTREAL



Scotch Marmalade, 1 and 2 lb. glass jars 1, 4, 5 and 7 lb. tins.
Orange Jelly Marmalade, 1 and 2 lb. glass 5 and 7 lb. tins

Preserved Ginger Marmalade,	1 lb.	glass	jars.
Pineapple	" 1	"	"
Green Fig	" 1	"	"
Green Fig and Ginger	" 1	"	"
Lemon	" 1	"	"
Grape Fruit	" 1	"	"

Prices and special quotations.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case	per doz $1 00
16-oz. glass jars, 2 doz in case	" 1 40
In 5 and 7-lb. tins and 7-lb. pails,	per lb. 0 07
Pint Sealers (24 oz.), 1 doz in case, per dozen	2 00

SHIRRIFF BRAND

"Imperial Scotch"—		
1-lb. glass, doz.	..	1 55
2-lb. "	" ..	2 80
4-lb. tins,	" ..	4 65
7-lb. "	" ..	7 35
"Shredded"—		
1-lb. glass, doz.	....	1 90
2-lb. "	"	3 10
7-lb. tins,	"	8 25



THOMAS J. LIPTON

Prices on application

Mince Meat

Wethey's condensed, per gross net	$13 00
" per case of 3 doz. net	3 00



ST. CHARLES CO. DENSING CO.

PRICES :

St. Charles Cream family size, per case	$4.70
Ditto, hotel,	4.90
Silver Cow Milk	5.00
Purity Milk	4.70
Good Luck	4.50

Mustard

COLMAN'S OR KEEN'S

D.S.F., ¼-lb. tins	per doz.	$ 1 40
" ½-lb tins	"	2 50
½" 1-lb. tins	"	5 00
Durham 4-lb. jar	per jar	0 75
" 1-lb. jar	"	0 25
F.D. ¼-lb. tins	per doz.	0 85
" ½-lb. tins	"	1 45

Olive Oil

LAPORTE, MARTIN & CIE., LTD.

Minerva Brand—	
Minerva, qts. 12's	$ 5 75
" pts. 24's	6 50
" ½-pts. 24's	4 25

Sauces

PATERSON'S WORCESTER SAUCE

Agents, Rose & Laflamme, Montreal and Toronto

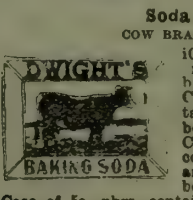
½-pint bottles, 3 & 6 doz., per doz.	0 90
pint " 3 doz	1 75

THOMAS J. LIPTON

Prices on application

Soda

COW BRAND

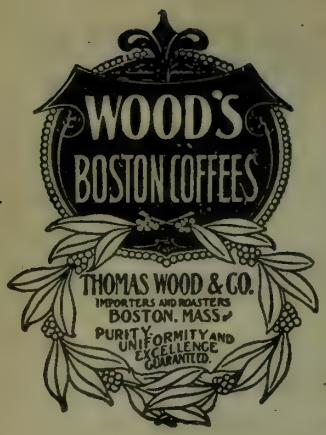


Case of 1-lb. containing 60 packages, per box, $3.00
Case of ½-lb. containing 120 pkgs. per box, $3.00
Case of 1-lb. and 1½-lb. containing 30 1-lb. and 60 ½-lb. pkgs. per box $3.00
Case of 5c. pkgs. containing 96 pkgs. per box, $3.00

MAGIC BRAND

	Per case
No. 1, cases 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " {30 1-lb. " " / 60 ½-lb. }	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	3 85
5 cases	3 75

LITTLE HELPS or GREAT HELPS?



"Every little helps"—yes it does.

But this generation moves very rapidly; more business can be done in an hour than in a day a few years ago.

However many "little helps" a grocer may have, Great Helps are a necessity to establish and round out successful trade; and to the latter belong

WOOD'S COFFEES

—greatest helps for the beginner, greatest for the ripe trader.
"WOODS," as applied to Coffees, means the BEST of the world's products graded and classified.

Canadian Factory and Salesrooms:
No. 428 St. Paul Street, - MONTREAL

Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors.....per gross		$10 20
" " black.....	"	15 30
Oriole soap.....	"	10 20
Gloriola soap.....	"	12 00
Straw mat polish.....	"	10 20



3 doz. to box..... $3 45

6 doz. to box . . . $6 90

30 days.



1 Box Price $1.00

5 Box Price $5.90

Freight paid on 5 box lots.

Starch

EDWARDSBURG STARCH CO., LIMITED.

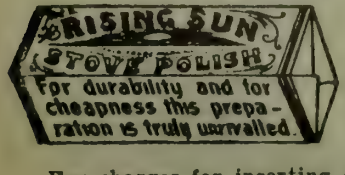
	per lb
Laundry Starches—	
No. 1 White or blue, 4-lb. carton.	$0 07
No. 1 " " 6-lb.	0 07
Canada laundry.....	0 05½
Silver gloss, 6-lb. draw-lid boxes.	0 08
Silver gloss, 6-lb. tin canisters....	0 08
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal....	0 06½
Benson's satin, 1-lb. cartons.....	0 07½
No. 1 white, bbls. and kegs.....	0 06
Canada White Gloss, 1-lb. pkgs...	0 06
Benson's enamel....per box 1 50 to	3 00
Ordinary Starch—	
Benson & Co.'s Prepared Corn....	0 07½
Canada Pure Corn	0 06
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
" " 1 " or blue,	

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.....	0 6½
Finest Quality White Laundry—	
6-lb. Canisters, cases of 48 lb....	0 06½
Barrels, 200 lb.....	0 7½
Kegs, 100 lb.....	0 07
Lily White Gloss—	
1-lb. fancy cartons, cases 20 lb.	0 08
6-lb. toy trunks, 8 in case.....	0 08
6-lb. enameled tin canisters, 8 in case.....	0 08
Kegs, ex. crystals, 100 lb.....	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.....	$0 08
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	3 00

Stove Polish.

	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes....	10 00
Sun Paste 5c. size, ½-gross boxes....	5 00



JAMES' DOME BLACK LEAD

	Per gross
6a size	$2 40
2a "	2 50

NICKLE PLATE STOVE POLISH.

Pints.....	2 90
Quarts.....	5 40
½ gallons.....	5 10
Gallons.....	4 80
gallons.....	4 50

Syrup.

EDWARDSBURG STARCH CO., LTD.

"Crown" Brand Perfection Syrup.

Barrels, 600 lbs.....	0 03½ per lb.
Half-barrels, 350 lbs...	0 03¾ "
Kegs, 150 lbs.....	0 03¾ "
2-gal. pails 25 lbs.....	1 25 each
3 " " 38½ lbs.....	1 75 "
Plain tins, with label—	Per case.
2 lb. tins, 2 doz. in case.....	2 40
5 " 1 " "	2 75
10 " ½ " "	2 65
20 " ¼ "	2 60

(5, 10 and 20 lb. tins have wire handles.)

Teas.



THE "SALADA" TEA CO.

	Wholesale	Retail.
Brown Label, 1's and ½'s	$0 25	$0 30
Green Label, 1's and ½s	0 27	0 35
Blue Label, 1's, ½'s and ¼'s	0 30	0 40
Red Label, 1's and ½'s	0 38	0 50
Go'd Label, 1's and ½'s..	0 44	0 60
Red-Gold Label, ½'s.....	0 55	0 80



EMPIRE PACKAGE TEA

Cases 30 and 50 lbs. each—Black, Mixed, and Green Ceylon.

25c..... ....1s, 20c.; ½s, 21c.	
30c..... .....1s and ½s, 23c.	
40c..... ..... 1s and ½s, 28c.	
50c..... ..... 1s and ½s, 35c.	
75c.....1s and ½s Vulcan, 50c.	

100 lb. lots freight paid.

LIPTON'S TEA

Thomas J. Lipton
75 Front St. East, Toronto.



Packed in air-tight tins only.

	wholesale	retail
Blue label ¼'s and 1's	0 24	0 30
Orange " ¼'s, ½'s and 1's	0 30	0 40
Pink " ½'s & 1's, tins	0 35	0 50
Red " Dominion blend, ¼'s and 1's.....	0 44	0 60
Gold " Afternoon blend, ¼'s and 1's	0 50	0 70



Orange Label, ¼'s and ½'s	0 21	0 26
Blue Label, 1's	0 23	0 40
Brown Label, 1's and ½'s	0 20	0 25
Brown Label, ½'s	0 28	0 40
Green Label, 1's and ½'s	0 30	0 40
Red Label, ½'s.....	0 35	0 50
	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf-c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 15
Duchess, cases 60 lbs.....	0 19



BLUE RIBBON TEA CO., TORONTO

	Wholesale	Retail
Yellow Label, 1's.....	0 20	0 25
" " ½'s.....	0 21	0 25
Green Label, 1's and ½'s.....	0 24	0 30
Blue Label, 1's and ½'s.....	0 25	035
Red Label 1's, ½'s, ¼'s and ⅛'s..	0 30	0 40
White Label, 1's, ½'s and ¼'s..	0 35	0 50
Gold Label 1's and ½'s.....	0 42	0 60
Purple Label, ½'s and ¼s.....	0 55	0 80
Embossed, ½'s and ¼'s.....	007	1 00



	Wholesale	Retail
Pink Label 1's and ½'s	30c.	40c.
Gold Label 1's and ½'s	35c.	50c.
Lavender Label 1's and ½'s	42c.	60c.
Green Label 1's and ½'s	50c.	75c.
Canisters		
Gold Tins, 5's	35c. 1.75	50c. 2 50
Gold Tins 3's	35c. 1.05	50c. 1.50
Gold Tins 1's	36c. each	50c. each
Gold Label, ½'s	18c ea. 36 lb.	25c ea. 50 lb.
Red Tins, ½'s	35c ea. 70 lb.	50c ea. 1 00 lb.
Red Tins, ¼'s	18c ea. 72 lb.	25c ea. 1.00 lb



MELAGAMA TEA.

MINTO BROS., 55 Front St. East

	Wholesale	Retail.
Black, green, mixed, ¼s.....	0 70	1 00
" " ½s.....	0 55	0 80
" " 1s.....	0 44	0 60
" " 1 lbs. & ½s.	0 40	0 60
" " ½s.....	0 38	0 50
" " 1 lbs. & ½s.	0 35	0 50
" " 1 lbs,. ½s....	0 30	0 40
" " ½s.....	0 32	0 40
" " ¼s.....	0 25	0 30
" " 1 lbs.....	0 24	0 30

We pack Japans in all grades at same prices. We pack in 50 and 100 lb. cases. All delivered prices.



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 35c.....		$0 20
" " ½-lb., " "		0 21
Blue Label, retail at 30c.....		0 23
Green Label, " 40c..		0 30
Red Label, " 50c..... ...		0 35
Orange Label, " 60c.....		0 42
Gold Label. " 80c.....		56

RIDGWAYS.

London, Vancouver Winnipeg and Ceylon.



	Wholesale.	Retail.
Capital Household, 1's and ½'s	0 30	0 40
Old Country, 1's and ½'s.....	0 35	0 50
5 o'clock, 1's and ½s.....	0 42	0 60
H M B, 1's and ½s.....	0 75	1 00
Ridgway's Standard Bulk Blend in stock at all our branches in Canada.		



THOMAS WOOD & CO.

Montreal and Boston

	wholesale	retail
Wood's Primrose, per lb.. ..	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ½-lb tins. All grades—either black, green or mixed.

Tobacco.

IMPERIAL TOBACCO COMPANY OF CANADA, LIMITED—EMPIRE BRANCH.

Chewing—black Watch 5s	36
Black Watch 11s	38
Bobs 5s and 10s.....	38
Bully 6s.....	44
Currency 5½s. and 10s.....	38
Stag 5s.....	38
Old Fox 12s.....	44
Pay Roll Bars 7½s.....	56
Pay Roll 7s.....	56
Plug smoking—Shan rock 6s., plug or bar	45
Rosebud Bars 6s..	45
Empire 5s, and 10s.....	36
Amber 8s. and 3s.....	60
Ivy 7s.	50
Starlight 7s	50
Cut Smoking—Great West Pouches, 7s..	51

JOS. COTE, QUEBEC.

Cigars	
St. Louis (union), 1-20.....	$33 00
St. Louis, 1-40.....	35 00
St. Louis, 1-100.....	35 00
Champlain, 1-20.....	35 00
Champlain, 1-40	36 00
El Sergeant, 1-20.....	55 00
El Sergeant, 1-40	55 00
El Sergeant, 1-10).....	55 00
Cut tobaccos	
Petit Havana, ¼, 1-12—1-5.....	0 40
Quesnel, 1-4, 1-2	0 65
" 1-9	0 60
Cote's Choice Mixture, ½-lb tins.....	0 75
" " ¼-lb "	0 70
" " 1-lb "	0 00

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz.....	$18 00
Absorbine Jr., per dozen.....	2 00

Yeast.

Royal yeast, 3 doz. 5 cent. pkgs	$1 10
Gillett's cream yeast, 3 doz. in case ..	1 10

For charges for inserting quotations in this dept. apply to Adver. Manager, The Canadian Grocer, at our nearest office.

TANGLEFOOT FLY PAPER The Standard throughout the world for more than twenty-five years. ALL OTHERS ARE IMITATIONS.





"GLOBE" with Percolator.

This pot speaks for itself. When tea is drawn take the Percolator out and tea remains free from tannin.

We make seven sizes of this, also The Champion Tea Pot. Send for price list.

R. CAMPBELL'S SONS

HAMILTON POTTERY

HAMILTON, - ONTARIO



It is always the same—uniform in quality, strength and effectiveness in baking.

"Cow Brand" Baking Soda

has no equal and can have no superior—It is the perfection of baking soda, therefore your best argument to sell.

In Packages ONLY

CHURCH & DWIGHT

Manufacturers

MONTREAL

FREQUENCY OF SAILINGS

Every twelfth day a Pickford and Black steamer leaves Halifax for Bermuda, The British West Indies and Demerara, and is away thirty-eight days. A delightful trip for moderate cost. Write us.

PICKFORD & BLACK

HALIFAX

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, - 644 Craig Street

MONTREAL.

For best values in

CURRANTS

Get quotations on fruit exported by

J. Caramandani & Co.

Patras, . Greece

Cleaners and Exporters, Est. 1878

Apply to General Agents in Canada:

J. L. Watt & Scott · Toronto

Watt, Scott & Goodacre, · Montreal

TWO CENTS PER WORD

You can talk across the continent for two cents per word in a Canadian Grocer Want Ad.

If you require

SALT

or information about it

write

VERRET, STEWART & CO.
LIMITED
MONTREAL

We have some of the most delicious

Tender Little Beets

you ever saw

We have them in 2-lb. cans, every can wrapped in tissue

If your customers once used these, they would have no other.

Write us for fuller particulars

J. H. WETHEY, LIMITED
ST. CATHARINES



A SPECIAL SPICE OFFER

You cannot afford to miss this. See our travelers or write or phone us. Our **EMPIRE TEA** Sales increasing daily. Try them.

When in a hurry phone us, prompt attention, quick despatch.

Empire Brand

4
Free Phones
Use Them

GEO. E. BRISTOL & CO.

Wholesale Grocers

Hamilton, - - - - Ontario

CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

Montreal: 232 McGill St. Toronto: 10 Front St. East. Winnipeg: 511 Union Bank Building. London, Eng.: 88 Fleet St., E.C.

VOL. XXIII. PUBLICATION OFFICE: TORONTO, MARCH 19, 1909 NO. 12



The prize babies are fed on

Robinson's Patent Barley

They are sure winners not only in prize contests but also in the struggle for life and development. It is a line every grocer should handle—It is profitable.

Ask your jobber for it or write.

FRANK MAGOR & CO., 403 St. Paul Street, **MONTREAL**

Agents for the Dominion of Canada

Syrup Still Booming

Sales are heavier than ever—Quality superior in every respect to any other domestic or imported brand.

"Crown Brand" Table Syrup

is not a luxury but a necessity now—It's price is the least of its features. Quality, purity, strength, color, flavor, healthfulness are its recommendations.

Demand "Crown Brand" Table Syrup from your jobber.

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, Toronto, Ont. **Works, Cardinal, Ont.** **164 St. James St., Montreal**



No Boiling
No Scalding
No Hard Rubbing

What better assurance than these could you give a woman who asks why **"SURPRISE"** is such a popular Soap.

"SURPRISE" has no padding of filling. It is all soap.

The St. Croix Soap Mfg. Co.

Factory at St. Stephen, N.B.

Branches:—Montreal, Toronto, Winnipeg, Vancouver, West Indies.

Canned Where Caught

The "THISTLE" Brand of CANNED HADDIES, KIPPERED HERRINGS, and HERRING AND TOMATO SAUCE, are canned right where they are caught—at the water side. How better could you preserve the natural richness and delicate flavor of the fish? IMPOSSIBLE.

But that is not all, because Captain Austin has the unequalled skill of a lifetime of experience. THERE'S NO DIRT OR SLIME—NO UNCLEANLINESS TO BE FOUND IN THE "THISTLE" BRAND. The reputation of the foremost fish-curer in the country is at stake under the label of the "THISTLE" brand. Buy it and you buy the best.

"THISTLE" BRAND FISH

Arthur P. Tippet & Co.
Agents

"Shell" Brand Castile Soap





The "Shell" Brand of Castile Soap is packed only by Couret Freres, of Marseilles, France.

The leading brand in the Dominion.

Sixty-seven per cent. pure oil. Seven per cent. more of pure oil than you'll get in ordinary Castile Soap.

In 1-lb. bars and upwards—also in pressed cakes.

"Shell" Brand Sold by Leading Jobbers.

Arthur P. Tippet & Co.
Agents



MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY



Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

HAMILTON

THE MAN ON THE SPOT
"There is many a slip between the enquiry and the reply." The man on the spot gets the order.—That's me.
FACE TO FACE BUSINESS
G. WALLACE WEESE
Manufacturers' Representative. Hamilton, Can.
Offices, Myles' Fireproof Storage Warehouse.
WRITE ME TO-DAY

HALIFAX

J. W. GORHAM & CO.
JERUSALEM WAREHOUSE
HALIFAX, N.S.
Manufacturers' Agents and Grocery Brokers.
WAREHOUSEMEN
can give close attention to few more first-class agencies. Highest references.

MONTREAL

FOR SALE
Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.

J. T. ADAMSON & CO.
Customs Brokers and Warehousemen
27 St. Sacrament Street, Montreal
TEL. MAIN 778 BOND 28

ROBERT ALLAN & CO.
General Commission Merchants
MONTREAL
Fish, Oils, Beans, Peas and Produce.
Agents: "Royal Crown" Skinless Codfish.
Representing Morris & Co., Chicago, Pork and Lard.

J. WALTER SNOWDON
MANUFACTURERS' AGENT AND BROKER
Open for exclusive representation of one or two more reliable houses with good grocery lines. Correspondence solicited.
Address
23 Burton Ave., Westmount, Montreal

D. McL. BROPHY
414 St. Paul St. - Montreal
Broker and Manufacturers' Agent
Open to represent one more up-to-date house desirous of utilizing my excellent connection with the grocery trade.
Correspondence will receive prompt attention

MOOSE JAW

D. STAMPER
GROCERY AND FRUIT BROKER
AND MANUFACTURERS' AGENT
Goods Stored and Distributed
Warehouse, City Spur Track
P.O. Box 793 MOOSE JAW, SASK.

NEWFOUNDLAND

T. A. MACNAB & CO.
MANUFACTURERS' AGENTS and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's.
Codes: A, B, C, 5th edition, and private.

REGINA

G. C. WARREN
Box 1036 - REGINA
Manufacturers' Agent and Commission Merchant. Direct Importer of all grades of pure Ceylon Teas, and Grocery and Drug Specialties. Dealer in Coffees, Spices, Mustard, etc. Established eleven years. More lines desired.

ST. JOHN

W. S. CLAWSON & CO.
Manufacturers' Agents and Grocery Brokers
WAREHOUSEMEN
ST. JOHN, - N.B.
Open for a few more first-class lines

TORONTO

FINEST STORAGE
in Toronto. Our own warehouse.
Lowest possible rates.
Also lowest insurance rates.

W. H. MILLMAN & SONS
GROCERY BROKERS
TORONTO

W. G. A. LAMBE & CO.
Toronto
Grocery Brokers and Agents.
Established 1885.

TORONTO

W. G. Patrick & Co.
Manufacturers' Agents and Importers
29 Melinda St. Toronto

MacLaren Imperial Cheese Co. Limited
AGENCY DEPARTMENT
Agents for Grocers' Specialties and Wholesale Grocery Brokers
TORONTO, Ont. DETROIT, Mich.

Don Storage and Cartage Co. Limited
81 Front Street East
PHONE M. 2823
Storage facilities unequalled in city — Special cartage delivery — Lowest rate of insurance.

Wholesale Grocery Brokers and Manufacturers' Agents
Connection with Jobbing Trade of Toronto, Hamilton and London. Foreign and Domestic Agencies Solicited. Best of Storage Accommodation.
LIND BROKERAGE CO.
23 Scott Street Toronto

WINNIPEG

CARMAN BROKERAGE Co.
Wholesale Grocery Brokers
141 Bannatyne St. E. WINNIPEG, MAN
We keep in close touch with the wholesale trade—Winnipeg and West—write us.

C. & J. JONES
WHOLESALE BROKERS
MANUFACTURERS' AGENTS
AND IMPORTERS
62 SCOTT BLOCK - - WINNIPEG, MAN
Domestic Agencies Solicited
Good Storage Facilities

WATSON & TRUESDALE
(Successors to Stuart Watson & Co.)
Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG, - MAN.
Domestic and Foreign Agencies Solicited.

(Continued on page 4).

ONE PROOF of the merit of an article is the number of its imitations



WE WERE THE FIRST

to introduce to the trade of Ontario a fast selling line of PURE TABLE SYRUP, put up in handsome tins--

OUR

"Gold Medal" TABLE SYRUP

Rightly holds first place on account of its quality.

In Purity, Flavor, Body and Appearance——

it is the standard of its legion of imitators.

PUT UP IN

2-lb. tins,	cases	.....	each	24 tins
5-lb. "	"	.....	"	12 "
10-lb. "	"	.....	"	6 "
20-lb. "	"	.....	"	3 "

THE "MONEY-BACK" KIND

Every tin has our guarantee.

FREIGHT PAID
on
5-CASE LOTS
UP TO NORTH BAY.
SPECIAL PRICES
F.O.B. Winnipeg, Man.

EBY-BLAIN, Limited,

Wholesale Grocers
TORONTO

Tea Market Advances

No doubt you are fully conversant with this fact, that, all grades of Tea have advanced, but Blue Ribbon prices still remain the same, and give the Grocer a better margin of PROFIT than any other well known package Tea on the Canadian market to-day.

TERMS: DRAFT THIRTY DAYS NET. FREIGHT PAID.

YELLOW LABEL, pounds cost you ***20c.*** Half pounds cost you ***21c.,*** you sell at ***25c.*** per pound.

GREEN LABEL, pounds, and half pounds. Costs you ***24c.,*** you sell at ***30c.*** per pound.

BLUE LABEL, pounds, and half pounds. Costs you ***25c.,*** you sell at ***35c.*** per pound.

RED LABEL, pounds, half pounds, quarter pounds, and one-eighth pounds. Costs you ***30c.,*** you sell at ***40c.*** per pound.

WHITE LABEL, pounds, and half pounds. Costs you ***35c.,*** you sell at ***50c.*** per pound.

GOLD LABEL, pounds, and half pounds. Costs you ***42c.,*** you sell at ***60c.*** per pound.

PURPLE LABEL, half pounds, and quarter pounds. Costs you ***55c.,*** you sell at ***80c.*** per pound.

DOLLAR TEA, EMBOSSED LABEL, half pounds, and quarter pounds. Costs you ***70c.,*** you sell at ***$1.00*** per pound.

THE BLUE RIBBON TEA CO., Ltd.

266 St. Paul Street, Montreal, Que.

WINNIPEG

VANILLA BEANS

DIRECT IMPORTERS

WRITE

W. H. ESCOTT

(Wholesale Grocery)

BROKER

Winnipeg Canada

SASKATOON

CLARE, LITTLE & CO.

WESTERN DISTRIBUTORS

Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business Solicited.

PHONE 159 SASKATOON,

P.O. BOX 257. Western Canada

VANCOUVER

H. S. MacGACHEN & CO.

27 Manhattan Block VANCOUVER, B.C.

Commission Brokers and Importers. Warehousing.

Agencies solicited for this Province.

THE PEOPLE OF

JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON

"GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax



No Odor

It dries them up

COMMON SENSE

KILLS { Roaches and Bed-Bugs / Rats and Mice

All Dealers and 381 Queen St. W.

Toronto, Ont.

Dealers find Common Sense a very good seller, for the reason that it gives general satisfaction and each customer tells others about same. Write for prices.



Ridgways TEA

is without a peer in the Canadian market.

No tea is more extensively advertised or better known.

Good tea is a magnet which always draws trade.

Ridgways Tea will be a trade winner for your store.

CANADIAN OFFICE, VANCOUVER, B.C.

Agents—Richards & Brown, 314 Ross Avenue, Winnipeg, Man.



ABSORBINE

will reduce inflamed, swollen Joints, Bruises, Soft Bunches. Cure Boils, Fistula or any unhealthy sore quickly; pleasant to use; does not blister under bandage or remove the hair, and you can work the horse. $2 per bottle at dealers or delivered. Horse Book 7 D free.

ABSORBINE, JR., for mankind, $1.00 per bottle. Reduces Varicose Veins, Varicocele, Hydrocele, Goitre, Wens, Strains, Bruises, stops Pain and inflammation.

W. F. YOUNG, P.D.F., 204 Monmouth St., Springfield, Mass.

LYMAN, SONS & CO., Montreal, Canadian Agents.

A. Boake, Roberts & Co., Limited

STRATFORD

LONDON - - ENGLAND

For:—

Vinegar and Sauce Coloring

Essential Oils Essences Oil Lemon

Acid Phosphate & Phosphate Lime Precip.

Harmless Colorings

Herbs, Roots, etc.

CANADIAN AGENTS:—

Andrews, Gillespie & Co.

CORISTINE BLDG.

MONTREAL

ESTABLISHED 1849

BRADSTREET'S

Capita. and Surplus, $1,500,000. Offices Throughout the Civilized World

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claims as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices.

Correspondence Invited.

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CALGARY, ALTA. HAMILTON, ONT. LONDON, ONT. MONTREAL, QUE.
HALIFAX, N.S. QUEBEC, QUE. ST. JOHN, N.B. TORONTO, ONT.
OTTAWA, ONT. VANCOUVER, B.C. WINNIPEG, MAN.

THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

The Case of the Nimble Sixpence

Read Our Next

(4) "LET THE WOMEN VOTE" (4)

March 26, 1909

PRETTY good customer of ours is Mustavit. Let's see, selling FIVE ROSES now at least fifteen years; takes about two cars monthly, although that's a *lot* more than he did when his *first* order came in.

¶ Had pretty strong opposition, too. One day, while leaning over a barrel of ROSES smoking a cheerful pipe, he was hailed from the "store across the street": *"Say, you're a pretty idiot buying* FIVE ROSES *and pushing it when you could net bigger money on some other flour."* Mustavit always replied: *"Maybe so, but I've an idea."*

¶ Thought it all out years ago, that idea of his. An average retailer on small capital, occupying small quarters and selling at small profits—he *couldn't afford* to take chances, couldn't tie up his small capital in *doubtful-sale* goods. Couldn't afford because of a *"confidential"* price to have *"near-good"* flour fall deeply in love with *his* small store space.

¶ First he handled two flours—FIVE ROSES and a bigger-profit brand. Soon found he sold *four* barrels ROSES in *less time* with *less trouble* than *one* barrel of *shop-worn though bigger-profit' stuff*. Deducting time occupied making sale, storage cost and general dissatisfaction, he decided *wisely* on handling ROSES exclusively.

¶ Although the profit *per barrel* was a trifle less, experience taught that by selling so many *more* barrels and *saving* so much time and consequent trouble *his capital was turned oftener*—another case of the "nimble sixpence."

¶ If *your clerk's time* is nothing to you, and the flour on which you make a bigger *per barrel* profit is *really* "just as good," go ahead and sell it. It's *our* loss. But, if your *yearly turnover* is more to you than the bigger *paper* profit on *one* barrel—why, *you've got to push* FIVE ROSES.

Five Roses Flour

LAKE OF THE WOODS MILLING COMPANY, Limited

Address the nearest office

Montreal, Toronto, Ottawa, London, St. John, N.B.

Always the Same

Uniformity in canned goods is harder to secure than it used to be. Labels mean less than formerly. It is important that a merchant should not be in the dark as to what he is sending out. Those who pin their faith to

Old Homestead Brand

Canned Fruits and Vegetables

Are side-stepping unpleasant incidents. One large dealer says: "They give my customers satisfaction. **I sold a carload of Old Homestead Tomatoes** last year." Join the band of the satisfied, Mr. Grocer

The Old Homestead Canning Co.

Picton **Ontario**

FARMER BRAND

Canned Goods Class by Themselves.

WHY?

Growing our Fruits and Vegetables on our own 3,000 acres of garden land has enabled us to produce goods as yet unequalled.

If better are ever packed we will have the doing of it.

The Farmers Canning Company, Limited

BLOOMFIELD, ONT.

The Wise Grocer

is placing his order for 1908 pack and buying

"PEERLESS" Brand Canned Goods

Put up by the Beamsville Preserving Co., Limited.

SOLE DISTRIBUTORS:

WARREN BROS. & CO., - LIMITED

TORONTO and KINGSTON



Tilbury Brand Tomato Catsup

made in Canada's best equipped Canning Factory

A Strictly High Grade Catsup at a Standard Grade Price

A Trade Winner

Selling Agents :

GREEN & CO., 25 Front Street East, Toronto.
RYAN BROS., 147 Bannatyne Avenue, Winnipeg.

The Tilbury Canning Company, Limited, Tilbury, Ont.

Unequalled in Quality

and a Producer of Permanent Profit

QUAKER Canned Goods

THE BLOOMFIELD PACKING CO.

BLOOMFIELD, - ONT.

Balaklava Sardines

What you want, Mr. Grocer, is perfection in sardines, as near as it is possible to get to it, coupled with a good profit.

In a few words this is what our proposition is when we offer you ***Balaklava Sardines.***

Order a Trial Case and See

MONTREAL AGENTS: C. A. CHOUILLOU & CO. ***TORONTO AGENTS: GREEN & CO., 25 Front St. E.***

The Eastern Canning Company, L'Etang, N.B.

MOLASSES AND SYRUPS

GINGERBREAD BRAND MOLASSES
(IN TINS)

2's, 3's 5's, 10's, 20's
1, 2, 3, 5 gal. Pails

GOLDEN SLING SYRUP
(IN TINS)

2's 3's 5's 10's 20's
1, 2, 3, 5 gal. Pails

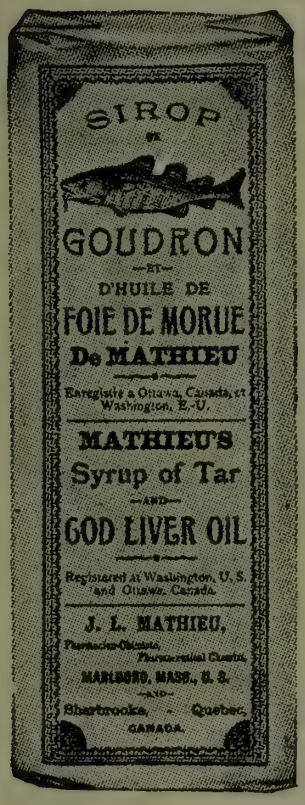
"THE BEST THERE IS"

Agents

C. E. Paradis, - - Quebec	W. H. Escott, - - - Winnipeg.
C. DeCarteret, - - Kingston.	R. B. Bedlington & Co., - Calgary
Jas. H. McIntosh, - - Ottawa	Tees & Pearse, - Edmonton.
Geo. Musson & Co., - Toronto.	Wilson & McIntosh, - Vancouver
J. W. Bickle & Greening, - Hamilton.	C. Leonard Grant, - P. E. Island
S. H. Gillespie, - - London	

Dominion Molasses Co.,
LIMITED

Halifax, - Nova Scotia



WHY YOU SHOULD SELL

MATHIEU'S SYRUP

of Tar and Cod Liver Oil

REASON NO. 3

It is not a secret fake medicine

It contains no dope, nor anything else that is injurious. It is just a scientific combination of pure Cod Liver Oil and Syrup of Beech Tar.

Therefore, in selling Mathieu's Syrup, you are promoting the welfare of your community, and also aiding in the war against disease and death. Mathieu's Syrup is the best thing for Coughs Colds, Bronchitis, etc.

Mathieu's Nervine Powders—another simple family medicament—that is very good for headaches.

Just look over your stock and send us your order.

J. L. MATHIEU CO., Props., SHERBROOKE, P.Q.

Sold by wholesale trade everywhere Distributors for Western Canada.

Foley Bros., Larson & Co., Wholesale Grocers and Confectioners, Winnipeg, Edmonton, Vancouver.

L. Chaput, Fils & Cie., Wholesale Depot, Montreal

The LOBLAW CREDIT SYSTEM

Saves time, expense and mistakes in rendering accounts. Every progressive merchant should have one.

Write or phone

The CARTER-CRUME COMPANY, Ltd
TORONTO and MONTREAL

R. B. Wiseman & Co.

123 Bannatyne Avenue East ***WINNIPEG, MAN.***

Warehousemen, Forwarding Agents and Wholesale Brokers

We make a specialty of distributing car lots. Goods stored at reasonable prices. Our facilities are unequalled. Warehouse situated in the wholesale district. Consign your cars to us, and we will look after everything. This is our business, having been established for years. If interested, we will gladly furnish you with a list of satisfied customers.

Reference—Bank of Ottawa, Winnipeg

"Chocolate Bordeaux"

It's easy to give a Confection a snappy name—it's another thing to put "Snap" into the goods.

The original **"CHOCOLATE BORDEAUX"** are palate-ticklers and unrivalled for their unique flavor. They have never yet lost the name they've earned of "The Chocolate that's it."

They are sure to prove good money makers for you just as they have proved for others.

Try a sample lot. Be the first to stock this specialty; keep ahead of the procession, set the pace.

We shall be pleased at all times to send Samples and Prices.

The Montreal Biscuit Company, Montreal, Manufacturers of "Sweets that Satisfy"

BROOMS

FOR USE IN

Factory, Warehouse, Elevator, Foundry, Paper Mill, Railway, Steamboat

Our C.C.C. or Corn, Cane Cable line will suit You.

Ask for them.

Walter Woods & Co.

Hamilton and Winnipeg

LANGLEY WARE



Egg Poacher — Sauce Pan

Stew Pot — Milk Boiler

Bake Pie Dish — Jelly Mould

Oval Baker — Entree Dish

In Plain, Green and Brown

Sole Agents for Canada

CARVETH and COMPANY Manufacturers Agents

600 Lindsay Building, - MONTREAL

DO YOU WANT to buy or sell anything, to engage a clerk or secure a situation? Try a Condensed Ad. in The Canadian Grocer, it will bring results. Two cents per word for first insertion, one cent per word for each subsequent insertion. See page 69 for yearly rates.

Don't Experiment With Your Tea Trade

"Trying out" new teas (package or bulk) of unknown merit is an expensive and losing game. The shrewd, practical grocer knowing this, picks out the tea that has ALREADY shown the kind of results he is after. He chooses

"SALADA"

The tea of unsurpassed quality. The tea with the largest sale.

Consequently the leader.

We had to show results to get and hold our trade.

We can get the same results for YOU.

Canadian Offices **Toronto or Montreal**



Our Dry Air Circulatio Is Without An Equal

and our experience of nearly a quarter century in the making of refrigerators of all kinds enables us to unhesitatingly add to the foregoing declaration

AND SO IS THE

EUREKA REFRIGERATOR

No ***GROCER OR BUTCHER*** should be without it. We are prepared to supply special sizes to suit any place.

Let us send you our catalogue

EUREKA REFRIGERATOR COMPANY, LIMITED

54 and 56 Noble Street, **Toronto, Canada**

SASSO MEDICINAL OIL

DIRECT FROM ONEGLIA,
LEVANTE RIVER, ITALY.

A profitable line for you to stock at this season of changeable weather.
A perfect tonic, agreeable to take and quickly and easily assimilated. It is a soothing and at the same time incomparable remedy for

**Stomach and Intestinal Troubles,
Constipation, Indigestion,
Nervousness, General Debility,
Scrofula, Tuberculosis**

Its equal as a tonic for invalids has yet to be found. Secure a trial order. Then you will always stock it.

Museo Commerciale Italiano

43 St. Antoine St., Montreal

Sole Agents American Continent **Phone Main 2731**

For Opening Of Navigation

We are booking orders now for California Dried Fruits, and can quote low prices on any of the following lines.

PRUNES, in 50/60, 60/70, 70/80, 80/90, and 90/100, 25 and 50 lb. boxes.
APRICOTS, in 25 lb. boxes, Choice and Standard.
PEACHES, in 25 lb. boxes. Choice and Standard.
HALF PEARS, Choice in 25 lb. boxes.
SEEDLESS RAISINS, in 12 oz. and 16 oz. Cartoons, Choice and Fancy Grades.
LOOSE MUSCATEL RAISINS, 3 Crown.
LOOSE MUSCATEL RAISINS, 2 Crown.

WINDSOR SALT, We can quote in carload lots f.o.b here.

Barrels	100/3's	$2.40	Coarse and Fine		$1 05
"	60/5's	2.30	Bags,	200 lbs.	.70
"	42/7's	2.25	"	140 "	.50
"	30/10's	2 20	"	100 "	.40
"	15/20's	2 10	"	50 "	.23

Less than carloads 15c. per bbl. extra.

Help to make Fort William the Wholesale centre of New Ontario by sending us your orders.

Large Stocks, good shipping facilities and prices as low as those of any Eastern Wholesaler. Ask for quotations.

The JOHN KING CO., Limited

Fort William, Ontario

As Pure as Windsor Salt

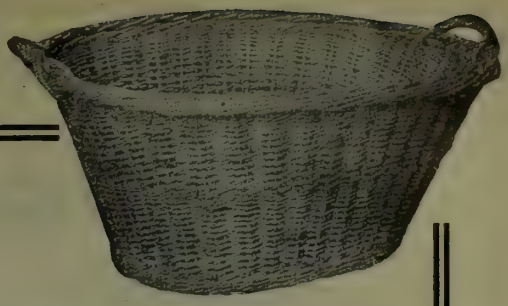
$1.00 Sold $25 Worth of Groceries

It was a thirty-mile trip to town and the instructions of Mrs. Smith to husband John were to get a dollar's worth of Windsor Salt at the grocer's – naturally husband John secured his entire list of groceries at the store that was stocked with "Windsor." He spent twenty-five dollars in that particular store.

The reason why Mrs. Smith was determined to have Windsor Salt was and is plainly evident—its uniform excellence, purity, whiteness and dryness. It pays to sell the salt that helps to sell other goods in the store.

Windsor Salt

CANADIAN SALT COMPANY, LIMITED,
Windsor, Ont.



Established 1840

See This Basket !

Light, Neat, Strong and Durable

These are some of the characteristics of our splendidly made willow clothes baskets. They sell well, wear well and look well, which accounts for us receiving constantly so many repeat orders. If you are not carrying these baskets in stock you are neglecting one of the most important money making and trade building opportunities. They give satisfaction.

Buy from the Makers

H. W. NELSON & CO., Limited

TORONTO ONTARIO

Good Coffee

Coffee better than the average.
Coffee superior to others.
Coffee so exquisite in flavor.

That people want it again—and again. That's what

Aurora Coffee

is. The best money can buy. It retails at 40 cents and leaves you a margin for yourself that is worth while—something to justify your buying the brand and introducing it to your customers. Don't lose this chance.

W. H. GILLARD & CO.

Wholesale Grocers *Coffee Importers*

HAMILTON

Branch House—Sault Ste. Marie

WHITE SWAN COFFEE

Must be good when particular grocers have increased their orders

ENOUGH TO TREBLE OUR SALES INSIDE OF ONE YEAR

WHITE SWAN COFFEE

is exactly suited to HIGH CLASS FAMILY TRADE where quality is appreciated

Packed 2 doz. 1-pound tins per case

ORDER NOW

White Swan Spices and Cereals Limited

TORONTO

To the Trade:

Do You Know Why

CEYLON TEA

IS SO

Rapidly Displacing the Thin Light Teas, Here, in America?

(Two and Three Quarter Millions Increase in Direct Shipments Alone in 1908 over 1907.)

First: Because it Takes a Strong, Full-Bodied Tea to Satisfy the Coffee-Educated Palate;

Second: Because of Its Piquant Flavor;

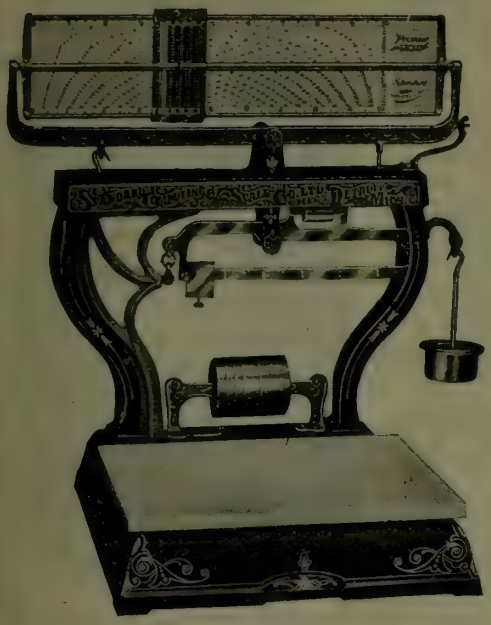
Third: Because of Its Unvarying Excellence;

and

Fourth: Because of Its Cheapness Regardless of Cost.

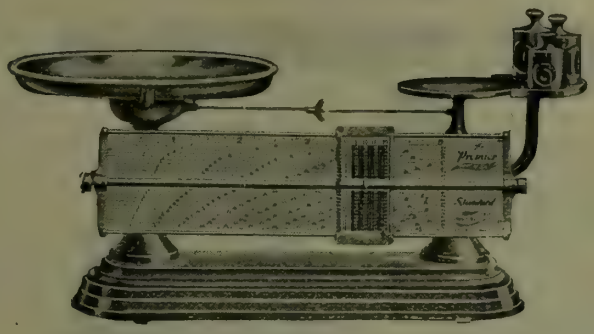
A Pound of Ceylon Tea
"Goes Twice as Far"
as the Light Thin Tea.

Here Is What Grocers Have Been Waiting For



PREMIER No. 3 COMPUTING CHART SCALE.

Full Capacity 120 lbs. Range of prices per lb. 3 cents to 75 cents. One operation gives the merchant both weight and value at any price per pound.



PREMIER No. 1 COMPUTING CHART SCALE.

Full Capacity 30 lbs. Range of prices 4 cents to 70 cents per lb. Weight and Money Value shown with one operation at any price per lb. from 4 cents to 70 cents per lb.

These Scales are strictly high-grade, German Cut Agate Bearings used exclusively throughout, no binding, sticking or friction in weighing parts. We are selling these high-grade Scales at special low prices. Write for our new Illustrated Catalogue and learn why we sell from 30 to 40% less than competitors' prices.

Onward Manufacturing Co.,

BERLIN, - ONTARIO

JOBBERS' HEADQUARTERS FOR

JAPAN TEA

S. T. NISHIMURA & CO.

MONTREAL and JAPAN

LOOK AT THIS SIDE

This bottle, which should occupy a place in the household.

Pre-eminently the Best

because it surpasses all others in strength, and purity. It is unrivalled.

IMPERIAL EXTRACT COMPANY



AND THIS ONE ALSO

This bottle should occupy commanding position on your shelves for

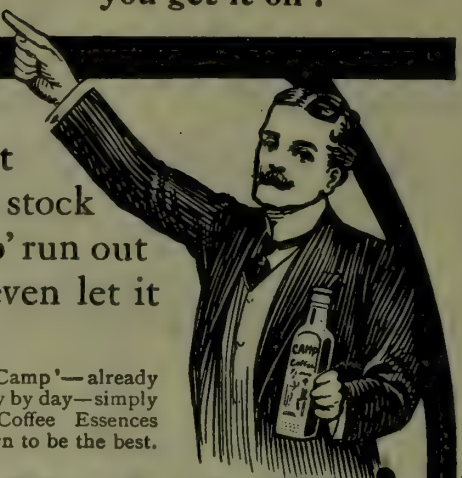
Shirriff's Imperial Extract

has led for the last quarter of a century in excellence, quality and merit.

18-22 Church Street, Toronto, Canada



'Camp' Coffee is off your shelves almost before you get it on !



Don't let your stock of 'Camp' run out — don't even let it run down.

The demand for 'Camp'—already big—is growing day by day—simply because of all Coffee Essences 'Camp' is known to be the best.

'CAMP' COFFEE

See your Wholesaler to-day.

R. Paterson & Sons, Coffee Specialists, Glasgow

Lines That Will Sell Well Right Now !

Successful Merchants who have stocked the goods of the Taylor & Pringle Co., Ltd., declare that they sell much better than the ordinary, and are thoroughly satisfactory in every way. Here are our leaders :



Queen Quality Pickles

Sweet, Mixed and Chow

Bulk Pickles, all sizes; Tomato Catsup, Worcestershire Sauce, Pure Apple Cider, Cider Vinegar.

NON-ALCOHOLIC WINES IN PINTS AND QUARTS AND IN BULK IN KEGS

German Sauer-Kraut — Pickles in Brine.

Taylor & Pringle Co., Ltd.

Owen Sound, Ont.



HOLBROOK'S Worcestershire SAUCE

HOLBROOKS LIMITED

CANADIAN BRANCH
40 Scott Street, Toronto
Canadian Manager, H. Gilbert Nobbs

MADE AND BOTTLED IN ENGLAND.

If you have anything for sale which a Grocer or General Merchant will be interested in, advertise it in our "Condensed Ad." column. It will bring you good results.



ENGLAND'S MOST POPULAR SAUCE

H.P.'s Popularity as an ideal kitchen Sauce has reached Canada.

The live "H.P." Canadian Advertising is creating a demand for YOU to supply.

The name "H.P." signifies "House of Parliament" and this famous condiment is in use on the dining tables of "the House" and enjoyed daily by the members of Parliament.

Write for samples and prices.

W. G. Patrick & Co., Toronto and Montreal. R. B. Seeton & Co., Halifax, N.S.
Georgeson Co., Ltd., Calgary, Alberta. Ellis & Co., Ltd., St. John's, N.F.
Kelly, Douglas & Co., Ltd., Vancouver, B.C.

MIDLAND VINEGAR CO., Ltd. **BIRMINGHAM AND LONDON, ENG.**

"Sterling" Brand Pickles

in

British Columbia

We have stored with our agents in Vancouver, B.C., a good supply of our Sterling Brand Pickles, so as to promptly meet the call for these goods from any part of the Province.

B.C. Grocers will find no line of pickles that so completely meets the demands of the best class of customers.

THE T. A. LYTLE CO., LTD.

Stirling Road, - Toronto, Can.

GASTRONOMICALLY PERFECT

and Purity backed up by $5,000

MASON'S O.K. SAUCE



Giant Bottle retails at 25 cents.
Secured profit 33⅓%

Sole Manufacturers:
GEO. MASON & CO., Ltd.
LONDON, ENGLAND.

Represented by
S. T. Nishimura & Co.
55 St. Francois Xavier St.
MONTREAL

N.B.—The trade are cautioned to avoid imitations.

ESTABLISHED OVER 200 YEARS

CHAMPION'S

LONDON, ENGLAND

IS THE BEST VINEGAR

MADE FROM FINEST MALT

Commands a Preference Over All Others.



ONTARIO AGENTS: Green & Co., 25 Front St. E., Toronto
Agent for the province of Quebec, J. Walter Snowdon, 413 St. Paul St., Montreal
W. H. Escott 141 Bannatyne Ave. East, Winnipeg

WE ARE OPEN TO DO BUSINESS ON EASY CONSIGNMENT TERMS. *WRITE OUR AGENTS FOR PARTICULARS*



There are no complaints when you sell

BORDEN'S BRANDS

They stand for purity and perfection. Fifty years of care and scientific experimenting have made

"EAGLE BRAND" CONDENSED MILK and "PEERLESS BRAND" EVAPORATED CREAM

PERFECT. Demand Borden's Brands.

WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man. Shallcross, Macauley & Co., Vancouver and Victoria, B.C.



Unsweetened

BANNER BRAND CONDENSED MILK



WE can show you the best, purest, cleanest Condensed Milk in Canada.

Banner Brand is produced on our own premises. We feed and care for our own stock and so have supervision from start to finish.

WRITE FOR PARTICULARS

John Malcolm & Son

ST. GEORGE, - - - - - ONTARIO

Imperial Evaporated Cream



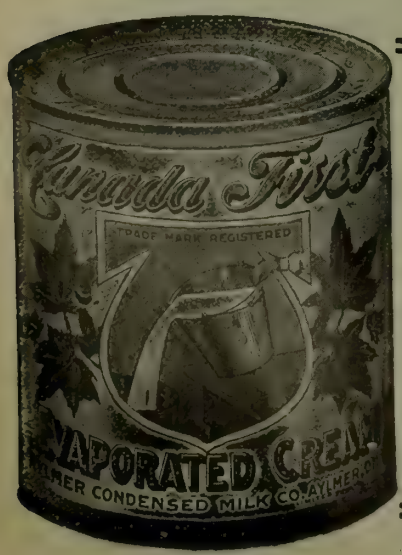
Highest Quality Popular Seller Profit Yielder

You Should Stock It

The Canadian Condensing Co.

CHESTERVILLE, ONT.

GENERAL SALES AGENTS:—S. H. Ewing & Sons, MONTREAL



WHY CARRY IN STOCK

Canada First Evaporated Cream?

Because it is Highest in Butter Fat.

SURE TO PLEASE YOUR CUSTOMERS.

EVERY CAN GUARANTEED. NO DEAD STOCK.

Manufactured by

AYLMER CONDENSED MILK CO., Limited

AYLMER, - ONTARIO



ST. CHARLES CREAM

UNSWEETENED—STERILIZED

THE PUREST AND BEST

Prepared with the greatest care from the highest grade milk obtainable in the famous Oxford County district in Ontario.

Our sweetened brands, Silver Cow, Purity and Good Luck Milk, are the best that science can produce. Persons preferring sweetened milk will find any of these brands of the highest quality and every can guaranteed. A trial will convince you that there is no superior.

We are prepared to make prompt shipment of any of the above brands.



St. Charles Condensing Co.

INGERSOLL, - ONTARIO
CANADA

DO YOU KNOW

That for 10 cents you can supply your customers with a quarter-pound tin of

WHITE SWAN MUSTARD

which for pungenoy and flavor

IS UNEXCELLED BY ANY HIGH CLASS MUSTARD SOLD IN CANADA

Shows you a profit of 33⅓% and gives absolute satisfaction

Packed 4 doz. to the case

White Swan Spices and Cereals Limited

TORONTO

Sanitary Cans

For Hand Filled Goods

Tomatoes, Stringless Beans, Asparagus, Spinach, Etc., Apples, Peaches, Pears, Plums, Etc.

Sanitary Enamel Lined Cans

For Color Fruits and Goods of Strong Acidity

Strawberries, Red Raspberries, Black Raspberries, Blackberries, Sour Cherries, Blueberries, Beets, Rhubarb, Etc.

"The Can Without The Tap Hole"
"Bottom Like The Top"

Write for Samples

Sanitary Can Company, Ltd.

Niagara Falls, - - Ontario

FRUIT CANS
All sizes—All kinds.

SYRUP CANS
For products of Maple, Corn and Cane.

MILK CANS
For Sweetened Milk and Evaporated Cream.

MEAT CANS
Bevelled, Round and Square.

BISCUIT TINS
of any description.

BAKING POWDER AND SPICE CANS

PROMPT SHIPMENT SUPERIOR GOODS

THE

Norton Manufacturing Co.

HAMILTON

We are offering an exceptionally good value in

CEYLON GREEN TEA

SEE OUR TRAVELLERS.

The Davidson & Hay Limited

WHOLESALE GROCERS, TORONTO

ST. LAWRENCE Granulated Sugar

Maintains its high standard of excellence. This is proved by the following recent Government analysis:

Laboratory of Provincial Government Analyst

Montreal, February 22nd, 1909.

I HEREBY CERTIFY that I have drawn by my own hand ten samples of the St. Lawrence Sugar Refining Co.'s Extra STANDARD GRANULATED SUGAR, indiscriminately taken from four lots of about 150 barrels each and six lots of about 450 bags each. I have analyzed same and find them uniformly to contain 99-99/100 to 100 per cent. of pure cane sugar, with no impurities whatever.

(Signed)
MILTON L. HERSEY, M.Sc., LL.D.
Provincial Government Analyst.

The ST. LAWRENCE Sugar Refining Company, Limited

Montreal

Redpath

Sugars of this well known brand are put up in packages of a size convenient for family use.

Extra Granulated - Bags 20 lbs.
Paris Lumps - Boxes about 5 lbs.

Equal to, if not better than, anything produced.

Ask your grocer for them and refuse substitutes.

Manufactured by

The Canada Sugar Refining Co., Limited
MONTREAL

Prince of Wales Pure Extracts

This brand of extracts we are prepared to back on every occasion. Give it to your exacting customers, and note how well pleased they will be. All flavors in 2 oz., 2½ oz. and 4 oz. bottles.

S. H. EWING & SONS. Montreal and Toronto

Tartan BRAND

SIGN OF PURITY

"Fish for Lenten Season"

Barrels and half barrels Labradors
Half Barrels Sea Salmon
Kegs Lake Salmon
Kegs Lake Herring
Kitts Mackerel
Quintals Whole Cod
Cases and half cases Boned and Skinned Cod
Cod Steak in every shape
Specials in Salmon, Lobsters, Mackerel, Sardines, etc., etc.

See our travellers. They have some good things up their sleeve or

PHONE 596

BALFOUR, SMYE & CO.

QUICK SHIPPERS

Wholesale Grocers, - - HAMILTON, ONT.

Thrift is the Basis of all Prosperity

Whether in a personal or national sense. It is the foundation of all opulence, even of the colossal fortunes we hear of in America,

Says Lord Rosebery, Britain's Former Premier

Read what this great economic advocate has to say on a subject of such intense interest in these spendthrift and somwhat extravagant times

In Busy Man's Magazine for March

ON SALE ON ALL NEWS STANDS — 20 CENTS A COPY, $2.00 A YEAR

BUSY MAN'S MAGAZINE

MONTREAL TORONTO WINNIPEG

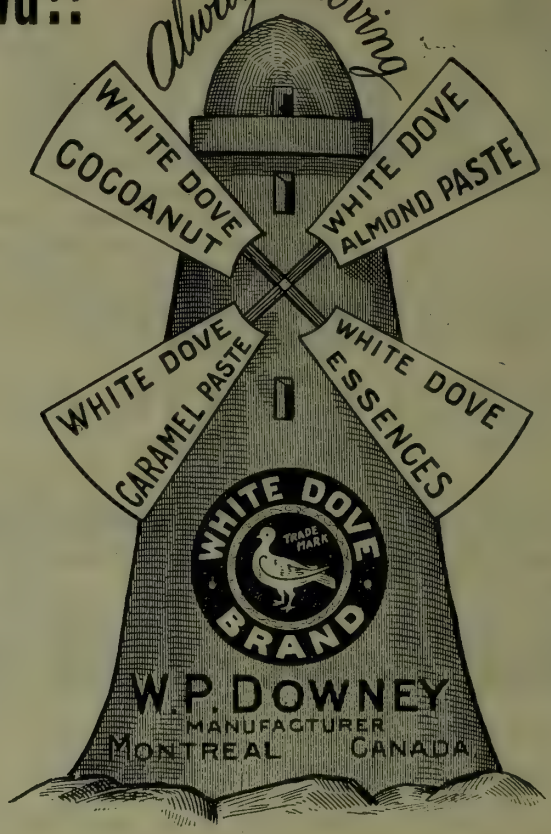
Those Who Wish to Rent or Hire

stores or departments, sell or buy businesses or stocks, place or acquire accounts, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises, should not fail to use the Want Advertisement Page of **THE CANADIAN GROCER.** It is the central office of the grocery, fruit, provision, canned goods and foodstuffs trade of Canada.

Follow the Crowd!!

You make no mistake in buying

WHITE DOVE products



Price Right
Quality Right
Order Right
and you can
Sell Right.

Manufactured by

W. P. DOWNEY
Montreal

Absolute Purity Guaranteed

in the

E. D. S. Brand Jams & Jellies

They are the standard of quality and merit



They preserve the original flavor of the fruit

AGENTS

W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; R. B. Colwell, Halifax, N. S.; J. Gibbs, Hamilton

E. D. Smith's Fruit Farms, Winona, Ont.

The Cart Before the Horse

(By A. B. Lever)

The calendar is all right in its place.

Its place, however, is not substitution for trade, magazine, or ordinary newspaper advertising.

The calendar as an advertising medium is supplementary only to these.

Even the circular letter ranks higher in importance.

If, after the proper mediums have been judiciously provided for, there is money to spare for artistic calendars which are designed to please, not to sell, well and good.

But don't put the cart before the horse in advertising.

CANNED GOODS

"SOLEIL BRAND"

We are now taking orders for ***Canned Vegetables and Fruits*** of the ***"Soleil" Brand*** for the 1909 crop.

Our Travellers are now on the road with price lists. Do not give your orders before seeing them. We have on hand a complete variety of all ***"Soleil" Brand Canned Vegetables*** and ***Fruits,*** 1908 crop. We invite you to buy now all you need for your requirements until the new crop is ready. We will sell you for immediate delivery or for shipment at the opening of navigation so that you may not miss a sale of these goods by being short of them.

Teas

We have the largest and best assorted stock of Teas in all lines of ***Japan, Siftings, Fannings, Ceylon Green, Young Hyson, Gunpowders,*** and ***Black Teas,*** and we are able to supply all the requirements of the trade.

We specially recommend the teas of "Princess Louise" and "Victoria" brands as unrivalled qualities for the money. We pay the freight on quantities of 200 lbs. or over in assorted lots or otherwise. ***We defy any competition as to prices.***

Special Bargains

Here are a few real bargains upon which we call the early attention of the trade—***These fruits are in superb condition.***

1907 Crop

100 Half cases ***Currants,*** uncleaned, in boxes weighing about 80 lbs.
20 Barrels ***Currants,*** uncleaned, containing about 300 lbs. each.
50 Cases of ***Shelled Walnuts,*** containing about 55 lbs.
150 Cases of ***Loose Dates.***

1908 Packing

500 Cases of ***Pink Salmon*** "Keystone," Tall tin.
150 Cases of ***Mixed Pickles,*** "Ozo," 16 oz. bottles, 4 doz. to the case.
100 Cases of ***Catsup*** "Ozo," pint bottles, 2 doz. to the case.

These goods are in the pink of condition and we offer them at exceptionally low prices. Get our prices.

For all information, prices, etc., write, phone or wire at our expense.

Laporte, Martin & Co., Ltd.

Wholesale Groceries, Wines and Liquors

Montreal



25c. Package Teas

We are offering special values in Black, Green, Japan and Mixed Package Teas to retail at 25c, buyer's name on labels.

If our travellers don't call, write for samples and labels.

James Turner & Co., Limited

Hamilton and Arnprior, Ont.

INDEX TO ADVERTISERS.

This index is made up on Tuesday. The insertion of the advertiser's name in this index is not part of his advertisement, nor does he pay for it, but it is placed here entirely for convenience of readers. We endeavor to have the index as complete as possible.

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Education to Consumers Included in the Advertising

Important Points in Forsyth's and Campbell's Ads., Which are Reproduced Here—Attractive Talks to the Readers the Feature of Former—Recipes in the Latter Highly Commendable—Improvements Suggested.

Advertising is rapidly becoming an important part in the advancement of sales in a grocery store. Herewith are reproduced two advertisements from newspapers in Dartmouth, N.S., and Elora, Ont., showing to what advantage printer's ink may be put in the arrangement and effectiveness of advertisements.

The one is that of Forsyth, Jr., of Dartmouth, whose ads. are always interesting and which always impart information beneficial to the housewife. The original ad. covered half a page of the newspaper and its general appearance as will be observed from the reproduction is nest and attractive.

The educational value of an ad. should always appeal to the interested reader and that of Forsyth seems to be along the proper lines. For instance, when it is said of herring: "Fine, fat, Newfoundland herring, of good size, and excellent flavor. Try soaking them and drying and broiling them. They are very tasty," it makes one feel like trying them.

Again, "An oyster stew for supper on a cold night is something not to be despised," should be a good drawing card for oysters. The other departments of the ad. ring with the same effective sound, and from a theoretic point of view the whole advertisement should be a good seller. The adding of the phrase at the bottom of the page, "The man who makes good his ads.," is a good feature, as it lends strength to the drawing power.



Campbell's Orange Ad.

The reproduction of the other advertisement, which occupied a space 9 ins. by 6½ ins. in an Elora paper, also shows an ad. which should have brought good results. There are some particularly good features about it which deserve close attention.

There are one or two parts to it that might probably be omitted, but on the whole it seems to be a splendid advertisement. For example, the question and assertion, "Did you ever hear an orange? Listen! hear about them now," while not at all objectionable, does not appear in theory to have a great deal of interest to the reader. Also in the latter part of the ad. the words, "Who says so? Campbell's," and, "Who will say so? Everybody," might also be eliminated without losing much of the effect.

One of the features of this ad. is the introduction of the two recipes on how to make orange jelly and orange marmalade. These should be read with interest by every housewife who picks up the paper, and should necessarily make her think of Campbell's oranges. Another splendid idea is the education given as to the different varieties of the oranges sold. The prices which follow would probably catch the eye more rapidly were they printed in a little heavier type. The advertisement is a good one and its selling ability should have also been good.

Lowrey's Department Store.

Advertisements used by Chas. Lowrey, proprietor of a department store at St. David's, Ont., have also been received for criticism, but as they covered various lines of goods sold it was not considered advisable to have them reproduced. They possess a bright appearance, being nicely illustrated and attractive. The prices in the grocery and crockery departments are plainly shown so as to catch the eye. Probably some short educative talks about each of the articles advertised might prove of a little more benefit. The talk given at the top of one of them is interesting.

The Canadian Grocer invites its readers to send in samples of their advertisements used and it will be the duty of the ad. critic to tell how, in his opinion, they may be improved.

Development of Refrigerators in Grocery Trade

Essential to the Grocer Carrying Food Stuffs Who Wishes to Be Abreast With the Times—Perfection Seems to Have Been Secured—Results of Cold Storage Examinations.

In view of the ever increasing demand of the public for a greater variety and a larger volume of perishable goods the refrigerator has become an absolute necessity to every store which carries food stuffs. The value of ample cold storage facilities cannot be too strongly urged. In many cases the amount of stock which perishes every year for want of refrigeration is sufficient to buy the plant many times over. In any case it is essential to keep goods in a fresh condition even though there is no chance of them deteriorating before sale.

In the days before the modern refrigerator was developed a cold cellar was the only place available but it is for many reasons inadequate for the purposes. At first when refrigerators began to make their appearance in the smaller towns they were useless on account of no general ice delivery. Those who were progressive, however, soon overcame this difficulty, by putting up ice for themselves. It was not long though before someone saw a little money in an ice delivery and now they are an integral part of the economic life of the smallest villages. In this way a difficulty which largely precluded the use of refrigerators has disappeared and they are a part of every well ordered store.

Perfection Secured.

Some of the latest models are about as perfect as human ingenuity can make them. The chief point of a good refrigerator seems to be accessibility and in this respect they have gone far. So sanitary have they become that one which is not absolutely so has only a meagre chance among its competitors.

Another salient feature is the impossibility of anything becoming contaminated even in case the ice used is impure. The development of the refrigerator has been so rapid and has now reached such perfection that it is an absolute necessity to every up-to-date grocer. The heat of our Canadian summer makes it absolutely necessary that some cool place be provided for butter, lard, fish, eggs, milk, etc., and the refrigerator handily fills the bill. It's use has become widespread and is continuing so.

Revolution to the Trade.

What cold storage equipment has done for the shipment of goods by rail and steamship, the refrigerator has done for the grocer. The introduction of this valuable assistant into the store has proven practically a revolution in the trade during the past couple of decades.

Apropos to this question the report of the Bureau of Chemistry of the U. S. Department of Agriculture, on the effects of cold storage upon eggs and chickens will be interesting. It shows how long these commodities can be held without much deterioriation.

Eggs Change Rapidly.

The general conclusions given are that eggs in storage for one year show a 10 per cent. loss of weight, largely in water from the white. Eggs after storage for 16.5 months lose their power of cohesion, and emit a characteristic musty odor a few hours after opening. The work also indicates that the eggs begin to deteriorate considerably after the first three months of storage. In fact, at the end of six or eight months, it is stated, "there is an entire change in the character of the eggs, the yolk and white having blended so that it was necessary to examine the total egg rather than its constituent layers."

Drawn Versus Undrawn.

The much-discussed question of whether drawn or undrawn poultry for cold storage has interesting light thrown on it in the report which, discussing chickens, says, besides the table tests, fowls were subjected to a microscopic examination before being cooked. When the chickens had been in storage for 6.5 months, the verdict was that both externally and internally the undrawn bird was better in odor and appearance than the drawn cold-storage bird. After 15.5 months of cold storage the undrawn bird again presented a better appearance generally than the drawn one, both internally and externally. The flesh of the two fowls was somewhat discolored, but the odor was not bad. The liver, the lungs, and the muscle tissue were all in better condition in the undrawn chicken. On January 23rd, 1908, when the chickens had been in cold storage for 18.5 months, they were again examined. There was practically no disagreement as to the inferiority of the undrawn bird in this test, both the internal and external appearance, and also the odor, showing clear evidences of degeneration. The conclusion drawn from the examination of the uncooked chicken is that after 12 or 15 months of cold storage the undrawn chicken appears better than the drawn, while after 18 months in storage the undrawn chicken is in the worse condition of the two in every respect.

ORANGES

An Orange is a delicious species of Fruit—appreciated by Four out of the Five senses

SEEING. TOUCHING. SMELLING. TASTING.

Did you ever hear an Orange ?

LISTEN ! HEAR ABOUT THEM NOW

Valencia Oranges come from Spain. CAMPBELL'S sell 2 dozen for 25c.

Mexican Oranges come from Mexico, are lighter in color, milder in flavor. 2 doz. 25c

Bitter Oranges come from Italy, are solely for marmalade. CAMPBELL'S sell 30c dozen

Navel Oranges come from California—science has aided nature and produced a hybrid fruit that is seedless. Navel Oranges are sweetest of all. CAMPBELL'S sell 25c doz.

CAMPBELL'S sell Jumbo Navels 40c dozen.

☞CAMPBELL'S MAKE A SPECIALTY OF ORANGES.

Proved | TWO RECIPES | Tested

ORANGE JELLY—Grate rind of an orange into a basin, squeeze over it the juice of five oranges and one lemon and put into a pan with six ounces of loaf sugar, the whites of two eggs, whip lightly together, add a pint and a half of hot water and one ounce of gelatine; let the mixture boil up, then pass through the jelly bag; pour into a mould that has been soaked in cold water.

ORANGE MARMALADE — Half dozen sweet oranges, half dozen bitter oranges, half dozen lemons. Take seeds out of all, put seeds in separate dish, cover with cold water and let stand over night, then boil for ten minutes, strain and put in with oranges. Quarter oranges and put through mincer, quarter lemons and put in with oranges. (Do not mince lemons) Then add one quart of cold water to one pound of fruit. Let all stand over night. Then let boil two hours. Let cool and squeeze out lemon peel. To every four pounds of juice add five pounds white sugar. Heat before adding sugar. Then boil half an hour and pour into glasses.

DEMONSTRATION

YOUNG'S make the best Jelly Powder in the world. Who says so ? **Campbell's.**

CAMPBELL'S invite every lady in Elora and vicinity to visit this store on **Monday 22nd, Tuesday 23rd and Wednesday 24th February. Miss Wilson** will demonstrate the superior qualities of **Young's Jellies** and **Cake Icings.** Come and lunch with us. Bring your friends. **After 24th February, 1909, Young's Jellies will be the best in the world.**

Who will say so ? EVERYBODY

Campbell's Cash Counters

Elora, February 16th, 1909. Established 1878

Breakfast Food Window of Immense Proportions

Grocers Have Splendid Opportunities in Making Artistic Displays—Fifteen Thousand Cartons Used in Window Illustration.

In the dressing of windows grocers have a splendid article to work with when it comes to breakfast foods in cartons. The display can certainly be made an artistic one, and the more splendid example of what can be done in the way of breakfast food display. The article shown is "Force" and the window is one that appeared in the grocery department of Gimel Bros., Philadelphia, Pa. This display has been commented on as one of the finest cereal displays ever constructed. It is one of the methods being adopted by the H-O. Company in their advertising campaign.

The display consists of four large arches—as shown in the picture—and the number of cartons used in the construction of the columns is about 15,000. The distance between the columns is 28 feet and the center of the arch is 22 feet above the floor, which will give readers a small idea of the size of this mammoth grocery department, which, by the way, is located on the ground floor of their Philadelphia store.



A Window Display Used in Philadelphia, Pa., Showing What Can be Accomplished in the Use of Breakfast Food Cartons.

love the window dresser has for the observation of the beautiful, the more artistic will be the display.

The illustration on this page is a

Almost any of the breakfast foods could be handled in a similar manner and could be used as a splendid advertisement for any grocer.

The Method of Advertising Chiclets in Canada

Several Thousands of Dollars Spent With Good Results—Factory Facilities Had to be Enlarged After the First Year —Street Car and Billboard Campaign.

By Paul Lewis, in Printers' Ink.

Chiclets is a peculiarly appropriate subject for this particular issue of Printers' Ink because this popular chewing gum is one of the most-advertised products in Canada at this time and the advertising is confined wholly to cars and billboards. A Chiclets card is to be seen in every street car in the Dominion, and boards are used wherever there is a bill-posting service. A new factory has been erected in Toronto recently to supply the fast-increasing business.

According to Mayer Swaab, Jr., secretary and general manager of Frank H. Fleer Co., Inc., makers of Chiclets, this factory represents the difference between what advertising and Chiclets together were expected to do and what they really did.

When the then new candy-coated gum was first introduced into Canada four years ago, a fair-sized factory, considered large enough to supply all demands for many years, was erected. Within a year it was running to capacity. Another year brought the necessity for enlarged facilities and a new factory was planned. This structure, one of the most thoroughly equipped chewing gum factories in the world, was completed last fall.

The first year's advertising, after a system of distribution had been perfected, was strictly a newspaper campaign, chiefly centered in the larger cities. Several thousands of dollars were spent in the newspapers and good results were realized. For the following year it was resolved to lay aside the newspapers temporarily and go outdoors. Two and four-sheet posters and some paint work were used and board space was taken in every town in Canada where a regular service was to be had. Response to this campaign was so immediate and returns so great that Chiclets have remained on the billboards of Canada for the last three years and are likely to stay there for some time to come, though newspapers will, of course, still be used.

Last year the outdoor display campaign was extended to street cars and now, as mentioned before, every car in Canada carries a Chiclet card.

Mr. Swaab was asked which, in his opinion, had proven most valuable, newspapers, billboards or car cards.

"That is impossible to say," he replied- "The newspapers did their work of introduction and did it most satisfactorily. Without the newspapers, I do not believe we could have gained our foothold in the larger cities, notably Toronto and Montreal.

"But for the continued campaign, we have found that on this particular proposition, in Canada, the cars and billboards are somewhat more effective than newspapers at less cost, for a localized campaign outside of large cities.

"Between the cars and the boards, of course it is impossible to distinguish in the matter of results. They are coordinate branches of outdoor publicity and we consider both very valuable in promoting Chiclets."

The poster and card work for Chiclets has been of exceptionally high grade. From the very first it has been the care of Mr. Swaab to emphasize daintiness and tastefulness in the advertising of this product. No art work which could even suggest coarseness or vulgarity has been accepted. Chiclets are a chewing gum in a dainty form which makes them a sort of confection, and they are bought largely by a class of persons who would never be associated with gum-chewing. The packages are most inviting. One of these is the only twenty-five cent packet of chewing gum on the market. Large boxes, in which bulk goods are displayed by the retailer having inner lids of glass to protect the contents from dust and germs and small green bugs in the store go with each box. Such features have been rightly considered as a part of the advertising.

The finickiness which characterizes posters and car cards includes of course all the store display cards and signs which are furnished to retailers in great numbers. No art talent is too good to make Chiclets display cards.

Words for the copy are chosen just as carefully as the pictures. This description: "The dainty pearl-gray, mint-covered, candy-coated Chewing Gum," and the slogan, "Really delightful," are employed in all the advertising—newspaper, street car and billboard. They come pretty near to telling the whole story and little else is needed. The chief talking-point, when any is used, is the value of Chiclets as an aid to digestion and breath-sweetener. About fifty per cent. of the ads used in the Province of Quebec appear in the French language, by the way.

All the distribution is through jobbers—the company does not sell to retailers.

In the United States, the present advertising of Chiclets consists of some street car work in Brooklyn, Philadelphia and St. Louis territory. A campaign of large proportions will be started in April, involving the use of thirty-five monthly magazines and eight weeklies, newspapers, street cars and bill-boards in all sections of the country. The magazine appropriation will be duplicated in the newspapers and an amount equal to double this sum will be spent on car cards and billboards. The magazine copy will vary from quarter to full pages. The business will be placed by Arnold & Dyer, Philadelphia.

This campaign is designed wholly to stimulate consumption and not to open up new territory, as the country is thoroughly covered by the system of distribution. The United States trade is supplied from the Fleer & Co.' factory in Philadelphia, which is the largest chewing gum factory in the world.

8 AND 9 CENT DUTY ON TEA.

Just before going to press it was announced that the duty on tea as recommended by the Ways and Means Committee of the U.S., will be 8 cents coming direct from the country in which it is produced, and 9 cents coming through another country. This, of course, has yet to pass Congress. G. Larkin, of the Salada Tea Co., states that if this goes through, it simply means an advance of 10 cents to consumers.

PERSONAL NOTES.

D. Greig, representing D. MacDougall & Sons, Glasgow, is calling upon the Canadian trade.

F. E. Parry, the province of Quebec representative of Comfort Soap, was in Toronto this week.

Jas. Ryan of Ryan Bros., commission merchants, Winnipeg, went west last week on a month's business trip.

Wm. Colville, northern and western Ontario traveler for Comfort Soap, has been ill for a few weeks with a severe attack of la grippe. He is now rapidly recovering.

Bert. Robertson, of Geo. Robertson & Sons, Kingston, accompanied by his wife, sails from New York to-morrow for Bermuda, where he is going on a health and pleasure trip.

How to Hire, Train and Supervise Salesmen

By a $72,000 a Year Man

This article will appear in the April issue of the Busy Man's Magazine, and is written by Mr. Hugh Chalmers, of the Chalmers-Detroit Motor Co. When he was with the National Cash Register Co., he received a salary of $72,000 a year, and was then considered underpaid.

The sales department of a business is undoubtedly one of the most important and Mr. Chalmers, who is recognized as the greatest sales manger on the Continent, brings out the successful sales methods he has adopted.

Do not miss this! It contains information which may be the means of bringing you thousands of dollars in the future.

You should have a copy of the Busy Man's Magazine every month, as it contains the most up-to-date and instructive articles appearing in the leading publications of the world.

The Canadian Grocer

Established - - - 1886

THE MACLEAN PUBLISHING CO., LIMITED

JOHN BAYNE MACLEAN - - PRESIDENT

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

Cable Address: Macpubco, Toronto. Atabek, London, Eng.

OFFICES

CANADA—
MONTREAL - - - - - 232 McGill Street, Telephone Main 1255, J. J. Gallagher
TORONTO - - - - - 10 Front Street East, Telephone Main 7324, W. H. Seyler, Manager
WINNIPEG - - - 511 Union Bank Building, Telephone 3726, F. R. Munro
VANCOUVER - - - - R. Bruce Bennett, 1737 Haro Street
ST. JOHN, N.B. - - - - - W. E. Hopper

UNITED STATES—
CHICAGO, ILL. - - 933-935 Monadnock Block, J. P. Sharpe
NEW YORK - - - 622-624 Tribune Building, R. B. Huestis, Telephone 4535 Beekman

GREAT BRITAIN—
LONDON - - - - 88 Fleet Street, E.C. Telephone Central 12960, J. Meredith McKim

FRANCE—
PARIS - - Agence Havas, 8 Place de la Bourse

SWITZERLAND—
ZURICH - - - - - - - Louis Wolf, Orell Fussli & Co.

Subscription, Canada and United States - $2.00
Great Britain, 8s. 6d. - - Elsewhere, 12s.

PUBLISHED EVERY FRIDAY

RATHER PRESUMPTUOUS.

It was rather presumptuous of E. M. Trowern, secretary of the Retail Merchants' Association, to appear before a committee of the Ontario Legislature on Tuesday and oppose Phillip H. Bowyer's amendment to the Pharmacy Act.

It is quite true that the Retail Druggists' Association is one of the affiliated organizations of the Retail Merchants' Association, and is opposed to the amendment, but as the membership of the latter association is largely composed of retail merchants who are adversely affected by the act passed by the Legislature last year, it would have been much better and much more in the interests of his general association if Mr. Trowern had not obtruded himself upon the committee when the amendments were under consideration, and the rebuke he received from the members of the committee who are also merchants was by no means undeserved.

When the Legislature last year allowed to slip through at the instigation of the druggists a provision which prevented general merchants selling harmless medicines it certainly went beyond its province, and Mr. Trowern must know this as well as anybody else.

A general merchant is just as competent to sell patent medicines in package form as a druggist, and if general merchants are prevented from handling them they can be just as easily obtained, without question, and in just as dangerous form from a druggist as from the ordinary general merchant.

It is to be hoped that the Legislature will adopt Mr. Bowyer's amendment.

Could there be a better illustration of the necessity of separate organizations for the different lines of trade than Mr. Trowern's unwise, though perhaps unintentional, action on T uesday last?

BUSINESS MEN, NOT PARTIZANS, WANTED.

With the transference of the man who is now at Leeds to Shanghai, there will be two vacancies in the Canadian Commercial Agency service in Great Britain. The other vacancy is at Birmingham.

It is to be hoped that in filling these positions none but experienced business men will be appointed. While there are some good men on the staff of the Canadian Commercial Agency service, it is on the whole weak. Little else could be expected as most of the men have been appointed, not on account of their business ability, but on account of service to party.

Efficient service can no more be expected from the ward type of politicians, than can grapes be gathered from thorns or figs from thistles.

Some of the commercial agents are the laughing stock of the business men among whom they are located, and it is not to be wondered at that such organizations as the Canadian Manufacturers' Association should exert themselves in trying to improve the service.

This service costs the country over $50,000 a year, and the business men would not begrudge a much larger sum provided adequate service was given. What is wanted is good service. This we are not on the whole getting at present.

By comparing the consular reports which are sent out by the United States Government at Washington with the weekly reports of the Canadian commercial agents the weakness of our reports is painfully obvious.

BRIGHT PROSPECTS.

In an endeavor to determine the opinions of some of the large manufacturers in the grocery line as to business prospects for the coming year, The Grocer interviewed a number of them during the week. The manufacturers at least are all unanimous that the year 1909 will bring that revival of trade which we looked for last summer after the year of depression before. Trade is brightening up, they claim, and good times are anticipated.

The proprietor of a large Toronto milling concern was one of those interviewed. The farmers, he said, had good crops last year and they are now getting the top prices for their products so that there is plenty of money in the country. Flour is in good demand and with the opening of navigation, accompanied by lower transportation rates, the demand will be increased.

A manufacturer of a breakfast food, viewed the situation similarly. In fact, the business he represented had never been slack during the depressing times. Not being a luxury there was always a demand, but he believed the prospects for the coming year would be particularly bright. This feeling of optimism is in the air and everything points to much better times than we have had during the past couple of years.

FAILURES FOLLOW FAST.

Almost within a week of each other the failures of two companies injurious to the business of the retail trade were announced. These were the Toronto Co-operative Equitable Society and the Dominion Co-operative Association, both of which, although entirely separate concerns, were operated along similar lines.

The Canadian Grocer has always taken a stand against the Dominion Co-operative Association and on several occasions we have opposed and exposed its tactics as our readers are aware. We have urged the retail trade to be on the lookout for the establishment of such concerns and the advice has proven profitable. These two companies have proven failures and the money of the shareholders has practically all been lost. Their stores are closed, so far as they are concerned, and their stockholders who were to get "cheaper goods" and make "six per cent on their money invested," are out of pocket and have to purchase their provisions elsewhere.

WILL PROVISION PRICES DECLINE?

If present indications count for much, and if the opinions of packers and grain men expressed in their interviews in this number of The Grocer are worth anything at all, then the answer to the above query is that prices will not come down in the near future.

Grain men and those conversant with the conditions of this country's, and the world's food products aver that while the present prices of wheat, oats, barley, corn and peas are unduly inflated and outrageously high when compared with the average of the past twenty years, there does not appear to be any prospect of relief. True, there is a surplus of corn in the United States amounting to $85,000,000, but Argentine went below the average last year, and both export and home consumption are rapidly pulling down this huge visible supply. It will be August before another harvest is garnered.

Oats are being imported into the U.S. from Canada and South America, and

those stockmen unable and unwilling to import, pay the duty, and the consequent high price must perforce turn to some other feed. Corn seems to be the readiest obtainable. Corn is about 5 cents lower than at this time a year ago, and barley seems to be the most reasonable grain. All the others command too high a price to feed to cattle; This was also the condition last year when many farmers in Ontario slaughtered their cattle because they could not afford to pay the high price for feed.

Provision men say supplies—both cattle and hogs—are short, and just now they are paying top-most prices to farmers for their animals. This, taken into consideration with the fact that feed is so very high, leads them to believe that it will be some time before meat and provisions come to a lower price level—and the argument appears to be a good one.

THE HANDLING OF FISH.

There are at the present time a large number of grocers in Canada who deal in the fish trade and who find it profitable. There are also some who find that their business has not been what they desired and expected, and it is up to them to determine the reason why.

As will be observed in the news columns of this week's issue, the views of scores of retail grocers throughout Ontario are presented by a number of our correspondents and a perusal of their experiences in carrying lines of fish will prove of much interest, and, we hope, of benefit to our readers.

It is shown that where a little special care and attention is exercised, the handling of fish has proven profitable. It is a recognized fact that the consumption of fish has rapidly increased in Canada during the past twenty years, and that the industry is an important one for the Dominion.

In the correspondence from St. Catharines it will be seen that a store there gave some special attention to the handling and displaying of fish by means of a galvanized pan installed in the window. The manager states that the gross profit amounts to from twenty-five to thirty-five per cent. Also in the correspondence from other places grocers affirm that where care is shown they have profits. On the contrary where a merchant does not attempt to advance his sales or display his products he must necessarily have little demand for them. This phase of the situation is well exemplified in the correspondence from Barrie, where a merchant once purchased two kegs of pickled fish, put them in his cellar and went down for them on demand. No person could possibly make a profit while doing business in such a manner.

TAKE STOCK OF YOURSELF.

The reason that some men do not succeed in business is simply because they do not deserve success. They are so intent on chasing the almighty dollar that they never take time to indulge in a little self examination. They may be very particular about talking stock of their goods and chattels every year to find where they stand financially, but it never dawns on many of them to make use of a few minutes in taking stock of themselves. And what does taking stock of one's self mean? Broadly interpreted it is an effort to see yourself as others do. More specifically defined it means, are you strictly honest? Honesty is a comprehensive term and implies more than simply paying your debts and meeting promptly monetary obligations. The majority of men do that but, are they honest with themselves, their conscience, and their convictions? Too many make promises — rashly, thoughtlessly—which they evidently do not intend to fulfill. They will promise to give a traveler an order the next time that he calls. They will tell a customer that a certain line of goods is equally as valuable as the brand called for. They will inform a housewife that they are "just out of a particular thing but that they expect a fresh arrival in to-day without fail," and lastly, but perhaps the worst and most annoying of all, they will solemnly agree to have a job completed by a specific date, or to have goods delivered in time for dinner or tea, knowing full well that their delivery outfit cannot possibly get around to the house within the time mentioned. They regard all this as clever, diplomatic or "part of the business" as one merchant recently put it. They may think that such subterfuges retain custom, but they are very much in error. There is nothing which will in the end drive patronage away more effectually than failing to perform what was promised. The non-arrival of butter, sugar, or meats, etc., in time for dinner or tea is enough to set the temper of the best natured housewife on edge, and her order being placed she cannot always readily cancel it or she would.

A Hamilton woman has, in a measure, brought her delinquent grocer to time by saying "I will take the goods C.O.D. providing they reach my house by 11 a.m." If the delivery is later than the hour stipulated she positively refuses acceptance. The plan has worked admirably.

The faults and short-comings, the trials and perplexities, spoken of so freely in business, are not all on the outside of the counter. The reason why some merchants do not succeed is because they do not merit success and a few of the causes are those already referred to. The public is not as gullible as it may at times appear. The memory of a disappointed customer is not as short as many imagine, while patience at times ceases to be a virtue.

THE OLD BEFORE THE NEW.

It is a lamentable fact that in the running of a grocery store a great deal of waste is incurred just because the grocer neglects to sell off the older goods before he begins on his stock of new. A system has been adopted by certain manufacturers and packers whereby they make it compulsory upon the wholesaler and retailer who handle their goods to dispose of all their old goods before they start the new. Their idea is a good one and is a benefit not only to themselves but to the others who handle their products.

When such a system is carried out the manufacturer and packer know that their goods are received into the homes of the consumer in a comparatively fresh condition and if such is the case they create a demand from that consumer again. The manufacturer, the jobber and the retailer all reap the benefits.

If this plan is adhered to by the jobber and retailer a great many losses and complaints will be avoided. The stocks should be carefully looked after. When they are low they should be replenished and care exercised in the proper piling on the shelves so that the older goods will be sold before the new are touched.

This system has been adopted by the Salada Tea Company, which marks the date of packing on every package. E. W. Gillett Company absolutely insists upon jobbers and retailers selling old goods before the new. They have men who visit the warehouses to see whether the stocks are old or not. This has been the case in connection with their yeast for several years.

The shorter the time between the preparation of most goods for market and the sale for consumption, the better will it be for everybody concerned.

BUSINESS MAXIMS.

By Plato, Jr.

Courage with caution is essential in business as well as in warfare.

The lucky man is he who grasps opportunities when they come to him.

The rut which business men fall into becomes deeper and more difficult to get out of the longer it is followed.

He who reads a good trade newspaper possesses a guide which will keep him from falling into ruinous ruts.

He who is satisfied with the "good enough" way of doing things is just bad enough to prevent his securing high marks in the world of commerce.

Honesty and Fair Dealing Wins Him Success

John Goos, in Business Only Two Years, and Has Now a Well-Appointed Grocery Store—Making a Success in the Trade by His Methods of Doing Business.

Among the grocers who have made successes in a comparatively short period of time is John Goos, Walkerton, Ont. An interior view of Mr. Goos' store appears here and when it is considered that he has only been in Canada for seven years and that he just began business for himself in March, 1907, he has certainly been a successful merchant.

Seven years ago Mr. Goos came across the Atlantic from Germany to follow his fortune in this country. Readers of the Grocer will recollect his success as a window-dresser when a few years ago he captured first prize in the display contest. In the month of March, 1907, he purchased the stock of J. W. McIntyre, of Walkerton, and in February, 1908, he bought the business of N. Crawford, combining the two into the present one. He began without a cent of his own money and to honest and fair dealing with his patrons he attributes his success.

A glimpse at the illustration on this page immediately indicates cleanliness, an essential to the good management of any grocery store. It is roomy, but nevertheless is well stocked and in general appearance is certainly inviting.



An Interior View of John Goos' Grocery Store, Walkerton, Ont., after two Years in the Business.

HINTS TO BUYERS.

It is advisable to order now your canned goods of the coming 1909 crop, in order to get the best prices and a choice from the most select output. Replenish your stock of "Soleil Brand" Canned Vegetables and Fruits. Laporte, Martin Co., Limited, have their travelers on the road taking orders both for the present needs and the new crop. The assortment of teas this firm carries, especially the "Princess Louise" and "Victoria" Brands, are unrivalled qualities for the money. They also offer special bargins in Currants, Shelled Walnuts, Loose Dates, all in the pink of condition. Get their prices also on Pink Salmon, Keystone Brand and Ozo Catsup or Pickles. It will pay you.—Advt.

THAT PHARMACY ACT.

Philip Bowyer, M. P. P., Proposes Amendment to Allow Storekeepers to Sell Harmless Household Medicines.

The proposed amendment to the Pharmacy Act to assist country merchants, introduced by Philip H. Bowyer, M.P.P., came before the Municipal Committee of the Ontario Legislature on Tuesday morning, March 16th, with the result that the question was left in the hands of a sub-committee to deal with. The amendment proposes to allow country storekeepers to keep for sale certain harmless household drugs and remedies now prohibited by the Pharmacy Act.

Mr. Bowyer repeated his argument made in the House some days ago, as to the hardships caused farmers through the prohibition of the sale of things required in everyday use on the farm, and in the home. Mr. Bowyer wanted such things as turpentine, epsom salts, cream of tartar, senna, alum, borax, castor oil, sulphur, glycerine, etc.

G. E. Gibbard, president of the Pharmaceutical Association, referred to the danger that might occur from indiscriminate selling of certain drugs. He produced figures to show the number of deaths due to poisoning in Great Britain through indiscriminate selling. He did not wish favoritism for the druggists, he said, and he had not been lobbying.

"Well, have you any suggestions to make?" interjected W. J. Hanna. "The prosecutions in Kent made the recent amendment look unreasonable. Without unnecessary talk, tell us what your suggestion is."

Mr. Gifford submitted as his opinion that schedule "A" of the Pharmacy Act, which contains the list of scheduled poisons which nobody but a druggist may sell, might be enlarged, but objected to the free sale of quinine, which he said, was frequently used improperly.

"You shouldn't have said that. Everybody will want it now," said Mr. Studholme.

"All I want is to allow a man to go to a country store and buy five cents' worth of quinine or cascara or castor oil, if he wants it. He knows what he wants," said Mr. Bowyer.

"Yes, but the storekeeper doesn't," protested H. Watters, a vice-president of the College of Pharmacy. "How many country storekeepers know that cascara should never be administered before two years of age? That's the point I want to make. The seller is ignorant of the stuff he sells.

"As coming from the other part of Kent from my friend Bowyer where these malicious prosecutions were made, I may say that if Mr. Bowyer had flooded the country with misleading pamphlets like Mr. Gibbard did, the country merchants would have been down here in such numbers that the Parliament Buildings would not have held them. We want this amendment very badly."

The meeting got very hot over the question, and Mr. Hanna's suggestion that a sub-committee be formed went to a tie vote, which was broken by Mr. Hanna himself.

The sub-committee is to be composed of Daly, McKay, Bowyer, Macdiarmid, and Nicol, and will meet representatives of the College of Pharmacy, and try to strike an agreement.

TRADE NOTES.

J. E. Fissette has opened a general grocery store in Cayuga.

David Rush has purchased the grocery business of John T. Lamonby, Wingham, Ont.

It is stated that the sugar consumption of the United States is increasing at the rate of 50 per cent. in every ten years.

A new building is being erected in Macleod, Alta., for the soap company recently formed there. All grades of soap will be manufactured.

The sale of brandy chocolates is not lawful over the confectionery counter according to Provincial License Inspector Ayearst, but he states they can be sold by hotel keepers over the bar and only to adults.

Talk of Burning Its Coffee Arises in Brazil

Suggestion That 20 Per Cent. Additional Duty Be Paid With Coffee Which is to be Destroyed in Order to Make the Tax Least Burdensome—The Problem of Restricting Shipments to 9,000,000 Bags.

New York, March 17.—There is considerable speculation here as to whether or not the Sao Paulo law in Brazil restricting shipments of the berry to 9,000,000 bags for the year ending June 30, 1909, will prove effective. So far as the payment of the ordinary export tax is concerned, the full 9,000,000 bags have now been arranged for and will in due course come forward. But the interesting question is whether means will not be found to bring forward further supplies, with or without the payment of the additional tax of 20 per cent. that the Sao Paulo law imposes after the 9,000,000 bag limit has been reached.

The 20 p. c. ad valorem is upon the export price at Santos and not upon the warehouse price in New York, which is the basis of New York Coffee Exchange transactions. There has already been a sharp decline in New York prices from the pinnacle reached under the stimulus of duty talk, so that, it is argued, the additional 20 per cent. tax would not necessarily prove prohibitive.

Mail advices received yesterday from Brazil, however, indicate quite a general determination to fight the law, even going so far as to pay the extra tax by a payment in "kind"—viz. in low grade coffee to be destroyed. This is a plan that is quite frequently talked of in Brazil. Incidentally, it would bear rather severely upon the big roasters whose package coffee comprises low grades and who will not improve their grades , even when they can purchase better grades at the same cost as the poor grades. Their policy in this respect is that if they should improve their grades they would be compelled to maintain the improvement when normal relations existed between the low and finer grades.

A Sao Paulo correspondent describes the situation under date of Feb. 8 as follows:

"There remained still to be shipped on Saturday morning 1,116,823 bags. (We hear that the Sao Paulo coffee shipped via Rio is not going to be counted.) The stock on hand is $1,139,479 bags, so that almost every bag of coffee in existence here would be required to fill the 9,000,000 complement. This, however, is impossible, as a large percentage of the stock in hand consists of coffees unsuitable for shipment in their present state (low and lowest qualities). Another quantity, about 50,000 bags, is held under special agreement; in short, we estimate the whole quantity thus available at 250,000 bags, which would have to be supplied from the interior, but as selections there are poor, as far as quality goes, probably double that quantity will be required to give shippers the necessary stuff to fill the 9,000,000 bags open for export, and that would carry us far into the month of March. Besides, the putting on board is going on very slowly, because the coffee carriers have now claimed day's wages, and do as little as they possibly can for that amount, saying quite rightly, 'the more coffee we carry the sooner we shall be out of a job.' Thus Government interference with economical and commercial matters brings its influence to bear even on this merely manual operation.

"It is alleged, first, the stock existent here on July 1, 1908, cannot be included in the export restriction of 9,000,000 of bags, as no law can constitutionally be retroactive; this would set free about 700,000 bags more. The law is promulgated on August 25. It is further suggested to impose the tax in kind (elimination of low grades) in preference to a tax ad valorem of 20 per cent. If tax there must be, it is, of course, the duty of the executive power to make it least burdensome, and it is a matter of calculation only to find that out.

"A tax in kind would bring about speculation in, and consequent retention of, low grades, enhancing their value, and making the value of exportable goods, to a certain extent, dependent upon the price at which the goods to be destroyed can be acquired and would, therefore, bring about a new element of uncertainty into the coffee trade, which would affect both consumers and exporters. Moreover, it would not bring any grist to the mill (the Treasury), but eliminate only a certain quantity, presumably 200,000 to 300,000 bags of low grades by which our neighbors, Rio, Minas and Victoria, would benefit.

Up to the Goveernment.

"Everything," concludes the correspondent, "since the public conscience, so to say, woke up, is in suspense again, and it depends upon the decision the Government will at last arrive at, unfortunately at so late an hour that further uncertainties can hardly be spared to the trade.

"The consuming markets are firm and advancing, but business has become extremely difficult, as all the steamer room available for about 650,000 bags to Europe, 500,000 bags to the States, has been engaged or taken on hand, and so it is risky now to make offers on present basis. Under these conditions it is next to impossible to give any quotations."

VISIT TO LONDON OFFICE.

London, Eng., March 6.—E. D. Smith, Esq., M.P., of Winona, Ontario, was a recent visitor to the London office of The Canadian Grocer. Mr. Smith, accompanitd by Mrs. Smith and daughter, came on a health trip to the Old Country a few weeks ago, the intention being to spend a quiet time in one of the south coast resorts, but the fascinations of London, commercial and otherwise, appealed so strongly to Mr. Smith's many interests, that the stay in the capital has been somewhat prolonged. By the time he reaches home again, however, a number of the principal points of interest both in England and the Continent, will have been visited, and it is hoped that change may have as invigorating an effect as rest. Like other Canadians who visit London at this time of year, Mr. Smith finds the cold, damp atmosphere very trying. He speaks with pleasure of the way in which his products are being shown in some of the grocery shops and was agreeably surprised by the very fine display and prominent position given to his bottled fruits in the windows of the Ontario Emigration offices in the Strand.

WOMEN MAKE PROTESTS.

They Are Induced by Grocers to Sign Petition Against Tariff on Coffee.

New York, March 17.—Dealers in coffee and tea who are making a fight against the proposed tax on coffee and tea importations have appealed to the women to aid them. Many of the retail stores in Greater New York have petitions prominently displayed, urging Congress to refrain from imposing what is termed the "unjust and unnecessary tax," and customers are requested to affix their names to the appeal. The women are told that any tariff imposed by the government on coffee and tea must in the end result in an extra charge to the consumers, and consequently it requires no great effort on the part of the grocers to convince their female patrons of the logic of their argument.

The petitions are almost invariably signed without hesitation. These petitions will be forwarded in a day or two to the ways and means committee of the house of representatives, and it is safe to say when the protest reaches Washington thousands of housewives of the greater city will have recorded their objections to the proposed tariff.

The paper which the women are signing reads as follows:

"A special session of Congress will be convened March 15 to revise the tariff. It is proposed to place a tax of five cents on each pound of coffee and 10 cents on each pound of tea. If you want to avoid paying this unjust and unnecessary tax sign immediately the petition to Congress displayed in our store."

Geo. E. Maybee, Napanee, one of the oldest travelers on the road in connection with groceries and soaps, died very suddenly in Montreal from acute indigestion on Thursday of last week. Mr. Maybee represented the Dominion Soap Co., Hamilton, and was one of the best known travelers on the road.

Grocery Trade From the Atlantic to the Pacific

Business Items From the Western Provinces

Edmonton Packing Plant Will Need 1,000 Beeves Per Day—Many Fruit Orchards Being Laid Out in British Columbia—Settlers Arriving in Calgary District—Winnipeg Grocers Dine Travelers.

WINNIPEG.

March 16.—A post-bonspiel banquet given by the retail grocers of this city to their successful competitors, the travelers of Winnipeg, was held in Manitoba Hall last Wednesday night. The grocers lost in the curling contest and according to agreement they supplied the things for the banquet table. It was a merry event, replete with many good stories, jests and songs by some of the best local artists. E. B. Nixon as chairman and leading host, offered his most sincere congratulations to the victors of the games, saying that it was the intention of the grocers to get square with them at the banquet table for the defeat suffered on the ice. A. R. Christie proposed the toast to the victors. S. M. Screaton in response said that as a traveler he was disappointed in Winnipeg, after having been in the city for six weeks. He had come west with the idea of teaching the people how to do business, but found that he himself was the pupil. Instead of antiquated methods which would stand much reforming he had found the most modern, and most attractive stores he had seen in Canada. Instead of being a reformer, he was in the position to return east as a missionary and teacher. E. Tugwell, his companion on the toast list gave a brief address filled with humorous skits and funny stories. The toast to the vanquished was couched in wholly complimentary terms great emphasis being laid on the friendly relationship which existed between the grocers and travelers. The desire to beat each other seemed confined entirely to the sports division. Upon J. A. McKerchar fell the greater portion of the burden of the response. The wholesale trade was well represented, A. McDonald, as dean of the business in Winnipeg, giving the younger generation some exceedingly good advice. He had been in the city for 38 years, and while there had been a great many changes since then, the opportunities for the man ready and able to grasp them had increased in proportion. To-day they were ten to one to what he had found them. Push and perseverance would develop them. It was an excellent idea for the different branches of the trade to get together, and the idea might be still further expanded among the different branches. In a reminiscent mood he told of some of his early experiences, pointing his remarks with some telling statistics. R. R. Scott paid a tribute to the character of the wholesale men of Winnipeg, their integrity and fairness and the high standing of the retailers as a whole. H. Emery went briefly into the rise and growth of the wholesale fruit business of the west. In 1908 the prairie provinces had purchased 600 carloads of oranges, and this year would take about one-third more. Of bananas they had taken 129 cars and of other fruits in proportion. Modern shipping facilities were such that the products of South African, Australian, or South American farms were placed on the Winnipeg markets in excellent condition, and this had been the growth of but recent years. The banquet broke up with many expressions of good fellowship and mutual esteem engendered by contact in business and sport.

CALGARY.

March 16.—Business in grocery lines is quite good, and all are looking forward to the approaching spring.

The Provincial Government of Alberta was dissolved last Saturday, and the date for the new elections has been set for March 22nd. Many of our good business men are strong politicians, and there is with all more or less supressed excitement until the result is finally proclaimed.

Settlers from the east and south are already arriving, and indications are that 1909 will see Alberta's population largely increased. The cities will, as usual, attract many of the newcomers, all of which should benefit the tradesmen. Calgary's city council at Monday's meeting passed estimates for $234,459.50. There are several items not included in this amount, one of which is the completion of the street railway line, and altogether it is estimated that the city council will spend, roughly, about $1,700,000 on public works this year. This amount distributed will certainly benefit the retail ,merchants, and with trade at present good there is every reason to look forward with confidence to the future.

VANCOUVER.

March 16.—J. J. Ferguson, B.S.A., assistant manager of the Swift Company, Chicago, was in the city this week, on his way to Winnipeg, after having inspected the branches of the company on the Coast north of the Mexican border. Mr. Ferguson, by the way, is a graduate of the Ontario Agricultural College, of Guelph, and is now confidential man for the big meat packing firm. He will not visit Edmonton on this trip but will come back there, and in the summer will make an extended report on the possibilities of that district. With the packing plant of the Swift Company at Edmonton in operation, the question, Mr. Ferguson says, is whether there will be enough cattle in that neighborhood to supply the plant, which will take 1,000 head of beeves alone per day. When asked, if the Swifts were laying lines to make war in the territory of P. Burns & Company, the firm which long has practically had a monopoly of the meat business in the West, and which still has control in the interior and western Alberta cities, he stated that plans were not that way at present. While that may be, P. Burns & Company are making every effort to be ready if an attempt is made, and it seems that it will keep competitors busy to oust them from the premier place. In Edmonton, they have bought out the large retail establishments of the Williamsons, and rumors are that they are negotiating for the abattoirs, farms and other interests of the same people. The price paid was $22,000. Other companies which have fairly large interests in Western Alberta are the Hull Co., Gainor Co., Vogel Meat Co., Swift Co., and Gallagher. In British Columbia, Blake Wilson, P. Burns & Company's best manager, has moved to the coast. This strengthening of position would indicate that something is in the wind.

The Maundrell Meat Market is a new butcher shop in Revelstoke in the interests of the Swift Company, the stock being supplied from Edmonton.

Jack Richards, who has been with the Cariboo Trading Company at 150-Mile House, has joined W. B. Bailey & Co., of Ashcroft.

G. S. McKenzie has withdrawn from McKenzie & Martin, of Vernon. having sold his interest in that business, and has joined his brother, A. P. McKenzie in the produce and commission business.

Mr. Laidlaw, who has charge of the grocery department of the Fink Mercantile Company, of Cranbrook, B.C., comes in for a good word from the Cranbrook Herald of last week: It says : "The grocery window of the Fink Mercantile Company is a dream. Mr. Laidlaw is an artist in window dressing, and each time he changes the contents of the window it is to try and surpass the decoration previous. It is wonderful where he gets his new ideas from, but get them he does, and he certainly puts up some of the most handsome window displays in the West."

An indication of the growth of the nursery business in British Columbia may be seen in the fact that the Fraser Valley Nurseries, which was established near this city a year ago has paid a dividend, besides carrying a substantial sum forward to the reserve fund. F. J. Hart, one of the directors of the company, stated to the Grocer that last year 200,000 trees were grown on the property, and this year the spring deliveries alone will amount to over $10,000. One order was received this week of 12,000 apple trees from one man. Because of the expansion, a larger tract, probably 100 or 200 acres, will have to be secured. The directors of the concern are J. J. Jones, F. J. Hart, C. F. Spratt, L. C. Hill, G. E. Clayton, C. R. Gordon, P. W. Crankshaw.

Notes From the Maritime Provinces and Quebec

Nova Scotia Gets Ontario Poultry — Pamphlet on the Fisheries Attracts Government Attention — Pork Products Higher—Montreal Grocers May be Prohibited From Selling Milk.

MONTREAL.

March 16.—The milk question seems to be a live issue again, and there is another rumor, that milk will be prohibited from sale in grocery stores. This, however, does not worry the grocers much, as they say there is very little profit in it, and it is kept practically as an accomodation for customers. There is a very general expression of opinion that it is more trouble than it is worth. The whole milk business has suffered during the year.

D. F. Carter, with Thos. Lipton, has returned to the city, from a trip to the Eastern Townships, and Quebec city.

John Robertson & Son, St. Catherine St., are showing a fine window display, of Jell-o this week.

Fraser, Viger are continuing their Orange Drive. They met with such success last year, that many others have this year instituted similar sales. In discussing the matter with Mr. Davidson, the manager, he stated that the success of such a sale depended largely on the time it was started. It would be quite easy to commence too early, owing to the desire to be first in the field. Such a course invariably was a mistake, as the oranges were not ripe and instead of creating a desire for more, it would do precisely the reverse.

The Thomson liner "Fremona" will be the first boat to take a cargo from the ruined city of Messina. A cable has been received at the local agency of the company recently, which states that the 'Fremona' leaves Palermo with a part cargo, and arrives at Messina on March 27. There, she will load green fruit, and after touching at Catania and Sorrento, will proceed to Montreal. She will arrive shortly after the opening of navigation, and will be one of the first if not the first to arrive in the season of 1909. W. A. Coates, of the Thomson Line, who was recently in New York, heard there that the Messina fruit merchants were commencing to do further business in an attempt to build up the trade again.

E. W. Gillett Company, Limited, are running a demonstration in the window of R & M. Kerr, St. Catherine Street, hardware merchants. A chef is there, making biscuits and other things, with the aid of Magic Baking Powder. Lake of the Woods flour is being used, and Regal gas ranges are supplying the heat, so it is somewhat of a three-barreled demonstration. Mr. Murray, the Gillett representative in Montreal, is on hand to help things along.

Brouillet & Guay, corner of Berthelet and University Streets, have discovered a neat way of displaying their oranges. The window is filled with a series of willow baskets, which are always well stocked with the different varieties of the fruit. While this may not appear extraordinary to those who have not seen it, the customer inside the store is impressed especially with this neat row of clean willow baskets, full of fine fruit, and it is certainly attractive. It is a case where simplicity and neatness tells.

Among the buyers in Montreal during the week were : J. R. McLaurin, Vankleek Hill, Ont.; S. Holdengraber, Bathhurst, N.B.; L. Massicotte, Batiscan, Que.; A. Meloche, St. Genevieve, Que.; G. Daoust, Ste. Anne de Bellevue, Que.; T. Huet, St. Julie de Vercheres, Que.; N. Monchamp, St. Philippe, Que.; C. J. Gervais, St. Constant, Que.; F. Lamarche, St. Henrie de Mascouche, Que.; E. Lahaie, St. Eustache, Que., G. Parent, Pointe Claire, Que.; J. N. Ledoux, Marieville, Que.; H. Tourangeau, Varennes, Que.; F. Gravel, St. Rose, Que.

ST. JOHN.

March 16.—There was no change in the price of staples last week. Eggs are cheaper in the produce market and dealers say there is every prospect of still lower prices. The butter market is considerably off, the quotations being lower than for some years at this season. According to reports from outside there is an over-supply of butter and considerable cold storage stock from last fall is offering. Potatoes are lower, being quoted at $1 to $1.25 a barrel.

In provisions pork and pork products are higher on a firm market. Veal is coming in quite freely and is selling at 10c to 20c a pound. Turkeys are offered at 30c a pound and chickens and fowl are quoted at $1.25 to $1.75 a pair.

Frozen stock predominates in the fish market this week. Rough weather in the bay has handicapped many of the fishermen and few boats ventured out. Many of the lobster traps have been inaccessible for weeks and the only crustaceans available at present are small-sized, selling at 15c each.

Business on the whole had a better tone last week. The country roads are now fairly good and the farmers are arriving in the city in large numbers.

An agitation was started recently about the weight of bread with the result that the bills and by-laws committee of the common council will prepare a bill to make the standard weight of a loaf of baker's bread, two pounds and will also probably fix the weight of "fancy" bread at a pound and a half or one pound ten ounces. A suggestion that may also be considered is that the weight of every loaf shall be plainly marked and a penalty provided for false markings. The question was brought up by the discovery that loaves which were supposed to weigh two pounds would only tip the scales at a little over one and a half pounds, while fancy loaves were found to weight from a pound to a pound and a half.

Some time ago it was stated in these columns that the creameries in this province were not putting full weight in their so-called two-pound prints of butter. In weighing a number of these prints a few days ago, by various dealers, all were found to be of full weight. It would appear that the protest raised has had the desired result.

The grocery store of W. D. Baskin, on the west side, was broken into last week but the alleged culprits were landed by the police and will be tried under the "Speedy Trials Act" by Judge Forbes this week.

Surrey M. Holder, who has been employed with W. F. Hatheway Co. as cashier and city traveler for the past eight or ten years, has made a new departure. He started out on the road this week and will cover the territory in Nova Scotia. Mr. Holder has shown himself very efficient in his work here and should make a success of his new work.

The Provincial Dairy School at Sussex opened on Wednesday of last week with a class of five pupils. The butter course is now being carried on and this will be followed by the cheese course. Dairy Superintendents McDougal and Daigle are in charge.

Chipman Trites, of Moncton, for many years in business as a meat dealer, died on Thursday last at the age of 67 years.

HALIFAX.

March 16.—The indications are that some of those who have been holding butter back will be hard hit this season. In some cases butter can be purchased at retail at lower prices than the wholesalers are asking. This week dealers on Argyle Street were selling choice blocks for 26c a pound, and another dealer in the same block was offering small tubs of fresh dairy butter at 26c. Butter seems to be in good supply, and there will not be any record prices paid this season. Near the close of last year it was predicted that butter would soar when the spring arrived, but the opposite conditions now prevail.

There has also been a drop in the price of eggs. This is mainly due to the more regular steamship service between Prince Edward Island and the mainland. When the steamers are running, the produce is shipped from the island to the mainland, and as a result prices usually drop. Some conditions in the local market are rather puzzling. Butter can be bought cheaper from retailers than from some wholesalers, and the same thing applies to eggs. This week some retailers were selling eggs at 25c per dozen, while the wholesalers are asking 27c by the case.

Apples of a better quality can be bought now than at any tine for several months. Some very choice Northern Spys of fine flavor and highly colored have been marketed recently, and they

THE GROCER A NECESSITY.

C. A. Phair, General Merchant, Lillooet, B.C., writes :—"Enclose $4.00 in full to February 23rd next year. Your publication is certainly improving and I do not know what I would do without it. Wishing you success."



Aylmer 1-2 Pints Tomato Catsup

YOUR WHOLESALER is in a position to make you a special

Our Aylmer Catsup is positively the best value on the market

Aylmer Catsup has been for years, and still is, the Standard for all Catsups.

"Just as good" is ***not*** as good.

Buy Aylmer Only.

Place Your Order At Once.

Canadian Canners, Limited.

sold for five dollars per barrel. The local dealers were glad to get them at any price, as there was only the poorest kind of apples to be had in the city.

Poultry is very scarce and the only stock now offering is from Ontario. The turkeys are of an inferior quality, but the fowl and chickens are first-class stock. The turkeys retail from 20c to 21c, and the chickens are selling at 22c. At these prices the demand is not very heavy.

The pamphlet recently issued by the fisheries committee of the Board of Trade and the work in connection therewith appears to be bearing good fruit, as it has awakened an interest in the fisheries all over the province. Early this month a communication was received from a member of the Prince Edward Island Legislature asking that sufficient copies of the pamphlet be sent to allow of one being placed in the hands of each member, and stating that he wished to assist in the matter by having the Island Government make representations to the officials at Ottawa. A fish merchant of Digby has written for a package of the pamphlets to distribute among the fishermen there. Letters from St. John and other parts of New Brunswick show considerable interest is being taken in the matter in the fishing districts of that province. It is possible that a conference on the fisheries will be arranged with the Nova Scotia Government.

The commercial committee of the City Council, and a special committee of the Board of Trade met this week to consider cold storage matters. Two propositions were considered, but nothing definite was arrived at. The two companies are the Arcade Cold Storage Co. and the Nova Scotia Cold Storage Co. The city's representatives are opposed to the granting of any of the concessions asked for by the companies.

Some Interesting Ontario Grocery Correspondence

Guelph Grocer to Explain Collection System in Brantford—Oil Hold-up Case in Brantford Dismissed—Merchants in Peterboro Interested in Delivery System at St. Mary's—Hamilton Grocers Want to See Change in Pharmacy Act—Plan for collecting Debts Under Discussion in Chatham.

CHATHAM.

March 17.—The devising of a feasible scheme for dealing with bad debts was the chief subject of discussion at the meeting of the Retail Merchants last Tuesday evening. The subject was brought up as a result of an article in the Canadian Grocer some time ago with reference to the system in vogue in Guelph. W. M. Murdock, a former grocer, made a proposition to do all the collecting required for members of the association, charging therefor at a rate of 50c or 75c per member per month. He asked that the system be tried for a couple of months as an experiment, on lines somewhat similar to those at Guelph; adding that he would not only look after the dead beats, but also present accounts to other customers who were good but slow pay, thus saving the expense and time involved in sending out clerks with collections. The proposition came in for considerable discussion, one member urging that instead of leaving the collections entirely in the hands of the collector, his first move would be to induce debtors to call on the merchant and make arrangements directly with him. If this failed, then more decisive measures could be employed. Harry Andrew declared that the only accounts he would feel like placing in the hands of the collector would be those against people whom he didn't want to come back. He was strongly opposed to utilizing the collector in dealing with customers other than proven dead beats, as he felt that by handing over accounts to the official collector, good customers might be driven away. After a considerable discussion the matter was referred to a committee comprising P. Cunningham, T. W. Poile and H. G. Hodges, to look into and report at the next meeting. An interesting address was given by Barrister J. G. Kerr on the law of bargain and sale. The meeting was probably the best attended in the organization's history, and more than usual interest was shown.

N. H. Stevens, president of the Canada Flour Mills Co. and a large bean dealer in this section, was recently elected honorary president of the West Kent Liberal Association. D. J. O'Keeffe, of the Triangle Grocery, Thames St. and Grand Ave., was elected a vice president.

J. F. Cairns, an old Chatham boy, now located in Saskatoon, Sask., visited here last week. Mr. Cairns a few years ago started a small grocery and bakery in Saskatoon. He is now owner of the largest departmental store in the west, outside of Winnipeg.

Mitton & Cameron are opening a grocery in Ridgetown in the premises lately occupied by the Northway Company.

Allison Allen, proprietor of the Comber Creamery, has taken up his residence in that town. The creamery is now being erected, and will likely start operations by May 1.

D. H. Newcomb of Alvinston has erected a new block which he has just opened up as a general store.

Ed. Mayhew, who for several years has carried on business in Thamesville, has purchased the general stock of S. J. McCreery & Co. of Glencoe.

Jack Edgecombe, for the past two years in charge of Tilbury and Belle River canning factories, has been appointed manager of the Dresden factory for the Canadian Canners.

Changes are reported in the Essex canning factory. Mr. Ball has disposed of most of his stock to M. J. O'Brien, the millionaire contractor. Coincident with the removal of the head offices to Essex, Mr. Gray of Belleville has been engaged as manager. The present superintendent, Mr. Graham, has been reengaged.

The Dominion Meat Market, Wallaceburg, owned by Harvey Duchene, was visited by a small blaze last week, the damage being about $75, fully covered by insurance.

Del Davis, who recently purchased the stock of Hargrove Bros., grocery and general store at Sombra, took possession last week.

F. R. Gregory of Leamington, representing the Imperial Tobacco Company of Canada, has been arranging for the erection of a 40x60 warehouse at Blenheim this spring.

There was a general upward trend in meat prices last Saturday, possibly due to bad roads. Live hogs brought from $6.90 to $7 per cwt., and dressed hogs from $8.50 to $8.75. Potaties brought 85c a bag—a slight increase. Eggs are plentiful, and the price went down to 23c though butter remained steady at 25c. Grocers, however, are able to sell at 23c.

TORONTO.

March 17.—That the Toronto Retail Grocers' Association is steadily growing was evidenced at their regular monthly meeting on Monday night, March 15th, when some half-dozen new members were added to their list. The officers of this year have begun a membership campaign and their brethren in the trade are joining them rapidly. President T. Clark occupied the chair. One of the principal things considered was the annual excursion which always proves such a splendid success. David Bell reported what the committee had done so far and the matter was left with the executive committee to make final arrangements. A communication was received from W. B. Clemes conveying his thanks to the Retail Grocers' Association for the wreath of flowers they sent at the time of his brother's death. The Co-operative Association was referred to and the question was asked what should be done to see that it was not re-organized. The majority of the members, however, considered it best to allow it to die a natural death. No action was taken regarding the formation of an Ontario Retail Grocers' Association as the members thought it advisable to wait until they hear from London and Hamilton as to plans made by one of the Association there. They expressed their desire to aid in the project as soon as their assistance was requested. Some of the grocers are becoming experts on the bowling alley and all are very enthusiastic over the game. They have arranged a tournament—for association members only—to take place on the first Monday in April. Any grocer who is a member of the Association may compete, the admission fee to be one dollar and prizes will be given to the winners. The tournament will be a handicap one and a committee consisting of Fred Thorne (captain), Thos. Clarke and J. C. Beaumont was named to make all arrangements including the handicapping of the bowlers.

C. Moore, 80 Gladstone Ave., has bought Maloney's business. He came from Kingston and took possession on March 3rd.

"No, I do not want the Grocer," remarked one member of the trade recently," I have learned all I want to

know." The appearance of his store tells the remainder of the story.

J. Trotter, 127 Northcote St., has purchased the business of Spence and took possession recently.

W. H. Woods, 182 Dundas St., has bought out Baker.

Some grocers are complaining that bakers sell bread to private customers at the same price as to merchants.

George H. Helson, grocer, died on Saturday at his residence, 1094 Bloor street west, at the age of 54 years. He had been in business in Toronto for the past twelve years, but had been confined to his bed for the past two years. The remains were buried at Brantford on Tuesday.

James Jarvis, who came from Teeswater, and who bought out W. Brack, 218 Annette St., West Toronto, last December is building up a good business, and is well pleased with his trade

A. Dyce is the happy owner of a fine new store on Roncesvalles Ave., where scores of new houses are expected to go up this summer. He struck it right.

E. S. Bullock moved into his new store at the corner of Roncesvalles and Garden Sts., which is fitted up with up-to-date new fixtures. He feels as happy as a bird in a new cage.

A. W. Johnson, 195 Parkdale Ave., is doing a good business and wears his usual smile.

W. J. Brown, 161 Parkdale Ave., is pleased with the "Canadian Grocer," and also with his business. One helps the other, he says.

BARRIE.

March 17.—Barrie's first annual seed show was held last Saturday and attracted quite a large crowd of people, principally farmers, which, by the way, made quite as additional amount of business in the town. The show in itself was fair and the directors will have quite a few new pointers to improve it for the next year. One of their weak points was in advertising. Had the show been advertised extensively the exhibits would have been more numerous.

Business in general in town has improved in the last week or two with very rapid strides asd no one would now think that there had been any stringency in the past. Green stuff is beginning to move, such as celery , green onions, radishes, etc., and the amount of this that is being offered reminds one of summer. Oranges, pineapples, bananas, etc., are also being readily sold and with the good sales of general groceries and fish the merchants are now wearing that sunny smile.

Stan. Hinds, of Hinds Bros., is in Gow Ganda for a few days. We would not be surprised to see a branch established there if Stanley finds that country tempting.

As has been long looked for, the prices of butter and eggs tumbled on Saturday and were sold as low as twenty cents all round, eggs selling in some cases at 21c. Poultry remains very high fowl selling at 12c to 13c, while chickens sold at 14c to 16c and turkeys, 16c to 17c.

Maple syrup has been offered this week is very small quantities. The price being asked for by the farmer is $1.25 a gallon. But with the splendid maple syrup weather that we are now having there should be a bumper crop and prices much lower.

BRANTFORD.

March 17.—The oil case was dismissed on Monday. Mr. Powers who represents the Liberty Drug, Oil and Chemical Company, of New York, was in the Division Court suing Wm. Tipper & Son, to collect an account for oil ordered from the above company, last October. Brewster, Muirhead and Heyd appeared for Mr. Tipper, while Mr. Powers pleaded his own case. Last October Mr. Powers visited Brantford and representing the above company, secured about one hundred orders for oil of different kinds from the merchants here. At that time Mr. Powers stated that if the oil was not satisfactory after being tested, it could be returned to him at Hamilton and would cost them nothing. In January invoices were received from the company for large quantities of oil delivered in Brantford and the price was in nearly every case $3.00 per gallon. The merchants considered this too much, as oil that would answer the same purpose could be purchased here for about 60c per gallon, and besides, the orders were to be only trial ones, and if the goods were not satisfactory they could be returned without any expense on the part of the merchants. The merchants all joined together and decided to fight the case. Mr. Tipper stated that the oil was sold to him for a trial and the price quoted was $5.00 for three gallons. He said the oil was about the same as he usually used which cost him about 60c per gallon. Mr. Brewster asked Mr. Powers what he paid for the oil and where he secured it. Mr. Powers refused to answer, but after considerable argument on the matter, the judge said it was necessary that Mr. Brewster's questions be answered. Mr. Powers said that he did not know just exactly what was paid for it, but not more than 50c. per gallon and that he purchased it from the Crown Oil Co. of Hamilton. Judge Hardy therefore dismissed the case.

That Brantford grocers are in earnest to do away with the bad debts, is evident. The local papers contain notices to the effect that on and after the 5th of April all delinquents will be listed. They also expect to have with them for the next regular meeting Mr. Occomore, the secretary of the Guelph association and perhaps one or two others to discuss the methods in vogue in that city.

A. L. Vanstone left last Thursday to spend a week or more in New York City.

Fred Corey, who on the first of February, changed his business from a credit to cash basis states that he is highly pleased and would not under any condition go back to the old system. His former customers have been very loyal, and collections on the old accounts were exceptionally good.

Local bakers with one or two exceptions have recently decided on a reduction in the weight of the bread loaf. The loaf in future will weigh 1¼ lbs. instead of 1½ lbs. as formerly. The high price of wheat and the consequent advance in the price of flour have accounted for the reduction in the loaf.

Most merchants report that last Saturday's business was the best this year there was a large market and considerable difference in the prices which prevailed. Eggs sold from 23c to 30c per dozen ; butter 26c to 28c ; potatoes 65c bag, and chickens, 90c to $1.25 per pair. Apples are becoming scarce at 40c to 50c basket.

GUELPH.

March 17.—Secretary Occomore, of the Retail Merchants' Association, has been invited by the association at Brantford to attend their annual banqpet and explain to them the "Collection Scheme" in Guelph, as referred to before in this paper. Collector Scroggie reports that collections have been very good for the last month, thus giving practical evidence that the scheme is making good.

Gillan & Hadden and C. T. Hicks are displaying Jell-O in their windows this week.

A new business man takes a place among the retail merchants of the city in the person of R. Webber, of Berlin. He has purchased the business of J. G. Chittick and is now in charge. Mr. Chittick has been doing a big business at this stand ever since selling out the flour and feed business to Wm. Stewart. Mr. Webber intends closing his store at Berlin.

Favored with fair roads a large number of farmers attended the market last Saturday. The supply and demand were both good and a lively market was the result. Butter and eggs remained about the same price as the week before, butter at from 23c to 26c and eggs at from 24c to 26c. Apples were plentiful and ranged in price from 75c to $2 per bag. Potatoes ranged from 50c and 60c a bag. Chickens were running at 15c to 16c per lb. for young, while 12½ was paid for old stock.

H. Walker & Son are showing some very large California celery, which is in great demand on this market.

Although the complaint has come from different parts of the country of a falling off in the number of exhibits at the various spring seed fairs, the fair in Guelph this week showed no indication of the general decline. In fact, it is one of the best that has ever been held both in regard to the number of exhibits and size. The fair is conducted under the auspices of the Puslinch Farmers' Club, and the South Wellington Farmers' Institute. The object of the fair is not so much for prize purposes, but for the sale of seed and to thus distribute through the district the very finest grain. Prizes are, however, also offered for the best class of wheat, barley, oats and peas, as well as potatoes.

HAMILTON.

March 17.—Trade here is not quite as good as the grocers expected for March, and a large number of shops and foundries must be either working short time or doing very little. The molders are out—not on strike, they say—but just

won't work at the wages offered. As the international union will not pay them strike wages nor allow them to go to work, the situation seems bad and nobody realizes this as much as the grocers, who have been feeding them and their families in the expectation of getting paid a fairly decent sum on their accounts in March. It is freely predicted that the wholesalers will either have to extend the credit of some grocers or else close them up. The credit business certainly does not pay when times are not of the best.

This March weather has been grand for maple syrup making with the cold nights and warm days. The sap runs freely and the syrup is being marketed in fairly good quantities. The quality is choice.

The grocers here are strongly in favor of P. H. Bowyer's amendment to the Pharmacy Act. The question was recently discussed at the meeting of the association and it was thought the present act was very unfair, especially as it affected the country merchant and the farmer. The grocers also expressed their desire that in the law reform measure now coming up the amendment to the Division Court Act relative to the collection of small debts should become a part of the measure, and that it might go into effect at an early date.

KINGSTON.

March 17.--Frank Gleeson has finished a successful campaign in the interests of the Grocer. His genial ways and pleasing manners have left a deep impression here on those with whom he came in contact. I forgot to ask him if he drove single or double, so I won't say any more for fear it might bring trouble. Frank was well pleased with his stay at the Randolph Hotel. John Randolph and his good wife know how to make a patron feel at home.

Dan Couper, grocer and chief magistrate of our city, who so strongly opposed compulsory vaccination was threatened with arrest by the Board of Health. The council was so incensed at the insult that by a unanimous vote they voted down the clause making it compulsory for people to be vaccinated or go to gaol. The Board of Health resigned and very few seem to regret it

This is a great season for ice all the ice houses being full with the clear crystal that does in summer what the black diamond does in winter—keeps the temperature level. The ice men are now engaged filling boats. Ice cutting gives work to many of the unemployed.

Early closing of stores is being talked of here. Many groceries now close every night at 6 excepting on Saturday while others keep open and burn gas and wear out their brains and bodies. Grocers should close at 9 p.m. on Saturdays. There is no reason why clerks and drivers should be kept up all night to serve people who have no regard for any one but themselves. No man who starts in closing early will regret it, and he will find his sales just as large at the end of the week.

Prospects for work this coming season are bright. This is encouraging and it is wonderful how a business man's feelings are affected by thoughts of future prospects, just like a thermometer when the mercury rises. Drafts are bad things to meet—check 'em, check 'em.

BRACEBRIDGE.

March 17—Geo. Fenn, bookkeeper for the Skeleton Lake Lumber Co., has purchased the fruit and confectionery stock of Joe Isidean.

Allie Loughery left for Chatham two weeks ago to take a good position. Allie who was employed with Joe G. Myers here, has a host of friends. Joe Bontain will take Allie's vacated position.

Hutchison Bros. have a soap display in their large window. In the centre of the window stands a jar full of beans and above it hangs a handsome cuckoo clock, each purchaser of twenty-five cents worth of Comfort soap takes a guess at the number of beans in the jar. The contest is becoming very keen, and is a great drawing card. Their other window contains a beautiful fruit display.

A window worthy of special notice is one at Kirk Bros. Surrounded by Royal Oak flour stands an old Dutch wind mill. The wheel is driven by electricity although it apparently turns with the breeze. The window reflects great credit on E. J. Kirk as it is one of his creations. In their other window is noticed a large display of confectionery.

All along the street is observed up-to-date window dressing, mostly in fruits, and it is astonishing the quantity of oranges consumed in this busy town. We still have splendid sleighing and as a consequence large quantities of seed grain are on the move, in speaking to a number of the merchants who handle seeds they all say that the outlook for a heavy season in this line is better than ever. "More oats, wheat, and barley and buckwheat will be sold this year than ever before," exclaimed one merchant, "the sample is better and the farmers have the money to buy."

One thing this town is sadly in need of is an up-to-date green house. There is a splendid chance for someone to start at present. Home produced lettuce, onions, celery, radishes, etc., would certainly be a luxury.

Axler Bros., who were one of the unfortunate firms who lost heavily in the recent fire have left town for Gow Ganda. They are good business men and should do well in the North country.

Your correspondent intends interviewing the merchants in Huntsville and Gravenhurst shortly on trade conditions.

The busy housewife is at her annual making of marmalade. The Seville oranges are coming more into favor each year and with the price at 25c per doz., and a good sample, they go out with almost every order.

PETERBORO.

March 17.—The representatives of the local wholesale houses report that the past week has been very quiet in the grocery business. The retailers, it is said, are not purchasing heavily at present.

White & Gillespie state that they have experienced an exceptional business in flour this winter in spite of the tendency to high prices. Apparently there have been more households baking their own bread than in the past.

In regard to the selling of some lines of patent medicines by the small corner grocers, a question that is being talked of at present, there are many of the smaller stores in this city that carry a small stock of the ordinary "patents." It is mainly for the convenience of customers and at the same time the profit is said to be worth while handling these goods.

Eggs are now very plentiful on the local market, but the consumption seems to be equal to the supply. The grocers are also well supplied, the Lenten season being partially responsible. The price was down to 24c last Saturday and eggs were easily the most plentiful of any of the usual lines.

Butter is still rather scarce and it is stated that not a few of the merchants are going out of town for their supplies of dairy butter as the district around the city does not seem able to meet the demand of the city.

Apples are the diamonds in the grocers' lists these days, because of their scarcity. Now and then a few barrels of fairly good apples are obtained by different grocers in the up-town district, but it is not long before they are all bought up. The supply of potatoes it is generally stated will be more than sufficient to meet all demands until the new ones are received in the early summer.

The grocers handling seeds have placed their orders for the spring trade which will not now be long in opening up.

A recent article in The Grocer on the general delivery system existing in St. Mary's was read with interest by local merchants. The grocers here like the saving that their fellow businessmen in St. Mary's are realizing, but it is not felt that the system will ever be brought into force here where all the merchants have their own delivery wagons, and where the ground to cover is so large.

The wiser merchants are preparing for the spring cleaning houshold crusades and are laying in a large stock of all the necessaries which experience has taught will soon be in great demand.

ST. THOMAS.

March 17.—Saturday's markets were largely patronized, and the supplies offered found ready sale. Maple syrup and sugar were in keen demand, the former selling at $1.50 per gallon, which is rather a higher price than heretofore obtained, owing possibly to the light run of sap so far. Eggs were quickly purchased and ranged in price from 22c to 25c per dozen. Butter was easily disposed of at from 25c to 28c per pound. Apples sold at from 30c to 40c per peck. The millers paid $1.05 per bushel for wheat, but no advance in the price of flour has yet taken place, the dealers retailing at $3 per 100 pounds.

The city grocers generally report a large increase in business last week, possibly owing to the convention of the Ontario Grand Lodge of Orangemen held here. The hotel accommodation was taxed to the limit, and some inconvenience was experienced by the travelers. The grocers hope for more such gatherings, and St. Thomas will give them hearty welcomes.

Canadian General Markets and Market Notes

See also Provisions, Cereals and Fruit, Vegetables and Fish Departments on pages following.

QUEBEC MARKETS

POINTERS—
Beans—Advanced 10 to 15 cents.
Peas—Advanced 5 to 10 cents.
Sugar—Advanced 10 cents.
Dried Fruits—Good demand.

Montreal, March 18, 1909.

Trade has been only fairly good during the week and it is generally expressed that business will not become brisk again until the opening of navigation. On every hand there is evidence that people are going slowly. They are ordering only for immediate requirements. While the volume of business is fairly satisfactory it is coming on the principle of "small and often." There have been a few changes during the week. Beans and peas have both advanced owing to higher prices being asked by holders in the country. The demand for beans especially has been remarkably good during the year which is generally the case when poor people feel the pinch of hard times. The fact that beans are a remarkably nourishing food is also becoming better known and their use is spreading generally.

Another advance in the price of sugar took place on Wednesday, the advance amounting to 10 cents per cwt. and due to the strong situation in the raw market in the United States.

There has been a reduction announced in French mushrooms. They are now selling at $3 a case. Filberts are easier owing to heavy stocks. Glucose is stronger. Other lines are unchanged.

SUGAR—Sugar advanced 10 cents per cwt. on Wednesday bringing the quotations up to the following figures :—

Granulated, bbls	$4 60
" ½-bbls	4 75
" bags	4 55
" 20-lb. bags	4 65
" Imperial	4 30
" Beaver	4 30
Paris lump, boxes, 100 lbs	5 45
" " 50 lbs	5 55
" 25 lbs	5 75
Red Seal	5 45
Crystal diamonds, bbls	5 75
" " 100 lb. boxes	5 85
" " 50 lb. "	5 95
" " 25 lb. "	6 15
" " 5 lb. cartoons	5 40
Extra ground, bbls	5 00
" " 50-lb. boxes	5 20
" " 25-lb. boxes	5 40
Powdered, bbls	4 80
" 50-lb. boxes	5 00
Phoenix	4 55
Bright coffee	4 50
No. 3 yellow	4 40
No. 2 "	4 30
No. 1 " bbls	4 20
No. 1 " bags	4 15

SYRUPS AND MOLASSES—The Barbadoes market is each week getting into smaller compass. It is expected that the situation will soon be relieved by the arrival of shipments of new stock. Syrups are featureless.

Barbadoes, in puncheons	0 44	0 46
" in barrels	0 46½	0 48½
" in half-barrels	0 47½	0 49½
" fancy		0 49
New Orleans	0 22	0 35
Antigua		0 30½
Porto Rico		0 40½
Corn syrups, bbls		0 02
" ½-bbls		0 02½
" ¼-bbls		0 03
" 35½ lb pails		1 75
" 25 lb pails		1 25
Cases, 2 lb tins, 2 doz per case		2 40
" 5-lb. " 1 doz. "		2 75
" 10-lb. " ½ doz. "		2 65
" 20-lb. " ¼ doz. "		2 60

MAPLE PRODUCTS—Trade is slow and the market is unchanged. Old sugar makers predict a good season. Tapping has commenced in some parts of the Townships.

Compound maple syrup, per lb	0 04½	0 05
Pure Townships sugar, per lb	0 06	0 07
Pure syrup, 8½lb. tin	0 60	0 67½

TEA—The Japan market is brisk. Some of the cheaper grades of blacks are selling very well. Other lines are as last reported.

Choicest	0 38	0 45
Choice	0 32	0 37
Japans—Fine	0 27	0 30
Medium	0 22	0 23
Good common	0 21	0 22
Common	0 19	0 21
Ceylon—Broken Orange Pekoe	0 20	0 38
Pekoes	0 19	0 20
Pekoe Souchongs	0 19	0 20
India—Pekoe Souchongs	0 17½	0 18
Ceylon greens—Young Hysons	0 19	0 25
Hysons	0 18	0 20
Gunpowders	0 17	0 25
China greens—Pingsuey gunpowder, low grade	0 12½	0 18
" " pea leaf	0 19	0 27
" " pinhead	0 30	0 45

COFFEE—Some time ago it was stated that there was a possibility of coffee being stored in Montreal, to be sent at short notice into the United States in case proposed legislation there went through. One dealer here admits that he is doing this, as he expects a duty will soon be put on coffee going into the United States. Locally the coffee trade is steady and unchanged.

Mocha	0 18½	0 25
Rio, No. 7	0 09	0 11
Santos	0 12	0 18

DRIED FRUITS—There is a remarkably good business passing in practically all lines of dried fruits. One jobber stated that people in general had not yet felt the increasing prosperity or at least it was not reflected in the character of their buying. He said "When lines are good people buy more canned goods but in hard times they buy more largely of dried fruits as they regard them as more economical. Despite good demand the undertone of the market continues easy. Quotations have not altered during the week.

Figs—		
Big figs	0 03½	0 05
Tapnets	0 03½	0 05
Eemes	0 08	0 14
Dates—		
Hallowees, per lb	0 05	0 06
Sairs, per lb		0 05
Malaga Raisins—		
London layers		2 25
"Connoisseur Clusters"		2 50
" ½-box		0 75
"Royal Buckingham Clusters," ½-boxes		1 30
" boxes		4 75
"Excelsior Windsor Clusters"		5 75
" ¼s		1 60
Australian raisins	0 07	0 08
California Raisins—		
Fancy seeded, 1-lb. pkgs	0 09	0 10
Choice seeded, 1-lb. pkgs	0 08½	0 09
Loose muscatels 3 crown	0 08	0 09
" 4 crown	0 09	0 10
California Evaporated Fruits—		
Apricots, per lb	0 13	0 14
Peaches, "	0 11	0 14
Pears, "		0 13

Prunes—	per lb.	
Prunes 25-lb. boxes, 30-40s	0 10	0 12
" " " 40-50s	0 09	0 10
" " " 50-60s	0 08½	0 10
" " " 60-70s	0 08	0 08½
" " " 90-100s		0 07
Currants, fine filiatras	0 06½	0 07
" Patras	0 08	0 08½
" Vostizzas	0 08½	0 09½

SPICES—Cinnamons and gingers have been selling well during the week. Other lines are quiet. There have been no changes in quotations during the week.

	Per	lb.
Peppers, black	0 14	0 20
" white	0 20	0 27
Ginger, whole	0 15	0 20
" Cochin	0 17	0 20
Cloves, whole	0 18	0 30
Cloves, ground	0 20	0 25
Cream of tartar	0 23	0 32
Allspice	0 13	0 18
Nutmegs	0 30	0 60
Cinnamon, ground	0 15	0 19
" whole	0 14	0 16

RICE AND TOPIOCA—Stocks of rice are very low and demand has been more active. One dealer stated that they would be short if this revival of interest continued long. Topioca is in better demand also, this week. Prices are unchanged.

Rice, grade B, bags 250 pounds	3 15
" " " 100 "	3 15
" " " 50 "	3 25
" " pockets 25 pounds	3 30
" " ½ pockets, 12½ pounds	3 40
" grade c.c., 250 pounds	3 05
" " 100 "	3 5
" " 50 "	3 15
" " pockets 25 pounds	3 15
" " ½ pockets, 12½ pounds	3 25
Tapioca, medium pearl	0 05

BEANS AND PEAS—Owing to advances in country both beans and peas have gone forward from 10 to 15 cents. Locally trade is fairly good in both lines.

Ontario, pickers	2 10	2 15
Peas, boiling	1 40	1 50

EVAPORATED APPLES—This product continues scarce and prices are firm.

Evaporated apples, new	0 08	0 08½

FURS—Fox continues scarce and prices are firm. Other lines are in a normal condition.

Mink	5 00	6 50
Marten, pale	4 00	6 00
" dark	8 00	20 00
Fox, red	4 00	6 00
Lynx	9 00	15 00
Otter	15 00	25 00
Fisher	7 00	12 00
Weasel	0 25	0 35
Muskrat	0 15	0 25
Canadian coon	0 75	1 25
Skunk	0 40	1 25
Bear, large	8 00	10 00
" small	3 00	5 00

CANNED GOODS

MONTREAL—Demand for canned vegetables is good. Fruits are slow. There is a first class call for canned fish owing to the season. Canned pork and beans are selling well.

TORONTO—The feature of the canned goods market is still the scarcity of peas. A shortage in corn is also expected but there may be a few tomatoes carried over. The demand for them just now is good. A wholesaler reports the stock of good red salmon getting low. The summer season is the time of year when the demand is best and last year's goods will be chiefly sold this year. The new goods will not be ready until about October.

New peas will be ready in September and corn and tomatoes in November.

There is reported an active demand in canned fruits and this is expected to continue fair all summer. Fruits are canned in the autumn principally.

ONTARIO MARKETS.

POINTERS—

Sugar—Advanced 10 cents.

Prunes—Prices are easier.

Apricots and Peaches—Splendid demand.

Evaporated Apples—Demand is good.

Currants—Selling well.

Toronto, March 18, 1909

As intimated in last week's issue, sugar has taken another advance, the amount being 10 cents per cwt. The raw market in sugar has been strong which caused the advance in refined. When it is stated that 10,000 bags of raws were sold to the sugar trust in New York on Wednesday at 2 9-16 cents, cost and freight, prompt delivery and that 10,000 bags were disposed of at 2⅝ cents cost and freight, May shipment, an idea of the situation is obtained. No decline in the near future is expected. Sugar is now at the same figure as it was this time last year.

Wholesalers report active business in prunes, currants, dried peaches and apricots. Beans are rapidly going into the northern districts but the season will soon be over. In canned goods a great many fruits are moving as well as canned salmon, corn, tomatoes and peas. There is likely to be a pretty fair clean up in the old canned goods before the new arrives.

March according to custom, has been rather quiet. Business however to the north has been phenomenal and brightened up the situation. One wholesale firm reports having sent 17 car load of provisions into the Gowganda district and that a shipment to one man included 175 bags of flour.

SUGAR—On Wednesday sugar advanced again 10 cents making advances of 20 cents in about two weeks. The prices now however are the same as this time a year ago. The demand has been good and the raw market is getting stronger. A decline in the near future can scarcely be expected.

"Crystal Diamonds," barrels	5 80
" half barrels	5 95
" boxes, 100 lbs	6 05
" " 50 lbs	6 15
" " 25 lbs	6 35
" " 5-lb cartons, boxes 100 lbs	8 10
St. Lawrence Crystal Diamond Dominos, 5 lb. cans	8 30
Extra Ridge, in 50-lb. boxes	5 75
" in 100-lb. "	5 65
" in 25-lb. boxes	5 95
Red Seal	7 10
St. Lawrence granulated, barrels	4 70
Beaver granulated, bags only	4 40
Redpath extra granulated	4 70
Imperial granulated	4 40
Acadia granulated, (bags and barrels)	4 60
Wallaceburg	4 50
St. Lawrence Golden bbls	4 30
Bright coarse	4 60
No. 3 yellow	4 50
No. 2 "	4 40
No. 1 "	4 30

Granulated and yellow, 100-lb. bags 5c. less than bbls.

MOLASSES AND SYRUPS—There is no new feature to the molasses or syrup market this week. Molasses in tins are selling fairly well but syrups are on the quiet side. Very little maple syrup is yet on the market.

Medium	0 30 0 35
Bright	0 40 0 45
	Per case
2 lb Tins, 2 doz. in case	2 40
5 " " "	2 75
10 " " ½ "	2 65
20 " " ¼ " "	2 60
Barrels	0 03½
Half Barrels	0 03¾
Quarter "	0 03¾
Pails, 38½ lbs. each	1 75
" 25 " "	1 25
Maple syrup—	
Gallons, 6 to case	4 50
½ " 12 "	4 80
Quarts, 24 "	4 80
Pints, 24 "	2 50
Molasses—	
New Orleans, medium	0 30 0 35
" bbls	0 28 0 30
Barbadoes, extra fancy	0 45
Porto Rico	0 45 0 60
West Indian	0 31 0 33

TEA—The tea market as reported by local brokers is rather strong. Ceylons in some quarters seemed to be moving better than the others.

DRIED FRUITS—The season for prunes is here and the demand is brisk. Prices is some cases have declined owing among other things, to depression at the coast. Dried peaches are cheap and are splendid sellers. This may also have some effect on the prune market. Some French prunes are being sold but only in small quantities. They have a thinner skin and smaller stone than the ordinary variety and are more expensive. Apricots are having a good sale also as well as currants. Dried apples and dates are quiet. There is a noticeable scarcity in table raisins but some are now on the way from Spain.

Prunes—	per lb.
30-40 s, 25-lb. boxes	0 10½
40-50's, 25-lb. boxes	0 09½
50-60's, " "	0 08½
60-70's, " "	0 07½
60-70 s, 50-lb. boxes	0 07½
80-90 " "	0 05½
90-100, " "	0 06½
Apricots—	
Choice, 25-lb. boxes	0 13
Fancy, " "	0 15
Candied and Drained Peels—	
Lemon	0 10 0 11
Citron	0 17 0 20
Orange	0 10½ 0 12
Figs—	
Elemes, per lb	0 08 0 10
Tapnets, "	0 03½ 0 04
Bag Figs	0 03½ 0 04
Dried peaches	0 07½ 0 08½
Dried apples	0 07½
Currants—	
Fine Filiatras	0 06½ 0 07
Vostizzas	0 08½ 0 09
Patras	0 08 0 08½
Uncleaned, ½c less.	
Raisins—	
Sultana	0 07½ 0 09
" Fancy	0 11 0 12½
" Extra fancy	0 14 0 15
Valencias	0 05½ 0 06
Seeded, 1-lb packets, fancy	0 08
" 16 oz. packets, choice	0 08
" 12 oz. "	0 07½
Dates—	
Hallowees	0 05½
Fards choicest	0 08
Sairs	0 05
" choice	0 07½

NUTS—Business in this market cannot be said to possess much activity. Quality in Brazils is hard to obtain just now but otherwise the situation has no feature.

Almonds, Formigetta	0 12½
" Tarragona	0 13
" shelled	0 30 0 32
Walnuts, Grenoble	0 14
" Bordeaux	0 11
" Marbots	0 12
" shelled	0 28
Filberts	0 10
Pecans	0 16 0 18
Brazils	0 15
Peanuts	0 10 0 12

RICE AND TOPIOCA—There still exists the scarcity in cheap rice but otherwise this market shows no feature.

	per lb.
Rice, stand. B	0 03½
Standard B, from mills, 500 lbs. or over, f.o.b., Montreal	2 95
Rangoon	0 03½ 0 03¾
Patna	0 05½ 0 05¾
Japan	0 05½ 0 06½
Java	0 06 0 07
Sago	0 05 0 06
Seed tapioca	0 06
Tapioca, medium pearl	0 04½

SPICES—No more than the usual demand exists in spices and the prices remain as last quoted.

Peppers, black pure	0 14 0 20
" white pure	0 22 0 30
" whole, black	0 13
" whole, white	0
Ginger	0 18 0 25
Cinnamon	0 25 0 40
Nutmeg	0 35 0 90
Cloves, whole	0 25 0 35
Cream of tartar	0 22 0 25
Allspice	0 16 0 19
" whole	0 17 0 20
Mace ground	0 80 0 90
Mixed pickling spices, whole	15 0
Cassia, whole	0 20 0 25

BEANS—The bean market is still firm though no changes in prices are quoted here. The season for beans is now nearly over.

Beans, hand picked	2 25
" prime No. 1, "	2 00
" Lima, per lb	0 07½

EVAPORATED APPLES—These are quoted at 07½ cents, somewhat cheaper than a week ago. The demand is still good.

LAW REFORM FROM LAWYERS?

One Legislature Representative Does Not Think a Satisfactory Bill Can Come From Lawyers.

W. K. McNaught, of the American Watch Case Company, and representative of North Toronto in the Legislature, when asked his views regarding the proposed measure of law reform, which was dealt with in last week's issue said that he had not had an opportunity of examining the bill closely, but so far as he had been able to get information he thought the measure as a first instalment was a very fair one, but, of course, it did not go as far in the direction aimed at as many would like to see.

"My own opinion," he declared, "is that you will never get law reform from lawyers. Mr. Foy is a careful, cautious representative and is not apt to err on the side of going too far. I hold that if a government is anxious to get a general, free and purely disinterested expression of sentiment they should, in a matter like law reform go to boards of trade, and business men's associations. I would, if dealing with such a far-reaching question, where all classes of people are affected, appoint a royal commission to take evidence from merchants, laborers, mechanics, manufacturers, farmers and others, the same as a tariff commission hears evidence and, on this bases its report and recommendations. The manufacturers alone are not allowed to make the tariff, neither should law societies be permitted to say what the law shall be. Yes, I am strongly in favor of appointing a commission. These are my views on law reform generally and how I would proceed about it; and not a criticism of the present measure, which I have already pointed out, has not been discussed in the House or even printed, therefore, I am not sufficiently familiar with the proposed alterations to discuss them intelligently as to how they would or would not benefit business men."

BUYERS IN TOWN.

Among the buyers in Toronto during the week were: Wm. Carrol, Hamilton, Ont.; W. A. Brunton, Newmarket, Ont.; T. B. Reeve, Markham, Ont.; N. A. Malcolm, Walton, Ont.; Wm. Joyce, Oakville, Ont.; L. A. Whitmore, Edgely Ont.; Chadwick & Mannion, Gowganda, Ont.; Wm. Grills, New Liskeard, Ont. J. McNab, Claremont, Ont.; R. A. Bunting, Picton, Ont.

D. T. Hodgson, Bracebridge, with Hutchison Bros., was a caller at the Toronto office of the Grocer on Wednesday.

Brandon's Winter Fair Exceeds Expectations

Farmers of Western Canada Keep Pace With Development of the Times—Decline in Hog Raising Lamented — Poultry, Sheep and Horses Show Vast Improvements—Large Building Crowded.

Winnipeg, March 16.—Your correspondent has spent the entire week in Brandon attending the Winter Fair, which comprises a horse show, a fat stock show, a poultry show, and a seed grain exhibition.

This fair is an annual event and is one of the best possible barometers of live stock conditions in the West. This is the fourth show of its kind to be held in the City of Brandon, and the second to be held in the big Winter Fair pavilion, which was erected during 1907, at a cost of over $50,000. When the fair of 1908 was opened in this building, the general verdict was, that in the matter of space, the requirements of the Winter Fair had been anticipated for ten years at least. Imagine the surprise, therefore, of the fair board and exhibitors alike, when the building this year was crowded to the utmost capacity; a huge tent had to be requisitioned for part of the cattle and a large number of the horses had to be quartered down town in the livery barns. The fair opened on the morning of the 9th, and closed on the evening of the 12th, and during that period the building was constantly thronged with men and women anxious to see the exhibits.

There were no side shows, no attractions. There was not even a band, yet each evening the great amphitheatre, with its seating and standing room capacity of something like 2,000, was jammed to suffocation. The sole entertainment offered these people during the evening was a parade of horses, and on Thursday evening the presentation of cups and medals. While this was going on, in the main auditorium, the lecture room in the north wing, with a capacity of about 300, was constantly filled, listening to illustrated lectures on various subjects, intimately related to agriculture in its various forms.

The Poultry Show.

The poultry show, which is held under the auspices of the Manitoba Poultry Association, occupies the entire upper floor of the southern wing of the building. It has been pronounced by Judge Butterfield, the best arranged, best lighted, and largest hall for the exhibition of poultry in the Dominion of Canada. It is provided throughout with stationary, sanitary coops, made of wire and galvanized iron sheeting. The number of entries was so large that even in this immense building it was found extremely difficult to get them all in.

The total number of chickens entered was 1098. The turkeys, geese and ducks on exhibition numbered 90, making a grand total of 1,188. Putting the value of each bird at the extremely conservative figure of $1, there was over $11,000 worth of poultry on exhibition. Numbers of these birds sold for breeding purposes, at prices ranging from $5 to $25. Judge Butterfield said that he had no heaitation in pronouncing it the very finest poultry exhibition he had ever seen in Canada.

One pen of Partridge Cochins, he declared, were the finest on the continent of America, while a pair of Buck Ottingtons owned by Dr. A. W. Bell, of Winnipeg, and formerly of Toronto, were pronounced the finest in Canada, of their breed, and the same praise was meted out to a single-comb black Minorca hen. He also gave great praise to the exhibition of Barred Rocks, White Rocks, and White Wyandottes.

The City of Brandon had been most liberal, not only in the matter of the ordinary prize list, but also in the gathering together of no less than 85 special prizes and some 6 or 8 silver cups and medals. One cup for which there was a very active competition was the Junior Illingworth cup, sent out from Blackburn, England, for the best exhibit of poultry made by a youth of 18 years of age. The whole poultry show was emphasized along the lines of education, there being a very evident desire to encourage and stimulate poultry raising.

In conversation with breeders of pure bred poultry, it was ascertained that there was a very marked increase in demand for breeding stock from all over the country. Mrs. A. Cooper, of Treeshank, who makes a specialty of Barred Rocks, and who was the winner of many first prizes, and a splendid silver cup, reported that already her entire stock amounting to some hundreds, available for sale as breeding birds, had been disposed of, and if she had had double the number, she could have sold them all.

Sheep and Swine.

The show of sheep and swine was open to both pure bred and graded. The number of sheep showed a marked increase and the quality was much better than last year. The higher prices for sheep have evidently stimulated interest in the breeding of this class of stock. It is a matter of regret, however, that the number of hogs shown was smaller than that of last year. The quality was quite as good, but from conversations as to real size and from the very openly expressed opinions of breeders, at the annual meeting of the association, it is evident that the low price of the last two years has discouraged breeders and a great many of them are going out of hogs entirely. No amount of argument or persuasion seems to have any weight. The farmers generally who have been in the hog business, declare that there has been a combine to keep down prices. One of the representatives of one of the largest packing houses in Winnipeg attended the meeting and assured the farmers that if his company could be assured of a sufficient supply of hogs to keep their plant in operation steadily all the year they would not dream of importing American bacon, and they would be able to pay a better price for the hogs. The members of the Breeders' Association, however, took the very unreasonable stand that the packers should guarantee them a price of not less than 6½c per pound. This attitude plainly indicated that for the present at least argument is of no avail. Many of the breeders announced that they were putting all ir brood sows on the market and would have nothing further to do with the business. This is a very serious matter. The number of hogs marketed at Winnipeg last year was the largest in the history of the country, being 145,000. The total packing capacity of Winnipeg is 450,000, so that it will be seen that up to date the country has not furnished even one-third of packers' requirements, and if the breeders carry out their present intentions of going out of the business it will mean still more "American" bacon, on which we must pay a duty of 2c per pound.

Exhibition of Fat Cattle.

The fat stock show, so far as cattle were concerned, does not yet amount to a very great deal, but there is a nucleus of a good show, and as excellent prizes are offered, there is no doubt that there will be very rapid improvement.

J. D. McGregor, president of the Winter Fair Board, offered $100 silver cup, and $100 in money for the best beef steer or heifer. There were a large number of entries in this class, and though perhaps none of the animals were as highly finished as they would have been at a Guelph show, they were a great deal better than the ones shown last year. Up to the present time breeding stock has been shown as well as fat stock, but in the future the prizes will be for fat stock only.

Valuable Horse Flesh.

The horse show section of the Winter Fair was the thing that really startled everybody. It is especially designed for the exhibition of stallions. In 1908 the entire number of stallions shown, both in the light and heavy classes, was 49. This year there were 112 heavy stallions and 16 standard bred and hackney stallions. Clydesdales lead in the West, as heavy horses, and of this breed there were no less than 90 on exhibition. In the aged class there were no less than 29 entries, and the smallest class, which was for yearling colts, had 8 entries.

A very conservative estimate of the value of the heavy stallions alone would be $275,000, and it is quite safe to say that never in the history of Canada, and very probably never in the history of the United States, have so many high class Clydesdale stallions been gathered together. The money value, however, of the exhibit was only one feature of the show, The fact that men have been encouraged to invest such enormous sums in these animals indicates the outlook of the trade.

The president of the Horse Breeders' Association said: "The horse business in the West has been A1 for the past 5 years and there is every indication that it will be equally good for many years to come." and the demand is constantly increasing for highly bred horses.

One very important feature of this show was the competition in live stock judging. This was open to farmers' sons, whether at home or attending college, and there were 76 entries. The experts who afterwards read the score cards of these young men, declared that the work showed a very high state of efficiency. Fifty of the competitors

were students of the Manitoba Agricultural College.

The people of Brandon and more especially the men who comprised the Winter Fair Board, are to be very heartily congratulated on the success of their labors. The fair will be for the future, one of the most important events of the year in the Canadian West.

MANITOBA MARKETS

Winnipeg, March 16.—The volume of wholesale grocery business in Winnipeg is increasing every month and comparisons with last year are the cause of particular satisfaction. Nevertheless, competition for business is very keen and unfortunately in some lines it is the cause of price-cutting which benefits no one. Country collections are good and the general outlook has never been better.

SUGAR—The sugar market is very strong, but prices quoted last week still rule.

Montreal and B.C. granulated, in bbls	5 10
" " in sacks	5 05
" yellow, in bbls	4 70
" " in sacks	4 65
Wallaceburg, in bbls	5 00
" in sacks	5 05
B.C. gunnies granulated, 5-18's to bale, per cwt	5 05
" " 5-2's " "	5 05
" hard pressed lump, 25's, per cwt	6 25
" " " half bbls., per cwt	6 60
" icing	5 90
bar sugar	6 10
Icing sugar in bbls	5 70
" " in boxes	5 90
" " in small quantities	6 20
Powdered sugar, in bbls	5 40
" " in boxes	5 70
" " in small quantities	5 75
Lump, hard, in bbls	6 05
" " in ½-bbls	6 05
" " in 100-lb cases	6 05

SYRUPS AND MOLASSES—The market is quiet and featureless at present. Only a staple business is being done and quotations continue as follows:

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 16
" " 5-lb tins, per 1 "	2 60
" " 10-lb tins, per ½ "	2 43
" " 20-lb tins, per ¼ "	2 55
" " ½ barrel, per lb.	0 03½
" " Sugar syrup, per lb.	0 03½
Beaver Brand, 2 lb tins, per 2 doz case	3 10
" 5 " " 1 "	3 60
" 10 " " ½ "	3 30
" 20 " " ¼ "	3 20
Barbadoes molasses in ½-bbls, per lb	0 04½
New Orleans molasses in ½-bbls, per lb	0 03½
Porto Rico molasses in ½-bbls., per lb	0 04½
Blackstrap, in bbls., per gal	0 31
" ½ " "	0 33
" 5 gal. kgs., each	2 25

MAPLE PRODUCTS—These are selling very slowly and prices continue as below:

Sugar, 25 lb. boxes, ½c. and ¼c	3 00
Syrup gallons ½ doz. to case, per case	5 65
" ½ " 1 doz. to case, "	6 15
" ¼ " 2 doz. to case "	6 55

FOREIGN DRIED FRUITS—Prunes have been advanced sharply, but this is the only change of interest this week. Low prices in California raisins still obtain, but there have been no further declines. We quote:

Smyrna Sultana raisins, uncleaned, per lb	0 07
" " " cleaned, per lb	0 08½
Table raisins, Connoisseur clusters per case	2 [illegible]
" extra dessert, "	3 85
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 70
" Connoisseur clusters, boxes (5½ lbs)	0 85
Trenor's Valencia raisins, f.o.s., per case, 28's	2 95
" " " 14's	1 00
" " selects " 28's	2 25
" " " " 14's	1 15
" " layers " 28's	2 35
" " " " 14's	1 25
California raisins, choice seeded in ½-lb. packages per package	0 05½
" " fancy seeded in ½-lb. packages per package	0 05½
" " choice seeded in 1-lb packages per package	0 06½
" " fancy seeded, 1-lb. packages, per package	0 07½
Raisins, 3 crown muscatels, per lb	0 05½
" ¼ " " "	0 06½
Prunes 90-100 per lb	0 05
" 80-90 "	0 05½
" 70-80 "	0 06½
" 60-70 "	0 06½
" 50-60 "	0 07½
" 40-50 "	0 08½
" 30-40 "	0 09
Silver prunes	0 09
Currants, uncleaned, loose pack, per lb	0 06½
" dry cleaned, Filfatras, per lb	0 06½
" wet cleaned, per lb	0 07
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 08
Pears, per lb	0 08½
Peaches, standard, per lb	0 07
" choice	0 07
Apricots, standard, per lb	0 [illegible]
" choice, per lb	0 11½
Plums black pitted, per lb	0 11½
Nectarines, per lb	0 09½
Dates, new, per lb	0 07

RICE AND TAPIOCA—The decline in prices has not stimulated the demand to any great extent. Japan rice is quoted at 4c per lb.; Patna, 4⅛c; Rangoon, 3¾c, tapioca, 4½c.

EVAPORATED APPLES—There is a good staple demand at 8½c per lb. The market is steady and no change is expected in local prices.

HONEY—The new act is now in force making it an offence to sell as honey any but the pure article.

Honey, 2½ lb. tins, in case 24	3 75
" 5 " " 12	3 50

SPANISH ONIONS—New stock is quoted at $1.15 per crate.

NUTS—

Shelled Walnuts, in boxes, per lb	0 28
" small lots, per lb	0 30
" Almonds, in boxes, per lb	0 32
" " small lots, per lb	0 30

ROLLED OATS—An early advance is expected on the local market, but orders are still being filled at the old prices from stocks on hand.

Rolled oats, 80 lb sacks, per 80 lbs	2 20
" 40 " " 80	2 25
" 20 " " 80	2 30
" 8 " " 80	2 35

CORNMEAL—We quote the following prices:

Cornmeal, per sack	1 90
" per ½ sack	0 95
" per bale (10, 10's)	2 15

BEANS—Prices are steady at the recent advance. Hand picked are quoted at $2.35 per bushel and the three-pound picker at $2.35.

POT AND PEARL BARLEY—Pot barley is quoted at $2.55 per sack; pearl barley at $3.75 per sack, and $1.95 per half sack.

BROOMS—Owing to the advance in broom corn all brooms have been advanced 25 cents per dozen.

CANNED GOODS—Stocks of canned peas are very low and the low range of prices now quoted is not likely to obtain much longer.

BUTTER—The dairy butter market is congested at present. Supplies are much in excess of demand and quality of offerings is poor. Produce houses are offering from 14c to 15c per lb. f.o.b. Winnipeg for round lots. Little or no No. 1 butter is offering at present. The eastern market is not taking any of the surplus from Manitoba, and there is an accumulation of confectionery butter that is a drug on the local market.

Creamery is selling to the trade at 25 cents and stocks on hand are fairly liberal.

EGGS—Supplies from country points are increasing every day. Produce houses are buying at 22c to 23c per dozen.

PERSONAL NOTES.

W. A. Little, manager for W. A. Lowney Co., of Canada, Limited, was in Toronto during the week.

H. P. Eckardt, of H. P. Eckardt & Co., has presented the members of the company's hockey team with gold fobs to commemorate their winning the 1909 championship of the Wholesale Grocery League, Toronto, and incidentally the Tillson trophy.



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BRANTFORD, - CANADA



COMBINATION GROCER AND BUTCHER

Commission vs. Salary for Commercial Men

How Canadian Travelers and Retailers View the System—Salaries Rule Here—Country Not Populous Enough for Profit-Sharing Method—Commission Representatives Good for Retailers.

An article under the above heading appeared in a recent issue of The Canadian Grocer, and was the cause of some comment by our readers. The article in question dealt with the condition of trade in the United States as affected by travelers paid on a commission basis compared with those paid a straight salary. The party from whom the information was secured showed that the commission system was in vogue across the border, that it was increasing in adoption, and contended that the wholesaler, retailer and traveler benefitted thereby.

Some Canadian retailers and travelers spoken to by The Grocer on this question, as it affected Canadian trade conditions, could speak only in an academic way, and in almost every case the person addressed wished to have time to consider the matter more fully. The consensus of opinion expressed offhand was to the effect that trade might be developed more quickly and grow larger in volume if the commission system ruled here, but the speakers were not so sure that there would be a corresponding benefit accruing to the wholesaler and traveler. These two classes of men of course would be more directly affected than would be the retailer, although the retailer would no doubt be affected adversely or otherwise in the course of time.

Population Scattered.

Some grocery, fruit, tea and produce representatives spoken to did not wish to have their names mentioned in connection with any discussion, and would not without considering the question over night express an opinion. The brunt of their remarks, however, showed that they favored the salary system, as they did not think the total of their sales in any one line would justify the adopting of a commission system in a country like Canada where the population was sparse, the territory covered extensive, and the larger centres few and very scattered.

E. Fielding, treasurer of the Commercial Travelers' Association, Toronto, without going deeply into the question, did not think the commission system would be generally workable in Canada. Conditions were different here from what they were in the United States. Across the border travelers were nearly all specialty men. Even when, say, large United States wholesale grocery houses sent men out on the road they did not always carry general lines of goods, but each traveler confined himself to one or two lines. Here in Canada where customers were few and where they were scattered as well, that could not very well be done, for traveling expenses would eat up much of the profit. Business houses, recognizing this, preferred having their travelers carry fairly full samples of general goods.

As to the benefits accruing to the wholesaler from paying his traveler a commission rather than a salary, taking into consideration these conditions, Mr. Fielding thought the wholesaler would not be the gainer.

"Let us consider, for example, a grocery traveler paid on a commission basis, taking out a general line of samples. He will, of course, try to sell goods to the retailer that are bought in large volume rather than the goods that his house would like him to sell, because his commission is paid on the amount of business he has done. That traveler would rather sell a carload of sugar than a dozen boxes of spices, because the total of his sales would be larger in the former case than they would be in the latter, and, consequently, his commission would be greater; although his firm would derive more profit from the spices than from the sugar. No, the commission system will not supplant the salary system in Canada just yet, for it would not help benefit wholesaler or traveler, and the salary system will still prevail in this country."

Other Travelers' Statements.

This opinion also seemed to be the one held by grocery travelers generally.

A traveler for a grocery specialty was interviewed, and said that for his part he favored the salary system and thought it was practically universal in this part of Canada. In the West, however, he said, a great many travelers carry several lines and the business was very largely on a commission basis.

"But what about bonuses?" he was asked. "I do not favor them," he said. "If a man is honest he will do his best without a bonus, and a bonus in lieu of part salary is, in my opinion, an intimation that the house does not trust its men.

"Of course there are two sides to the bonus question. Sometimes it is regarded as giving a man a larger personal interest in his business, making him feel in a way as if to some extent he had a business of his own, and from that point of view I should say it is a good thing for the traveler."

Another traveler in a similar line, who happened to be by, corroborated largely the views of his friend, but added, "There is a good deal to be said for the commission basis of paying salesmen. It is more of an immediate incentive to increased effort. It is all right to say that if a man is honest he will give his best services for a salary, but human nature is human nature, and a man is going to work harder for himself than for somebody else. I know a representative here of an American specialty house who says he has just passed up a $2,100 a year contract to work on commission because he thinks he can make more out of it. I agree, however, with my friend here, that the system should be either all commission or all salary."

Looking at the question from the broad point of view and not taking into consideration any concrete case, retail merchants thought the commission system the better. Their arguments pretty well coincided with the views expressed by merchants in the United States. It is held that the best salesmen are brought forward by the profit-sharing system, as a higher standard of salesmanship is demanded, which would eliminate the "fair" and "pretty good." The traveler is benefitted from a monetary standpoint by making more than he would on salary and the wholesaler receives an increase of orders and sales, because if the traveler wishes to increase his profits he cannot do it in any other than by selling more goods.

Traveler and Retailer.

The retailer is benefitted in this way: The traveler must be very careful how he treats his customers and what he sells them, for once he offends his customer or unloads on him his usefulness is done. The retailer will know when he is dealing with a reputable house and that the goods he buys are quality goods and that the prices are right.

In a late number of the Business Philosopher there is the short story of a traveler named Brown, who was afflicted with "salesman's itch." He imagined he knew all about the game, but his inexperience worked against him in getting a position. Brown at last got a job as salesman on a commission basis for a baking powder manufacturer who charged him five dollars for a canvassing outfit worth fifty cents. Brown was wise enough, however, to realize that the one way to get even was to sell enough powder to cover expenses. So he started in. At first it was slow work, but he persisted, and in time he got orders. Selling to retailers Brown found rather slow, and he started after bigger game and sold to wholesalers. He then made more money in one day than he had previously done in a week. So many orders did he receive that his house suggested a salary. No, said Brown, this commission business suits me. His house became so insistent that Brown quit. He worked for other concerns until they suggested salary, and he quit them. At last in self-defence, he was forced to start in business himself and he is now building up a business with a future.

"Undoubtedly I would still be on the road for that baking powder house," said Brown, "if they had only given me a square deal. There is nothing

more assinine than the action of a house that cuts down its commissions to its men simply because those men are selling goods in large quantities. An honest commission should be paid every salesman, and this commission should not be changed simply because the salesman is selling so much that his profits are double those of the two next best men on the force."

More Money for the Merchants From the Farmers

The Results of Educating the Farmers in Fruit, Stock and Crop Raising—Assistance Being Rendered by the Ontario Department of Agriculture.

The education of the farmers to the advanced methods in agriculture, fruit-raising and live stock breeding has done much for the merchants of Ontario and development along these always means that the farmers will have more money to spend. The Ontario Department of Agriculture has done much and is doing a great deal towards the furtherance of the education of the farmer and its work is highly appreciated.

Fruit institutes have been organized in the various fruit sections and for the meetings, addresses have been arranged by men thoroughly conversant with the ways and means of advancing and aiding the industry.

It has been demonstrated during the past season in many sections of the province that fruit growing is one of the most profitable lines of agriculture, and the men who are following improved methods are being reimbursed many times over for their extra trouble and expense involved.

The time is opportune for giving fruit growers, whether upon a large or small scale, an opportunity to receive instruction near their homes. The district branch of the Department of Agriculture has, therefore, arranged for this education. The great value of this course of instruction to the farming community cannot be over-estimated, and every farmer and farmer's son, who has the interest of his business at heart, as well as its monetary success, should not fail to attend the meetings.

Instruction of a practical nature is the object throughout, and those in charge are doing their best to deal satisfactorily with every question brought up.

Recently lectures on fruit were given at Whitby, Port Perry, Simcoe, Port Dover, Vittoria and Delhi, when such men as A. W. Peart, Burlington; J. W. Crow, Guelph; L. Caesar, Guelph; W. R. Grierson, Oshawa; W. F. W. Fisher, Burlington; C. C. James, Deputy Minister of Agriculture for Ontario; R. Thompson, St. Catharines; J. E. Johnson, Simcoe; P. W. Hodgetts, Toronto, and many others.

Free courses in live stock and seed judging have also been instituted and some of the specialists in these lines are giving free lectures to the farmers with a view to better the conditions of the tillers of the soil.

All this has a direct bearing on the merchants. The higher the education of the farmer the better will be his ability in making money and the more money he makes the better will it become for the merchant.



THE H. P. ECKARDT CO.'S HOCKEY TEAM.

Champions of the Wholesale Grocers' Hockey League, Toronto, for the Season of 1909. Names from Right to Left—
Top Row—G. M. Wilkinson, point; J. O. Elton, Secy.-Treas.; A. Thompson, centre forward; D. A. Cowan, right wing.
Bottom Row—F. W. Wilkinson, left wing; M. R. Joyce, goal; H. D. Eckardt, president; B. R. Brown, (Capt.) cover-point.

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You might as well try to make water run up hill as improve your tea trade with that kind of tea.

And why try? You know that Red Rose Tea has come into popular favor more rapidly than any other tea and has won the admiration and good will of the trade in general. You are always sure that Red Rose Tea "is good tea"; that it will always give your customers the satisfaction you want them to have with the tea you sell them. You are sure

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Do you want to make money—here is a chance—to make it easily, quickly, and lots of it—Do you for any reason wish to take up this very profitable line—That will net you a good income, as well as increase your sales in other lines—**If you do read this.** Every housekeeper dreads ironing day, especially so when she has a lot of shirt-waists, men's shirts, collars, cuffs, etc. to iron, she always wants to obtain a high grade finish, equal to first class laundries. She of course asks the grocer for advice—in return he offers her the common wax—She knows it is impossible to do good work with common wax—So she walks away—one customer lost.

Now where she can procure an article of this merit—that reduces ironing time by half—reduces labor to a minimum—adds to the finish of clothes—and makes ironing a day of pleasure—There she is sure to do her buying—and leave her order for other things. The Kaiser Wax Pad and Iron Cleaner is used in more than a million homes, read what users say.—

Chicago, Jan. 4th, 1909

To whom it may concern,—

Some time ago I tried the Kaiser Wax Pad and Iron Cleaner, and was so pleased with the work it did, that I recommend it highly and advise every women who wants to make her work easy, to try the Kaiser Wax Pad and Iron Cleaner and be convinced of its good work.

Respectfully yours
Mrs. T. Ohmes, D.S.C.L.O.T.M., 937 W. Adams St.

Mr. Grocer

We do not want you to order until you have convinced yourself of the merits of our Kaiser Wax Pad and Iron Cleaner—Send us your name and address and jobber you do business with and we will send you one free of charge so that you may try it yourself and be convinced—Is this fair enough?



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Reindeer Milk 7½% richer

Jersey Cream	8.05
Highest of other Brands	7.10
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Jersey Cream 13% richer.

Figures taken from Government Bulletin No. 144

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Mild cured. Just the thing for breakfast these mornings with New Laid Eggs. Get our prices.

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Produce and Provision Situation of the World

Price of Lard Advancing—New-laid Eggs Steadily Declining —Butter Speculators Trying to Unload Stocks—Good Cheese Season Anticipated—Maple Sugar Season in Quebec Not Yet Open.

Many undertake to give the reasons why such a heavy drop in the price of butter occurred, which resulted so disastrously to many dealers. For over two months, judging from the prevailing condition, The Canadian Grocer was predicting exactly what happened. The hog and cured meat market prove our theory to be well founded. The price of any commodity does not altogether depend on the production, but fully as much on its consumption. When an article of food is made of a superior quality, it naturally finds a larger demand, and the consumption may easily increase a hundred per cent. Take either bacon or butter, and if it suits the tastes of the people, each person will easily eat twice as much as if it were bad. The bacon in Canada, owing to the natural bacon hog, and the excellent curing process, is of an exceptionally high quality and consequently it takes fully double the quantity to supply the demand. This alone, if no other reason is given will account for the healthy condition af the meat market. On the other hand butter makers became careless, and produced a very inferior butter, and the people did not eat one half the quantity they would have, had it been of good quality, and in consequence it remained on the market. Some claim that it was on account of the high price, that the consumption of butter fell off. This cannot be the reason, because the high price of bacon, does not affect the consumption of that article of food. A Canadian newspaper even claims that the open winter had something to do with it. How they account for this is hard to understand. Another reason comes from the same source that a large portion of the poorer class of prohibited. This must be entirely facture of margarine' which is "now" butter was formerly used in the manuwrong because "margarine" was never allowed to be made in Canada, and the poor butter could not, and never is used, in the manufacture of that article. Another reason is given that it may be owing to the scarcity of water last summer. This is so far off the mark that to find a connection is impossible. The only remedy, it would appear, is to produce a high-class article, such as the packers have done in bacon, and the butter will find ready sale at firmer prices.

Advices from England state that all sorts of ruses have been indulged in, to awaken butter buyers from their lethargy, but so far to no avail. There is without any doubt, a large deficiency in supplies, in England, but to meet this contingency, the British consumer, has limited his use of the product. The Argentine, which is supposed to be a minus quantity in the British market at this time of the year, is continuing to ship to the British market. It is, however, generally thought both on this side, and the other side as well, that prices have about reached the limit.

Export cheese stocks in Canada are in very small compass, and prices are consequently very firm. Some speculation is being indulged in, regarding the new season. Many predict a smaller yield than ever, but this pessimism does not seem to have much to support it. It is said that the towns are taking more milk every year, consequently less is left for cheese. This however is only an economic variation, and should not affect the manufacture of cheese. A farmer stated recently, that the cows had come through the season admirably, and in his opinion, would render a good account of themselves during the coming season.

MONTREAL.

PROVISIONS—Advices from foreign sources state that prices for Canadian stock have advanced. This has been due to continued small supplies and active demand. Locally, hogs are unchanged. Pure lard has gone forward about one cent all around. Other lines are unchanged.

Compound Lard—		
Tierces, 375 lbs.	0 09	
Parchment lined boxes, 50 lbs	0 09½	
Tubs, 50 lbs.	0 09½	
Wood pails, 20 lbs net	0 09½	
Tin pails, in cases	0 09	
Heavy Canada short cut mess pork, in bbls.	23 00	23 50
Selected heavy Canada short cut clear boneless pork	24 00	24 50
Very heavy clear pork		25 50
Plate beef, 100-lb. bbls.		7 75
" 200 "		15 00
" 300 "		22 00
Pure Lard—		
Tierces, 375 lbs.	0 13½	
Boxes, 50 lbs., grained	0 13¾	
Tubs, 50 lbs., "	0 13½	
Pails, wood, 20 lbs., parchment lined	0 13¾	
Tin pails, 20 lbs., gross	0 13½	
Cases, tins, 10 lbs. each	0 13¾	
" " 5 "	0 13¾	
" " 3 "	0 14	
Dressed hogs, fresh killed	10 50	10 75
" " Manitoba	10 00	10 25
Country dressed	9 00	9 50

BUTTER—The butter market is quiet with no changes in prices.

Fall creamery, solids		0 22
Fresh Creamery, solids, lo	0 21	0 22
" " prints, lb	0 23	0 23½
Dairy, tubs, lb.	0 16	0 17
Fresh large roll	0 18	0 19

CHEESE—The local market is higher, especially for colored. Export stocks are in small compass and prices are very firm.

Cheese, old	0 15½	0 16
" large	0 13½	0 14
" twin		0 14
" small		0 14

EGGS—New laids are the only stock now offering. Owing to better supplies, prices have declined 4c to 5c. Prospects point to lower prices from now on.

New laids	0 23	0 24

HONEY—This market is dull and featureless.

White clover comb honey	0 13	0 15
Buckwheat, extracted	0 08	0 09
Clover, strained, bulk, 30 lb. tins	0 10	0 11

POULTRY—The market remains firm and trade is quiet owing to continued small supplies.

Spring chickens, per lb.	0 17	0 18
Young ducks, per lb.	0 12½	0 14
Turkeys, per lb	0 19	0 20
Geese, dressed	0 10	0 12
Ducks	0 12	0 14

TORONTO.

PROVISIONS—In spite of the general complaint of the high prices of hogs for some time, it has again advanced, and hogs are now bought at from $7 to $7.15 per 100 lbs. live weight f.o.b. In consequence of this cured meats are very firm and about ¼c higher all round. The demand is good, and very little affected on account of Lent, although the fish men report an unusually large consumption of fish. This shows conclusively that on account of the superior quality of our cured meal much more of it is used.

Long clear bacon, per lb.	0 12½	0 12¾
Smoked breakfast bacon, per lb.	0 15	0 15½
Roll bacon, per lb.	0 10½	0 11
Light hams, per lb.	0 13½	0 14
Medium hams, per lb		0 13½
Large hams, per lb.		0 13
Shoulder hams, per lb.	0 10	0 10½
Backs, plain, per lb.	0 16	0 16½
" pea meal	0 16½	0 17
Heavy mess pork, per bbl		20 00
Short cut, per bbl	23 50	24 00
Lard, tierces, per lb.	0 12½	0 13
" tubs "	0 13	0 13½
" pails "	0 13	0 13½
" compounds, per lb.	0 08½	0 11
Dressed hogs	9 50	10 00
Live hog, f.o.b.	7 00	7 15

BUTTER—Two weeks ago the butter market was reported as being demoralized; last week as being sick, and a butter dealer was asked how it was this week. The answer came promptly and with considerable emphasis, "Rotten—absolutely rotten." Far more butter was quietly held on speculation, which is now coming in sight, than was anticipated. All are now trying to unload and are ready to face any losses, which are in some cases as much as 10c a lb. Good, well made, held stock is offered at such low prices that makes it almost impossible to move the "culls" which accumulated during the winter, at any price.

	per lb.	
Creamery prints	0 25	0 26
Creamery solids	0 22	0 23
Farmers' separator butter	0 22	0 23
Dairy prints, choice	0 18	0 19
" " ordinary	0 17	0 18
" tubs, choice	0 17	0 18
Large rolls	0 17	0 18
Baking butter	0 13	0 15

CHEESE—The cheese market is firm, but not doing anything but supplying the local trade. With the present condition of the butter market, it is expected that cheese-making will be started earlier, and perhaps with larger patronage than last year, which is a matter taken into serious consideration by our butter and cheese dealers. In view of this it may tempt some wideawake butter dealers to buy up some of the best packed butter, and take another chance by holding it in refrigerator.

Cheese, large, prime	0 13¾	0 14
" twins,	0 14	0 14½

HONEY—No honey is moving except in small quantities. Maple syrup is made in small quantities in Ontario, but in Quebec where we get our principal supply, operations have not yet commenced.

60-lb. tins	0 11	0 11½
Smaller sizes, tins and bottles	0 10½	0 12
Combs, doz.	1 50	2 50

POULTRY—The little poultry that comes in from farmers who ought to know better than to sell at this time of the year, is readily picked up at prices quoted. It is often said that "it takes all kinds of people to make a

world," and so it takes some farmers to sell, to their own disadvantage, in order to accommodate a fanciful public.

Spring chicken, dressed	0 16	0 20
" " alive	0 13	0 17
Hens, per lb., dressed	0 13	0 18
Turkeys, per lb., dressed	0 18	0 20

EGGS—The egg season is in full swing, the old stock is all sold out, and the supply of new laids is more than the demand requires, and naturally prices are dropping from day to day. Neither the farmers, nor the dealers have any old eggs to sell, therefore, their word can absolutely be relied upon when they speak about the freshness of their eggs.

New laids	0 21	0 22

Provision Prices are Not Expected to Decline

Feed Grains Too High in Price for That to Occur, Say Ontario Packers — Statements of Canadian Provision Men Contrary to Those of J. Ogden Armour, Chicago—Will Manitoba Become Extensive Hog-Raising Province?

A news item which appeared in the daily press of a few days ago contained the information that meat and provision prices in the United States were expected to be lower during the coming summer. The statement was attributed to J. Ogden Armour, of Armour & Co., Chicago, who in an interview based his assertion on an estimate of the corn crop. Coming from such an authority this statement carried weight and as there is a somewhat sympathetic feeling between prices and conditions in Canada and the United States The Grocer interviewed a few representative Toronto provision and meat packers to find what truth there was in the statement. The gist of the opinions expressed was that the interview in question was not published in full in the Canadian press and so there may have been important points bearing on the subject that were not mentioned.

Low Prices Not Looked For.

Wm. Harris, of the Harris Abattoir Co., did not anticipate low prices, even Chicago that very day quoting high-class cattle at $7.35. "Of course," said he, some cattle is being offered as low as $2.50, but that is of a rough grade and never does affect the market. The number of high grade cattle offered in Chicago and in the Canadian packing centres is very small. The Chicago high grade meats are sold in New York, Boston and the East, and these markets regulate prices. Feed grains of all kinds are very high in price and are easily double what they were some few years ago.

"Hogs, too, are very scarce. Live hogs are this week going at $7.15 f.o.b. at shipping point, and $7.35 laid down in Toronto, and the price may go higher. Supplies are very scarce. The newspaper scare of a few years ago has undoubtedly had some effect. At that time a couple of papers iterated and reiterated the statement that the packers were robbing the farmers, and the farmers believing the story have been scary ever since, so much so that not a single packing house in Ontario has been able to get sufficient supplies. We have been getting a few hogs from Manitoba, and I think that country will be the hog storehouse of Canada in future.

"For all kinds of farming the West is the country. Ontario is going backward. The sons of farmers who tilled the land in Ontario some few years ago are now in the West, and the old farms here are going to grass. Fully 50 per cent. of Ontario farms that a dozen years ago were raising grains are now in grass, and Ontario cattle instead of being stall-fed, are being shipped alive to the Old Country after a season's feeding on grass."

the Item Incorrect.

M. P. Ryan, of The William Ryan Co., did not think the newspaper item correct. Hog prices for the past two years were the highest ever paid, and feed and grain prices are also high. Instead of the packer getting rich, the farmer was making the money. The conditions prevailing in Canada and the United States were not identical. In Canada the farmer controlled prices, while across the border the packer fixed the price. The Ontario farmer thought he was being robbed and so did not go in so extensively for hog raising. If a person wished to make money his advice was to become a hog-raiser rather than a packer. He did not anticipate any lowering in price. Nor did he think the West would become a great hog raising country.

Wm. Fox, of The Fox Provision Co., did not think the report true. Supplies were very scarce and the prices very high. Grains were a big figure, too. He did not know conditions in the United States, but did know that prices across the border regulated prices here. If, as Mr. Armour anticipates, corn declines in price it must surely be this year's crop price which will not be harvested until late in the summer. In the meantime the hog-raiser will have to continue paying the high figure for feed, and he will certainly not reduce his pork price because corn is expected to decline. The supplies coming in now are not more than fair.

Adverse Conditions Exist.

J. L. Bowes, of The J. A. McLean Produce Co., could not see how prices could come down under existing conditions. The Chicago grain market shows a very high price for corn futures right up to June. If provision prices were to come down it would be to induce buying, for not many consumers can pay a higher figure than those now prevailing. "I do not think the West will become a hog raising country for some time to come," said Mr. Bowes. "Why, even last year the Canadian West took in immense quantities of provisions from the United States.

Not for Lower Prices.

Grain men, too, were sceptical. While they did not profess to know much about the cattle or hog situations they did think they knew something of the grain movement.

W. M. Stark, of Stark Bros. & Co., thought that if feed prices had anything to do with the cost of meats and provisions then the outlook seemed to be for higher rather than lower prices. The present figures at which all classes of grains are held, when compared with the average of the past ten or twenty years, are outrageously high. Mr. Armour's prophecy, he said, must surely have been based on the next crop of corn, which will not be harvested until August. There is now a surplus of 85,000,000 bushels of corn held in the United States from last year, but that is being decreased fairly rapidly, and corn prices at present are certainly not tumbling. Unless the lower price forecast is based on a combination of cheaper feed by garnering the present surplus corn, taking into consideration a good season of grass, and a big crop this fall there does not appear to be any chance for cheaper meat this year, that is if corn and grains generally count for anything.

In Kentville, N.S., there is apparently a live board of trade. They have committees selected to look after each phase of the work, these including the school committee, the streets and public buildings, tourist, immigration, press, trade and transportation, industrial and membership committees.

SITUATION WANTED.

SITUATION WANTED—Young man is open for engagement, any capacity in grocery department; ten years city and country experience. Best references. Box 302, CANADIAN GROCER, Toronto.

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Car lots of Fine, Medium or Coarse, in Barrels, Sacks or Bulk.

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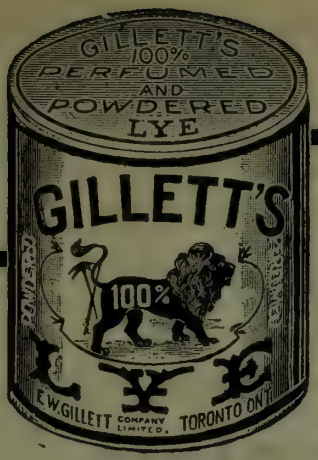
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THOMAS BROS., St. Thomas, Ont.



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The fact that Gillett's Lye is so favorably known and well advertised makes it the best cleaner to sell.

GILLETT'S LYE EATS DIRT!

It cleans baths, sinks, pans, cans, dishes, drains, closets, etc., and everything pertaining to the home. It is a fine disinfectant.

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WINNIPEG. TORONTO, ONT. MONTREAL.

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CLARK'S Pork and Beans

One of the best and most constant sellers in Canada and a leading feature in my present advertising campaign.

In Canada when Pork and Beans are called for—CLARK'S are in mind whether they are specified or not.

Do not hold back your orders to the last minute. See that your stocks of the following are full:

Clark's Pork and Beans
" Corned Beef
" Ox Tongue
" Potted Meats

WM. CLARK

Manufacturer

MONTREAL

DO NOT ALLOW
YOUR STOCKS OF

BOVRIL

TO RUN LOW.

When winter sales fall off there will be a good demand for use in the kitchen.

Gravy, containing a little BOVRIL, goes well with all hot dishes, and a few drops of BOVRIL are an improvement to salads of all kinds.

BOVRIL LTD.

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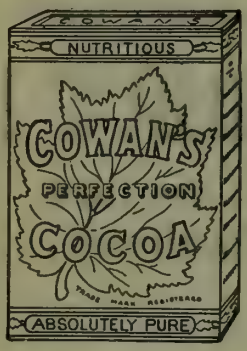
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W. L. Mackenzie & Co., 306 Ross Ave., Winnipeg
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Trade that is brisk—steady—profitable—has grown out of the absolute purity and uniformly delicious flavor of

Cowan's

Cocoa and Chocolate



—made known by liberal advertising.

And the trade is growing still.

Stock up and profit from it.

The Cowan Co., Ltd.

Toronto, Canada

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

Still steadily advancing in popular favor—

MOTT'S

"Diamond" and "Elite" brands of

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are growing more and more to be the housekeepers' favorites for cooking and eating purposes.

Remember to ask your jobber for **Mott's brands.**

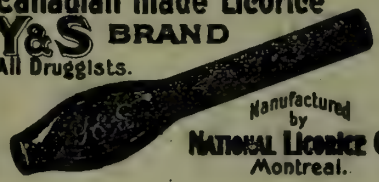
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Canadian made Licorice
Y&S BRAND
All Druggists.



SOFT MINTS—5c. boxes.

ACME PELLETS—5-lb. tins.

M. & R. WAFERS—5c. bags.

and a complete line of **LOZENGES, ETC.**

Hard and Soft Licorice Specialties

Appropriate for the confectionery, grocery and drug trades.

Price Lists and Illustrated Catalogue on request.

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Opaque, Brilliant, Isinglass, Leaf, and Powdered

NELSON'S

Granulated Jellies, Tablet Jellies, Creams, Custards, Fruit Puddings, Bottled Jellies, Lemonade Crystals, and Baking Powder.

Nelson's Gelatine and Liquorice Lozenges

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(SIX VARIETIES)

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GORDON'S GRANULATED GRAVY

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Geo.A. Stone, 34 Inns of Court Buildings, Vancouver, B.C.

News of the Flour, Feed and Cereal Markets

Milling Companies Predict Rise in Flour Prices on Account of Firm Wheat Market—Cereals in Good Demand From Country Districts.

March 16.—The various milling companies seem to be unanimous that there should and will soon be a big advance in flour prices on account of the high prices prevailing in the wheat market. They affirm that at the present time they are selling flour practically at cost. Toronto companies have advanced winter wheat flour during the past week and they claim they have got to go further. The opening of navigation will bring a great stimulus to the demand on account of the better freight rates. One company in Toronto reports having an order for 2,500 bbls. from Newfoundland as soon as the boats begin to run.

On account of the wheat and oats markets being very strong the prices of rolled wheat, rolled oats and oatmeal are well maintained and not expected to decline. On the other hand if the grain market keeps up there is a probability of advances. Cereal companies report good business throughout the country and claim that the consumers with the approach of summer are easing off on package goods.

In the feed market the supplies of bran are said to be light. For shorts and middlings the prices are strong.

MONTREAL.

FLOUR—Winter wheat flours are scarce. There is still a small difference in quotations of the big millers. Trade has been good during the week and no changes have taken place.

Winter wheat patents	5 50
Straight rollers	4 70 4 80
Extra	4 00 4 10
Royal Household,	6 00
Glenora	5 40
Manitoba spring wheat patents	5 80 6 00
" strong bakers	5 30 5 50
Five Roses	5 80
Harvest Queen	5 30
Anchor Brand Sovereign	5 80
Anchor Brand Manitoba Patent	5 30

ROLLED OATS—The market for rolled oats has undergone no change during the week, prices being firm. The volume of business has been fairly good during the week.

Fine oatmeal, bags	2 72½
Standard oatmeal, bags	2 60
Granulated " "	2 60
Golddust cornmeal, 98-lb bags	2 10
White cornmeal	2 00 2 05
Rolled oats bags	2 55
" bbls.	5 35

FEED—The supplies of bran are extremely small and therefore small business is passing in this line. There is an active demand for what is offered. There is a good demand for shorts and middlings, prices of which are very firm.

Ontario bran	21 50 22 00
Ontario shorts	25 00
Manitoba shorts	24 00
" bran	22 00
Moullie, milled	25 00 27 00
" straight grained	30 00 32 00
Feed flour	1 50 1 60

TORONTO.

FLOUR—Although the price of flour has not advanced to keep pace with the price of wheat there is a strong tendency now that it will do so. One miller said to the Grocer representative this week in very emphatic tones, "Prices simply have got to go up; we have made an advance this week in winter wheat flour, but the advance should have been 50 cents. We have been selling below cost." "No doubt about it," said another miller when this prospective advance was referred to. One company is awaiting the opening of navigation to obtain benefits in freight rates in shipping flour east. A Newfoundland company has one order in for 2,500 barrels.

Manitoba Wheat.	
1st Patent	5 70 5 80
2nd Patent	5 40 5 50
Strong bakers	5 10 5 30
Winter Wheat.	
Straight roller	4 80 4 90
" patents	5 10 5 20
Blended	5 30 5 40

CEREALS—If the grain market in wheat and oats keeps up there is likely to be some higher prices quoted for rolled wheat and rolled oats. Rolled wheat is in especially good demand and the volume of business done by local concerns is reported as being splendid especially with out-of-town districts. People apparently are easing off in package foods. One firm has a large order in rolled wheat to be filled for a party as far east as Bath, N.S. There is always, of course, a steady demand for rolled oats.

Rolled wheat in barrels, 100 lbs	2 85
" oats in bags, per bag 90 lbs	2 60
Oatmeal, standard and granulated, in bags 98 lbs.	2 85
Rolled wheat, car load	2 65
" oats "	2 40
Oatmeal, car load	2 65

ENLARGE BISCUIT PLANT.

The McCormick Biscuit Manufacturing Co., London, Ont., have found it necessary to enlarge their plant due to the development of their business. New and modern machinery in the biscuit-making world is being installed which will thus enable the company to increase their output and meet the demand. In the manufacture of "Lemon Cream" fancy biscuits the company has heretofore not been able to supply the quantity desired, but with the enlargment of their plant this is eliminated.

DR. WILEY ON PURE FOODS.

Philadelphia, March 15.—Wholesale grocers from New Jersey, Delaware and Pennsylvania at the annual dinner of their association in the Hotel Walton last week, listened with interest to a talk on pure food by Dr. H. W. Wiley, head of the federal pure food inquiry.

Fred. R. Drake, a wholesale grocer of Easton, Pa., and president of the Pure Food Association of Pennsylvania, was toast-master, and other speakers were:

Charles S. Crary, president of the National Canners' Association; F. W. Hannahs, of Newark, president of the National Wholesale Grocers' Association; Fred Mason, of New York; Samuel M. Clement, Jr., counsel for the local association; Andrew Ross, and A. H. Beckman, secretary of the National Wholesale Grocers' Association.

There's a Difference in Cream Sodas!

Customers and dealers are aware of this. There is one production which stands high in popular appreciation. They also know whose it is and that

MOONEY'S PERFECTION SURPASSES ALL OTHERS

Crisp, Delicate, Toothsome



The Mooney Biscuit & Candy Company,

LIMITED

STRATFORD, - CANADA



COX'S GELATINE

When an ARTICLE has held the FIELD for over SIXTY YEARS it must have MERIT on its side. That is why you should always supply

COX'S GELATINE

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Gorgie Mills
EDINBURGH

POSSIBLE TAX ON COFFEE.

United States Tariff Bill Not Yet Drawn Up—Government Apparently in Need of Money.

Washington, March 16.—The great speculative interest in the formation of the new tariff bill seems to center in the proposed duty on coffee. No one can predict now just what the Ways and Means Committee will decide to do ultimately in regard to this schedule. There is a widespread popular protest against taxing coffee, which is being brought to bear almost daily on members of the house. Some of the wiser and more experienced solons predict that in the end coffee will undoubtedly be admitted free of duty.

At this time it seems that the members of the Ways and Means committee are driven to the necessity of choosing between an increase of tax on beer or of putting a duty on coffee to obtain the necessary revenues. A tax of 4 cents on coffee will yield as much revenue as an increase of $1 on a barrel of beer. A proposal has been to increase the beer tax 50 cents a barrel and then put a tax of 2 cents on the importation of coffee, from which it is estimated that from $40,000,000 to $50,000,000 can be secured yearly.

Bill Not Completed.

The work of preparing the tariff bill is far from completed. Some of the house leaders were predicting to-day that the bill would not be ready to report to the house on the first day of the extraordinary session, as was promised some time ago. It was said to-day that when the house organized next Monday, Chairman Payne probably would offer a dummy bill and ask for its reference to the Ways and Means committee, and that it might be the middle or end of next week before the real tariff measure would be reported back to the house.

There have been many protests sent to the committee in the last few days against the tax on sugar, but there is no likelihood that the committee will depart from the conclusion it already has reached not to change the rate. The only concession that will be made in the sugar schedule is the provision for the admission free of duty of Philippine sugar up to the limit of 300,000 tons annually.

The experts predict that it will be at least 10 years before that limit will be reached in the importation of sugar from the Philippine Islands. By that time it is probable that the country will be ready for another revision of the tariff. Meanwhile President Taft will have gained all that he has been contending for in the matter of the free admission of Philippine sugar.

All the interests to be affected by the tariff legislation are sending representatives to the capitol prepared to lobby in Congress next week. One of the most aggressive lobbies is that of the live stock men who have taken a suite of offices and are putting out literature and preparing to make a fight for a restoration of the duty on hides, which has been abolished by the Ways and Means committee.

HOME FROM ENGLAND.

Chas. E. Edmonds, secretary-treasurer of Christie, Brown Co., has returned to Toronto after a pleasant visit to the Old Country. Speaking to a representative of the Canadian Grocer, Mr. Edmonds stated that he found business men across the Atlantic optimistic as to the trade outlook for the coming year. "Business is good over in England," he said, "and although there are a great many unemployed yet things are looking brighter. In the southern parts of England the grain has all been sowed so that farming there is somewhat in advance of here. The chief conversation is tariff-reform and by all appearances it will come. There is an act ruling there now which prohibits the existence of any patent unless the article is manufactured in Great Britain."

Mr. Edmonds also referred to the splendid railway facilities of the old land and the phenomenal manner in which traffic is regulated in the world's metropolis. He spent five or six delightful weeks and was very much pleased with his visit. He is again back at his desk at the Christie, Brown establishment.

The Home Pure Food Co., of Canada, Montreal, is incorporated.

Douglas Campbell, of the Campbell Milling Company, Toronto Junction, returned home last Sunday from a pleasant six weeks' pleasure trip to Jamaica, Cuba and the Bahamas. He spent two weeks at Nassau.

People Are Eating More

FORCE

than they ever did before. Our advertising campaign makes them ask **you** for "FORCE" Can you supply the demand? We are selling "FORCE" at a price that will net you a good big profit, and the price is the same to **all** grocers. Watch our newspaper ads.—they bring you the business that's "empty of trouble and chuck full of profit."

THE H-O MILLS

HAMILTON - - ONTARIO



Your best trade

will thank you for drawing their attention to the superior quality of

Carr & Co.'s Biscuits

The richness, purity of ingredients and keeping quality of Carr's Biscuits is making them favorites with those who know what biscuits should be.

Write our agents in Canada—

CARR & CO., CARLISLE, ENGLAND

AGENTS:

Wm. H. Dunn,	Montreal and Toronto,	Eastern Provinces
Hamblin & Brereton,	Winnipeg,	Port Arthur to Alberta
L. T. Mewburn & Co., Ltd.		Province of Alberta
The Standard Brokerage Co., Ltd.,	Vancouver, B.C.,	British Columbia

Why it pays the dealer to concentrate on Christie's Biscuits—

YOU may have the brightest and cleanest store in your town. The first impression people get of it may be most favorable.

That first impression is important, but it won't go far unless backed up by the *right* goods.

For instance, a woman is attracted to your store by its appearance of cleanliness—by an atmosphere that seems to indicate the best of everything. When she gets inside let her see, prominently displayed, such standard lines as Christie's Biscuits and her confidence is won.

If she's thinking of biscuits, "Christie's" is the first name that comes to her mind. Other brands *may* be good, but she *knows* that Christie's *are* good—and that they cost no more.

By the use of your own personal recommendation you may persuade her to try another brand, on which your profit is slightly larger. What is the result?

This customer figures that you have deliberately deceived her, and unless she's very dull she will see your motive at once. Right here is where your store gets a black eye—and loses trade.

For sound business reasons, it will pay you to always give Christie's Biscuits the preference. In the first place they sell quicker than any others, and in the second place you can always rely on them giving thorough satisfaction.

Concentrate on Christie's and you'll find the volume of your biscuit trade increase to such an extent that the little extra profit per box on other brands will present no temptation.

Besides, Christie's Biscuits help you sell more than biscuits.

Christie, Brown & Co., Limited

To Canadian Retail Grocers

You have been paying $5.15 a case to jobbers for Shredded Wheat Biscuit. After March 20th you will get it from your jobber at $5.00 per case. The retail price of this cleanest, purest and most popular of all cereal foods will remain the same.

Remember that

SHREDDED WHEAT

is the one breakfast food that survives the changing moods of public fancy and shows up every year with increased sales in spite of industrial depression and competition.

The grocer who doesn't know something about the delicious dishes that can be made of Shredded Wheat Biscuit in combination with fruits is missing a great opportunity to please his customers.

Now is the time to push it. The food is right, the price is right.

MADE IN CANADA OF CANADIAN WHEAT.

The Canadian Shredded Wheat Co., Ltd., Niagara Falls, Ont.

DAILY CAPACITY 30,000 LBS.



Dignard Limited

BISCUIT MANUFACTURER

MONTREAL



Ask the Housewife

Ask the woman who uses cocoanut how

White Moss Cocoanut

compares with others.

Her answer will show you the truth of our claim, that this brand is the most popular.

Do YOU Sell It?

The Canadian Cocoanut Co., Montreal

The delicious flavor of

Nation's Custard Powder

with Stewed Fruit is an ever pleasant memory.



Agents:

GREEN & CO.,
25 Front St. E. Toronto

W. H. ESCOTT,
Winnipeg

Made by Edward J. Nation & Co., Bristol, England



CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat Put up in ¼ gross cases

Bulk in 7-lb. Pails, ½ doz. in crate.

25-lb. Pails and 75-lb. Tubs.

Capacity one ton per hour. Sold by all wholesale dealers.

The CAPSTAN MFG. CO., - Toronto, Ont.

EPPS'S GRATEFUL AND COMFORTING

IN ¼-LB. LABELLED TINS. 14-LB. BOXES

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal

In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg

NUTRITIOUS AND ECONOMICAL **COCOA**

POT and PEARL

FOR CLOSE QUOTATIONS WRITE

JOHN MacKAY *Caledonia Mills* ***BOWMANVILLE, ONT.***

BARLEY and FEED

BASKETS

You can make money as well as oblige your customers if you handle our

Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

The Oakville Basket Co.,
OAKVILLE, ONT.

The GRAY, YOUNG & SPARLING CO., Limited

SALT MANUFACTURERS

Granted the highest awards in competition with other makes.

WINGHAM *ESTABLISHED 1871*

SUCHARD'S COCOA

This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes. Delicious in flavor; prices just right.

FRANK L. BENEDICT & CO., Montreal Agents.

OPEN TO BUY

From 5 to 10 Cars Choice Cooking Peas
Clean and White

Quebec's leading Flour and Grain House.

C. A. PARADIS, Dalhousie St., Quebec

Are you interested in any of the lines that are advertised?

A Post Card will bring you price list and full information.

Don't forget to mention Canadian Grocer.

French Vermicelli and Macaroni

The only factory in Canada producing these goods.

H. CONSTANT
Manufacturer

Sales Agent: L. FONTANEL, 187 Commissioners St., Montreal

When writing advertisers kindly mention having seen the advertisement in this paper.

PURITY FLOUR

For Progressive Grocers

Two mills may use the **same** grade of wheat, yet the **quality** of the flour may **differ.**

The **better** the process of milling, the **better** the quality of the flour.

We believe our process of milling is the most **modern** and **exacting** in the Dominion.

Our ambition is to **make PURITY** the **highest grade** in the world—and we spare no trouble or expense to do so.

If **your ambition** is to sell the highest grade of flour—to give your customers **better value**—to handle a brand that will **add to your reputation** and **increase your sales**—sit right down at your desk and write us.



Western Canada Flour Mills Co., Limited

Toronto
Montreal
St. John, N.B.
Winnipeg
Brandon

The Grocer's Encyclopedia From Week to Week

History of the Tobacco Plant—First Discovered in Cuba by Christopher Columbus—Where it is produced in Finest Qualities—Rapid Advance Made in Its Production in Canada.

TOBACCO—Tobacco enjoys the reputation of being the most praised and damned, of all plants. It has been called "herba sancta" "sana sancta indorum," "fool's herb," "poverty herb," and a host of other names. It is smoked, snuffed and chewed. It's use has spread from America throughout the world. No plant can compare with tobacco for the rapidity with which it has overspread the earth, and the blessings it is said to have bestowed upon mankind, in easing labor, and cheering leisure.

There are numerous species, and varieties of the plant, but only two species of leaf popularly cultivated Nicotiana Tabacum with pinkish flowers, is the chief and this is the source of Virginian, Havana, Latakia (Laodica), and Manila varieties. It derived the name Nicotiana from Jean Nicot of Nismes, a French Ambassador to Lisbon, who first sent the seeds from Portugal into France by Francesco Hermandez, Spanish physician to Philip II. in 1560. It is a native of South America, and was first discovered in Cuba by Christopher Columbus, in 1492. It was first brought into England by Sir Walter Raleigh about 1815, and although the original consumers were sailor men, it was Raleigh who brought smoking into fashion, among the young gentlemen of the Court.

Used as a Narcotic.

Of course tobacco grew in Cuba before Columbus got there. It was known as cohiva, and was produced along the Cumanas River, in the Eastern part of the island, and Cortez carried the seed to Mexico. The Aztecs, however, cultivated tobacco before the time of Cortez. They called it "tek," and used it as a narcotic and paid it as a tribute to the Court of the splendid Montezumas. It was the lotus leaf of the new West, and priests used it in their divinations. Cuba has however the honor of having given tobacco to the world, and, what is more remarkable, of having retained the reputation which it acquired of being the island in which it was grown in perfection. The Spanish called the roll of "herbs" tobacco, which name has since come to be applied, with slight variations, in different countries all over the world, to the plant itself, though still used in Cuba to designate the completed cigar. In the eighteenth century the now celebrated region of the Vuelta Abajo, was found to produce the best leaf, and from that period, dates the prosperity of Cuba. No other region holds in combination, such elements of successful cultivation, as that comparatively restricted district, known as the Vuelta Abajo. The entire section covers but a small portion of the province, being perhaps 100 miles in length and twenty-five in breadth. Scarcely any of the "vegas" or tobacco farms, occupy more than thirty-three acres, and, as their local appellation indicates, are mostly in low and damp localities, or along the margins of rivers. Here the tobacco plant flourishes luxuriantly. The plant grows to a height of from six to eight feet, being carefully divested of all superfluous leaves, that the resultant product may be finer and stronger. With the experience derived from ancestral tradition, the planter watches the plants throughout the season, carefully prunes and buds, wars against the numerous insect foes, and guides his pet production to development. It is said, that he can produce tobacco of whatevet strength or quality he desires, and it is this constant care, that, combined with the soil, and climate of the Abajo, that sustains the world wide reputation, which the product of that section has acquired.

"Tobacco of the best quality," says a Cuban expert. "such as is produced in the choicest vegas of the Vuelta Abajo, is known by its even tint of rich dark brown, and freedom from stains, burning freely when made into cigars with a white or brown ash, which will remain sometimes on the cigar, until it is half smoked without falling off."

In Many Countries.

Tobacco is now however cultivated in most parts of the world, the warmer countries producing the best. One of the most highly esteemed varieties is N. Macrophylla, as grown in Maryland, and which is also known as Cuban or Manila tobacco ; its leaves are broad and its flowers a reddish purple. The Virginian plant also ranks high ; it grows 4 to 8 feet high, bearing large leaves, and pinkish flowers of a trumpet shape, followed by two lobes full of innumerable, small, fine seeds. A smaller plant N. rustica, sometimes called green tobacco, with greenish yellow flowers, and roundish leaves, is more hardy, and is the chief source of

Tell Your Customers That :

SHAMROCK

BIG PLUG

SMOKING TOBACCO

When cut never dries up or becomes hard. The leaves are so firmly packed that the plug remains fresh and moist

McDOUGALL'S

CLAY PIPES

THE BEST IN THE WORLD.

D. McDOUGALL & CO., Glasgow, Scotland.

If you desire to increase your business buy your

PIPES, TOBACCO, CIGARS, BISCUITS AND CONFECTIONERY

from

JOS. COTE

Importer and Wholesale Tobacco Dealer

The greatest assortment of smoker's articles in the Dominion.

Office & Store - - - 188 St. Paul St.
Warehouse - - 119 St. Andre St.
Branch - - - 179 St. Joseph St.

Tel. Up 2076 Tel. East 5964

YOUNG'S PATENT PIPE

in Seven Shapes

W. J. GRANT

Sole Agent for Canada

506 Lindsay Building, MONTREAL.

BLACK WATCH

The Big Black Plug Chewing Tobacco.

Already a Big Seller

Sold by all the Wholesale Trade



They Pay!



Ask the Man Who Has One!

Guaranteed the Cheapest Registers on Earth

THE NATIONAL CASH REGISTER CO.
Corner Yonge St. and Wilton Ave., Toronto, Ont.
F. E. MUTTON, Canadian Manager

TRY
A
CANADIAN GROCER
WANT
AD.

IF you want a new clerk.
IF you want to rent your store.
IF you want a situation.
IF you want to sell your store.
IF you want to buy a store.

THEY
BRING
RESULTS

See page 69.

Are You Keeping Your Tobacco Stock Up-to-Date ?

IF NOT—WHY NOT?

"Tuckett's Special"

the new 10c. plug is the latest

Order from Your Wholesaler

Manufactured from **Imported Leaf Exclusively**

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

Brazilian, German, Hungarian, and East Indian growths, but is mostly used for cigarettes.

There are altogether about forty named species, but the above are the only kinds extensively cultivated, although the names and flavors of tobacco and cigar productions imported, are very numerous, as also are the registered titles given to fancy brands, in this country. They are nearly all sweetened, colored, flavored and perfumed artificially.

Excellent leaf is grown in Sumatra, and is used chiefly for cigar wrapping. In Colombia, the plant is cultivated extensively. At one time the cultivation of tobacco was extremely profitable in England, but the flavor of the production has been so inferior, that the products of other countries have supplanted it in its own market. Tobacco is a powerful narcotic, sedative and emetic. Its deleterious properties depend on the presence of nicotine, one of the vegetable poisons known, and of which ordinary Virginia tobacco contains from 6 to 7 per cent. What will suit one class of customers is very distasteful to others. The consumption steadily increases.

Tobacco in Canada.

Canada has during the last quarter century done much toward the production of tobacco, and with gratifying results, as each year the consumption of native tobacco is increasing. During the past ten years, the popularity of Turkish and Egyptian tobaccos has increased wonderfully. Cigarette smoking has increased proportionately to a greater extent than any other branch of tobacco consumption.

THE TRAVELER'S HOME.

When on the road the commercial traveler depends for his home upon the proprietors of the hotels he patronizes. If they do not look after his wants properly he suffers many inconveniences. That is why knights of the grip always go to that hotel which best caters to their wants. This explains the wonderful success of Ottawa's fine Cecil Hotel, the commercial traveler's hotel. Up-to-date in every particular, not one modern convenience which is conducive to the comfort of the commercial traveler is forgotten. In the centre of the business district; near the railways, most convenient in every way, no wonder it is patronized. The proprietor, Walter B. Walby, for seventeen years spent his time in learning the good lesson in leading Canadian hotels. He saw the want for a really first-class hotel in Ottawa that would cater to the commercial traveler particularly, and the Cecil was established. That the boys recognize his efforts to make as near an approach to home as possible for them in Ottawa—comfortable and convenient quarters and an excellent cuisine service—is amply evidenced by the growing number of them who make the Cecil Hotel their headquarters when in the Capital city.—advt.

NO HARM DONE.

"Pop," "Yes, my son." "Do you think coffee does any harm?" "No, my boy, I do not." "I'm glad of that, for I've just spilled a lot on my shirt."—Yonkers Statesman.

The Handling of Fish Attended With Profits

Interviews With Grocers in Ontario Indicate That Where Reasonable Care is Exercised, Money can be Made in the Fish Department—Neglect in Advancing Sales Means Loss—The Trade Developing in the Dominion.

The handling of fish by grocers in Canada is a line which has rapidly developed during the past few years and which is still in the development stage. In many places the fish trade has been carried on by exclusive fish dealers but in a great many cases grocers are holding a fair share of the business.

That dealing in fish, fresh and salt, has been a profitable investment is shown by interviews published below, which were obtained by Grocer correspondents in all parts of Ontario with retail members of the grocery trade. Some attention, of course, is necessary to this department to make it successful and the more attention paid the better will be the investment.

Lent in Lindsay.

Lindsay, Ont.—Linsday is a good fish town. That fact is made evident by the large number of sales made by the merchants in Lindsay, especially at this time of the year—the Lenten season.

Whether the demand is increasing, is difficult to estimate offhand, because merchants differ in their opinion as to this. When interviewed by your correspondent they had the following to say:

Jos. Brown.—"I have to have the fish on hand to compete with other merchants, but at the same time, I have several customers. I sell a lot of fish to the farmers."

Spratt & Killen do a large trade at all times and just recently got in 15 kegs. They have a good farm trade.

A. L. Campbell.—"Well, the trade is not as good as it has been in past years. This is the Lenten season, but nowadays there are so many fancy dishes that the fish trade is none too good, and the farmer doesn't take home the large amount he used to at one time when he bought the salted fish by the barrel—but it is different now. The farmers are getting beyond their old-time customs. Why, there are lots and lots of farmers who eat very little pork at all to-day. Yes, there is money in handling fish, but not a great deal."

J. E. Adams, of Adams Bros.—"Our fish trade is good. Of course, we handle fish all the year round, but we handle a line in the winter that we don't handle in the summer. We do an exceptionally large trade in Lent season."

John Fleury.—"Yes, we handle the finny tribe and have many customers."

Profit for St. Kitt's Grocers.

St. Catharines, Ont.—The grocers of this city and vicinity are handling only such lines of fish that do not require anything in the line of special fixtures or appliances for handling successfully. A splendid trade is being done in finnan haddie, codfish in packages of various sizes, Labrador herring and salmon trout. A few have handled oysters, but report only with small success.

The varieties of fresh fish are sold almost exclusively by Joseph Hodgins and Jno. Ross, the fish dealers of King Street.

That a good business is possible in the line of fresh fish by grocers or butchers who will give a little special attention was proven by the manager of the local branch of the Wm Davies Co., Limited. He had a large galvanized pan made to fit one of the store windows and in this displays of fresh fish are made. These displays are as attractive as possible and the various cuts of fish have the price tickets attached. Invariably the supply of fish is soon disposed of at prices that show an average gross profit of from 25 to 35 per cent.

Fish Business Growing.

Berlin, Ont.—Interviewed by The Grocer on the question of dealing in fish in connection with groceries, C. B. Dunke, of Dunke & Co., said he did not think they should be given too much prominence unless in a place reasonably separated from the grocery proper. In this, of course, he had reference to cured fish. Dunke & Co. handle fish, but do not push the department very strong, keeping the stock back in their warehouse and selling on demand.

The handling of fish has grown to quite large proportions in connection with the grocery business of Beck & Schell. Mr. Schell, when interviewed, attributed it to the fact that they are particular always to keep their stock fresh, receiving daily shipments. The result was a continual growth in demand and it helped the rest of their business as well, although he would prefer to have better facilities for handling fish than was possible within the limited premises of the store.

Make Money in Winter.

London, Ont.—With the advent of the Lenten season fish became a chief article of diet, and realizing that, London grocers feel it incumbent upon themselves to meet what at this season is a popular demand. As a rule the retail grocers of this city all handle fresh fish, but less salt fish is carried by them than was once the case. Does the selling of fish pay? was a question your correspondent put to several local grocers a day or two ago, and their answers were all pretty much to the same effect. Harry Ranahan, ex-president of the Retail Grocers' Association, said: "So long as the weather keeps cold there is fair profit in such fish as haddies, smelts, etc. The trouble is that as a rule grocers have not proper facilities for keeping and handling fish. If properly handled there should be good money in the fish business."

E. J. Ryan spoke of the difficulty of keeping and handling fish, especially when the weather is so changeable as it has been this winter. Mr. Ryan complains of the small size of the haddies brought here this year. Sometimes a 15-lb. box will contain no fish larger than 1½ lbs., while the popular demand is for haddies from 2 to 3 lbs. He suggests that the number of fish in each

box be marked on the outside so that the reta ler might know what he is buying.

Some Care Must be Taken.

Brantford, Ont.—The bulk of the fresh fish trade in Brantford is handled by the fish dealers and the fruit stores. There is only one grocery during the summer season, which makes a specialty of fresh fish and that is the Cash Bargain Grocery, of which Fred C. Harp is proprietor. Mr. Harp says that there is only one way to handle fish successfully in the summer time and that is to have a proper place for packing it. Mr. Harp has a specially constructed fish box, lined with zinc, and connected with the sewer, which saves emptying the ice water. When the fish arrive they are carefully packed in this box by placing a layer of broken ice between each layer of fish. This insures them keeping perfectly and going to the customer in A1 condition.

Mr. Harp finds it a very profitable line and a help in bringing purchasers to the store who would not otherwise come, the following grocers handle a quantity of frozen fish during the cold weather: J. Peachy, Arthur Coulbeck, G. S. Winter, Son & Co, and R. Hartley.

Nearly all of the other grocers handle smoked fish such as haddie, bloaters, ciscoes, etc., and a large number, especially during Lent, handle the kegs of Labrador herring, salmon trout and white fish.

Very little of the large codfish is sold here, the trade mostly desiring the one-pound bricks or two-pound boxes.

Are Sometimes Neglected.

Barrie, Ont.—When asked if handling fish was a paying investment, Frank Wiseman, butcher, remarked that he found it profitable in the lines he carried. He confines his fish trade to Georgian Bay trout and whitefish.

James Vair and J. M. Bothwell both handle fresh fish in summer and when the product arrives in good condition they make a good margin. The past two or three weeks have shown a large increase in the consumption of fish owing to Lent and the comparatively low prices prevailing. Steak halibut and red salmon, for example, could be bought for 12½ cents in the piece this year, whereas in other years the price would be 20 cents. Therefore, the people are buying more fish than ever and merchants dealing in fish are obtaining the profits.

There was one merchant interviewed who claimed that fish was not a good investment. The reason was that he did not push the sale of them. He purchased a couple of kegs of pickled fish and put them in the cellar where no person could see them.

Addition to the Business.

St. Thomas, Ont.—Egan Bros. have handled fresh and salt fish for more than 20 years and believe it pays to do so, more particularly as it brings additional business.

Butler Bros. have also carried a full line of fresh and salt fish and have facilities suitable for the trade—glass in boxes, etc., and they state it is profitable to do so.

J. A. McCance carries at all times a full line of fresh fish and possesses suitable fixtures for making a proper and clean display of them. This materially assists their sales.

W. E. Ross also handles fresh and salt fish, particularly in their season, as his trade demands, and he deems the business profitable.

People Getting Educated.

Bracebridge, Ont.—Your correspondent interviewed Hutchison Bros. regarding the sale of fish and they say that the demand is increasing. They find fish one of the many profitable lines to carry.

Andrew Gillespie, of Armstrong & Gillespie, says that the trade in fish is a profitable one. Mr. Lacey claims that fish is now part of his business, and Melville Ross, of Ross & Co., also speaks with vigor in favor of the fish trade. Jos. G. Meyers also claims it is with the paying departments in his store. E. J. Kirk, of Kirk Bros., states that the fish trade means a lot of extra trade and could not do without that line of goods. They find the sale increasing year by year.

One thing is certain, said Peter Hutchison, of Hutchison Bros., the people of Bracebridge and surroundings are beginning to realize the value of fish on the table, and judging from reports received his statements bear considerable truth.

R. A. Lawson says that he never went into the fresh fish trade very heavy, but handled the year round salted varieties and found them profitable.

BY ARBITRATION.

The Method by Which Business Disputes Are Settled in France.

A short time ago the Grocer referred to the benefits that might arise from the settling of disputes of business men by arbitration. Apropos to this is the system prevailing in France as reported by Alphonse Gaulin, Havre, will prove interesting. He says:

In France all disputes relating to commercial transactions may be submitted to the local tribunals of commerce. These tribunals have exclusive jurisdiction in cases where the amount involved does not exceed 1,500 francs ($289.50) and orginal jurisdiction in other cases, where their decisions may be reversed by the civil court of appeals of the district; but the parties may agree before hand that the decision of the tribunal will be final, and such agreements are binding. The judges of these tribunals are elected every two years by the merchants of the district, and are generally chosen from business men who have graduated from law schools. The Havre tribunal enjoys the highest reputation, and its impartiality towards all concerned has never been questioned.

The procedure is very simple. The services of solicitors are not required as in the civil courts. It is not even necessary that the parties should be represented by attorneys. The suit is begun by the issuance of a writ of summons, which is served on the defendant. A written statement of the case is filed by the plaintiff on the return day of the writ, and the tribunal fixes the delay within which the defendant may enter his plea. Technical questions are generally submitted to one of these experts, or arbitrators, appointed by the tribunal. The report of these experts may be set aside, but this is a very rare occurrence. All cases are usually disposed of within a few months after they have begun.

The charge for the preparation and service of a writ of summons is $4.80. The fees of experts vary with the importance of the case. The State also levies a tax dependent upon the amount for which judgment is rendered, but all the above-mentioned costs have to be paid by the losing party. Moreover, if the parties accept the report of the experts before judgment is rendered, no tax is levied.

Trade disputes are occasionally submitted to aribtrators selected in the usual manner; but this is not a compulsory proceeding and a preliminary agreement must be entered into by the parties.

An excellent window display may be made or marred by the lighting. The light should be on the goods, not out in the street or back in the store. Study lighting effects a little. It will pay.

Don't always be complaining about "Just my luck." Dig in and make your own luck. The man who waits for Dame Fortune to come and drag him up on top of the pinnacle of success will have a weary wait.

Highest price paid for
DRIED APPLES
O. E. ROBINSON & CO.
ESTABLISHED 1886
Ingersoll - Ontario
Would you like our Weekly Circular

SEASON 1908-9
Dried Apples
Shipments Solicited
Settlements Prompt
W. A. GIBB COMPANY
HAMILTON
JAMES SOMERVILLE, Manager

DAWSON'S Banner Brand of Jams, Marmalades and Jellies is the very best.
THE DAWSON COMMISSION CO., TORONTO

FLORIDA
TOMATOES

First car arrived this week. Stock is fine and sale should be heavy.
Can give you

Florida or California Celery
Florida Lettuce
Strawberries

in fact anything in the Fresh Fruit and Vegetable line from the South.
Oranges are low and orders are much larger than usual. Get in line.

McWILLIAM
Mc. AND E.
EVERIST

25-27 CHURCH ST. - TORONTO

IN
Florida Products
Celery,
Tomatoes,
Cabbage,
Grape Fruit,
Pineapples,
Etc.

Look for the name of
Chase & Co.
It represents the
"Top of the Heap"

J. J. McCabe
Agent
32 Church Street - Toronto

Canadian Fruit, Vegetable and Fish Markets

Cold Weather Damages Sicily Lemons—Many Changes in Vegetable Market—South African Fruit Sold in Toronto — Tomatoes From Florida—Good Demand for Fish.

MONTREAL.

GREEN FRUITS—Advices from Sicily state that owing to unusually cold and wet weather the crop of lemons has been greatly injured. The amount of damage done has not yet been determined accurately, but it is said to be between 10 and 25 per cent. That there are no offerings for immediate shipment from Palermo is held to confirm the most adverse reports as to crop conditions. There is said to be considerable inquiry for late March and all of April shipment, with no offerings. Shippers on the other side seem to be unwilling to make quotations in view of the crop damage and the uncertainty as to results. The spot supply of Sicily lemons is relatively large for the season, but after Monday's sale the available spot supplies would not exceed 100,000 boxes and holders express confidence that better prices will be obtained, since the quantity afloat is comparatively small and nothing is being shipped. Next week according to the present plans of the importers, but one sale will be held. That will cover the unsold balance of the Guilias cargo, amounting to only some 6,000 boxes. In view of the crop advices, Sicily importers are disposed to hold back the other cargoes in port.

Almeira grapes, extra choice	6 50
California navels, 96, 126, 250, 288 size	2 75
" " 150, 17 , 200, 216 size	2 65
Floridas, 126, 15', 176 200	3 00
Mexican oranges, 176, 200, 216, 250 size	2 25
Valencia " 420 size	4 00
Extra sweet Jamaicas	2 00 2 25
Bitter oranges	2 25
Grape fruit	3 75
Lemons, choice, 300 size	2 50
Bananas crated	1 75 2 25
Pineapples, extra fancy, 24 size	4 00 4 50
Cranberries, Nova Scotias, early blacks, bbl.	8 00 10 00
Spies, XXX	6 00
Baldwins, Greenings, Russetts, XXX	5 00
Strawberries	50

VEGETABLES—The vegetable market has seen many ups and downs during the week. Among the lines which have advanced are tomatoes, oyster plant, parsnips, sweet potatoes, cauliflowers, celery, Spanish onions, lettuce, cabbage, Brussells sprouts, beets. Among those which have declined are cucumbers, parsley and spinach.

Mushrooms, lb	0 75 0 80
Cucumbers dozen	3 00
New carrots, bunch	0 15 0 25
Tomatoes, crate	3 50 5 00
Oyster plant doz	0 75
Artichokes, bbl	2 50 3 00
Leeks, dozen	1 00
Parsnips, bag	1 00
Sweet Potatoes, basket	2 25
Marrows, dozen	1 50
Cal. Cauliflowers, crates, single	4 00
" " crates, double	8 00
Parsley, box	2 75
Sage, per doz	0 60
Savory, per doz	0 50
Can. celery, bunch	0 60 0 80
Celery, crate	6 50
Water cress, large bunches, per bunch	0 15
Spinach, barrels	3 25
Green peppers, crate	5 00
Beets, bag	1 00
Carrots, bag	0 70 0 75
Spanish onions, large cased	9 00
Lettuce, early	0 60
Lettuce, Boston, box	2 20
Radishes, doz	0 50
Horse radish, per lb	0 15
Cabbage, bb's	2 25 2 50
" new, crates	4 50
Montreal potatoes, bag	0 90
New Brunswick potatoes	0 80 0 90
Onions large bag	2 50 2 75
Red onions, barrel	5 00
Turnips, bag	0 60
Pumpkins, doz	3 00
Squash, doz	2 00
Brussels sprouts, quart	0 27
String beans, basket	6 50
New beets, crate	3 50

FISH—Prices on fresh stock have suffered a general slump owing to generous supply. Sea trout and smelts are off the market Oysters and lobsters are selling well. Prepared, salted and pickled lines are unchanged.

Fresh and Frozen Fish.

Codfish	0 04 0 04½
Qualla salmon	0 07 0 07½
B.C. salmon, frozen	0 08 0 08½
Fresh halibut	0 07 0 07½
Mackerel, "	0 10
Dore, "	0 07½ 0 08
Steak cod	0 04½ 0 05
Dressed pike	0 10
Frozen Grass Pike	0 05 0 05½
Whitefish, lb. Tullibees	0 05½ 0 06
Lake trout	0 09½ 0 10
Flounders, lb	0 05
American live lobsters	0 24
Bullheads (dressed)	0 10
Sea herring, per 100	1 00 1 10
Large sea herring	1 40 1 50
Smoked—	
Haddies (exp) 15 lb. bxs., per lb	0 06½ 0 07
Bloaters, per box, large, Yarmouth	1 10 1 25
Smoked herring, per box	0 17
Prepared—	
Skinless cod, new, 100 lb. cases	5 25
Shredded cod, ½ lb. cartons, 2 doz. cartons in box, per box	1 80
Dry cod, in bundles 112 lb., per pound	0 06
Boneless cod, 1 & 2 lb. bricks, 20 lb. boxes	0 06
Boneless cod, 20-lb. boxes	0 08
Boneless cod, 20-lb. boxes	0 09
Boneless fish, 20 lb. bxs., 2 lb. blocks	0 05
Boneless fish, 25 lb. bxs., loose	0 04½
Pure cod in crates, 1 and 2 lb. bricks	0 05
Salted and Pickled —	
No. 1 Labrador herring, brls	5 50
" " " ½ brls	3 00
Large green cod, 200 lbs. bbl	6 00
Oysters, bulk, per gallon	1 30
Standards, bulk	1 40
" selects	1 50
" quart tins, sealed	0 40
Paper pails, per 100 qt. size	1 50
Live lobsters, lb	0 18
Standards, 4 gals	6 80
Selects "	7 60

TORONTO.

GREEN FRUITS—The fine lot of apples which appeared on the market last week were readily picked up, and what are left now are of inferior quality. Apples of all kinds are very scarce. Oranges are in good demand, with light receipts and prices firm with an upward tendency. Some lemons arrived which were slightly damaged by frost. A very fine lot of choice peaches, plums and pears from South Africa are being displayed in Wellwood's high-class fruit store on Yonge Street. "What is the price of your peaches?" was asked. "Twenty-five cents, sir." "Well, I'll take a dozen." "That will be $3." "Gee! I can't afford that; I thought you said 25 cents." "So I did," was the answer, "but I meant for each." Several attempts were made during recent years to bring fruit from South Africa, but for want of experience in packing they never arrived in good condition. This, however, is all overcome, and the fruit this year is landed here in splendid condition. As this is a time of the year when these fruits cannot be obtained elsewhere, the fruit trade from South Africa may develop so that in time the people of Toronto may eat these delicious fruits by paying moderate prices.

Grapes, Almeria, keg	7 00 8 00
Apples, Spies	6 00 7 00
" Russets	3 50 4 00
" Baldwins	3 50 4 00
" Greenings	4 00 5 50
" Tolman Sweets	3 00 3 50

Oranges, Valencias, case	4 00	4 25
" Large	4 50	4 75
" California navels	2 75	3 25
" Messina bitter oranges	2 25	2 50
Lemons, Messina	2 75	3 00
Bananas	1 75	2 25
Grape Fruit, Florida, box	4 00	4 75
Pineapples, Florida, crate	4 25	4 50
Strawberries	0 60	0 65

VEGETABLES—The price of potatoes seems to be a fixture all winter. With the excellent crop of last summer, and the mild winter weather to bring them out, they should be cheaper. The first car of Florida tomatoes has arrived and will be sold at $4 a crate, or 75 cents a small basket. Onions are dearer. Cucumbers at 25c each, and asparagus at $1 a bunch looks like eating money.

Beets, Canadian, bag	0 45	0 50
Parsnips, per bag	0 55	0 60
Potatoes, Ontario, per bag	0 75	0 80
" sweet, hamper	2 00	2 25
" Bermuda, per bushel		3 50
" " per barrel		10 00
Lettuce, Boston head, doz		1 25
Onions, Canadian, dried, bag	1 15	1 25
" Spanish, crate	4 75	5 00
" " small crate		1 75
" Bermuda, per case		4 50
Tomatoes, California, small basket		1 00
" " per case		5 80
" Floridas		4 00
" small		0 75
Carrots, per bag	0 45	0 50
Cabbage, Florida, new	3 50	3 75
" Canadian, old, per barrel		2 25
Cauliflower per case		4 00
California celery, per case	6 50	7 00
Florida celery, per half case		3 25
Turnips	0 35	0 40
Radishes, per dozen	0 40	0 45
Spinach, per bushel		1 50
Egg plant, per doz		3 00
Green peppers per doz		1 00
Cucumbers, per dozen	2 75	3 00
Asparagus, per bunch	0 90	1 00

FISH—A jolly fish man, delighted with the active demand for fish, says that the people are just waking up to the fact that fish are much cheaper than meat, and even more wholesome and more nourishing. The fish market has never been so satisfactory. Prices are steady and yet firm. The summer frozen stock is rapidly diminishing, and very little fresh caught stock is coming in. Haddies are very scarce.

Herring, medium, per lb	0 04	0 05
" sea, per 100	1 00	1 25
" lake, per keg	4 00	4 25
Whitefish, frozen	0 09	0 10
Trout, "	0 09	0 10
Whitefish fresh caught	0 13	0 14
Trout, " "	0 13	0 14
Cod	0 07	0 08
Cod, fresh caught		0 07½
Halibut	0 09	
Haddock, frozen, per lb		0 07
" fresh caught		0 07½
Sea salmon, Silverside		0 [illegible]
" Steelhead		0 13
Pike	0 05	0 06
Pickerel, yellow	0 08½	0 09
Herring, Digby, smoked, bundle 5 boxes		0 85
" Kippered, 15-lb. box		1 25
Smelts, per pound No. 1	0 09	0 10
" " extra	0 12	0 14
Oysters, Long Island		1 50
" " medium selects		1 75
" " extra		1 85
" shell, per 100		1 50
Finnan Haddie, smoked, 15-lb. package	0 07½	0 08
Boneless cod, quail on toast		0 05½
" " imperial		0 05
" " steak		0 07
Shredded cod, doz		0 90
Arcadia, 24 packages, 1 lb. box		3 12
" 12 packages, 2 lb. box		2 40
Acadia cod, crate		2 40
" tablets, box		1 60
Bloaters	1 15	1 25
Qualla	0 08	0 09
Catfish, dressed		0 10
Gold eyes	0 05	0 05½

CATALOGUES AND BOOKLETS.

THE HAM AND NOTT CO.—A clearly illustrated catalogue has been issued by The Ham and Nott Co., Brantford, Ont., manufacturers of grocers' and butchers' refrigerators. This company make some two hundred varieties of refrigerators. The illustrations in the booklet show distinctly the various chambers that are for use and the reading notices explain how they are made and the benefits of them.

FLORIDA TOMATOES

First direct car to reach Toronto this season.

Fancy Hard Ripe Tomatoes can be retailed at 20 cts. a lb. at a GOOD PROFIT

CALIFORNIA and FLORIDA CELERY
FLORIDA NEW CABBAGE
GRAPE FRUIT, STRAWBERRIES and All the Leading Delicacies

WHITE & CO., Limited
TORONTO and HAMILTON



RESOLVED

that it's true "The wise man may be wiser to-day than he was yesterday and to-morrow than he is to-day." Order now my Lemons—you'll be wise—repeat your order you'll be wiser. Hand your customers the happy come-back. Uniform Pack. Extra Fancy.

BUSTER BROWN

FOLLINA BROS.
Packers: Palermo, Italy.

W. B. STRINGER
Can. Agent: Toronto.

ANOTHER CAR of

Celebrated "Golden Orange" Brand
WASHINGTON NAVELS

just arrived. They are now at their best and prices reasonable.

FANCY RIPE BANANAS

We are headquarters for Fancy Bananas.
Fresh car every week.

Hugh Walker & Son
Guelph, Ont.

FISH FISH FISH

SEA HERRINGS—$1.00 per 100 count

Other lines in proportion

Call us up on phone or write us

BEACON BRAND OYSTERS

The F. T. JAMES CO., Limited

FISH and OYSTER Distributors

Church and Colborne Streets, Toronto

Brunswick Brand Sardines in Oil



Brunswick Brand Sardines are caught in the waters of the famous Passamaquoddy Bay.

The Sardines from these waters have a flavor distinctly their own, and they are known everywhere for their unvarying excellence.

These Sardines are packed in our factory by skilled help, and find their way to you, Mr. Grocer, in the regulation 100-¼ cases.

Brunswick Brand Sardines in Oil have been giving particular satisfaction for years.

They have helped many a grocer to build up his trade, not alone in canned fish, but also in other lines as a result of getting consumers into the store to buy the fish.

Why Not Profit Yourself By Selling Brunswick Brand? They Sell Freely, Being Well Known—See That You Carry a Stock.

CONNORS BROS., LIMITED

BLACK'S HARBOR, N.B.

AGENTS—Grant, Oxley & Co., Halifax, N.S.; C. H. B. Hillcoat, Sydney, C.B.; J. L Lovitt, Yarmouth, N.S.: D. Rattray & Sons, Quebec: Leonard Bros., Montreal; Arthur M. Loucks, Ottawa; C. De Carteret, Kingston; James Haywood, Toronto; Chas. Duncan, Winnipeg; R. G. Bedlington & Co., Calgary; Drexel & Co., Vancouver; J. Harley Brown, London, Ont.

FISH for LENT!

FRESH FROZEN
SALMON
HALIBUT
WHITEFISH
PICKEREL
CODFISH

SALTED AND SMOKED
LABRADOR HERRING
B. C. SALMON
SKINLESS COD
BONELISH CODFISH
HADDIES AND BLOATERS

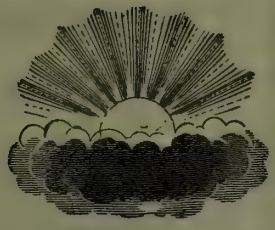
LARGE BRIGHT SEA HERRING

"SEALSHIPT" AND BULK OYSTERS.
All kinds of fish in season.
Every day in the Year.
NEW PRICE LISTS MAILED ON REQUEST.

LEONARD BROS.

Youville Square — Near Customs House — MONTREAL

"The largest Fish Warehouse in Canada."



"Sun Burst Oil"

(WINTER PRESSED)

Highly Recommended by
the Leading Chefs for

Table and Kitchen Use

Guaranteed under the Pure Food Act.

Chaussé & Co.

Managers of
Kentucky Refining Co., Incorporated

Write for Prices and Samples

322 East Notre Dame Street
Montreal

Phone M. 3938

For Lent Sell

Quaker Salmon

The best on earth

Talls $2.00 **Flats $2.15**

Mathewson's Sons

Wholesale Grocers

202 McGill Street - - Montreal

THE IMPORTANCE OF GOOD GROCERY FIXTURES IS SECOND ONLY TO THAT OF A WELL-SELECTED STOCK



WALKER BIN FIXTURES will

Build up a new business,
Put new life into a dead business and
Improve and make more profitable
the best grocery business in Canada.

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

The Walker Bin & Store Fixture Co., Limited

Designers and Manufacturers of Modern Store Fixtures

Berlin, Ontario

Representatives { Montreal; Kenneth H. Munro, Coristine Bldg.
Manitoba: Watson & Truesdale, Winnipeg, Man.
Saskatchewan and Alberta; J. C. Stokes, Regina, Sask.

ALLISON Coupon Books

They systematize business, make credit customers easy to handle, and prevent the loss of many a dollar.

They are now successfully and profitably used in every corner of the United States, and their fame has spread to all quarters of the earth.

HOW THEY WORK

A man wants credit. You think he is good. Give him a $10 Allison Coupon Book. Have him sign the receipt or note form in the front of the book, which you tear out and keep. Charge him with $10 — no trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on until the book is used up. Then he pays the $10 and gets another book. No pass books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best.



For sale by the Jobbing trade everywhere.

Manufactured by ALLISON COUPON CO.
Indianapolis, Ind.

The Beardwood Agency

enjoys the entire confidence of most of the large wholesale houses in Eastern Canada.

What we are doing for them we can do for you.

Send us your Overdue Accounts and let us prove our superiority.

The Beardwood Agency
313 New York Life Building
MONTREAL



The Elgin National Coffee Mills

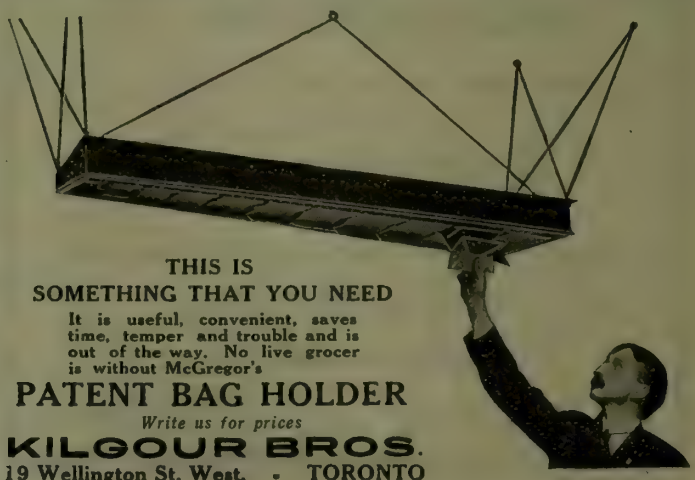
40 Sizes and Styles

They are the
Fastest Grinders
Easiest Runners

Ask any wholesale grocer, tea and coffee house or jobber for prices



WOODRUFF & EDWARDS CO.
MAKERS
ELGIN, ILLINOIS, U.S.A.



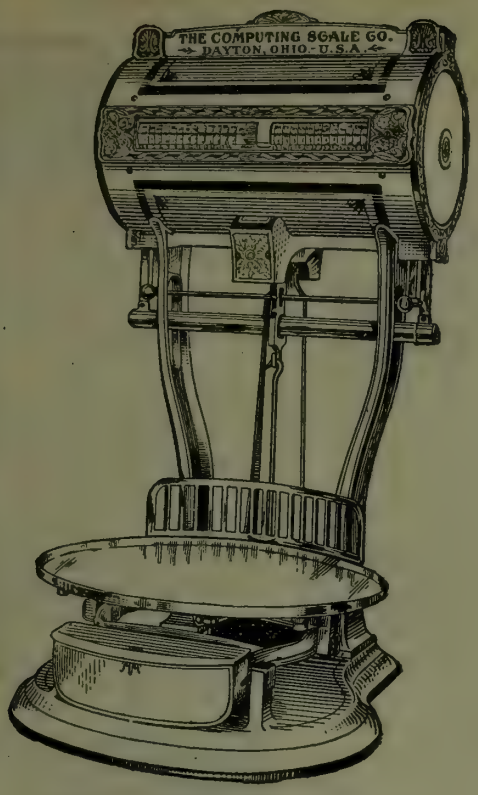
THIS IS
SOMETHING THAT YOU NEED

It is useful, convenient, saves time, temper and trouble and is out of the way. No live grocer is without McGregor's

PATENT BAG HOLDER

Write us for prices

KILGOUR BROS.
19 Wellington St. West, - TORONTO



DAYTON MONEYWEIGHT SCALE
NOTE THE LOW PLATFORM

Overweight Problem

Solved!

With this 1909 visible, self-weighing, self-computing, Automatic Scale, a child can easily, quickly and correctly divide the wholesale purchase into retail packages without a grain of overweight.

This is the simplest, easiest to operate form of

Automatic Weighing Machine

—accurate, reliable, durable.

Gives the exact weight for the exacting dealer.
Gives the exact weight to all customers.
True as steel and built for a lifetime of exact weighing.
Weighs to an ounce, computes to a cent.
Low platform—only 6½ inches from the counter.
Our Automatic scales are equipped with a thermostat, like a watch, which makes them weigh with absolute accuracy in any temperature.
No swinging pendulum, no moving indicators, no poises to shift, no beams to bother with, no ball to forget, no friction to pay for.

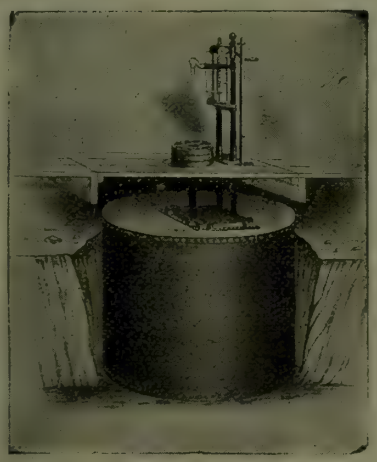
This scale saves time and money.

THE SCALE THAT SAVES IS NO EXPENSE.

Drop us a line for full information.

The Computing Scale Co.

of Canada, Limited
164 W. King St., Toronto, Ont.



Cut 6—Under the Floor Outfit

Turn Your Losses into Profits

Every drop of oil you are now losing through leakage, evaporation and waste means just so much out of your profits.

Stop these losses, turn them into profits by selling your oil from a Bowser Self-Measuring Oil Tank. The Bowser adds to your profits every year an amount that would surprise you.

Is not an investment like this at least worth a thorough investigation? It will cost you but one cent to send a postal for Catalog 5046. Write to-day.

S. F. Bowser & Co., Ltd.

66-68 Fraser Ave., - - TORONTO

If you have an old Bowser and want a new one, write for our liberal exchange offer

THE CONDENSED ADS of The Canadian Grocer are what you should use if you wish to secure a clerk, a traveler or a situation,

QUOTATIONS FOR PROPRIETARY ARTICLES

Baking Powder.

W. H. GILLARD & CO.

Diamond—

1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
½-doz.	5lb.	19 75



MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	



ROYAL BAKING POWDER

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—	
1 lb. tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Baking Powder—	
1-lb. tins, 3-doz. in case, per doz	2 00
½-lb. " " "	1
¼-lb. " " "	0 8

Blue.

Keen's Oxford, per lb	$0 17
In 10-box lots or case	0 16
Gillett's Mammoth, ½ gross box	2 00

Cereals

H-O. COMPANY, ROCHESTER, N.Y.

Per case.		Per case.
Force, 36s	$4 50	Gusto, 36s $2 85
Korn-Kinks, 36s	1.45	H-O. oatmeal, 24, 3 10
Presto, 36s	3.40	Buckwheat, 36s.. 3.50
Pancake, 36s	3.50	Corn Starch, 36s 2.50
Tapioca, 36s	2.85	Farina, 24s 1.70
Hominy, 36s	2.50	



WHITE SWAN SPICES AND CEREALS LTD.

White Swan Breakfast Food, 2-doz. in case, per case, $3.00
The King's Food, 2-doz. in case, per case, $4.
White Swan Barley Crisps, per doz., $1.
White Swan Self-rising Buckwheat Flour, per doz., $1.00.
White Swan Self-rising Pancake Flour, per doz., $1.00.
White Swan Wheat Kernels, per doz., $1.40.
White Swan Flaked Rice, per doz., $1.
White Swan Flaked Peas, per doz., $1.

Chocolates and Cocoas.

THE COWAN CO., LIMITED.



Cocoa—	
Perfection, 1-lb. tins, per doz	$1 50
Perfection, ½-lb. per doz	2 40
Perfection, ¼-lb., per doz	1 30
Perfection, 10c size	0 90
" 5-lb. tins per lb	0 37
Soluble, bulk, No. 1, per lb	0 20
Soluble, bulk, No. 2, per lb	0 18
London Pearl, per lb	0 22

Special quotations for Cocoa in bbls., kegs, etc.

Unsweetened Chocolate—	Per lb.
Plain Rock, ½'s & ¼'s, cakes, 12-lb. bxs	0 36
Perfection Chocolate, 20c size, 2 dozen boxes, per dozen	1 80
Perfection Chocolate, 10c size, 2 and 4 dozen boxes, per dozen	0 90

Sweet Chocolate—

Queen's Dessert, ½'s and ¼'s, 12-lb. bxs., per lb	$0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ½-lb., 12-lb. boxes, per lb	0 30
Parisian, 8's	0 30
Royal Navy, ½'s ¼'s, boxes, per lb	0 30
Diamond, 7's, 12-lb. boxes, per lb	0 24
" ½'s " " "	0 25
" 8's " " "	0 28

Icings for cake—
Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., 2-doz. in box, per doz en 0 90

Confections—	Per lb.
Milk chocolate wafers, 5-lb. boxes	0 36
Maple buds, 5-lb. boxes	0 36
Chocolate wafers, No. 1, 5-lb. boxes	0 30
Chocolate wafers, No. 2, "	0 25
Nonpareil wafers No. 1, "	0 30
Nonpareil wafers, No. 2, "	0 25
Chocolate ginger, 5-lb. boxes	0 30
Milk chocolate, 5c bundles, per box	1 35
Milk chocolate, 5c cakes, per box	1 35

Chocolate—	
Maple buds, 5-lb. boxes, lb	0 33
Vanilla wafers, " "	0 35
" " nonpariels, 5-lb. box	0 35
" " 2's, 5-lb. boxes, lb	0 28
" " 2's, nonpareils "	0 28
Ginger, 5-lb. boxes, lb	0 30
Milk sticks, box	1 35
Milk cakes, 5c. size, box	1 35

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

10c. tins, 4 doz. to case	per doz., $ .90
¼ " " 4 " "	" 2.40
½ " " 2 " "	" 4.75
1 " " 1 " "	" 9.00

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb	0 35
Smaller quantities	0 37

JOHN P. MOTT & CO.'S.
R. S. McIndoe, Agent, Toronto.
Arthur M. Loucks, Ottawa.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
R. J. Bedlington & Co., Calgary, Alta.
Standard Brokerage Co., Vancouver, B.C.

Elite, 10c size (for cooking), doz	0 90
Prepared cocoa, ½'s	0 28
Prepared ½'s	0 28



Mott's breakfast cocoa, ¼'s	90 per dz.
" breakfast cocoa, ½'s	0 38
" " " ¼'s	0 38
" No. 1 chocolate, ½'s	0 32
" Navy " ½'s	0 29
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 24
" Plain choice chocolate liquors	0 32
" Sweet Chocolate Coatings	0 20

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, ½ and ¼-lb. cakes	$0 38
Breakfast cocoa, 1-5, ½, ¼, 1 & 5-lb. tins	0 41
German Sweet chocolate, ½ and ¼-lb. cakes, 6 lb. boxes	0 28
Caracas Sweet chocolate, ½ and ¼-lb. cakes, 6-lb. boxes	0 35
Auto Sweet chocolate, 1-6-lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins	0 47
Soluble cocoa (hot or cold soda 1-lb. tins	0 38
Cracked cocoa, ½-lb. pkgs., 6-lbs. bags	0 34
Caracas tablets, 100 bundles, tied 5s, per box	3 00

The above quotations are f.o.b. Montreal

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—5c., 10c., 20 and 40c. packages packed in 15 lb. and 30 lb. cases.	Per lb.
1 lb. packages	0 26
lb "	0 27
lb. "	0 28
1 and ½ b. packages assorted	0 28½
½ and ¼ b. "	0 27½
¼ lb. packages assorted in 5 lb. boxes	0 28
½ lb. " "	0 29
½ lb. " in 5, 10, 15 lb. cases	0 30

Bulk—

In 15 lb. boxes.	15 lb. pails	and 10, 25 and 50 lb. Tins.	Bbls.
White Moss, 4-oz. style	0 10	0 11	0 17
Best Shredded	0 18	....	0 16
Special Shred	0 17	....	0 15
Ribbon	0 19	....	0 17
Macaroon	0 17	....	0 15
Desiccated	0 16	....	0

White Moss in 5 and 10 lb. square tins, 21c.

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Cocoanut—	
Featherstrip, pails	0 16
Shredded	0 15
In packages 2-oz., 4 oz., 8-oz., lb.	0 22

Condensed Milk.

BORDEN'S CONDENSED MILK CO.
Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
"Eagle" brand (4 doz)	$6 00	$1 50
"Gold Seal" brand (4 doz)	5 00	1 25
"Challenge" brand (4 doz)	4 00	1 00
Evaporated Cream—		
"Peerless" brand evap. cream	4 70	1 20
" hotel size	4 90	2 45





TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 80
Reindeer" brand per case (4 doz.)	5 60





Coffees.

EBY, BLAIN CO. LIMITED.
Standard Coffees.
Roasted whole or ground. Packed in damp-proof bags and tins.

Club House	$0 32
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" " " ground	0 17½
Golden Rio	0 14

Package Coffees

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, ½ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

THOS. J. LIPTON retail wholesale

Lipton's "Special" blend coffee, 1 lb. tins, ground or whole	0 40	0 30

JAMES TURNER & CO.

	Per lb
Mecca	$ 032
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

PATTERSON'S "CAMP" COFFEE ESSENCE
Agents, Rose & Laflamme, Montreal an Toronto.

5 oz. bottles, 4 doz, per doz			1 75
10 " " 4 " "			3 00
Rep. quarts, 1 " "			6 50
Imp. " 1 " "			9 00

WHITE SWAN SPICES AND CEREALS LTD.
White Swan Blend.



1-lb. decorated tins, 32c. lb
Mo-Ja, ½-lb. tins 30c. lb.
Mo-Ja, 1-lb. tins 28c. lb.
Mo-Ja, 2-lb. tins 28c. lb.

Cafe des Epicures—1-lb. fancy glass jars, per doz., $3.60.
Cafe l'Aromatique—1-lb. amber glass jars, per doz., $4.
Presentation, with 3 tumblers, $10 per doz



THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy lithographed canisters	0 30

Cheese—I

Large size jars, per doz	$3 25
Medium size jars, "	4 50
Small size jars, "	2 40
Individual size jars, per doz	1 00



Imperial holder—

Large size, doz.	18 00
Med. size "	17 00
Small size "	12 00

Roquefort—

Large size, doz.	2 40
Small size, "	1 40

Peanut Butter.

MACLAREN'S IMPERIAL CHEESE CO. LTD

Imperial Peanut Butter "Bobs," the Perfect Confectionery.

Large size, cases, 25 cartons	$3.50 each
Small " " 50 "	3.60 "
Assorted, cases, 26 small, 12 large	3.55 "

Net 30 days.

Confections

THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box, "	1 35
" " 10c cakes, 36 in box "	2 55
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
" " No. 2, " "	0 25
Maple Buds, 5-lb. boxes, lb	0 36
Nut Milk Chocolate, ½-lb. cakes, 12-lb. box, lb	0 40

These prices are F.o b. Toronto.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Ltd. Toronto. C. O. Beauchemis & Fils. Montreal $2, $3, $5, $10, $15 and $20.
All same price one size or assorted.

UN-NUMBERED

Under 100 books	each 04
100 books and over	each 03½
500 books to 1000 books	03

For numbering cover and each coupon, extra per book ½ cent.

Cleaner.



	Per doz.
4-oz. cans	$ 0 90
8-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agen

The Davidson & Hay, Limited, Toronto

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.
"Vita" Pasteurized Extract of Beef. Per case.

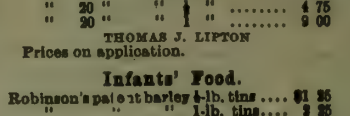
Bottles	1-oz.,	case of 2 doz	$3 20
"	2 "	" 1 "	3 00
"	4 "	" 1 "	4 50
"	20 "	" ½ "	4 75
"	20 "	" ¼ "	9 00

THOMAS J. LIPTON
Prices on application.

Infants' Food.

Robinson's patent barley	½-lb. tins		$1 25
" "	1-lb. tins		2 25
" "	groats ½-lb. tins		1 25
" "	1 lb. tins		2 25

"Mephisto" and "Purity" Canned Lobsters.



1 flats	$4 40	4 60
½ "	2 30	2 40
"	1 40	1 50

Flavoring Extracts.

SHIRRIFF'S

1 oz. (all flavors) doz.	1 00
2 " " "	1 75
2½ " " "	2 00
4 " " "	3 00
6 " " "	3 75
8 " " "	5 50
16 " " "	10 00
32 " " "	18 00

Discounts on application.



Jams and Jellies.

BAYER'S WHOLE FRUIT STRAWBERRY JAM
Agents, Rose & Laflamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz $2 20

THOMAS J. LIPTON
Prices on application.

T. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case per lb.	07½
5 and 7-lb. tin pails, 8 and 9 pails in crate per lb.	0 07
7 wood pails, 6 pails in crate, per lb	0 07
30-lb. wood pails "	0 06½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb.	0 07½
7 wood pails, 6 pails in crate, per lb.	0 0

Classified Advertising

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

Yearly Contract Rates.

100 words each insertion,			1 year.....	$30 00
"	"	"	6 months...	17 00
"	"	"	3 months...	10 00
50	"	"	1 year.....	17 00
"	"	"	6 months...	10 00
25	"	"	1 year.....	10 00

PERIODICALS.

ADVERTISING writers and business men interested in good printing should subscribe to Canada's only printing trade paper, THE PRINTER AND PUBLISHER. Subscription price $2 per annum. Address, 10 Front Street East, Toronto.

CANADIAN MACHINERY AND MANUFACTURING NEWS, $1 per year. Every manufacturer using power should receive this publication regularly, and also see that it is placed in the hands of his engineer or superintendent. Every issue is full of practical articles, well calculated to suggest economies in the operation of a plant. Condensed advertisements for "Machinery Wanted" inserted free for subscribers to the GROCER. "Machinery for Sale" advertisements one cent per word each insertion. Sample copy on request. CANADIAN MACHINERY, 10 Front St. East, Toronto.

COMPLETE information on books, stationery, fancy goods, music, photo supplies and kindred lines is given each month in THE BOOKSELLER AND STATIONER, of Canada. Subscription price $1.00 per annum. Address, 10 Front Street East, Toronto.

THE BUSY MAN'S MAGAZINE is the most popular periodical of its kind. Why? Because each issue contains a strong list of original articles of interest to every Canadian. It also reproduces the most timely, instructive and interesting articles appearing in the other magazines and periodicals of the month. The cream of the world's periodical press is too valuable to overlook. BUSY MAN'S is on sale a. all news-stands. Better still, send $2 for one year's subscription. Mail it to-day. THE BUSY MAN'S MAGAZINE, Toronto.

THE market reports make HARDWARE AND METAL a necessity to every hardware merchant, paint and oil dealer in Canada. It is mailed every Friday. Subscription price is $2 per year. Address HARDWARE AND METAL, Montreal, Toronto or Winnipeg.

FOR SALE.

A LIVE GENERAL BUSINESS — Groceries, two thousand; dry goods and boots, two thousand; two-storey brick store and basement 22 x 165; rent low; best location in town, population eight thousand; turnover last year over forty thousand; reason for selling partner died; easy terms. Guilfoyle Bros., Collingwood. (12)

FOR SALE—Town, city, rights for preserving eggs. None better; fortune builder. Start this spring. W., care GROCER, Toronto. (14p)

ONE Taylor Safe, No. 3, in splendid condition. Price reasonable. E. H. Piggott, Midland, Ont.

DUPLICATING DEVICES.

IF INTERESTED in a Duplicating Machine for getting out circular letters, reports, price-lists, etc., or for printing various office forms, write for booklet and samples of work. The "POLYGRAPH" is the newest, latest and best and sells for a lower price than the others. Is unexcelled by any similar device on the market. F. W. Tenney, Canadian Sales Agent, Stair Building, 123 Bay Street, Room 110, Toronto, Canada.

ADDING MACHINE.

ELLIOTT-FISHER Standard Writing-Adding Machines makes toil easier. Elliott-Fisher Limited, 513, 83 Craig St. W., Montreal and 129 Bay St., Toronto.

BOOKS FOR THE GROCER.

ART AND SCIENCE OF WINDOW DRESSING, by S. W. Roth. Every retail grocer should learn the methods set forth in this book—which is specially written for **Grocers**—on how to make grocery windows attractive and thus draw trade. Every means of successfully displaying goods is treated of in its 14 chapters and 30 illustrations. Price $2.00, postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto

COFFEE, its history, classification and description, by J. M. Walsh. This interesting and instructive book deals with the commercial classification and description, adulteration and detection, and the art of blending and preparing of coffee. Price, $2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include special sales, getting holiday business, co-operative advertising, money-making ideas, contests, etc. Price, $2.50 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

TEA BLENDING as a fine art, by J. M. Walsh. This work is especially designed for the use and instruction of those engaged in the tea and grocery business, containing formulae for the scientific and judicious combination of the different varieties and grades of tea. Price, $2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

TEA, its history and mystery, by J. M. Walsh. The contents of this practical and exhaustive work include cultivation and preparation; adulteration and detection; arts of testing, blending and preparing; chemical and medicinal properties, etc. Price, $2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

SITUATIONS WANTED.

SUCCESSFUL store manager desires change; high grade expert, excellent testimonials. Correspondence invited. Box 296, CANADIAN GROCER, Toronto. [12p]

WANTED.

WANTED in every town and village, a representative to take charge of the circulation of our various publications: — Hardware, and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine. Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

WANTED—Three high-class grocery salesmen for large wholesale house in Winnipeg. Men between 25 and 35 years preferred. Must know wholesale business thoroughly, have good road experience and be first-class salesman. Box 300, CANADIAN GROCER, Toronto. (12)

AGENT WANTED.

WANTED—Manufacturer's agent or jobber in every large distributing center in Canada (where not already represented) to handle our full line of high grade Chocolates and Bon-Bons. Many other leading lines to offer to the right parties. When replying state lines you handle, connections and district covered. The Montreal Biscuit Company, Montreal. [18]

When writing advertisers kindly mention having seen the advertisement in this paper.

MISCELLANEOUS.

A MARKET OF BUYERS, backed up by money to spend, is open to you in the Busy Man's Magazine. Every territory in Canada is represented. If you have something to sell, something you want to buy, a condensed advertisement in the Busy Man's Magazine will put you in touch with the classes you want to reach. Four cents per word will carry your message from Atlantic to Pacific. Send copy of your advertisement along with order to cover cost of insertion. Your announcement will appear under a special heading. Busy Man's Magazine, Montreal, Toronto, Winnipeg.

AUSTRALIA CANADIAN MANUFACTURERS and Exporters—An experienced Canadian salesman of exceptional ability, about to locate in the commercial centre of Australia, will handle and introduce manufacturers' and exporters' products on their own terms. What have you to offer? Address Salesman, care CANADIAN GROCER, Toronto. (12p)

HIGH CLASS COLOR WORK—Commercial stationery, posters. The Hough Lithographing Co., Limited. Office, No. 3 Jarvis St., Toronto. Telephone, Main 1576. Art, good workmanship, business methods.

IT PAYS FOR ITSELF—The money you are now losing because you haven't a National Cash Register, would pay for one in a short time. The National Cash Register Co., F. E. Mutton, Canadian Manager, cor. Yonge St. and Wilton Ave., Toronto, Ont.

NOTICE—Users of Pitner Gasoline Lamps are warned against being induced to purchase parts of other makes of lamps to be used on the Pitner. The most vital part of any lamp is its generator, and the Pitner generator has been granted a patent in Canada, the United States and other countries, on the principle of its improved method of generating gasoline vapour. Supplies and parts for the Pitner Lamps can be received by return mail by applying to our representatives or direct to the Pitner Lighting Co., Limited 36-38 Lombard St., Toronto, Ont.

MAPLE SUGAR—Cakes or tins. Written guarantee of purity. Woodman & McKee, Coaticook, Que. (19p)

IF you are looking for a side line to add to your business, there is none better than COLUMBIA GRAPHOPHONES, Double Disc Records (which means two records for a single price) and Indestructible Records (that will not break or wear out no matter how much you abuse them). The Columbia Phonograph Company is the only firm that manufactures both Disc and Cylinder Machines and Records, therefore, a Columbia dealer has the advantage over all others, as he can furnish his customers with what they want while his competitor has to sell them what he has or lose the sale, which he generally does where there is a Columbia dealer. Are Columbia goods sold in your town? If not, why not? Do you want the exclusive agency? (remember exclusive). You had better write to-day or some one else in your town will read this advertisement and beat you to it. A postal will bring catalogues and full information free. Write to-day. Do it now. TORONTO PHONOGRAPH CO., Limited, Exclusive Columbia Jobbers, 40 Melinda St., Toronto, Canada.

EXPORT TRADE DEPARTMENT.

Firms Abroad Open for Canadian Business.

Messrs. Gordon, McDonald & Co., 6-7 Cross Lane, East cheap, London, invites correspondence, either from Exporters of Canadian produce or Importers of general groceries. From their long experience in Glasgow, Liverpool, and London, they have a wide and comprehensive knowledge of both trades on every side. All goods imported paid cash against documents. References to Montreal firms with whom we have done business for many years. Cable address, "Donable." Codes "A B C," fifth edition, Riverside and Adams.

DAVID SCOTT & CO.

Established 1878. 10 North John St.
LIVERPOOL, ENGLAND.
Splendid connections and references. Try us with a shipment of CANNED GOODS.
T. A.—Scottish, Liverpool.



TRAVELING SALESMEN

EARN BIG SALARIES

From $1,000 to $10,000 a year and expenses. If you want to enter the easiest, best paid profession in the world, our free catalogue "A Knight of the Grip" will show you how. We place hundreds of our graduates in good positions with the best firms all over the United States and Canada. Write (or call) for particulars today. Address Dept. 287 National Salesman's Training Association Chicago, Kansas City, New York, Minneapolis, San Francisco.
Write nearest office.



The fact that we sold more in 1908 than in 1907 and more in 1907 than in 1906 and the fact that so far in 1909 **IT'S THE SAME STORY, "AHEAD OF LAST YEARS SALES,"** is no matter of luck. It's the legitimate result of a policy that brings every man in our immense factory and every department of our manufacture to the display of the utmost possible skill in stove polish making during nearly fifty years of successful endeavor to please the housekeeper Just the kind of goods you want to push.

MORSE BROS., Props. - Canton, Mass., U.S.A.



Do You Recognize Black Knight

It has been introduced to people all over the Dominion in our extensive advertising campaign. Thus we are helping all grocers to increase their sales in this progressive

STOVE POLISH

which is brilliant, lasting and easily applied. In these three essentials it pleases the housekeeper, and constitutes the brand of goods you want to push.

The F. F. Dalley Co., Limited,
HAMILTON, CANADA - BUFFALO, N.Y., U.S.A.



Canada's Leading Metal Polish

Contains no acid or grit.
Preserves metals.
Works easily and quickly.
Imparts brilliant and lasting lustre.
Will not injure the hands.

Royal Polishes Company, Montreal

AGENTS:

Ottawa: General Supply Co., of Canada, Ltd.
Winnipeg: H. W. Glassco & Co. Vancouver: Wm. Erichsen & Son
Halifax: J. C. Calder Sherbrooke: E. H. Bowen
And all dealers.

BLACK JACK

QUICK, CLEAN, HANDY

TRY IT.



SOLD BY ALL JOBBERS

¾-lb. tins—3 doz. in case.



Arctic Refrigerator

For butchers, grocers, hotels, etc. The coldest, driest and most up-to-date refrigerator on the market.

REPRESENTATIVES:

Western Provinces—
Ryan Bros., Winnipeg

Quebec—
Wolf, Sayer & Heller, Montreal

MANUFACTURERS:

JOHN HILLOCK CO., Limited
TORONTO, ONT.

WRITE FOR CATALOG

Worms in Horses and All Live Stock

The eradication of worms from horses and other animals is one of the most striking features of **Molassine Meal,** and is proof of its unique properties. When

MOLASSINE MEAL

is used regularly—although it is quite free from arsenic or drugs—in consequence of its antiseptic properties, all foul or putrid matter is evacuated, worms cannot live, and are naturally expelled.

A food which has effects like this must command the attention of all persons interested in the feeding of horses and cattle.

Sole Importer

ANDREW WATSON
91 Youville Square - - MONTREAL

Sell These And Make Money



"SIMPLY DELICIOUS"
IS THE VERDICT INVARIABLY GIVEN

Agents: Rose & Laflamme, Limited
Montreal and Toronto

WAGSTAFFE'S
Fine old English
Pure Orange Marmalade
Season 1909, now ready.

WAGSTAFFE'S
Jams, Jellies and Sealed Fruits
are better than the imported.
Once tried always used.

WAGSTAFFE, LTD.
Pure Fruit Preservers
HAMILTON

	per lb.
30-lb. wood pails	0 07
Pure assorted jam, 1-lb. glass jars, 2 doz. in case	0 06½
	1 75

Jelly Powders

IMPERIAL DESSERT JELLY



Assorted flavors—gross 10.75.
MacLaren Imperial Cheese Co., Limited

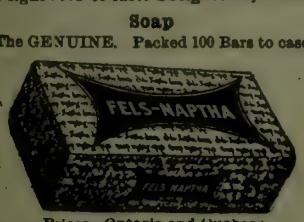


Assorted Case,	Contains 4 doz..$3.60
Assorted Case,	Contains 2 doz..$1.80
Lemon (Straight)	Contains 2 doz..$1.80
Orange (Straight)	Contains 2 doz..$1.80
Raspberry (Straight)	Contains 2 doz..$1.80
Strawberry (Straight)	Contains 2 doz..$1.80
Chocolate (Straight)	Contains 2 doz..$1.80
Cherry (Straight)	Contains 2 doz..$1.80
Peach (Straight)	Contains 2 doz..$1.80

Weight 7 lbs. to case. Freight rate, 3d class.

Soap

The GENUINE. Packed 100 Bars to case.



Prices—Ontario and Quebec:

Less than 5 cases	5 25
Five cases, or over	5 15



THE ROBERT GREIG COMPANY.

White Swan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.

List price

"Shirriff's" (all flavors), per doz.	0 90

Discounts on application.



Lard.

THE N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces	$0 10½
½-bbls.	0 10½
Tubs, 60 lbs.	0 10½
20-lb. Pails.	2 50
20-lb. tins	2 10
Cases 3-lb.	0 11½
" 5-lb.	0 10½
" 10-lb.	0 10½



F.O.B. Montreal.

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper	per lb. $0 40
Fancy boxes (35 or 50 sticks)	per box 1 25
"Ringed" 5-lb. boxes	per lb. 0 40
"Acme" pellets, 5-lb. cans	per can 2 00
" " (fancy boxes 40)	per box 1 50
Tar licorice and Tolu wafers, 5-lb. cans	per can 2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 75
Dulce large cent sticks, 100 in box	....

Lye (Concentrated)

GILLETT'S PERFUMED.

	Per case
1 case of 4 dozen	$3 60
3 cases of 4 dozen	3 50
5 cases or more	3 40

Marmalade.

J. W. WINDSOR, MONTREAL



Scotch Marmalade, 1 and 2 lb. glass jars 1, 4, 5 and 7 lb. tins.
Orange Jelly Marmalade, 1 and 2 lb. glass 5 and 7 lb. tins

Preserved Ginger Marmalade, 1 lb. glass jars.

Pineapple	"	1	" "
Green Fig	"	1	" "
Green Fig and Ginger	"	1	" "
Lemon	"	1	" "
Grape Fruit	"	1	" "

Prices and special quotations.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case	per doz $1 00
16-oz. glass jars, 2 doz. in case	" 1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Pint Sealers (24 oz.), 1 doz in case, per dozen	2 00

SHIRRIFF BRAND



"Imperial Scotch"—

1-lb. glass, doz.	..	1 55
2-lb. " "	..	2 80
4-lb. tins, "	..	4 65
7-lb. " "	..	7 35

"Sbredded"—

1-lb. glass, doz.	....	1 90
2-lb. " "	....	3 10
7-lb. tins, "	....	8 25

THOMAS J. LIPTON
Prices on application

Mince Meat

Wethey's condensed, per gross net	$12 00
" per case of 3 doz. net	3 00



ST. CHARLES CO.
DENSING CO.

PRICES:

St. Charles Cream family size, per case	$4.70
Ditto, hotel,	4.90
Silver Cow Milk	5.00
Purity Milk	4.70
Good Luck	4. 0

Mustard

COLMAN'S OR KEEN'S

D.S.F. ¼-lb. tins	per doz.	$ 1 40
" ½-lb tins	"	2 50
" 1-lb. tins	"	5 00
Durham 4-lb. jar	per jar	0 75
" 1-lb. jar	"	0 25
F.D ¼-lb. tins	per doz.	0 85
" ½-lb. tins	"	1 45

Olive Oil

LAPORTE, MARTIN & CIE., LTD.

Minerva Brand—

Minerva, qts. 12's	$ 5 75
" pts 24's	6 50
" ½-pts. 24's	4 25

Sauces

PATERSON'S WORCESTER SAUCE

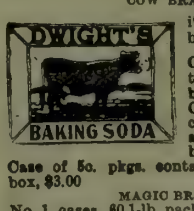
Agents, Rose & Laflamme, Montreal and Toronto

½-pint bottles, 3 & 5 doz., per doz.	0 90
pint " 3 doz.	1 75

THOMAS J. LIPTON
Prices on application

Soda

COW BRAND

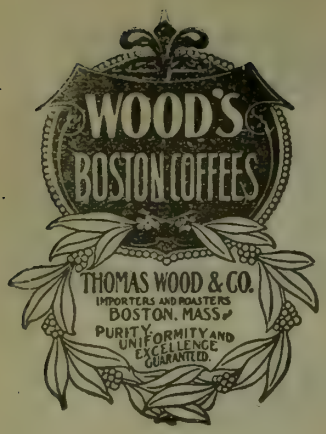


Case of 1-lb. contain bug 60 packages, per ox, $3 00
Case of ½-lb. containing 120 pkgs. per box, $3.00
Case of 1-lb. and ½-lb. containing 30 1-lb. and 60 ½-lb. pkgs, per. box $3.00
Case of 5c. pkgs. containing 96 pkgs. per box, $3.00

MAGIC BRAND

	Per cas
No. 1, cases 60 1-lb. packages	$ 2 75
No 2, " 120 ½-lb. "	2 75
No. 3, " 30 1-lb. " / 60 ½-lb. "	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75

LITTLE HELPS or GREAT HELPS?



"Every little helps"—yes it does.

But this generation moves very rapidly; more business can be done in an hour than in a day a few years ago.

However many "little helps" a grocer may have, Great Helps are a necessity to establish and round out successful trade; and to the latter belong

WOOD'S COFFEES

—greatest helps for the beginner, greatest for the ripe trader.
"WOODS," as applied to Coffees, means the BEST of the world's products graded and classified.

Canadian Factory and Salesrooms:
No. 428 St. Paul Street, - MONTREAL

Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors.....per gross	$10	20
" " black..... "	15	30
Oriole soap..... "	10	20
Gloriola soap..... "	12	00
Straw hat polish..... "	10	20

3 doz. to box..... $3 45.

6 doz. to box $6 90

30 days.



1 Box Price $1.00

5 Box Price $5.90

Freight paid on 5 box lots.

Starch

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb
No. 1 White or blue, 4-lb. carton.	$0 07
No. 1 " " 8-lb. "	0 07
Canada laundry.....	0 05½
Silver gloss, 6-lb. draw-lid boxes.	0 08
Silver gloss, 6-lb. tin canisters....	0 08
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal....	0 06½
Benson's satin, 1-lb. cartons.....	9 07½
No. 1 white, bbls. and kegs.....	0 06
Canada White Gloss, 1-lb. pkgs...	0 06
Benson's enamel....per box 1 50 to	3 00
Culinary Starch—	
Benson & Co.'s Prepared Corn....	0 07½
Canada Pure Corn	0 06
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
" " 1 " or blue,	

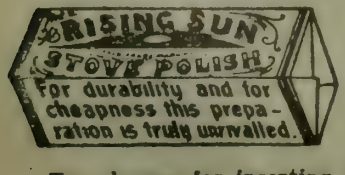
BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.....	0 6½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb....	0 06½
Barrels, 200 lb.....	0 7½
Kegs, 100 lb.....	0 06
Lily White Gloss—	
1-lb. fancy cartons, cases 50 lb.	0 08
6-lb. toy trunks, 8 in case.....	0 08
6-lb. enameled tin canisters, 8 in case.....	0 08
Kegs, ex. crystals, 100 lb.....	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.....	$0 08
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	3 60

Stove Polish.

	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes....	10 00
Sun Paste 5c. size, ½-gross boxes....	5 00



JAMES' DOME BLACK LEAD

	Per gross
6a size	$2 40
3a "	2 50

NICKLE PLATE STOVE POLISH.

Pints.....	2 90
Quarts.....	5 40
½ gallons.....	5 10
Gallons.....	4 80
5 gallons.....	4 50

Syrup.

EDWARDSBURG STARCH CO., LTD.

"Crown" Brand Perfection Syrup.

Barrels, 600 lbs.....	0 03½ per lb.
Half-barrels, 350 lbs...	0 03¾ "
Kegs, 150 lbs.....	0 03¾ "
2-gal. pails 25 lbs.....	1 25 each
3 " " 38½ lbs.....	1 75 "
Plain tins, with label—	Per case.
2 lb. tins, 2 doz. in case.....	2 40
5 " 1 " "	2 75
10 " ½ " "	2 85
20 " ¼ "	2 60

(5, 10 and 20 lb. tins have wire handles.)

Teas.



THE "SALADA" TEA CO.

	Wholesale	Retail.
Brown Label, 1's and ½'s	$0 25	$0 30
Green Label, 1's and ½'s	0 27	0 35
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 35	0 50
Gold Label, 1's and ½'s..	0 44	" 60
Red-Gold Label, ½'s.....	0 55	0 80



EMPIRE PACKAGE TEA

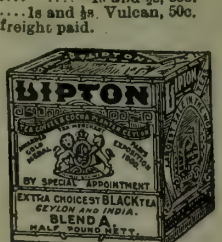
Cases 30 and 50 lbs. each—Black, Mixed, and Green Ceylon.

25c..... ....1s, 20c.; ½s, 21c.	
30c..... .....1s and ½s, 23c.	
40c..... ..... 1s and ½s, 28c.	
50c..... .... 1s and ½s, 35c.	
75c.....1s and ½s, Vulcan, 50c.	

100 lb. lots freight paid.

LIPTON'S TEA

Thomas J. Lipton
75 Front St. East, Toronto.



Packed in air-tight tins only.

	wholesale	retail
Blue label ¼'s and 1's	0 24	0 30
Orange " ¼'s, ½'s and 1's	0 30	0 40
Pink " ⅛'s & 1's, tins	0 35	0 50
Red " Dominion blend, ¼'s and 1's.....	0 44	0 60
Gold " Afternoon blend, ¼'s and 1's	0 50	0 70
Blue Label, ¼'s.....	0 21	0 26
Orange Label, 1's and ½'s	0 23	0 40
Blue Label, 1's	0 20	0 25
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ¼'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ¼'s.....	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—	
Victoria, hf-c, 80 lbs	0 25
Princess Louise, hf-c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs.....	0 19



BLUE RIBBON TEA CO., TORONTO

	Wholesale	Retail
Yellow Label, 1's.....	0 20	0 25
" " ½'s....	0 21	0 25
Green Label, 1's and ½'s.....	0 24	0 30
Blue Label, 1's and ½'s.....	0 25	035
Red Label 1's, ½'s and ¼'s..	0 30	0 40
White Label, 1's, ½'s and ¼'s..	0 35	0 50
Gold Label 1's and ½'s.....	0 43	0 60
Purple Label, ½'s and ¼'s.....	0 55	0 80
Embossed, ½'s and ¼'s.....	007	1 00



	Wholesale	Retail
Pink Label 1's and ½'s	30c.	40c.
Gold Label 1's and ½'s	35c.	50c.
Lavender Label 1's and ½'s	42c.	60c.
Green Label 1's and ½'s	50c.	75c.

Canisters		
Gold Tins, 5's	35c. 1.75	50c. 2.50
Gold Tins 3's	35c. 1.05	50c. 1.50
Gold Tins, 1's	36c. each	50c. each
Gold Label, ¼'s	18c ea. 36 lb.	25c ea. 50 lb.
Red Tins, ½'s	35c ea. 70 lb.	50c ea. 1 00 lb.
Red Tins, ¼'s	18c ea. 72 lb.	25c ea. 1.00 lb.



MELAGAMA TEA.

MINTO BROS., 55 Front St. East

	Wholesale	Retail.
Black, green, mixed, ¼s.....	0 70	1 00
" " ½s.....	0 55	0 80
" " 1s	0 44	0 60
" " 1 lbs. & ½s.	0 40	0 60
" " ¼s.....0 38	0 50	
" " 1 lbs. & ½s.	0 35	0 50
" " 1 lbs. ¼s....	0 30	0 40
" " ½s....	0 32	0 40
" " ¼s.....	0 25	0 30
" " 1 lbs.....0 24	0 30	

We pack Japans in all grades at same prices. We pack in 50 and 100 lb. cases. All delivered prices.



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 35c.....	$0 20
" " ½-lb. " "	0 21
Blue Label, retail at 30c.....	0 23
Green Label. " 40c.....	0 30
Red Label, " 50c.....	0 35
Orange Label, " 60c.....	0 42
Gold Label, " 80c.....	56

RIDGWAYS.

London, Vancouver Winnipeg and Ceylon.



	Wholesale.	Retail.
Capital Household, 1's and ½'s	0 40	0 60
Old Count y, 1's and ½'s.....	0 30	0 50
5 o'clock, 1's and ½'s.....	0 35	0 60
H.M.S., 1's and ½s.....	0 43	1 00
Ridgway's Standard Bulk Blend in stock at all our branches in Canada.	0 75	



THOMAS WOOD & CO.

Montreal and Boston

	wholesale	reta
Wood's Primrose, per lb.. ..	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ½-lb. tins. All grades—either black, green or mixed.

Tobacco.

IMPERIAL TOBACCO COMPANY OF CANADA, LIMITED—EMPIRE BRANCH.

Chewing—Black Watch 5s.....	56
Black Watch 11s	38
Bobs 5s and 10s.....	38
Bully 6s.....	44
Currency 5½s. and 10s.	38
Stag 5s.....	38
Old Fox 12s.....	44
Pay Roll Bars 7½s.....	56
Pay Roll 7s.....	56
Plug smoking—Shamrock 6s., plug or bar	45
Rosebud Bars 6s..	45
Empire 5s, and 10s.....	36
Amber 8s. and 3s.....	60
Ivy 7s.	50
Starlight 7s	70
Cut Smoking—Great West Pouches, 7s..	51

JOS. COTE, QUEBEC.

Cigars	
St. Louis (union), 1-20.....	$33 00
St. Louis, 1-40.....	35 00
St. Louis, 1-100.....	35 00
Champlain, 1-20.....	35 00
Champlain, 1-40	36 00
El Sergeant, 1-20.....	55 00
El Sergeant, 1-40	55 00
El Sergeant, 1-100.....	55 00
Cut tobaccos.	
Petit Havana, ¼, 1-12—1-6.....	0 40
Quesnel, 1-4, 1-2	0 65
" 1-9	0 55
Cote's Choice Mixture, ½-lb tins.....	0 75
" " ¼-lb "	0 70
" " 1-lb "	0 00

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz.....	$15 00
Absorbine Jr., per dozen.....	9 00

Yeast.

Royal yeast, 3 doz. 5 cent. pkgs	$1 10
Gillett's cream yeast, 3 doz. in case ..	1 10



For charges for inserting quotations in this dept. apply to Adver. Manager, The Canadian Grocer, at our nearest office.

TANGLEFOOT FLY PAPER The Standard throughout the world for more than twenty-five years. ALL OTHERS ARE IMITATIONS.





"GLOBE" with Percolator.

This pot speaks for itself. When tea is drawn take the Percolator out and tea remains free from tannin.

We make seven sizes of this, also The Champion Tea Pot. Send for price list.

R. CAMPBELL'S SONS

HAMILTON POTTERY

HAMILTON, - ONTARIO

WARNING!

Crescent BM&Co TRADE MARK. Brand

(SODA CRYSTALS (WASHING SODA)

Foreign Soda Crystals—and some of English manufacture—are being extensively offered for sale in this country which are grossly adulterated with Glauber-Salts (Sulphate of Soda), a cheap product which is not only entirely useless for washing purposes, but is even likely to injure the fabrics with which it comes in contact. The Adulterated Soda-Crystals, although nominally lower in price than BRUNNER MOND'S PURE SODA CRYSTALS, are in reality much dearer owing to the large quantity of useless and injurious matter which they contain.

BRUNNER, MOND & CO., LIMITED
WINN & HOLLAND, Agents
MONTREAL

FREQUENCY OF SAILINGS

Every twelfth day a Pickford and Black steamer leaves Halifax for Bermuda, The British West Indies and Demerara, and is away thirty-eight days. A delightful trip for moderate cost. Write us.

PICKFORD & BLACK
HALIFAX

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters
'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England
Agent:
JOHN FORMAN, - 644 Craig Street
MONTREAL.

For best values in
CURRANTS
Get quotations on fruit exported by
J. Caramandani & Co.
Patras, . Greece
Cleaners and Exporters, Est. 1878
Apply to General Agents in Canada:
J. L. Watt & Scott - Toronto
Watt, Scott & Goodacre, - Montreal

TWO CENTS PER WORD

You can talk across the continent for two cents per word in a Canadian Grocer Want Ad.

SALT SALT

All Kinds

VERRET, STEWART & CO.
LIMITED
MONTREAL

SALT SALT

We have some of the most delicious

Tender Little Beets

you ever saw

We have them in 2-lb. cans, every can wrapped in tissue

If your customers once used these, they would have no other.

Write us for fuller particulars

J. H. WETHEY, LIMITED
ST. CATHARINES



Empire Brand

BUY IMPERIAL VINEGAR
Why? Also
EMPIRE SPICES
Why? Also
BULK PICKLES
Why? Ask our travellers or communicate with us.

4
Free Phones
Use Them

GEO. E. BRISTOL & CO.
Wholesale Grocers
Hamilton, - - - - Ontario

CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

Montreal: 232 McGill St. Toronto: 10 Front St. East. Winnipeg: 511 Union Bank Building. London, Eng.: 88 Fleet St., E.C.

VOL. XXIII. PUBLICATION OFFICE: TORONTO, MARCH 26, 1909. NO. 13.



Spring Cleaning

It is time to think of your Spring cleaning supplies. One of the most necessary lines is

Keen's Oxford Blue

Get the best Blue while you are about it Keen's is that "Best". Sold all over Canada.

FRANK MAGOR & CO., 403 St. Paul Street, **MONTREAL**

Agents for the Dominion of Canada

Syrup Suggestions

Your customers are looking for suggestions all the time. Try them with

"Crown Brand" Table Syrup

Suggest it with pastry and dressing of Cocoanut.
It is also delicious with bread, toast, rolls, puddings, etc.
It will only take a moment's time to do this and will bring you increased trade.

Order from your jobber.

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, Toronto, Ont. Works, Cardinal, Ont. 164 St. James St., Montreal



SATISFACTORY PROFITS

Are best obtained by selling goods which will give satisfaction.

Satisfied customers are valuable assets in any business.



IMPERIAL PRODUCTS

are eminently satisfactory

Manufactured and guaranteed pure by



MacLaren Imperial Cheese Company Limited

Toronto, Ont. **Detroit, Mich.**

Canned Where Caught

The "THISTLE" Brand of CANNED HADDIES, KIPPERED HERRINGS, and HERRING AND TOMATO SAUCE, are canned right where they are caught—at the water side. How better could you preserve the natural richness and delicate flavor of the fish? IMPOSSIBLE.

But that is not all, because Captain Austin has the unequalled skill of a lifetime of experience. THERE'S NO DIRT OR SLIME—NO UNCLEANLINESS TO BE FOUND IN THE "THISTLE" BRAND. The reputation of the foremost fish-curer in the country is at stake under the label of the "THISTLE" brand. Buy it and you buy the best.

"THISTLE" BRAND FISH

Arthur P. Tippet & Co.
Agents

"Shell" Brand Castile Soap





The "Shell" Brand of Castile Soap is packed only by Couret Freres, of Marseilles, France.

The leading brand in the Dominion.

Sixty-seven per cent. pure oil. Seven per cent. more of pure oil than you'll get in ordinary Castile Soap.

In 1-lb. bars and upwards—also in pressed cakes.

"Shell" Brand Sold by Leading Jobbers.

Arthur P. Tippet & Co.
Agents



MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY



Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

HAMILTON

THE MAN ON THE SPOT
"There is many a slip between the enquiry and the reply." The man on the spot gets the order.—That's me.
FACE TO FACE BUSINESS
G. WALLACE WEESE
Manufacturers' Representative. Hamilton, Can.
Offices, Myles' Fireproof Storage Warehouse.
WRITE ME TO-DAY

HALIFAX

J. W. GORHAM & CO.
JERUSALEM WAREHOUSE
HALIFAX, N.S.
Manufacturers' Agents and Grocery Brokers.
WAREHOUSEMEN
can give close attention to few more first-class agencies. Highest references.

MONTREAL

FOR SALE
Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.
J. T. ADAMSON & CO.
Customs Brokers and Warehousemen
27 St. Sacrament Street, Montreal
TEL. MAIN 778 BOND 28

ROBERT ALLAN & CO.
General Commission Merchants
MONTREAL
Fish, Oils, Beans, Peas and Produce.
Agents: "Royal Crown" Skinless Codfish.
Representing Morris & Co. Chicago, Pork and Lard.

J. WALTER SNOWDON
MANUFACTURERS' AGENT AND BROKER
Open for exclusive representation of one or two more reliable houses with good grocery lines. Correspondence solicited.
Address
23 Burton Ave., Westmount, Montreal

D. McL. BROPHY
414 St. Paul St. - - Montreal
Broker and Manufacturers' Agent
Open to represent one more up-to-date house desirous of utilizing my excellent connection with the grocery trade.
Correspondence will receive prompt attention

MOOSE JAW

D. STAMPER
GROCERY AND FRUIT BROKER
AND MANUFACTURERS' AGENT
Goods Stored and Distributed
Warehouse, City Spur Track
P.O. Box 793 MOOSE JAW, SASK.

NEWFOUNDLAND

T. A. MACNAB & CO.
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's.
Codes: A, B, C, 5th edition, and private.

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G. C. WARREN
Box 1036 - REGINA
Manufacturers' Agent and Commission Merchant. Direct importer of all grades of pure Ceylon Teas, and Grocery and Drug Specialties. Dealer in Coffees, Spices, Mustard, etc. Established eleven years. More lines desired.

ST. JOHN

W. S. CLAWSON & CO.
Manufacturers' Agents and Grocery Brokers
WAREHOUSEMEN
ST. JOHN, - N.B.
Open for a few more first-class lines

TORONTO

FINEST STORAGE
in Toronto. Our own warehouse.
Lowest possible rates.
Also lowest insurance rates.
W. H. MILLMAN & SONS
GROCERY BROKERS
TORONTO

W. G. A. LAMBE & CO.
Toronto
Grocery Brokers and Agents.
Established 1885.

TORONTO

W. G. Patrick & Co.
Manufacturers' Agents and Importers
29 Melinda St. Toronto

MacLaren Imperial Cheese Co. Limited
AGENCY DEPARTMENT:
Agents for Grocers' Specialties and Wholesale Grocery Brokers
TORONTO, Ont. DETROIT, Mich.

Don Storage and Cartage Co. Limited
81 Front Street East
PHONE M. 2823
Storage facilities unequalled in city — Special cartage delivery — Lowest rate of insurance.

Wholesale Grocery Brokers and Manufacturers' Agents
Connection with Jobbing Trade of Toronto, Hamilton and London. Foreign and Domestic Agencies Solicited. Best of Storage Accommodation.
LIND BROKERAGE CO.
23 Scott Street Toronto

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CARMAN BROKERAGE Co.
Wholesale Grocery Brokers
141 Bannatyne St. E. WINNIPEG, MAN
We keep in close touch with the wholesale trade—Winnipeg and West—write us.

C. & J. JONES
WHOLESALE BROKERS
MANUFACTURERS' AGENTS
AND IMPORTERS
62 SCOTT BLOCK - - WINNIPEG, MAN
Domestic Agencies Solicited
Good Storage Facilities

WATSON & TRUESDALE
(Successors to Stuart Watson & Co.)
Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG, - MAN.
Domestic and Foreign Agencies Solicited.

(Continued on page 4).

SPRING HOUSE CLEANING

Is always time for special activity in household requirements.
There'll be the demand—See that you are prepared to meet it.

WE HAVE THE STOCK THAT'S RIGHT—AT RIGHT PRICES.

BRUSHES

SCRUB, SHOE, STOVE, KALSOMINE, WHITEWASH.

BROOMS, MOPS, CLOTHES PINS

Special quotations on 6 doz. lots of BROOMS, freight prepaid to your station.

COTTON — CLOTHES LINES — SISAL

WASHBOARDS

LIGHT IMPROVED, SOLID-BACK GLOBE, NICKEL PLATE, BRASS KING, GLASS KING.

PAILS — WOODENWARE — TUBS

The "MADE IN CANADA" kind that gives satisfction to both seller and user.

SPECIAL QUOTATIONS ON LOTS PREPAID FROM FACTORY

ALSO A FULL STOCK of every well known brand of SOAPS, WASHING POWDERS, METAL POLISHES, Etc.

WE ARE QUOTING SPECIALLY LOW PRICES ON ALL LINES. SEND US YOUR ORDERS.

EBY-BLAIN, Limited, Wholesale Grocers TORONTO

QUALITY

Is the chief consideration every up-to-date Grocer has to consider now-a-days if he wishes to please his customers.

Ram Lal's Pure Tea

FIRST package tea sold in Canada.
SECOND to none in quality and flavor.
THREE times as economical as other package teas.
FORE-most in giving satisfaction.

Prices and particulars on application.

266 St. Paul St., Montreal — RAM LAL'S PURE TEA CO., LIMITED

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R. B. COLWELL
Representing in
Nova Scotia
Maritime Dairy Co.
Sussex Mineral Springs Co.
Ingersoll Packing Co.
Asepto Mfg. Co
Ebony Polish Co.
E. D. Smith
Also Dealer in Butter, Eggs and Cheese. Consignments solicited. Highest market prices guaranteed. Quick turnover and prompt returns.
CORRESPONDENCE REQUESTED
265 Barrington St.
Halifax, N.S.

SASKATOON

CLARE, LITTLE & CO.
WESTERN DISTRIBUTORS
Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business Solicited.
PHONE 159 SASKATOON,
P.O. BOX 257. Western Canada

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H. S. MacGACHEN & CO.
27 Manhattan Block VANCOUVER, B.C.
Commission Brokers and
Importers. Warehousing.
Agencies solicited for this Province.



It dries them up Common Sense
KILLS { Roaches and Bed-Bugs / Rats and Mice
All Dealers and 381 Queen St. W., Toronto, Ont.
Dealers find Common Sense a very good seller, for the reason that it gives general satisfaction and each customer tells others about same. Write for prices.

THE PEOPLE OF
JAMAICA
are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the
KINGSTON
"GLEANER"
might bring inquiries. Better write for rates to
I. C. STEWART, Halifax



is without a peer in the Canadian market.

No tea is more extensively advertised or better known.

Good tea is a magnet which always draws trade.

Ridgways Tea will be a trade winner for your store.

CANADIAN OFFICE,
VANCOUVER, B.C.

Agents—Richards & Brown, 314 Ross Avenue, Winnipeg, Man.

ESTABLISHED 1849
BRADSTREET'S
Capital and Surplus, $1,500,000
Offices Throughout the Civilized World
Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claims as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices.
Correspondence Invited.

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WINNIPEG, MAN.
HAMILTON, ONT
MONTREAL, QUE.
QUEBEC, QUE.
TORONTO, ONT.
VANCOUVER, B.C.

—OFFICES IN CANADA—

THOS. IRVING, General Manager
Western Canada, Toronto

A. Boake, Roberts
& Co., Limited
STRATFORD
LONDON - - ENGLAND

For:—
Vinegar and
Sauce Coloring

Essential Oils
Essences
Oil Lemon

Acid Phosphate &
Phosphate Lime
Precip.

Harmless
Colorings

Herbs, Roots, etc.

CANADIAN AGENTS:—
Andrews, Gillespie & Co.
CORISTINE BLDG.
MONTREAL

To
Brokers and Manufacturers' Agents
—Your business card on this page will keep
—your name and field of operations before
—Manufacturers, importers and others
—looking for responsible representatives.
It costs you little and means much to you if you are looking for agencies.
Write for particulars to
THE CANADIAN GROCER
Montreal Toronto Winnipeg

To the Trade:

Do You Know Why

CEYLON TEA

IS SO

Rapidly Displacing the Thin Light Teas, Here, in America?

(Two and Three Quarter Millions Increase in Direct Shipments Alone in 1908 over 1907.)

First: Because it Takes a Strong, Full-Bodied Tea to Satisfy the Coffee-Educated Palate;

Second: Because of Its Piquant Flavor;

Third: Because of Its Unvarying Excellence;

and

Fourth: Because of Its Cheapness Regardless of Cost.

A Pound of Ceylon Tea
"Goes Twice as Far"
as the Light Thin Tea.

Old Homestead Brand

has now been so long before the public that it has passed the experimental stage and is to-day one of the strongest selling and popular as well as one of the most widely known and eminently satisfactory of

Canned Fruits and Vegetables

There is no county in Ontario which raises finer fruit or more luxuriant vegetables than Prince Edward. Every employee in our factory and every department in production puts forth the utmost effort to make our products

PURE, DELICIOUS AND PALATABLE.

Order From Your Jobber.

The Old Homestead Canning Co.

Picton **Ontario**

Making the Customers Come Back

That's just what

"Pride of Niagara Falls" Brand Canned Goods

have been doing this Season

They'll keep on doing it. It's all owing to the quality and methods employed in the most modern and sanitary factory in Canada. We have on hand

Select Hand Picked Tomatoes
Refugee Wax Beans

These are not cheap goods but THE BEST. Can be obtained through the following agents:

Eby-Blain, Limited, Toronto. **Frank L. Benedict & Co., Montreal**

F. H. Wiley, Winnipeg, Western Agent.

The Wise Grocer

is placing his order for 1908 pack and buying

"PEERLESS" Brand
Canned Goods

Put up by the Beamsville Preserving Co., Limited.

SOLE DISTRIBUTORS:

WARREN BROS. & CO., - LIMITED
TORONTO and KINGSTON



Tilbury Brand Tomato Catsup

made in Canada's best equipped Canning Factory

A Strictly High Grade Catsup at a Standard Grade Price

A Trade Winner

Selling Agents:

GREEN & CO., 25 Front Street East, Toronto.
RYAN BROS., 147 Bannatyne Avenue, Winnipeg.

The Tilbury Canning Company, Limited, Tilbury, Ont.

Unequalled in Quality

and a Producer of Permanent Profit

QUAKER Canned Goods

THE BLOOMFIELD PACKING CO.

BLOOMFIELD, ONT.



BALAKLAVA SARDINES

Packed in Salad Oil

This is a perfect brand of Sardines packed in a modern factory under highly sanitary conditions. They are fish that your customers will come back for.

Send in your order

Eastern Canning Company, L'Etang, N.B.

MOLASSES AND SYRUPS

GINGERBREAD BRAND MOLASSES
(IN TINS)

2's, 3's 5's, 10's, 20's
1, 2, 3, 5 gal. Pails

GOLDEN SLING SYRUP
(IN TINS)

2's 3's 5's 10's 20's
1, 2, 3, 5 gal. Pails

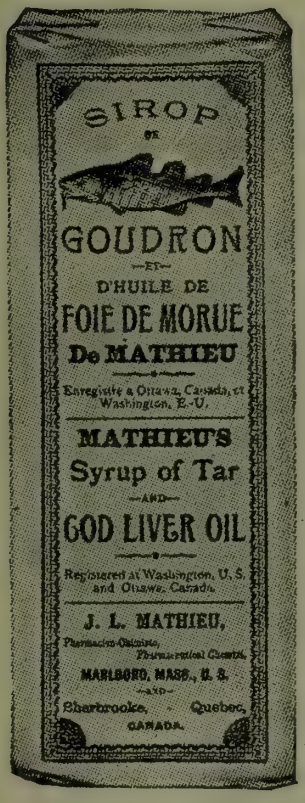
"THE BEST THERE IS"

Agents

C. E. Paradis.	Quebec	W. H. Escott,	Winnipeg.
C. DeCarteret,	Kingston.	R. S. Bedlington & Co.,	Calgary
Jas. N. McIntosh,	Ottawa	Tees & Peerse,	Edmonton.
Geo. Musson & Co.,	Toronto.	Wilson & McIntosh,	Vancouver
J. W. Bickle & Greening,	Hamilton.	C. Leonard Grant,	P. E. Island
S. H. Gillespie,	London		

Dominion Molasses Co.,
LIMITED

Halifax, - Nova Scotia



WHY YOU SHOULD SELL

MATHIEU'S SYRUP

of Tar and Cod Liver Oil

REASON NO. 1

Nine of every ten people when troubled with a cough or cold call for Mathieu's Syrup.

Hence there is no time wasted in selling it. It almost sells itself. This is the result of its exceptional curative properties in all chest and throat complaints — backed up by good advertising.

This advertising consists of

1. Our newspaper campaign.

2. One person recommending it to another, and probably telling him that he got it at your store.

3. Dealers who know a good article when they see it and gladly recommend it to their customers and friends.

Let us have an order from you to-day.

J. L. MATHIEU CO., Props., SHERBROOKE, P.Q.

Sold by wholesale trade everywhere Distributors for Western Canada.

Foley Bros., Larson & Co., Wholesale Grocers and Confectioners, Winnipeg, Edmonton, Vancouver.

L. Chaput, Fils & Cie., Wholesale Depot, Montreal

The LOBLAW CREDIT SYSTEM

Saves time, expense and mistakes in rendering accounts. Every progressive merchant should have one.

Write or phone

The CARTER-CRUME COMPANY, Ltd
TORONTO and MONTREAL

R. B. Wiseman & Co.

123 Bannatyne Avenue East ***WINNIPEG, MAN.***

Warehousemen, Forwarding Agents and Wholesale Brokers

We make a specialty of distributing car lots. Goods stored at reasonable prices. Our facilities are unequalled. Warehouse situated in the wholesale district. Consign your cars to us, and we will look after everything. This is our business, having been established for years. If interested, we will gladly furnish you with a list of satisfied customers.

Reference—Bank of Ottawa, Winnipeg

Think a Moment

It's all nonsense to say that other Chocolates "sell as well," "please as well," or "are as good" as Chocolate Bordeaux."

There is no Chocolate as good as "Bordeaux," and for this reason "Bordeaux" sells more quickly and pleases better than any other.

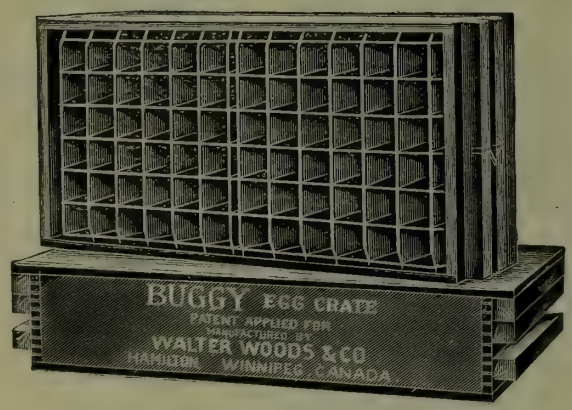
Get it into stock and you will soon know why it pays to sell "Bordeaux." Quality will build a reputation, and only "Quality" will maintain it.

Write for free samples and full particulars. Do it right now.

The Montreal Biscuit Company, Montreal, Manufacturers of Biscuits and Confectionery

The House for Rapid-Selling Novelties

Buggy Egg Crate



Everybody Says So:

"Just the thing" "Been looking for this"
"Well, how simple" "So handy"

Every Dealer Should Have Them

Walter Woods & Co.

Hamilton and Winnipeg

Now Is The Time

to see that you are supplied with ***BRUSHES*** for

Spring Trade

Your stock will not be complete without our

READY SELLERS

Ask your jobber for the Keystone Brand.

Manufactured by

STEVENS-HEPNER CO. Limited

Port Elgin, Ontario

DO YOU WANT to buy or sell anything, to engage a clerk or secure a situation? Try a Condensed Ad. in The Canadian Grocer, it will bring results. Two cents per word for first insertion, one cent per word for each subsequent insertion. See page 69 for yearly rates.

Uniform
Delicious
Healthful
Economical

Every pound of tea you sell MUST be of uniform quality to ensure continual satisfaction. It must be the same to-day, to-morrow and years hence. It must be delicious, healthful and economical. It must be a tea that you can recommend with CONFIDENCE. A tea that will do credit to your recommendation. A tea that will attract trade and hold trade. You can DEPEND upon every pound of tea you sell doing this if it is

"SALADA"

It is of the highest possible quality.
Absolutely guaranteed to give satisfaction.
For seventeen years it has enjoyed a reputation of serving the public well.
This is of great importance to YOU.

Canadian Offices **Toronto or Montreal**

British America Assurance Company
A. D. 1833
FIRE & MARINE
Head Office, Toronto

BOARD OF DIRECTORS
Hon. Geo A. Cox, President W. R. Brock, Vice-President
Robert Bickerdike, M.P., W. B. Meikle, E. W. Cox, Geo. A. Morrow,
D. B. Hanna, Augustus Myers, John Hoskin, K.C., LL.D.
Frederic Nicholls, Alex. Laird, James Kerr Osborne, Z. A. Lash, K.C.
Sir Henry M. Pellatt, E. R. Wood.

W. B. Meikle, General Manager; P. H. Sims, Secretary

CAPITAL - - - - - - - - $1,400,000.00
ASSETS - - - - - - - - - 2,162,753.85
LOSSES PAID SINCE ORGANIZATION, 29,833,820.96

WESTERN ASSURANCE COMPANY.
Incorporated 1851
FIRE AND MARINE

HEAD OFFICE—TORONTO, ONT.

Assets over - - $3,570,000
Income for 1906, over 3,609,000

HON. GEO. A. COX, President,
W. R. BROCK, Vice President
W. B. MEIKLE, General Manager
C. C. FOSTER, Secretary

TO THE TRADE

Our stocks of Staple and Fancy Groceries are now complete and merchants in New Ontario will find it to their advantage to order from us. Prices on all lines are as low as those of Eastern Wholesalers and we save ten day or two weeks on deliveries.

Canned Goods	Dried Fruits
Cereals	Biscuits
Pickles	Candy
Starch	Milk
Syrup	Cream
Spices	Jams
Extracts	Jellies
Tobacco	Sugar
Cigars	Butter
Cigarettes	Eggs

Get our prices on the above lines before ordering.

We help the retailer by carrying the stock and supplying him in small quantities at the same prices as he could buy at east in larger lots.

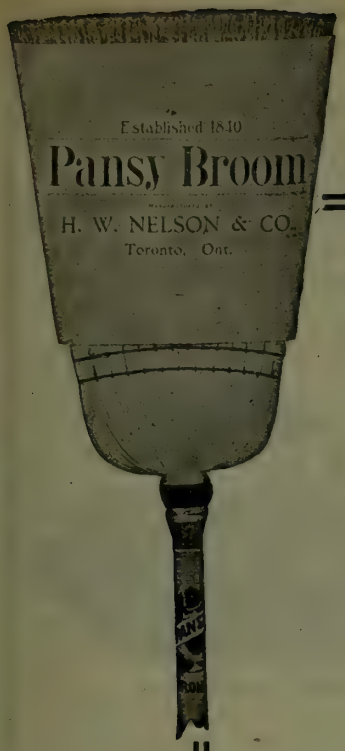
The JOHN KING CO., Limited

FORT WILLIAM, ONTARIO

There's a "Come Back" with every sale of our Coffees—But not until the can is empty

CHASE & SANBORN

THE IMPORTERS MONTREAL



ESTABLISHED IN 1840

THE "PANSY" BROOM

has a record and a reputation which it is maintaining. This is why so many retailers handle it to-day exclusively and find that it brings them trade, for one good article rightly sold will lead to the sale of many others. Thus your trade is extended and your connection strengthened. The "Pansy" Broom is reliable, durable, well made and only the best quality of broom corn used, which makes it a good friend of the housewife.

Buy from the makers

H. W. NELSON & CO., Limited

TORONTO, CANADA

Good Coffee

Coffee better than the average.
Coffee superior to others.
Coffee so exquisite in flavor.

That people want it again—and again. That's what

Aurora Coffee

is. The best money can buy. It retails at 40 cents and leaves you a margin for yourself that is worth while—something to justify your buying the brand and introducing it to your customers. Don't lose this chance.

W. H. GILLARD & CO.

Wholesale Grocers *Coffee Importers*

HAMILTON

Branch House—Sault Ste. Marie

WHITE SWAN COFFEE

Must be good when particular grocers have increased their orders

ENOUGH TO TREBLE OUR SALES INSIDE OF ONE YEAR

WHITE SWAN COFFEE

is exactly suited to HIGH CLASS FAMILY TRADE where quality is appreciated

Packed 2 doz. 1-pound tins per case

ORDER NOW

White Swan Spices and Cereals Limited

TORONTO

—Mr. Grocer—

Do you want to make money—here is a chance—to make it easily, quickly, and lots of it—Do you for any reason wish to take up this very profitable line—That will net you a good income, as well as increase your sales in other lines—**If you do read this.** Every housekeeper dreads ironing day, especially so when she has a lot of shirt-waists, men's shirts, collars, cuffs, etc. to iron, she always wants to obtain a high grade finish, equal to first class laundries. She of course asks the grocer for advice—in return he offers her the common wax—She knows it is impossible to do good work with common wax—So she walks away—one customer lost.

Now where she can procure an article of this merit—that reduces ironing time by half—reduces labor to a minimum—adds to the finish of clothes—and makes ironing a day of pleasure—There she is sure to do her buying—and leave her order for other things. The Kaiser Wax Pad and Iron Cleaner is used in more than a million homes, read what users say.—

Chicago, Jan. 4th, 1909

To whom it may concern,—

Some time ago I tried the Kaiser Wax Pad and Iron Cleaner, and was so pleased with the work it did, that I recommend it highly and advise every women who wants to make her work easy, to try the Kaiser Wax Pad and Iron Cleaner and be convinced of its good work.

Respectfully yours
Mrs. T. Ohmes, D.S.C.L.O.T.M., 937 W. Adams St.

Mr. Grocer

We do not want you to order until you have convinced yourself of the merits of our Kaiser Wax Pad and Iron Cleaner—Send us your name and address and jobber you do business with and we will send you one free of charge so that you may try it yourself and be convinced—Is this fair enough?



PATENT APPLIED FOR

Manufactured by

The Ancker-Thiem Co.

CHICAGO, U.S.A.

Dept. 54

Canadian Agents:

Howe, McIntyre Co., 91-93 Youville Sq., Montreal, Que.
W. L. Mackenzie & Co., Winnipeg and Calgary.
G. C. Warren, Regina.
Whitlock & Marlatt, Moose Jaw.
Howard Bros., Brantford, Ont.
W. S. Clawson & Co., St. John, N.B.
W. A. James, Vancouver, B.C.

BANISH "BLUE MONDAY"

SELL

SUNNY MONDAY

to customers and make them **YOUR** customers.

Your stock is not complete without our new LAUNDRY SOAP

SUNNY MONDAY

SUNNY MONDAY is made almost entirely from vegetable oils with enough ammonia incorporated to make it cleanse quickly and thoroughly, with less rubbing than ordinary laundry soaps.

YOUR CUSTOMERS should try it and avoid the aching backs which cause "Blue Monday."

SUNNY MONDAY
SAVES LABOR, TIME, CLOTHES FUEL, TEMPER, MONEY

THERE IS PROFIT IN IT FOR YOU

"SUNNY MONDAY BUBBLES WILL WASH AWAY YOUR TROUBLES."

"SNAP"

the most effective

HAND CLEANER



There are several reasons why you should handle this antiseptic, rapid and satisfactory hand cleaner. There is a good profit for you—the goods are in a class by themselves and no preparation equals Snap for removing dirt, grime, grease, paint, etc., and at the same time leaves the skin nice, smooth and soft and white.

Have your Jobber send you a trial case.

The Snap Company, Limited

Montreal, - Canada

British Columbia Buyers

PLEASE NOTE THAT

TODHUNTER, MITCHELL & CO.

TORONTO

Can supply your wants for their well known lines of **Coffee, Cocoa, Chocolate**

FROM VANCOUVER

Write Our Agents

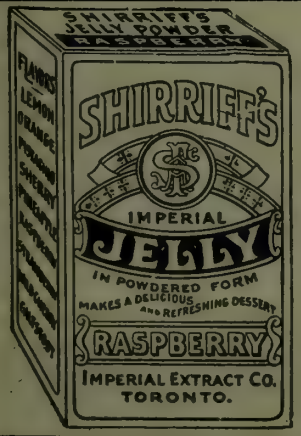
W. HARRY WILSON & CO.
VANCOUVER

JOBBERS' HEADQUARTERS FOR

JAPAN TEA

S. T. NISHIMURA & CO.

MONTREAL and JAPAN



MERIT PURITY FLAVOR

Do you want all these and real Jelly made quick; then open a package of

Shirriff's Imperial Jellies

They make a refreshing and dainty dessert
No nicer line of goods to handle.

IMPERIAL EXTRACT COMPANY 18-22 Church Street, Toronto, Canada



ROWAT'S

still hold the Premier Position for

Imported Pickles and Olives.

Enquire of your wholesaler for our **New 12 oz. Bottle Pickles which retails at 10c.**

ROWAT & CO.

GLASGOW SCOTLAND

AGENTS IN CANADA :

Snowdon & Ebbitt, 325 Coristine Building, Montreal, Ontario and Quebec.
F. K. Warren, Halifax, N.S.
F. H. Tippett & Co., St. John, N.B.
C. E. Jarvis & Co., Vancouver, B.C.



THE A 1 SAUCE

A Fine Tonic and Digestive.
An Excellent Relish For "FISH, FLESH or FOWL."

Simply A 1.
Pleases everyone.
The Public WILL have it.
Sold all over the world.

For full particulars and prices write our Agents :

GENERAL AGENT—H. HUBBARD, 27 Common St., Montreal
THE WEIR SPECIALTY CO., 561-563 Yonge St., Toronto
J. READ, St. John, N.B.
R. T. TINN, 337 Hastings St. W., Vancouver, B.C.

BRAND & CO., LIMITED

Purveyors to H.M. the King, Mayfair Works, Vauxhall
LONDON - ENG.



A GOOD LINE

There is a "want more" fascination in H.P. Sauce that is crowding English Grocery Stores, and the Sauce is replacing the older ones on the best tables.

Judging from its reception the Canadian Grocer sees in H.P. a truly good thing in Sauce lines.

Our bright advertising here will send you the customers. Brisk sales—liberal profit—in H.P.

Postal to our Canadian Agents secures full sized tasting sample and quotations. Try it for yourself. Then you'll get the reason for its success.

W. G. Patrick & Co., Toronto and Montreal. R. B. Seeton & Co., Halifax, N.S.
Georgeson Co., Ltd., Calgary, Alberta. Ellis & Co., Ltd., St. John's, N.F.
Kelly, Douglas & Co., Ltd., Vancouver, B.C.

MIDLAND VINEGAR CO., Ltd. **BIRMINGHAM AND LONDON, ENG.**

"Sterling" Brand Pickles

in

British Columbia

We have stored with our agents in Vancouver, B.C., a good supply of our Sterling Brand Pickles, so as to promptly meet the call for these goods from any part of the Province.

B.C. Grocers will find no line of pickles that so completely meets the demands of the best class of customers.

The W. Harry Wilson & Co.,
British Columbia Agents

THE T. A. LYTLE CO., LTD.
Manufacturers
Sterling Road, - Toronto, Can.

GASTRONOMICALLY PERFECT
and Purity backed up by $5,000

MASON'S
O.K.
SAUCE



Giant Bottle retails at 25 cents.
Secured profit 33⅓%

Sole Manufacturers:
GEO. MASON & CO., Ltd.
LONDON, ENGLAND.

Represented by
S. T. Nishimura & Co.
55 St. Francois Xavier St.
MONTREAL

N.B.—The trade are cautioned to avoid imitations.

ESTABLISHED OVER 200 YEARS

CHAMPION'S

LONDON, ENGLAND

IS THE BEST VINEGAR

MADE FROM FINEST MALT

Commands a Preference Over All Others.



AGENT for ONTARIO: Green & Co., Front St. Toronto
Agent for Quebec, J. Walter Snowdon, 413 St. Paul St., Montreal
Agent for Northwestern Provinces, W. H. Escott, 141 Bannatyne Ave. East, Winnipeg

WE ARE OPEN TO DO BUSINESS ON EASY CONSIGNMENT TERMS. *WRITE OUR AGENTS FOR PARTICULARS*

BORDEN'S BRANDS



There are other makes of Condensed Milks. That's quite natural. There are different kinds of light, but there's only one real—the sun. So with Milks.

Borden's "Eagle Brand" Condensed Milk and
Borden's "Peerless Brand" Evaporated Cream

are the real milks of commerce. Buy them.



Unsweetened

William H. Dunn, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man. Shalcross, Macauley & Co., Vancouver and Victoria, B.C.

BANNER BRAND CONDENSED MILK



Do It Now!

Write for our prices, terms, etc. The best Condensed Milk is to be had in **BANNER BRAND.**

Find out all about it.

Ryan & Hooper, Toronto Agents

John Malcolm & Son

ST. GEORGE, - - - - - ONTARIO

Imperial Evaporated Cream



Highest Quality Popular Seller Profit Yielder

You Should Stock It

The Canadian Condensing Co.

CHESTERVILLE, ONT.

GENERAL SALES AGENTS :—S. H. Ewing & Sons, MONTREAL



WHY CARRY IN STOCK

Canada First Evaporated Cream?

Because it is Highest in Butter Fat.

SURE TO PLEASE YOUR CUSTOMERS.

EVERY CAN GUARANTEED. NO DEAD STOCK.

Manufactured by.

AYLMER CONDENSED MILK CO., Limited

AYLMER, - ONTARIO

"Gentlemen, It's Quality!"

The Best Trade in Canada Know it and Stock



No other maple syrup is so delicately blended, having that new sap flavor just in from the bush.

Sugars & Canners Limited, - Montreal

DO YOU KNOW

That for 10 cents you can supply your customers with a quarter-pound tin of

WHITE SWAN MUSTARD

which for pungenoy and flavor

IS UNEXCELLED BY ANY HIGH CLASS MUSTARD SOLD IN CANADA

Shows you a profit of 33⅓% and gives absolute satisfaction

Packed 4 doz. to the case

White Swan Spices and Cereals Limited
TORONTO

Sanitary Cans

For Hand Filled Goods

Tomatoes, Stringless Beans, Asparagus, Spinach, Etc., Apples, Peaches, Pears, Plums, Etc.

Sanitary Enamel Lined Cans

For Color Fruits and Goods of Strong Acidity

Strawberries, Red Raspberries, Black Raspberries, Blackberries, Sour Cherries, Blueberries, Beets, Rhubarb, Etc.

"The Can Without The Tap Hole"
"Bottom Like The Top"

Write for Samples

Sanitary Can Company, Ltd.
Niagara Falls, - - Ontario

FRUIT CANS
All sizes—All kinds.

SYRUP CANS
For products of Maple, Corn and Cane.

MILK CANS
For Sweetened Milk and Evaporated Cream.

MEAT CANS
Bevelled, Round and Square.

BISCUIT TINS
of any description.

BAKING POWDER AND SPICE CANS

PROMPT SHIPMENT SUPERIOR GOODS

THE
Norton Manufacturing Co.
HAMILTON

We are clearing a line of

EXTRA NATURAL FIGS

IN 28lb BOXES AT AN ATTRACTIVE FIGURE

SEE OUR TRAVELLERS.

The Davidson & Hay Ltd., Toronto

St. Lawrence Crystal Diamonds

in attractive 5 lb. cartoons

also in Barrels, 100 lb., 50 lb. and 25 lb. Boxes.

Crystal Diamond Dominos

in 5 lb. cartoons only

Choicest sugars of all grades, made only of cane sugar

The St. Lawrence Sugar Refining Co., Ltd.
MONTREAL

Redpath

Sugars of this well known brand are put up in packages of a size convenient for family use.

Extra Granulated - Bags 20 lbs.
Paris Lumps - Boxes about 5 lbs.

Equal to, if not better than, anything produced.

Ask your grocer for them and refuse substitutes.

Manufactured by

The Canada Sugar Refining Co., Limited
MONTREAL

Prince of Wales Pure Extracts

This brand of extracts we are prepared to back on every occasion. Give it to your exacting customers, and note how well pleased they will be. All flavors in 2 oz., 2½ oz. and 4 oz. bottles.

S. H. EWING & SONS. Montreal and Toronto

Tartan BRAND

SIGN OF PURITY

Be Wise and

sort up your Tea stock with us.

We have some Crackers which we are not shipping to the States, but reserving for good Canadian trade.

Also special in Evaporated Prunes, Peaches, Apricots, Apples, etc.

Complete stock Wagstaffe's Pure Jams and Jellies.

Phone for further particulars—596—**Free to Buyers.**

BALFOUR, SMYE & CO.

QUICK SHIPPERS

Wholesale Grocers, - - **HAMILTON, ONT.**

HOTEL DIRECTORY.

WINDSOR HOTEL, HAMILTON, BERMUDA

This House is pleasantly and conveniently located on the East Side of Queen Street. The rooms are bright and cheerful. Every attention paid to guests. Billiards and pool. Hot and cold water baths. A. McNICOL, Prop

TOWER HOTEL, GEORGETOWN, DEMERARA, BRITISH GUIANA.

This first-class hotel is most conveniently situated in the coolest and healthiest part of the city. Five minutes from railway station and steamer stallings, and near to all principal public buildings. Cool and lofty bedrooms. Spacious Dining and Ladies' Rooms. Billiard Room. Electric light throughout.

HALIFAX HOTEL

HALIFAX, N, S.

WINTER RESORT—QUEEN'S PARK HOTEL

PORT OF SPAIN TRINIDAD, B.W.I.

JOHN MCEWEN, Manager. For Rates, etc., apply Trinidad Shipping & Trading Co. 29 Broadway, New York.

THE GRAND UNION

The most popular hotel in

OTTAWA, ONTARIO. JAMES K. PAISLEY, Prop

VICTORIA LODGE

Mrs. J. F. SMITH, Proprietress. HAMILTON, BERMUDA

Opposite Victoria Park and Cedar Ave. Private Board $12 to $14 per week.

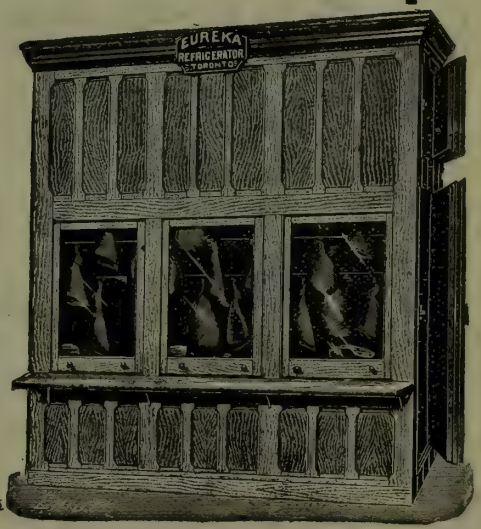
Open Now. Closes on May 1.

Jenkins & Hardy Assignees, Chartered Accountants, Estate and Fire Insurance Agents, 15½ Toronto St., Toronto. 465 Temple Building, Montreal.

Eureka Refrigerators

are the best all round and most serviceable built for **Grocers, Butchers, Restaurants** and **Confectioners, Creameries,** etc., etc.

It is a perfect refrigerator and we guarantee this test—when refrigerator is properly filled with ice, wet some matches and place them over night in the cooling room. In the morning they will be found perfectly dry. You can light them in the cooling room anywhere.



EUREKA REFRIGERATOR COMPANY Limited

54 and 56 NOBLE ST, TORONTO, CANADA

Those Who Wish to Rent or Hire

stores or departments, sell or buy businesses or stocks, place or acquire accounts, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises, should not fail to use the Want Advertisement Page of **THE CANADIAN GROCER.** It is the central office of the grocery, fruit, provision, canned goods and foodstuffs trade of Canada.

Cocoanut Facts

It is only after you have used ***White Dove Brand Cocoanut*** that you can judge of its smooth, rich and delicate flavor. ***Give it a trial!!***

The package can't be beat



The contents are unsurpassed

Packed in $\frac{1}{4}$, $\frac{1}{2}$, 1 and 5 lb. air tight packages.

MANUFACTURED BY

W. P. DOWNEY, - - - MONTREAL

Absolute Purity Guaranteed

in the

E. D. S. Brand Jams & Jellies

They are the standard of quality and merit



They preserve the original flavor of the fruit

AGENTS

W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; R. B. Colwell, Halifax, N. S.; J. Gibbs, Hamilton

E. D. Smith's Fruit Farms, Winona, Ont.

Free Trip to "Toronto National Exhibition"

and Return, with Six Admission Tickets thrown in for Good Measure.

To anyone, living in Canada, who sends us new, full-year, paid-in-advance subscriptions as per schedule below, will be furnished Free First-Class Railway, or Steamship, Transportation (as preferred) to Toronto and Return, over any Canadian Railway, or Steamboat Line, together with Six Regular Admission Tickets to the Toronto National Exhibition this fall. Tickets good during the Exhibition, subject to the regulations of the transportation company issuing them.

Begin now, and see how easy it is to earn this outing. Subscriptions may be sent in any time before July 15th next, but not later, as the remaining time before the fair is required to complete arrangements for traveling accommodation for those who respond to this offer.

There is no competition, or other element of chance or risk about this offer. The distance you reside from Toronto regulates the number of subscriptions you must send. When you have sent that number you may rest assured that our undertaking will be carried out to the letter. The regular railway time-tables will be used to determine the distance, which is to be calculated by the shortest passenger route. By consulting your railway time-table you will get this information, or we will supply it. Should you fail to secure the full number of subscriptions required, proper remuneration will be made by sending you, in lieu of the tickets, their pro rata equivalent in cash.

Notify us early of your intention to accept this offer; for convenience you may use the form below. This offer is open to ANYONE, whether a subscriber or not.

THE BUSY MAN'S MAGAZINE,
10 Front St. East.
Toronto, Ont.

Gentlemen:

I hereby accept your offer of "Free, First-Class Transportation to the Toronto National Exhibition and Return; together with Six Regular Admission Tickets to the Fair-Grounds," in consideration of which I will undertake to send you the number of new, full-year, paid-in-advance subscriptions to The Busy Man's Magazine, indicated by my X, on the schedule below. I reside no further from the city of Toronto than is indicated in the schedule opposite my X.

Miles from Toronto.		Number of subs.	Mark X
25 to	50	3	
51	100	5	
101	150	7	
151	200	9	
201	250	11	
251	300	13	
301	350	15	
351	400	17	
401	450	19	
451	500	21	
501	600	23	
601	700	25	
701	800	28	
801	900	31	
901	1000	34	
1001	1100	37	
1101	1200	40	
1201	1300	43	
1301	1400	47	
1401	1500	50	
1501	1600	53	
1601	1700	56	
1701	1800	59	
1801	1900	63	
1901	2000	66	
2001	2250	72	
2251	1500	80	
2501	2750	89	
2751	3000	97	

*Name*_____

*Street*_____

*Town*_____

*Province*_____

*My Ticket to be Via :*_____

*Railway*_____

*Boat Line*_____

Write plainly; this will insure immediate acknowledgment of your communications and safe and prompt delivery of your tickets.

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Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

Yearly Contract Rates.

100 words each insertion,			1 year.....	$30 00
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"	"	"	3 months...	10 00
50	"	"	1 year.....	17 00
"	"	"	6 months...	10 00
25	"	"	1 year.....	10 00

PERIODICALS.

ADVERTISING writers and business men interested in good printing should subscribe to Canada's only printing trade paper, THE PRINTER AND PUBLISHER. Subscription price $2 per annum. Address, 10 Front Street East, Toronto.

CANADIAN MACHINERY AND MANUFACTURING NEWS, $1 per year. Every manufacturer using power should receive this publication regularly, and also see that it is placed in the hands of his engineer or superintendent. Every issue is full of practical articles, well calculated to suggest economies in the operation of a plant. Condensed advertisements for "Machinery Wanted" inserted free for subscribers to the GROCER. "Machinery for Sale" advertisements one cent per word each insertion. Sample copy on request. CANADIAN MACHINERY, 10 Front St. East, Toronto.

COMPLETE information on books, stationery, fancy goods, music, photo supplies and kindred lines is given each month in THE BOOKSELLER AND STATIONER, of Canada. Subscription price $1.00 per annum. Address, 10 Front Street East, Toronto.

THE BUSY MAN'S MAGAZINE is the most popular periodical of its kind. Why? Because each issue contains a strong list of original articles of interest to every Canadian. It also reproduces the most timely, instructive and interesting articles appearing in the other magazines and periodicals of the month. The cream of the world's periodical press is too valuable to overlook. BUSY MAN'S is on sale a. all news-stands. Better still, send $2 for one year's subscription. Mail it to-day. THE BUSY MAN'S MAGAZINE, Toronto.

THE market reports make HARDWARE AND METAL a necessity to every hardware merchant, paint and oil dealer in Canada. It is mailed every Friday. Subscription price is $2 per year. Address HARDWARE AND METAL, Montreal, Toronto or Winnipeg.

FOR SALE.

FOR SALE AT A BARGAIN, or rent, Frankford Canning ractory. E. G. Sills, Belleville. (13p)

FOR SALE—Town, city, rights for preserving eggs. None better; fortune builder. Start this spring. W., care GROCER, Toronto. (16p)

GENERAL BUSINESS FOR SALE — In progressive northern Alberta town. Stock $6,000. Building can be either purchased or leased. Best stand in town, making money. One opposition. Best reasons for selling. Apply Box 121, CANADIAN GROCER, Winnipeg. [14p

ONE Taylor Safe, No. 3, in splendid condition. Price reasonable. E. H. Piggott, Midland, Ont.

DUPLICATING DEVICES.

IF INTERESTED in a Duplicating Machine for getting out circular letters, reports, price-lists, etc., or for printing various office forms, write for booklet and samples of work. The "POLYGRAPH" is the newest, latest and best and sells for a lower price than the others. Is unexcelled by any similar device on the market. F. W. Tenney, Canadian Sales Agent, Stair Building, 123 Bay Street, Room 116, Toronto, Canada.

ADDING MACHINE.

ELLIOTT-FISHER Standard Writing-Adding Machines makes toil easier. Elliott-Fisher Limited, 513, 83 Craig St. W., Montreal and 129 Bay St., Toronto.

BOOKS FOR THE GROCER.

ART AND SCIENCE OF WINDOW DRESSING, by S. W. Roth. Every retail grocer should learn the methods set forth in this book—which is specially written for Grocers—on how to make grocery windows attractive and thus draw trade. Every means of successfully displaying goods is treated of in its 14 chapters and 30 illustrations. Price $2.00, postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

COFFEE, its history, classification and description, by J. M. Walsh. This interesting and instructive book deals with the commercial classification and description, adulteration and detection, and the art of blending and preparing of coffee. Price, $2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include special sales, getting holiday business, co-operative advertising, money-making ideas, contests, etc. Price, $2.50 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

TEA BLENDING as a fine art, by J. M. Walsh. This work is especially designed for the use and instruction of those engaged in the tea and grocery business, containing formulae for the scientific and judicious combination of the different varieties and grades of tea. Price, $2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

TEA, its history and mystery, by J. M. Walsh. The contents of this practical and exhaustive work include cultivation and preparation; adulteration and detection; arts of testing, blending and preparing; chemical and medicinal properties, etc. Price, $2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

THE GROCERS' MANUAL—New edition, enlarged and illustrated, 1188 pages. All about Groceries, Provisions, Fruits, Spices, Drysalteries, and Chandlery, their sources, varieties, manufacture, adulteration, &c. Specimen pages free. W. Clowes & Sons, Ltd., 23 Cockspur St., London, S.W.

WANTED.

WANTED in every town and village, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine. Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

WANTED—Jobber in the larger distributing centres of Canada to handle Hunt's high grade Chocolates and Butterscotch. Write us for samples. Hunt's, Manufacturing Confectioners, Toronto.

AGENT WANTED.

WANTED—Manufacturer's agent or jobber in every large distributing center in Canada (where not already represented) to handle our full line of high grade Chocolates and Bon-Bons. Many other leading lines to offer to the right parties. When replying state lines you handle, connections and district covered. The Montreal Biscuit Company, Montreal. [18]

SITUATIONS WANTED.

WANTED—Position of trust, experienced banker, or partnership in broker's or other financial business. Can supply limited capital. Financier, care J. B. MacLean, 10 Front St. East, Toronto. (13p)

TRAVELER WANTED.

WANTED—Traveler, by large Montreal spice and coffee wholesale house. Territory between Montreal and Toronto and Montreal and Sudbury. Box 301, CANADIAN GROCER, Toronto. (14)

MISCELLANEOUS.

A MARKET OF BUYERS, backed up by money to spend, is open to you in the Busy Man's Magazine. Every territory in Canada is represented. If you have something to sell, something you want to buy, a condensed advertisement in the Busy Man's Magazine will put you in touch with the classes you want to reach. Four cents per word will carry your message from Atlantic to Pacific. Send copy of your advertisement along with order to cover cost of insertion. Your announcement will appear under a special heading. Busy Man's Magazine, Montreal, Toronto, Winnipeg.

AUSTRALIA CANADIAN MANUFACTURERS and Exporters—An experienced Canadian salesman of exceptional ability, about to locate in the commercial centre of Australia, will handle and introduce manufacturers' and exporters' products on their own terms. What have you to offer? Address Salesman, care CANADIAN GROCER, Toronto. (12p)

HIGH-CLASS COLOR WORK—Commercial stationery, posters. The Hough Lithographing Co., Limited. Office, No. 3 Jarvis St., Toronto. Telephone, Main 1576. Art, good workmanship, business methods.

NATIONAL AID—An aid to every retail merchant in the world. Saves money, time, work and worry. The National Cash Register Co., F. E. Mutton, Canadian Manager, cor. Yonge Street and Wilton Avenue, Toronto, Ont.

NOTICE—Users of Pitner Gasoline Lamps are warned against being induced to purchase parts of other makes of lamps to be used on the Pitner. The most vital part of any lamp is its generator, and the Pitner generator has been granted a patent in Canada, the United States and other countries, on the principle of its improved method of generating gasoline vapour. Supplies and parts for the Pitner Lamps can be received by return mail by applying to our representatives or direct to the Pitner Lighting Co., Limited 36-38 Lombard St., Toronto, Ont.

MAPLE SUGAR—Cakes or tins. Written guarantee of purity. Woodman & McKee, Coaticook, Que. (19p)

IF you are looking for a side line to add to your business, there is none better than COLUMBIA GRAPHOPHONES, Double Disc Records (which means two records for a single price) and Indestructible Records (that will not break or wear out no matter how much you abuse them). The Columbia Phonograph Company is the only firm that manufactures both Disc and Cylinder Machines and Records, therefore, a Columbia dealer has the advantage over all others, as he can furnish his customers with what they want while his competitor has to sell them what he has or lose the sale, which he generally does where there is a Columbia dealer. Are Columbia goods sold in your town? If not, why not? Do you want the exclusive agency? (remember exclusive). You had better write to-day or some one else in your town will read this advertisement and beat you to it. A postal will bring catalogues and full information free. Write to-day. Do it now. TORONTO PHONOGRAPH CO., Limited, Exclusive Columbia Jobbers, 40 Melinda St., Toronto, Canada.

EXPORT TRADE DEPARTMENT.

Firms Abroad Open for Canadian Business.

Messrs. Gordon, McDonald & Co., 6-7 Cross Lane, East, cheap, London, invites correspondence, either from Exporters of Canadian produce or Importers of general groceries. From their long experience in Glasgow, Liverpool, and London, they have a wide and comprehensive knowledge of both trades on every side. All goods imported paid cash against documents. References to Montreal firms with whom we have done business for many years. Cable address, "Donable." Codes "A B C," fifth edition, Riverside and Adams.

DAVID SCOTT & CO.

Established 1878. 10 North John St.

LIVERPOOL, ENGLAND.

Splendid connections and references. Try us with a shipment of CANNED GOODS.

T. A.—Scottish, Liverpool.



TRAVELING SALESMEN

EARN BIG SALARIES

From $1,000 to $10,000 a year and expenses. If you want to enter the easiest, best paid profession in the world, our free catalogue "A Knight of the Grip" will show you how. We place hundreds of our graduates in good positions with the best firms all over the United States and Canada. Write (or call) for particulars today. Address

Dept. 287 National Salesman's Training Association

Chicago, Kansas City, New York, Minneapolis, San Francisco.

Write nearest office.

Think—Then Act

By A. B. LEVER.

THERE are a great many people who think about advertising who never get beyond the thinking stage.

They are like some men who fall deeply in love, but being afraid to "pop the question," die bachelors.

What is wanted with a great many business men who think is decision.

Faint heart ne'er won fair lady, and faint hearted business men do not make successful business men.

Good intentions count no more in advertising than good intentions in religious life.

There must be decision, plus action.

Think about advertising by all means. Good advertising can't be done without good thinking, but mere thinking never accomplishes anything.

Every day you waste in thinking is an opportunity lost for getting a new customer.

Opportunities lost to-day cannot be gathered up to-morrow.

Think, decide, then plan for a good advertising campaign, and judiciously use the mediums which directly reach the people to whom you want to sell.

Canned Goods and Teas

The world-wide reputation of "Soleil" Brand Canned Vegetables and Fruits is due to the quality, prices and attractiveness of packages of these goods.

The firm of Laporte, Martin & Co., Ltd., are agents for these canned goods and their travellers are now on the road taking orders for immediate delivery, until the new crop is ready to market. This firm handles also the best known domestic brands at the lowest prices.

It is the proper time also to order teas. The favorite brands known as "Princess Louise" and "Victoria" are unexcelled values as to quality and prices. Samples are supplied on request, thus enabling the dealers to select the proper qualities for their trade.

Canned Goods--"Soleil Brand"

We are now taking orders for ***Canned Vegetables and Fruits*** of the ***"Soleil" Brand*** for the 1909 crop.

Our Travellers are now on the road with price lists. Do not give your orders before seeing them. We have on hand a complete variety of all ***"Soleil" Brand Canned Vegetables*** and ***Fruits,*** 1908 crop. We invite you to buy now all you need for your requirements until the new crop is ready. We will sell you for immediate delivery or for shipment at the opening of navigation so that you may not miss a sale of these goods by being short of them.

"Soliel" Brand Canned Goods are the best in regard to quality, prices and attractiveness of packages.

Canadian Canned Goods

We carry a full and very complete assortment of Canadian Canned Goods to offer for immediate delivery or at opening of navigation; also all kinds of Dried Fruits, Nuts, Etc.

Teas

We have the largest and best assorted stock of Teas in all lines of ***Japan, Siftings, Fannings, Ceylon Green, Young Hyson, Gunpowders,*** and ***Black Teas,*** and we are able to supply all the requirements of the trade.

We specially recommend the teas of "Princess Louise" and "Victoria" brands as unrivalled qualities for the money. We pay the freight on quantities of 200 lbs. or over in assorted lots or otherwise. ***We defy any competition as to prices.***

We will supply samples with pleasure. Ask for them.

For all information, prices, etc., write, phone or wire at our expense.

Laporte, Martin & Co., Ltd.

Wholesale Groceries, Wines and Liquors

Montreal



Triangle Canned Fruits and Vegetables

Better than most, unsurpassed by any other brand. Full range, prices right, artistic labels.

James Turner & Co., Limited

Hamilton and Arnprior, Ont.

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Brantford Merchants Going After the Dead-Beats

Hear Instructive Address Delivered by H. Occomore, Vice-President of the Guelph Retail Merchants' Association, on how Debts are Collected in the Royal City — Committee Appointed to see What Can be Done for Brantford — To Report Later.

Brantford, March 24.—Some forty members attended the regular meeting of the Brantford Grocers' and Butchers' Association meeting here last night to listen to an address on one of the most important questions relative to the retail trade—the collection of bad debts. The speaker was H. Occomore, the first vice-president of the Guelph Retail Merchants' Association, and his discourse on how the merchants of the Royal City mastered the problem of "dead-beats" proved a revelation to the interested listeners, who have already decided on the steps to be pursued to attempt a similar scheme in Brantford.

A. Coulbeck, president of the association, presided at the meeting, and in a brief introductory address called attention to the importance of the address of the evening. He referred to the fact that the association deemed it advisable to secure a representative of the Guelph merchants to address them on the collection of debts, after noticing the story on the subject recently published in The Canadian Grocer.

When the preliminary business had been concluded, Mr. Occomore was called upon for his address. It was a pleasure for him to come over to Brantford to assist his brother merchants in any way possible and to impart to them the secrets of "a good thing."

The Germ Begins to Sprout.

"Three years ago," he said, "a Mr. Scott, a merchant tailor, first brought up the question of appointing an official collector of debts. He suggested that we put a special livery on him so that everybody would know who he was and on all occasions what he was after.

"We simply laughed at the man," said Mr. Occomore, "and he got quite angry and the matter was dropped. However, the good seed had been sown, and it grew in the mind of a grocer who, about a year ago, resurrected the collection scheme and we finally decided to make the attempt.

"We needed it badly, too; every merchant had money on his books he could not collect and one even had between four and five thousand dollars. A committee was formed, consisting of the president, vice-president, the secretary and another member, who were told to go ahead and devise some scheme, if they considered it at all feasible."

Mr. Occomore was a member of the committee which at the next meeting brought in a resolution to organize a Collection Department. A permanent committee was then arranged to work out a plan. They secured a list of merchants in the city, estimated the business they did and assessed them accordingly.

Thorny Path to Travel.

"There were many difficulties in the way," said Mr. Occomore, "but we were so enthused that we decided to try it for a year anyway. We aimed at paying our collector a straight salary, as we saw the difficulties of percentage—he gets $800 a year.

"We then had to interview every merchant to see whether they were satisfied with their assessment. The highest anyone had to pay was $15, and some considered this too much and some not enough. Some merchants didn't do as much of a credit business as others, whose annual turnover was less—and here was another difficulty. Another mistake we made was not getting all the merchants in before we started and not having all pay their assessment promptly.

"We got out a subscription paper and headed it something like this: "We the undersigned agree to pay the amount subscribed opposite our names towards the payment of the salary of the official collector."

Debtors Brought to Time.

"We handed our accounts to the collector—and I may say we were very fortunate in getting a good one—and right from the start people began to wake up. I, as secretary, at that time, got considerable abuse from those who did not like to see the collector, but we have remedied that by making the collector the secretary, too. Accounts of five years' standing and more were given out first, and it certainly surprised us to find that nearly 60 per cent. have been collected.

"Our collector, of course, does not have to collect monthly accounts, which we are practically sure of. It is the long-standing accounts and the doubtful ones we want in.

Divide the Money.

"Still another difficulty faced us. That was when a sum of money was collected from one party who owed several accounts, and which were placed in the hands of the collector all at once. We finally decided, however, to divide whatever money was secured among the various creditors.

"Then some merchants had not gotten anything on their accounts, and the collector was authorized to get out a monthly report so that each would see what had been done. For 80 members this became expensive and later we agreed that they should be made out every three months."

The Dead-beat List.

Connected with the scheme, the merchants got out a list of debtors which alone was worth the assessment.

"There is not a dead-beat in Guelph," exclaimed Mr. Occomore, "but we have him on that list."

Every merchant who pays his assessment gets a copy of it and all know just w her they are at when a "slow-pay" or a "no good" enters the store. The collector pays the merchants he collects for by cheque, and he always notifies them all as soon as any debtor catches up with his accounts.

"We have not really antagonized anyone we care about," said Mr. Occomore, "and on several occasions the collector is thanked for getting men and women straightened out financially with the world. It has been an education to the citizens of Guelph and the best thing the merchants ever took up."

Following his address, many questions were asked and answered by Mr. Occomore, after which the editor of The Canadian Grocer spoke for a few minutes. He referred to the failures of co-operative associations and advised the formation of a Retail Grocers' Association for Ontario.

Brantford Favors Scheme.

Mr. Occomore was complimented by the Brantford grocers and butchers for his educative address, and a vote of thanks, moved by Henry Foulds and seconded by F. C. Harp, was unanimously endorsed by all present. Mr. Harp was much in favor of forming an Ontario Grocers' Association on account of the weight it would carry and he also thought a system such as Mr. Occomore had outlined would e a very good thing to adopt. In reference to a query almost every man stood up to express his willingness to see some forward steps taken, and a committee was formed to go into the matter. It consists of J. C. Feely, D. Gibson, H. A. Foulds, M. H. Robinson, F. C. Harp, H. Howie and the secretary, G. N. Willis. They have arranged to meet next Monday evening and will present a report of their work to the next meeting of the association.

The meeting last night closed with the reading of an interesting letter by Mr. Foulds, written by Henry Moore, now of California, and formerly ex-president of the Brantford association.

To some men debt is a stimulus—an incentive. Before you go into it too heavily, better find out how it works on you. Some men are crushed by it.

Wind-Mill Flour Display Used in Bracebridge

Features of the Work are that Observers' Attentions are Fixed on Flour Alone and that There a Motion in the Wheel—Different Portions of Display Blend with One Another.

The "Old Dutch Windmill" has been used with splendid effect in a window creation in the store of E. J. Kirk, of Bracebridge, Ontario. The illustration on this page gives a good idea of the display—minus the motion of the fans which are apparently made to go by the breeze and in reality by electricity.

The entire display could scarcely be improved on for advertising flour. On either side the wheel stand two neatly arranged sheaves of wheat—the flour in its raw state. The wind-mill of course is the feature of the display and as it once was used extensively in the grinding of wheat it is here very appropriate. Then the flour standing around the central object completes a well judged display.

In looking at such a window there is but one thing impressed on the mind and that is—flour. This is a splendid idea and should be worked out so far as possible. Too many articles displayed divert the attention of the observer and unless one thing is brought out in a very striking manner he usually leaves the scene with nothing to remember.

The windmill display is also simple. Nothing elaborate is used in its manufacture and for a country town is most appropriate. Another good feature of it is that there is motion included in the display and one can scarcely resist the temptation to look into a window in which there is something moving. Prices are also displayed, which is another aid to the attractive power of the window.

It was the creation of Mr. Kirk and certainly reflects credit on his ability as a window trimmer.



The Old Dutch Wind Mill Scene, in E. J. Kirk's Window, Bracebridge, Ont.

BRANTFORD DISPLAY.

Perhaps one of the finest window displays seen in Brantford recently is the flour window now being displayed by the Cash Bargain Grocery. The window shows considerable originality and skill in dressing and is worthy of more than a passing glance from the shopper. The large white loaves of home-made bread, fresh from the oven, together with the motto, "It's easy with good flour," form a striking object lesson for careful housewives.

NEW COMPANIES.

An Ontario charter has been granted to The William Cane & Sons Co., Newmarket, to manufacture pails, tubs, wash-boards, clothes-pins, etc. The provisional directors are W. H. Cane, L. P. B. Cane, V. E. Cane, E. S. Cane, and C. E. Cane.

The C. J. Daniels Milling Co. has been formed in Ontario, with head office in Toronto, to manufacture poultry foods and to do a general milling business. The provisional directors are, C. J. Daniels, S. C. Daniels and W. H. Pettit.

An Ontario charter has been granted to E. K. Scoley & Co., Ltd., to carry on in all its branches the business of a grocer and provision merchant and for the purpose to purchase, prepare, manufacture, buy, sell and deal in all goods, wares and merchandise bought, sold and dealt in by wholesale and retail grocers and provision merchants and to own and operate retail branches for like purposes. The share capital of the company is twenty-five thousand dollars, divided into two hundred and fifty shares of one hundred dollars each, the head office of the company to be in Toronto. The provisional directors are, Edward Kent Scoley, Charles Fry and James Hales.

Progress Covering the Quarter of a Century

Advance of Regina Store Keeps Pace With the Western Prosperity—Grocery Department Makes Turnover of $75,000 in Twelve Months—A. Quartette of Bright and Experienced Salesmen.

Prosperity has certainly attended the efforts of R. H. Williams & Sons, proprietors of "The Glasgow House," during the past quarter of a century, and made their business one of the best in similar lines in the Provinces on the Western prairie. As will be observed by the accompanying illustration, the firm have a store of an unusually bright and attractive appearance, and four bright looking salesmen, who might do credit behind the counter of any grocery store in the Dominion. The interior of the store indicates cleanliness to a fine degree, as well as taste in the arrangement of the various goods.

As intimated above, the Glasgow House was instituted twenty-five years ago, so that the management this year celebrates its silver anniversary. Twenty-five years ago Regina did not amount to very much and probably the same may be said of the Glasgow House. But by the application of energy, tact and a progressive spirit it has become one of the most prosperous in Western Canada.

Grocery Department Pays.

The grocery staff includes a quartette of salesmen who have obtained reputations for their aggressiveness and who have learned their business from the ground up. During the past twelve months they have handled $75,000 worth of groceries, which means they have turned over the $10,000 stock just seven and a half times, and made the grocery department one of the best paying in the whole establishment. A retail business only is done.

Fifteen Years a Salesman.

John Stubbings is an experienced Western grocer, having entered the employ of R. H. Williams & Sons fifteen years ago. At that time the entire business done by the firm did not total nearly one-half of the present grocery department alone. Mr. Stubbings personally looks after the counter trade and knows the various tastes of the many customers.

Wm. H. Boyle, who gained his experience in Belfast, Ireland, and in some of Toronto's largest grocery stores, looks after the buying and keeps track of all the stock. There is not $25 worth of dead stock in the grocery department, which illustrates that Mr. Boyle is an artist when it comes to purchasing what the people want.

Two Ontario Boys.

C. C. Willson and J. C. Booty, the remainder of the quartette, are thoroughly versed in their business, too. The former hails from Uxbridge, Ont., and J. C. Booty from Galt. With such a hustling four, the interests of the grocery department of the Glasgow House are capably attended to and they promise to be among the future successful business men somewhere in Saskatchewan's big wheat fields or other districts in "the future granary of the Empire."



Interior of Grocery Department of R. H. Williams & Son's Store, Regina Sask.

J. H. Magor, of Frank Magor & Co., Montreal, visited the Toronto branch during the week.

ARREST OF W. A. COULSON.

Charged With Embezzling Funds of Winnipeg Retail Merchants' Association.

The principal topic of discussion in Winnipeg retail circles is the issuing of a warrant on Friday of last week for the arrest of W. A. Coulson, the secretary of the Retail Merchants' Association of Western Canada, on a charge of embezzling the funds of the Association and of the Retail Merchants' Fire Insurance Company which he was instrumental in organizing in connection with it. Mr. Coulson was secretary-treasurer of the insurance company as well as of the association proper.

About four years ago he was appointed secretary of the Retail Merchants' Association of Western Canada then being formed under the presidency of T. J. Lawlor, of Killarney, Man. He displayed considerable organizing ability and commendable zeal and energy with the result that the Association grew very rapidly in numbers and in influence. For about two years all went well; the secretary was assiduous in his attention to his duties and the Association flourished and its interests were looked after as well perhaps as was possible for an organization insufficiently manned and extending over such a vast area as the three Prairie Provinces.

In those days The Canadian Grocer devoted considerable space to the doings of the Association. It was an easy matter to get news from the secretary for there was always something new in the association work. About two years ago, however, the association work proper began to lag and it has been hard ever since to learn of any real work that the organization was doing for the benefit of its members. Throughout the country the organization is practically dead, although in many centres the dealers are working harmoniously together in local associations as a result of the organization work done three or four years ago.

About two years ago Mr. Coulson undertook to organize a Retail Merchants' Fire Insurance Company in connection with the Association. The company was duly incorporated a year ago by an act of the Legislature of Manitoba, the incorporators being John Hiebert, merchant, W. A. Coulson, agent, Oswald Fertham, accountant, Bruce W. Thompson, barrister-at-law, and George Alexander Stewart Potts, barrister-at-law. The capital stock was fixed at $1,000,000 and the provisional directors were to call a meeting as soon as $100,000 had been subscribed and 20 per cent. of that amount paid in. It is stated that five different members of the Association put up $2,000 each but it is not known yet what was the total amount of stock subscribed or what was the amount of the payments.

It is charged that Mr. Coulson has embezzled some $1,600 of insurance premiums and it is on that charge that the warrant has been issued for his arrest.

On Saturday of last week Mr. Coulson gave himself up to the police, appeared before Magistrate McMicken and was released from custody on $8,000 bail.

Receiver Appointed.

A. R. Leonard has been appointed receiver of the Retail Merchants' Association, under direction of the National Trust Company, and will administer the affairs of the concern until such time as the tangles have been straightened out.

SOFT CHEESEMAKING.

Instruction in This Art Being Carried on at O.A.C., Guelph—Differ From Cheddar Cheese.

During the month of February instruction in Soft Cheesemaking has been given at the Dairy School, O. A. College, Guelph. These cheese differ from the Canadian Cheddar cheese in that they are of a soft texture, containing a high percentage of moisture, fat and proteids. The fat varying from 21 per cent. to as high as 63 per cent. according to the variety made.

These cheese are usually eaten fresh or nearly so, but at a temperature of 50 deg. F., they will keep from 6 to 10 days, improving in both flavor and body. The following varieties are being made at the College: Cambridge, Coulommier, Camembert, Gervais and Double Cream.

To obtain a uniform product of good quality, the following points are absolutely essential:

New sweet milk of good quality must be used, preferably milk right from the cow-stable, which has not lost its animal heat.

A making room of even and constant temperature, not too dry atmosphere, and of a temperature about 65 deg. F.

A room of cooler temperature and a little dryer atmosphere than the making room, in which to place cheese when they are finished and ready for market. Temperature of room 50 deg. F.

Experimental work in Soft Cheesemaking will be carried on during the summer months of 1909 at the Dairy School, O. A. College, Guelph.



John Stubbings, Wm. H. Boyle, C. C. Willson and J. C. Booty, Salesmen in Grocery Department of the Glasgow House, Regina, Sask.

Why stop with showing the customer the thing asked for? As long as he stays in the store he's a possible further purchaser.

John Fullerton, of Rowat & Co., Glasgow, and Arch. Snowdon, of Snowdon & Ebbitt, Montreal, were in Toronto this week calling on the trade.

The Canadian Grocer

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SLOW MAPLE SUGAR SEASON.

Reports arriving from the Eastern Townships of Quebec state that tapping is going on in some localities, but so far no serious operations have been undertaken. The weather has not yet become suitable to a free flow of sap. Freezing weather at night, with warm, bright days is the sort of weather which starts the sap through the trees.

The remarkable advance in the art of sugar making is encouraging. In spite of this progress, Canada is not yet as efficient, and up-to-date in its methods, as the neighboring states of Vermont, and New Hampshire. This excellence is due almost altogether to good equipment. Ordinary skill coupled with up-to-date apparatus will achieve gratifying results. In a general way, the lighter in color sugar or syrup is, the better it is, that is, the flavor is better and the genuine maple qualities are more largely developed. Maple sugar is dark, and unattractive, from two reasons, dirt and slow evaporation. Dirt is derived from unsanitary and old vessels, and containers, old wooden buckets and other ancient utensils. Too slow evaporation, permits the sap to burn, and consequently become dark brown in color. These difficulties are obviated by modern equipment and shallow evaporation. In the first place, tin buckets with covers prevents fragments from the trees, and other excrescences, such as moss getting into the sap, and discoloring it. The second provision against discoloration is accomplished by forcing the sap in a shallow stream through the evaporater. This rapid action results in less liability to burn. The farmers are rapidly learning these lessons, with the result that the quality of Canadian sugar is improving. There remains, however, a lot to be accomplished in the way of better regulations of its sale.

STRAWBERRY CROP OUTLOOK.

Fruit growers state that it is rather early in the season as yet to forecast the crop prospects in the Niagara district as to strawberries. Some patches have been looked over and they seem to be in good condition, notwithstanding the fact that the weather has been somewhat contrary. The freezing at night and thawing during the day when the ground is bare causes the plant to heave out of the ground and a great deal of damage results from this. The critical time therefore has not yet arrived.

According to A. E. Kimmins of E. D. Smith, Winona, Ont., the general impression is that strawberries this year will be as cheap if not cheaper than they were last year provided the plants come through this spring in anything like fair condition. Nearly all canning factories, he says, are carrying over a certain amount of stock and the acreage during the past two or three years has been very largely increased.

During the dry season last autumn the plants in the districts west of Winona were probably affected, but the soil is lighter there. It will be some days yet, however, before a forecast with any degree of certainty can be made by the fruit men.

A WINNIPEG WORLD'S FAIR.

It has been definitely decided by the city of Winnipeg to go on with the project of holding in that city in the year 1912 a Selkirk Centennial Exhibition, which is to take the form of a World's Fair. The project has had the serious and careful consideration of a strong committee of the best business men of the western metropolis, and it has been regarded simply and solely as a business proposition. Capable committees have visited St. Louis, Chicago, Seattle and Portland, to get information from the management committees of the Fairs and their reports have convinced the committee in charge in Winnipeg that the project for 1912 is in every way feasible and practicable.

The principal value of the exhibition will no doubt be the advertising which not only the city of Winnipeg, but the whole of western Canada will receive. If several hundred thousand visitors from all over the continent and from abroad attend a successful exhibition of this kind in the new city of Winnipeg, the commercial capital and metropolis of the new Canadian west, and learn of the resources and opportunities available, the advertising secured will be of immense benefit. This is what Winnipeg business men have in mind and it is because they are convinced of the feasibility of the project that they are prepared to put up their money to support it.

Grants from the Dominion and Provincial Governments will no doubt be secured and western business men will subscribe liberally. It is a project in which all Canada is interested and it undoubtedly will receive the generous support which it deserves. We cannot afford to allow it to be only a partial success; it must be made a big success. If the necessary support is secured the Selkirk Centennial will be the best advertisement which Canada has ever had.

INFERENCE TO BE DRAWN.

Since the failures of the Toronto Co-operative Equitable Society and the Dominion Co-operative Association were announced in the Grocer, two others of a similar nature have followed suit. These are the Duck Lake Co-operative Society of Duck Lake, Sask., and a similar one at Hochelaga.

The inference to be drawn from these co-operative societies is plain. It does not appear that they can thrive in Canada and the idea of placing money in these concerns should be discouraged wherever possible. In some cases at least these associations have been established by what might be termed "impractical philanthropists" who usually fail in their objects. The promoters do not appear to have any consideration for the money of the poor shareholders, who, so far as some of the associations are concerned, cannot account for the whereabouts of general-managers or their money either.

STORE INSPECTION.

Because a number of grocers in the city of Montreal were careless in not properly attending to the sanitary conditions of their stores, the whole of them may be prohibited from selling milk. It is time now that grocers kept stores that would permit them to carry milk—an article so necessary to every family. There are many in the trade who have their stores equipped with sanitary refrigerators of modern type and who can safely keep milk for their customers and it does not seem fair to them that they should be prohibited from selling this article just because others may not meet with the requirements of the law. It is often very convenient to customers to obtain milk at the stores in which they deal.

There should be some inspection provided for grocery stores to compel grocers to place their establishments in proper sanitary conditions and then one would not have to suffer for the neglect of another.

A DISGUSTING HABIT.

There are many merchants who should be more particular in the manner in which they allow customers to taste butter. A system very much in vogue and which should be discouraged wherever met is the using of a small butter-trier, which is inserted into the butter and handed to the customer to taste and the balance placed back again. This not only applies to retail men, but to some wholesalers as well. It is a very common thing to see a dealer plunge the trier into a tub of butter, take off one or two bites and return the rest.

This certainly is a disgusting habit especially in a retail store and should be stopped. No grocer who has a good conception of cleanliness, so essential in a successful store, can imagine that a lady of clean habits will call very often at his store for butter if she is liable to purchase goods that had been so used.

There are different ways in which it might be done properly. One is always to keep on hand a clean cloth with which to wipe the trier so that the customer can see the operation. Insert the trier into the butter print but use a small taster to take off a small portion of the butter for the intending purchaser and return the remainder left on the trier back to the roll.

Many good customers have been lost through having careless habits in this respect. A grocer is not only judged by this one untidy habit, but it stamps him as careless and unclean in all his work.

SELLING ONLY FOR CASH.

Many a merchant, who is so situated financially that he is in a position to do a strictly cash business, fails to do so owing to lack of backbone or through a groundless fear of losing trade. In a certain town in Northern Ontario the grocers are kicking because farmers, who were accustomed to pay cash for their groceries now ask for credit and have in many instances secured it. It arose in this way. The hardware dealers in the place some months ago inaugurated a strictly cash trade and they have rigidly adhered to it. A farmer would come to town and order some food supplies saying "Now you will have to charge these, Mr. Brown, I cannot pay you to-day; of course, I have some money in my pocket, but I require a few articles in the hardware line and you know I have to pay cash for them or I can't obtain the goods."

The grocers in several cases have not had the necessary courage and stamina to say "No," and the result is that the credit system in their trade is surely but slowly superseding the cash basis which formerly prevailed.

A confectioner in a Western Ontario village started business with a fair amount of capital. He declared that no goods would, under any circumstances, be charged—that either they would be paid for before they left the shop or else they would be given away. His answer to all requests for credit was: "I keep no books whatever. If you can not pay for the goods I will give them to you and with pleasure. I would honestly rather—much rather—make you a present of them than to open up an account, employ a book-keeper, etc."

The frank, fearless attitude of the confectioner worked successfully, and he meant every word that he said. To the deserving poor he gave provisions but all those who were able to pay had to do so or else not get the goods. The third week after he was in business he received no further requests for "tick" and his trade has grown greatly year by year—and it's all cash.

WHAT CUSTOMERS OBJECT TO.

There is always a feeling among customers of grocery stores which demands that everything be clean and neat. They look to the same evidence of care and cleanliness even about the grocer himself, in the appearance of his display shelves, the absence of dust, clean windows, tasty show cases, and care in arranging the stock. It is a good sign to see a modern delivery vehicle painted in a conspicuous but appropriate color. This tendency to cleanliness is in itself a splendid advertisement and the customer does not appreciate the grocer who thrusts his hand into a case of dates to fill an order after having poured out a gallon of coal oil, parcelled up a half peck of onions or tied up some fresh herrings.

The advantage of this to the grocer can scarcely be estimated. The customer who notices that the merchant exercises some care will be pleased and is very likely to return again, and, at any rate, it is only proper that this caution should be exercised.

WESTERN MERCHANTS ORGANIZE

The idea that organization among merchants is attended with beneficial results is rapidly spreading throughout Canada. As will be noticed from correspondence in this week's issue from Vancouver the merchants, business men and hotel keepers of Rossland, B.C., formed a commercial association for the mutual advancement of the members and it is their intention to diligently look after dead-beats and to discuss plans for the elimination of the church and society begging schemes, whereby merchants were practically compelled to purchase tickets for every social and picnic held in the district.

The time has come when merchants realize the necessity of organizations—not to the disadvantage of the consumer—but to protect their own interests from the ravages of existing habits and customs. Separate trades are now organizing in the provinces and the time will soon come when there will be retail grocers' associations in a number if not all of them, to look after the private interests of the grocery trade as a whole.

FOREIGN LANGUAGES AND BUSINESS.

Slow and sleepy China is gradually awakening. Among the evidences of this is the recent announcement that there are one thousand Government and private schools in one province of that country teaching western branches of learning, and that as a result of this teaching the Chinese are showing unusual zeal in acquiring a working knowledge of English.

This is not without its lesson to Canadians. We are probably among the most laggard of all nations in acquiring a knowledge of foreign languages, and yet foreign languages are becoming more and more necessary as a qualification for those who intend following commercial careers.

Germany is to-day one of the most progressive nations in a commercial sense. Probably no nation places more importance on the acquiring of foreign languages, a result of which can be seen in the way in which young German business men make headway in other countries.

Every young man in Canada aiming at a business career should master foreign languages, and particularly German and French. If he can add Italian and Spanish so much the better.

BUSINESS MAXIMS.

(By Plato Jr.)

Perseverence is the price of prosperity in business.

Success is too nimble to be caught by the lazy business man.

Clerks who never "stir their stumps" are not desirable business building timber.

Vinegar is all right in the barrel but it is a bad place to have it in the merchant's countenance.

Clerks who are diligent in business are serving their own as well as their employer's interest.

The man who thinks to work through all his waking hours will some day be unable to work through any of them.

Business Items From the Western Provinces

Drop in Edmonton Egg Prices—Australian Plums and New Zealand Onions Arriving at The Coast—Rossland Merchants to Look After Dead-beats—Attractive Winnipeg Stores.

EDMONTON.

March 23—The most striking feature of the past two weeks here has been the rapid decline in the price of eggs. Two weeks ago fresh laids were retailing for fifty and fifty-five cents. They have been dropping at the rate of five cents a drop until now they are selling at thirty and thirty-five. Within the last week on account of the balmy spring-like weather the market has been simply flooded with eggs and the trade has been very scarey on loading up to heavy expecting this state of affairs to happen.

Business in general has shown a healthier tone since the milder weather has come. Everybody is very optimistic and full of confidence and looking forward to a very busy and prosperous year owing to the great amount of railroad work both in and around Edmonton being undertaken by the Canadian Northern, Canadian Pacific, Grand Trunk Pacific and other new lines under survey to the far north of the province and in other directions from here as a centre. The transcontinental line of the G.T.P. are already starting their operations for 1909 both to the west and east of us. In a few weeks if this fine weather keeps up, the laying of the steel will be begun from where they left off at Wainwright, now that the big Battle River and Clover Bar bridges are practically completed and the grade nearly finished too. We expect the much heralded and anticipated event of its entrance to take place about May.

There has been a merry war among the merchants all over town in the can goods line lately. Corn, peas and beans have been slashed to ten cents a can and tomatoes to two for a quarter. The corn, peas and beans formerly sold at fifteen, or two for a quarter and tomatoes fifteen cents straight with a very small margin at these prices. The wholesale price of peas is $2.23 per case while corn and beans are $2.28 and tomatoes $2.80, so it is readily seen that they will not get rich very fast if they continue to sell at these prices, which means about a seven per cent. basis when at least calculation it costs the merchant twelve per cent, to do business.

VANCOUVER.

March 23.—Now that fresh butter is coming from western Alberta in good quality, those who have Australian are beginning to fear that they may get caught. There is considerable Australian in the city, which cost about 28 cents to get it here, while Alberta is being jobbed at 30 cents, so that there is no chance for the Antipodean article as far as competition is concerned. Moreover, it is done up with less salt and has not the keeping qualities.

With the alternation of the seasons in Canada and the Antipodes, trade is furthered, and to-day there are Australian plums on the market, at 35 cents per basket. They are of good quality, and are a tasty thing at this time of year.

New Zealand onions are also here in two varieties, the light skinned, which is more the shape of an apple and of good size, and the dark skinned, which is large and flatter in shape. They are excellent quality and should command the trade. On the Makura, which is now in port, 500 cases were brought in, being the first to come to Canada, and on the next steamer, one month hence, 5,000 cases will be brought up for distribution in the Northwest. With more cold storage facilities on the boats plying between New Zealand and Vancouver more of this trade would follow. Four hundred cases of potatoes, white rose and bismarcks, have also arrived from the South Seas. They come at a time when potatoes are getting scarce.

Andrews & Nunn, grocers in Mount Pleasant, Vancouver, have on exhibition two fine black squirrels. These are a rarity here, and were brought from Ontario. As they are pretty and lively they are attracting considerable attention. After exhibiting the animals, Andrews & Nunn, will donate them to the zoo in Stanley Park.

Rossland merchants, business men and hotel keepers formed a commercial association last week, which has for its object the mutual protection and advancement of the members, and a correction of some of the evils that attend the credit system. Those present were: A. W. Smith, R.H. Anderson, George Owen, George Agnew, H. S. Wallace, W. H. Goodeve, George Urquhart, Kenneth Martin, James Belton, T. G. Challoner, Thomas Dixon, H. W. Jones, W. G. Ternan, A. Cameron, W. F. McNeill, Dr. A. H. Tanner, W. K. Esling, J. W. Lougheed, P. R. McDonald, J. O. Athey, Mayor John Martin and Dan Thomas. H. S. Wallace was elected president; George Urquhart, vice-president, and R. H. Anderson, secretary. Annual fees were placed at $2.50. It was pointed out that the Board of Trade did effective work, but what the merchants wanted was a protective association whereby there would be less loss from deadbeats. Mr. Goodeve complained of the number of subscriptions that business men were called upon to contribute to and the number of tickets they were asked to buy, and said that there was scarcely a day that contributions for some object or other were not called for. In Ontario towns, the business men had associations and pledged themselves not to buy tickets for fairs, raffles, etc., over the counter. The constant drain on the hotels and business houses in Rossland had grown to such proportions as to seriously affect profits. A long debate ensued on the expediency of interviewing the mine managers with a view to ascertaining if they would accept orders for the pay of those employes whose credit was considered doubtful. It was suggested, however, that those from whom orders would be demanded establish credit for themselves at the banks or some central agency, so that they can meet their current expenses without the intervention of credit on the part of those who run stores, etc. This idea met with the approval of all present and an effort will be made to put it into effect just as soon as a proper plan can be formulated.

The annual report of the Edenbank Creamery Association, which operates in the Chilliwack district, was very gratifying, showing a substantial increase over the output for the preceding year. Although the average price for the year was a quarter of a cent lower than last year, being 29¾ cents, as compared with 30c for 1907, yet the amount of money distributed among the patrons and shareholders for cream amounted to over $1,766 in excess of 1907. During the year, the patrons delivered to the creamery 196,686 pounds of butterfat, from which was manufactured 224,412 pounds of butter, realizing $57,765.05, or an average price of 29¾c, after deducting all the cost of manufacture, including commissions, freights and the handling of cream to the creamery. The Edenbank has the reputation of turning out a first class class article at all times, and is one of two large creameries in the Chilliwack district. The other is the Chilliwack Creamery Association, and the large amount of money these concerns bring into the one section is making for general prosperity among the dairymen there. Edenbank directors, elected at the annual meeting, were J. A. Evans, C. T. Higginson, I. C. Lucas, J. Thompson and A. C. Wells.

WINNIPEG.

March 23.—It will be generally admitted that attractiveness of interior design, and neatness and cleanliness of appearance are enviable requisites for the modern grocery store. In Winnipeg there are many such stores. It may be attributed to the fact that the city is comparatively young, and that there is no occasion for inferior stores. At any rate, the majority are up-to-date in every way. Special mention might be made of the grocery department of Robinson & Co., department store. Upon entering this store the first impression received is the beauty of the whole place. The spotless hardwood counter, the shinning coffee grinder, and the attractive display of goods in every hand, compels one to look around, and be at home in the delightful surroundings. C. W. Waring, the manager, is largely responsible for this condition of things. Regarding trade this store is, as a natural sequence, progressive.

The local retailers do not report the trade booming at the present time. Up to the present they have been buying cautiously, and goods have been moving steadily, and one grocer predicts this condition to exist until May, when, as is the usual annual event, there will be a decided boom in the business generally.

A fact which should be of considerable interest to the farmers of Manitoba, is that a few of the local retailers are compelled to receive southern eggs to supply the growing demand. Many Manitoba farmers succeed in producing many eggs for market, and it should not be necessary to go below the boundary

for this commodity. With the introduction of mixed farming in Manitoba, it is expected that the local demand for eggs, as well as other goods, will be more adequately supplied from the immediate farmers. The prices of eggs have dropped, and no retail price is quoted. Retailers are paying at present about 22c for fresh, and 25c for new-laid.

The butter handled by the majority of retailers in this city is of creamery production. It may be asked, why dairy butter from the farm is not more popular.? It is the old story of quality. The creamery succeeds in putting up a uniform quality in acceptable form. The farmers, as most retailers can testify, are capable of putting up almost any grade of butter in any form imaginable. In other words, the creamery is the most reliable source. A rural merchant, in writing to the Nor'-West Farmer, suggested the use of printed wrappers for the farmers. These wrappers would have the name of the porducer and the number or name of the producer's farm, and would be supplied by the merchant with whom he deals. This seems like a sane suggestion. At any rate, such a system would ensure the cognito of the producer of good or poor butter, and it would compel the producer to stand behind his product—be it good or bad. Such a system would undoubtedly stimulate the maker of home-made butter to turn out the best possible quality, and thus eliminate much of the nuisance which the dealer of inferior grades of butter has to contend with.

CALGARY.

March 23.—Proof of growing business is amply shown by the bank clearings, last week's showing an increase of 72 per cent. over the corresponding week last year. The grocery houses, both wholesale and retail, report gratifying increases from month to month, and 1909 will doubtless prove a record one in all lines of business in the west. The implement dealers are already shipping out spring orders in large volume. Steam plows will be at work very shortly tearing up virgin prairie, and by the time fall wheat seeding arrives the acreage should be increased to be fully 25 p.c. greater than ever. Last year was a banner one for Southern Alberta. Actual shipping statistics reveal the fact that districts between Calgary and Macleod shipped as high as 60,000 bushels of grain to the mile, a record which has not heretofore been equalled in any part of the west. Seed oats are in demand at high prices, from 42c to 47c being paid. Many Alberta farms produce from 60 to 90 bushels to the acre, and it will thus be seen that the profit to the grower is a good one.

Hay, which was a good crop last year, is quite low in price, demand being poor owing to the mild winter and little demand from B. C. points. Butter and eggs are more plentiful. The latter are being shipped in in large quantities and are retailing at 30c per dozen for strictly new laid.

Potatoes are still being brought in from both east and west, although quite a few are being shipped down from Northern Alberta points. This will tend to ease the market, Albertas being lower in price. First shipments of New Zealand onions will arrive about the middle of April, and should retail at 5c per lb.

Sugars are advancing in sympathy with the eastern markets. California dried fruits are still being offered at very low figures, although advances are looked for in the near future as the season is at hand when enormous quantities are consumed throughout the prairie provinces.

There has been a war among the wholesale fruit dealers, and oranges, which are plentiful, are being quoted to the retailer at $3.00 per box for California navels.

Notes From the Maritime Provinces and Quebec

Sugar and Molasses from the West Indies Arrive at Halifax —New Brunswick Mutton for Winnipeg—Big Grocery Merger in Cape Breton—Officers of Montreal Retail Merchants' Association.

ST. JOHN.

March 23.—Except an advance of 20 cents a hundred pounds in the price of sugar there was no change in the market prices last week. The increase in the price is attributed to a strengthening market. John K. Schofield, who is one of the largest dealers in the commodity in speaking of the increase said: "For some time the conditions upon which Cuban sugar has been admitted to the United States have seriously affected the price of the commodity. The market has been glutted and the price has been forced down considerably lower than the demand would lead one to suppose it would. The Cuban crop, however, has been thoroughly exploited by now and the dealers who are regulating the prices are holding back the output in an endeavor to bring about the old order of rates." Mr. Schofield added that further increases might be expected within a very short time.

George A. Fawcett, of Sackville, has been shipping a large quantity of potatoes to Montreal. During the past week he sent away over 700 barrels of the tubers.

W. Herbert Downie, who was arrested and charged with the theft of $1,114 from T. S. Simms & Co., brush and broom manufacturers, was found guilty and sentenced by Judge McLeod on Saturday last to serve three years in Dorchester penitentiary.

George Coles and Robert Ewing, who were charged with burglarizing W. D. Baskin's grocery store on the west side were tried before Judge Forbes last week under Speedy Trials act. Ewing was allowed to go under suspended sentence of ten years and Coles was remanded to jail, pending an inquiry into his record.

Judging by the volume of business done by the New Brunswick Cold Storage Company during the past year, St. John is rapidly assuming an important place as a cold storage centre. It is estimated that 2,000 cars of goods have been handled with a valuation of about one million dollars. The bulk of the goods were, of course, of a perishable nature. The largest quantity of any one class stored was apples, which totalled 90,000 barrels, probably the record of any cold storage plant in Canada. A feature of the business has been the development of a market in the west for New Brunswick sheep. There has been shipped to Winnipeg 15,000 carcases. The opening of this market bids fair to mean much for New Brunswick farmers, as the sheep already shipped are reported to surpass the western article to such an extent that the local product is much in demand. The fish business, amounting to 100 cars within the last three months has been a feature. A very large quantity of beef and poultry has been stored, the winter port steamers alone taking for their own use 100 cars. This beef is principally western. The feature of the fish business has been the shipment from here of large quantities of eels to the United States, English and German markets, about 50 tons having been exported. Haddock and cod have also been exported largely. A considerable quantity of butter and eggs has also been stored. One local dealer had fresh blueberries and strawberries stored there all winter, taking them out as required. The fruit was in a fine state of preservation.

Communication between P. E. Island and the mainland was cut off for a few days last week, owing to heavy ice in the straits. The steamers are now running as usual.

Owing to the entry of a third candidate in the contest Harry G. Smith, the west end grocer, has decided to retire from the aldermanic field.

HALIFAX.

March 23.—General improvement is noted in all lines of the grocery business. The retail trade has increased greatly since March came in, and the travelers now on the road are sending in good orders. The changed conditions in the retail trade are largely brought about by the slump in the prices of butter and eggs. As a result of the bottom falling out of the market for these articles, prices are now reasonable and as a natural result the consumption has largely increased. Collections on the whole are considered quite satisfactory for this season of the year.

Pickford & Black's steamer Sobo, that arrived here this week from the West Indies, landed eleven thousand bags of sugar and five hundred puncheons of molasses.

Wentzell's, Ltd., wholesale grocers, of Halifax, have chartered a vessel to load a cargo of molasses at Barbados, for Halifax. One cargo of molasses has already arrived here and from now on it is expected that they will be quite frequent. As the molasses on all the markets has been pretty well cleaned up, the shipments this season will be very heavy.

T. F. Courtney & Co., retail grocers, will have a new building erected on the site of their present stores at the corner of Brunswick and Jacob streets. This firm does one of the largest retail grocery business in Halifax. The new structure will be of brick and stone and it is estimated that it will cost $25,000. The permit has been issued and work will be commenced at once.

Business continues very active in the fish markets. Halibut is still scarce but other lines of fish are coming in more plentifully. The catches on the whole are pretty small. Prices are generally steady, though a slight advance is looked for in salt cod.

"Harrington Limited," is the name of a newly organized concern which is to carry on a business in groceries and kindred commodities,—a merger in fact, of several large dealers now operating at various points in Sydney, C.B. The merger embraces the large groceries of H. C. Harrington, on Charlotte street, and the general stores of Norman McDonald, King's Road, Daniel Campbell, King's Road, Thos. Cozzolino, The Sydney Supply Co., and Messrs. Cuaig and Koning, who have been conducting the last named business on Victoria Road, are the promoters of the organization. Negotiations are pending with other business firms with a view to their consolidation with those already in the organization. The new company will be incorporated under the Joint Stock Companies Act, and will have a capital of a quarter of a million dollars, with about one hundred thousand dollars paid up. It is stated that there will be absolutely no water in the stock in this concern, the capital paid up representing the actual value of the merged interest, their stock in trade and realty.

The incorporation will not be complete until the first of April, but a board of provisional directors, comprising those already parties to the transaction, have been appointed. Although the interests involved have been formally taken over, each store will, until the first of April, be conducted by the former holders, but for the benefit of all concerned. When the new order prevails under the incorporation, there will be a central management, of which F. G. Koning, who has had many years' experience, will be the managing director. The initial branch houses of the corporation will be on Charlotte street, King's Road, and Victoria Road, in Sydney, and in the near future a measure of expansion will probably be taken. It is calculated that under the new regime a big saving in operating expenses will result and substantial profits made for the shareholders.

Quite recently the business of the Workmen's Co-operative Association on George St., and J. McLeod & Co., Whitney Pier, were acquired by the Sydney Supply Co., and this additional patronage will add to the volume of the trade to be catered to by the new limited institution.

MONTREAL.

March 23.—F. V. Samwell, late of W. J. Craig & Co., Kingston, Ont., has accepted a position with S. H. Ewing & Sons, Montreal. He will cover the main line of the Grand Trunk, and the Ottawa Valley.

T. Yamada with S. T. Nishamura & Co., Montreal, left last Tuesday for Japan.

Thomas Montgomery, of Thomas Montgomery & Son, died suddenly last Saturday at his home in Westmount. Mr. Montgomery was known throughout Canada, and particularly so in Montreal. The respect in which he was held was due to the uprightness of his business career. Besides his widow, he leaves two sons and three daughters. Thomas, is associated with him in business and Norman is with the Canadian General Electric Company. The late Mr. Montgomery was born in Montreal sixty-seven years ago.

A meeting of the Montreal branch of the Retail Merchants Association took place Thursday evening, March 18, at their hall at 270 St. Catherine St. East. The chief business of the evening was the annual election of officers, for the ensuing year, which resulted as follows: President, J. G. A. Filion; 1st vice-president, Arthur Leger; 2nd vice-president, O. Normandin; treasurer, J. A. Bore; secretary, J. A. Beaudry. Isaie Prefontaine, President of the Chambre de Commerce, was among those present. F. C. Larieviere delivered an address on methods of retail selling.

Montreal continues to suffer from a scourge of burglaries. Almost every night some store is entered, and goods taken. The police seem to be totally inadequate to deal with the matter. It is thought that the improvement of industrial conditions will improve the situation, as in some cases, there is evidence that the perpetrators are driven to these straits, by absolute want. One grocer who has been a victim, in discussing the situation stated, that he was absolutely sure who entered his store, but he said he had not pointed out the suspect to the police, as only the bare necessities of life had been taken and he added, "Heaven knows they needed it."

S. T. Nishamura, of S. T. Nishamura & Co., Montreal and Japan, returned last week, from New York, and other American points, and left Tuesday night for Japan.

Considerable excitement was caused here among the grain men, by the announcement that the Trunk Lines Association had decided to reduce the rates on grain, from the great lakes to New York, to meet the "foreign water" competition which last summer gave Montreal and other Canadian ports, practically all the wheat carrying trade to Europe. Local grain dealers are not, however, disturbed by this action, as they state, that whatever reduction the Americans make, will be fully met on this side of the line.

Buyers in Montreal during the week were :

J. L. E. Geumond, Beauharnois, Que.
C. H. Simpson, St. Alexis des Monts, Que.
G. Beausoliel, Terrebonne, Que.
B. Brunelle, Chambly Canton, Que.
B. S. Lavoie, North Stanbridge, Que.
F. Beauvais, Laprairie. Que.
D. Bougie, Pointe Claire, Que.
L. T. Trempe, Sorel, Que.
A. Labelle, Rosemere, Que.
A. Brossard, Laprairie, Que.
F. Meloche, St. Genevieve, Que.
E. Aubry, St. Polycarpe, Que.
J. B. Boivert, Nancy, Que.

Some Interesting Ontario Grocery Correspondence

London Wholesale Fruit Dealer Tells of Conditions in Cuba—United States Potato Buyers in Western Ontario — Cutting Prices Discouraged by Chatham Grocer—Galt Grocers Cannot Sell Cigarettes.

LONDON.

March 24.—Wholesalers report trade rather quiet in the surrounding district. Locally business is fair with a bright outlook. Brokers report teas and coffees excited, due to impending U. S. tariff changes.

Local retailers are pleased over a reduction of 15c. per case in the price of Shredded Wheat, which enables them to sell two packages for a quarter. The reduction from $5.15 to $5 per case went into effect Saturday.

John M. Dillon, of A. M. Smith & Co., has returned from a six weeks' visit to Florida and Cuba.

C. L. Mountjoy has returned to his duties as head clerk for Ryan & Russell after a severe illness.

Last week saw two advances in the prices of sugar. The reason given here for the advance is that the cane crop in Cuba, owing to the dry season there, is smaller than usual. Last year at this time, when similar conditions prevailed, the price was identically the same, but it dropped some time afterwards. Some dealers have been retailing at twenty pounds for a dollar, and as yet there has been no change in the retail price.

G. G. Steele, wholesale fruit dealer, who has just returned from a two months' trip to Florida, estimates that there will be four million boxes of citrous fruit shipped out of that State. He says the grape fruit and orange crops will both be heavier and pineapples will probably be 25 per cent. greater in yield, though the greatly improved quality will tend to keep the price about the same as last year. Pineapples, he says, will be here two weeks earlier than usual. Considerable American capital is at present being invested in Florida fruit farms, but as far as Mr. Steele could see no Canadian capital has found its way there yet. The land costs about $50 an acre and before it will begin to bear pineapples from $200 to $300 must be spent in fertilizer, labor, etc. After that, however, it will bear for from fifteen to twenty years, if properly cared for, though the sandy nature of the soil makes the fertilizer a necessity every year. An average would probably be $100 per acre per year for fertilizer. Mr. Steele met a young man from Seaforth, N. Campbell by name, who was engaged in growing tomatoes and who said that he was getting along well. He also met several

people from Michigan who were growing tomatoes and pineapples.

Butter prices are on the decline, both the dairy and the creamery products having started on the down grade. It is predicted that dairy butter will go below 20 cents per pound and creamery to from 22 to 23 cents. A year ago dairy butter sold io the market here at from 32 to 35 cents, wholesaling at from 29 to 31 cents. The prices at present run from 20 to 25 cents retail and 18 to 23 wholesale. Creamery butter a year ago retailed from 36 to 40 cents, with a wholesale price of 30 to 32. To-day the same class retails from 25 to 28 cents and from 22 to 25 cents a pound wholesale. "The amount of butter in the cold storage is the cause, said a local dealer. "There is plenty of butter and the price will go lower than it is at preswnr. On account of so much being stored away the prices remained high practically all winter with no demand. The speculators now have all this on hand. Outside dealers generally order in advance, either buying the goods outright or on a margin.

Eggs are coming into market very freely just now, the effect being to bring the price down to 20 cents per dozen retail, or 18 cents by the crate.

Buyers from the United States are going about this district buying up all the potatoes they can lay hands on. The tubers have been selling at from 55 to 65 cents per bag all winter, and it is expected that the outside demand will send the price up. Meanwhile, as a rule grocers have goodly supplies in store, as have also the more prudent housekeepers.

A rumor that the T. Eaton Company, of Toronto, were negotiating for a location in which to open a branch in this city cannot be verified.

CHATHAM.

March 24.—Coincident with the arrival of spring, the first lettuce of the season has made its appearance. John McCorvie & Son offered some on Monday, grown by a local market gardener.

Eggs are plentiful now. The prevailing retail price on the market Saturday morning was 20c. a dozen, and this dropped as low as 17c. in the afternoon. Last week the price was 22c. On Saturday one grocery firm, after retailing, sold 500 dozen of eggs to the packers. How many were sold in the entire city is hard to estimate.

Considerable price slashing has been in progress lately, but this condition of affairs, is probably a temporary one, coincident with the militarist propoganda abroad. Following the little soap war recently, one leading King street grocer last week held a Wednesday bargain sale, advertising cut prices in many lines. Sugar, 23 pounds for $1, was a notable instance. Another sale on similar terms was held on Saturday. The "cut" is understood to have been of a retaliatory nature, for the purpose of punishing an earlier offender in the same vicinity. "It's a losing game," remarked one man to the Grocer representative this afternoon. "Some years ago a grocer with whom I was employed saw golden opportunities in a Wednesday bargain sale. We used to have customers come from other stores ; but they never bought anything but the bargains—the things on which we were losing money. As a means of attracting trade, the "cut price" scheme wasn't up to much. Then, a next door neighbor cut his prices to match ours, and—well, by and by we saw that we were injuring the other fellow in order to injure ourselves too, and we quit. While the cut lasted we used to have the same people come, every bargain day, and buy the same things—but in 99 cases out of 100 they never bought anything else."

A Shredded Wheat banquet was held last week by the local King's Daughters, in aid of charity. A very timely display was put on simultaneously by John McCorvie & Son, in the shape of a Shredded Wheat window.

Mr. Blackburn, John McCorvie & Son's head clerk, is spending a couple of weeks with his daughter in Detroit.

The Continental Cigar Co. is the name of a new concern which will shortly start operations in Wigle's Warehouse on Lansdowne avenue, Kingsville. Mr. Bailey is the manager.

Irvine Wallace has relinquished his position as manager of W. C. Crawford's grocery department at Tilbury, and will leave to take a position in Amherstburg.

John Karr has exchanged his general store at Karrville, in Dawn township, for John McDowell's store, at Oungah.

Jas. S. Proal & Co., pork packers, of Leamington, have already commenced putting their product on the market, in a small way. A free site has been secured from the M.C.R. and the company will erect a modern packing house as soon as the spring opens. This will be a duplicate of the firm's new Michigan factory.

An agitation is being renewed for a new market for Leamington. The Westcott property at the electric railway terminus is being spoken of as a site.

The Heinz Pickle Co. has purchased land in Leamington adjoining its present property, and plans are being made for the erection of a processing house and a pickle salting house in the near future. Leamington is to be made the headquarters for the entire Canadian trade.

Henderson & Morris, bakers and confectioners, of Leamington, have dissolved partnership, J. E. Henderson continuing the business.

GALT.

March 24.—"Exceptionally good," is the unanimous verdict of all Galt grocers regarding the business of the past fortnight. "We are rapidly returning to the conditions which existed before the stringency," said John Sloan to your correspondent. "Of course we never doubted that the stringency was merely a matter of a few months, but it was severe enough while it lasted,"

Ald. T. G. Robinson, who conducts a grocery store on Brant Road, will shortly leave Galt. He will locate in either Toronto or Michigan.

Harold Ante, formerly with Radigan, left this week to take up a homestead in the West.

Tomatoes are being offered at Sloan's at 10 cents each.

Deans & Walker have recently had a demonstration of jellies.

Ald. Radigan is again on the sick list.

The by-law requiring the taking out of a license before cigarettes can be sold was passed by the council at its last meeting. The by-law becomes effective on June 1st and the fee is $25. The passing of the by-law means that all groceries will be prevented from selling cigarettes. The Main Street stores never did handle them, but the smaller grocers in the suburbs found quite a demand and consequently a stock was kept on hand. They will not however be in a position to pay a license of $25.

Can anyone from the outside give us any information regarding the Galt Merchants' Association ?

The grocery clerks' are already discussing the chances for a half holiday during the summer months. The agitation has become an annual affair and although the agitators have never been successful they are not yet discouraged.

"How is it," asked a grocer to-day, "that you never hear of bankrupt sales of groceries ?" Why is it ? Grocery firms fail just as well as dry goods and other lines, but there is nothing doing in the way of sensational bargain events.

The price of eggs is somewhat of a puzzle in Galt just at present. At Saturfay's market they were selling at from 20 to 24 cents per dozen. Butter is worth 26 cents per pound in Galt.

KINGSTON.

March 24.—Again the wheel of time has turned twelve times and again tenders are being asked for for institutions here. I met the old war horse of commerce in the centre of the market recently and I said I had figured on the contract for many years without success. "I don't doubt it," he said; "you don't know the ropes; no honest man has a chance. Look at the estimates and perhaps you will see that 20,000 lbs. of corn meal is required, and you put down your price, say, $1.70 per cwt. Jim the Grocer gets a tip that no meal will be used and he puts it down at 40c, and the contract is his another year. Tenders call for pure Mocha coffee, and sometimes 12c is accepted." Another grocer standing nearby leaning on a farmer's wagon, said he sent samples of black tea about five years ago to Ottawa. Tenders asked for a Ceylon at 17c or 18c. He sent them his figures and also put in a Congon at 12c. He didn't get the contract, but what he wanted to know was why were 25 chests of the same Congou accepted at 18c from another firm—something rotten in Denmark.

The agent of the Hobart Co., makers of electric coffee and spice mills, has made his semi-annual trip here again.

READS THE BACK NUMBERS.

London Office, March 15.—Charles E. Choat, of Halifax, N.S., who recently disposed of his retail business, and who with Mrs. Choat is now enjoying a few months rest in the Old Country and the Continent, was a recent visitor to the London office of THE GROCER. Relief from business cares, together with the delightful climate of the south of France, seems to have completely restored Mr. Choat's health, and when he returns to Halifax next month his friends will notice the improvement in his appearance. It was with evident pleasure that this old subscriber scanned closely the back numbers of his favourite paper, not having seen it since early in January.

Albert Gloon has one of their mills in use three years.

James Crawford has the contract for supplying groceries to the Royal Military College. He got the papers asking prices one day and they had to be mailed the same night. But Jim was on his job. Mr. Crawford is figuring on putting in an electric plant for roasting and grinding coffee, spices, etc.

George Crawford's broom factory is in full swing again. He donesn't want any fires for some time to come.

The new Patent Medicines Act is calling forth a lot of "cusses." It's an awful job to go through a big stock and stick stamps on every bottle. One man said he had cough medicine and soothing syrups 30 years old. The demand for drugs seems to be getting less. Druggists are having bergain counters and offering dollar goods at 50c, and 50c goods at 25c. Christian science must be playing havoc with doctors and medicines.

Harold Buck, clerk for Jas. Redden & Co., has bought out Mrs. Clow. The store is on Earl Street, and at one time was a coffee and spice factory run by Mr. Karch, now of Montreal.

W. F. Morley, of the Canada Brokerage Co., Toronto, is staying at the Randolph. He is on his yearly trip getting orders for canned goods for next fall delivery.

J. Waters, after four years' stay in the West, has returned and opened a store in his old stand. He thinks old Kingston is as good as any of the new places.

The demonstrations of tea, coffee, jellies, cocoa and Maggi soups this winter is much appreciated by the people.

Miss McMahon is serving a particular brand of soups this week at Gilbert's store, Gore Street, and next week she will be at the Golden Lion Grocery.

TORONTO.

March 24—A. E. Goggins, 237 Broadview Ave., has just now a very attractive window.

E. Berrie, 349 Broadview Ave., prides himself in keeping very fine delivery horses, and thinks he has the best and most careful drivers in the city.

F. Harding is manager of the one-time co-operative store, 1039 Gerrard St., now in the hands of Oliver Peake.

R. W. Dockeray, member of the milk dealer's section of the Retail merchants' Association of Canada, is appointed on the milk commission by the Ontario Government.

N. B. Bamford, 1043 Gerrard St., keeps a fine store, which is carefully looked after by two ladies.

J. A. Newman, 681 Markham Street, is a grocer who caters satisfactorily to his nearest neighbors and saves long-distance deliveries.

Mrs. Tomlinson, 968 Bathurst Street, is one of the first grocers on that street, and holds her trade by good friendship and good service.

I. B. Hagan, 638 Bloor Street West, is a grocer who is making money in his business, while his property is growing in value.

Vaisey & Wilcox, 930 Bloor Street West, are getting a new delivery outfit, that will attract attention, and aid in advertising the firm.

D. McEachern, 934 Bloor West, has the reputation of a successful grocer by keeping a clean, attractive store.

F. B. Robinson, 1218 Bloor St. West, has bought out R. T. Stillman.

INGERSOLL.

Notwithstanding that this is a "between season" local grocers report a steady trade that is very encouraging. Several of the grocers who realize the value of printer's ink are calling special attention to fruits and vegetables, and it is surprising the amount of trade that can be secured theough these "talks" in the advertising space. Oranges for marmalade have been extensively advertised and large sales made, while lettuce, green onions, pineapples and other imported fruits are also in good demand.

PERTH.

March 24.—At the next meeting of the Farmers' Club the question of "Potato Growing in This District" will be discussed. The aim of the meeting is to bring about the growing of some one good variety all over this section. This makes the meeting of special interest to grocers. At present potatoes here are so mixed up as to variety and grade that it is impossible for a dealer to buy a car of any one variety for shipment. A representative from the Farmers' Institute branch will address the meeting.

Package seeds are again in evidence everywhere. They are a good line, too, and easily sold. A good margin is obtained and there is no risk when handled on commission.

Miss Wrathall, who. for a number of years has been one of Perth's successful salesladies, was recently married. She will be missed in local grocery circles. Miss M. Taylor has taken Miss Wrathall's position with C. A. Farmer & Son.

A movement is on foot in Smith's Falls to change the early-closing by-law. Those behind the movement want to stay open three nights in a week and close the other three at seven o'clock instead of six.

ST. THOMAS.

March 24.—The markets were well attended last Saturday by the usual sellers but the scarcity of buyers was much in evidence. However, most of the supplies were disposed of. Eggs sold from 20 to 24c. per doz. The market was weak and the prospects are that they will go much lower shortly. Butter was likewise easier and sold from 23 to 27c. per lb.; potatoes sold from 75 to 85c. per bag, and apples are about done. Green stuff was sold, such as rhubarb, lettuce, green onions, etc. No change in meats occurred except that the buyers paid $6.90 live weight for hogs instead of $7.00 per 100 lbs. The two recent advances of ten cents per 100 lbs. each of sugar should stop those dealers who have been selling 20 lbs. for the dollar. The grocers generally are selling 16 lbs. for the dollar and the buyers are satisfied. The cutters should consider that when others do likewise their object is defeated and all lose money thereby and the first to complain are those who begin the cutting.

The grocers are pleased to learn that the Provincial Legislature intends to amend the peddlers' act and state exactly the amount of the license fee to be imposed, thus preventing the magistrates from dismissing the charges on account of the city by-law being prohibitory, in their estimation.

GAIN FOR THE GROCERS.

Through Instrumentality of P. H. Bowyer, M.P.P., Pharmacy Act Has Been Amended.

The proposed amendment to the Pharmacy Act introduced by P. H. Bowyer, M.P.P., East Kent, into the Ontario Legislature recently has been acted upon. The sub-committee appointed to consider the bill have sent in their report and the retail merchants of Ontario and particularly the country merchants, have benefited thereby.

Up to the present time the merchants have been allowed to sell the following articles: Proprietary or patent medicines, turpentine, Epsom salts, senna, alum, borax, castor oil, sulphur, Glauber salts, cream of tartar, carbonate of soda, bi-carbonate of soda and glycerine.

The new bill as passed by the committee allows them to sell the same articles but in addition also the following: Carbonate of megnesia, Rochelle salts, blue stone, copperas, rhubarb root, saltpetre, spirits nitre, solution of ammonia, phosphate of soda, chloride of lime, gum camphor, citrate of magnesia and quinine. All of these were before prohibited.

Carbolic Acid, Too.

As well as the above mentioned articles the merchant will now be allowed to sell freely carbolic acid not exceeding a 5 per cent. solution, hellibore, arsenate of lead and tincture of iodine, provided they are sold in well secured packages distinctly labelled with the name and address thereon, of the person preparing or putting up such packages, and marked "Poison," with the further restriction that the vendor of the above mentioned solution of carbolic acid shall keep a record of the persons to whom he has sold the same.

Mr. Bowyer, when seen by The Canadian Grocer, said he was satisfied with the arrangement and so were the druggists.

The sub-committee in whose hands the matter was left was composed of W. F. Nickle, a Kingston barrister, chairman; Dr. McKay, Dr. Nixon, F. G. MacDiarmid and P. H. Bowyer.

Canadian General Markets and Market Notes

See also Provisions, Cereals and Fruit, Vegetables and Fish Departments on pages following.

QUEBEC MARKETS

POINTERS—
Sugar—Advanced 10c.
Teas—Advanced.
Dried Fruits—Trade is brisk.
Nuts—Primary markets advance.
Rice—Decline in price.

Montreal, March 25, 1909.

Business is limited to the fulfillment of orders for immediate requirements. Very little trade for future delivery is passing. Buyers, while they think good times have started to come their way, are nevertheless using considerable caution in their buying, for fear they may have been too sanguine. Collections are only fair. Wholesale houses state that they are better outside the city than they are here. The chief feature of the week was the rise in sugar. This was due to the New York market, which our own follows closely. Raws are higher, consequently a rise all round has resulted. Teas have all gone up the scale more or less. The high grades are in the greatest demand, owing to availability for the American market. Grades below the U.S. standard have advanced in sympathy with the others.

Arrivals of new crop Brazil nuts are expected in a few days. Walnuts are selling freely in jobbing lots. The whole nut market is stronger in tone, owing to advancing primary market. The first shipment of molasses has arrived, but has not affected the market visibly.

Dried fruits are brisk. No very important changes have taken place in other lines during the week.

SUGAR—Another advance was recorded on March 19 of 10c. This action is due to the remarkable strength of the raw market, and an advance in refined prices, in New York. Locally trade is good.

Granulated, bbls	$4 70
" ½-bbls	4 85
" bags	4 65
" 20-lb. bags	4 75
" Imperial	4 40
" Beaver	4 40
Paris lump, boxes, 100 lbs	5 55
" " 50 lbs	5 65
" 25 lbs	5 85
Red Seal	5 55
Crystal diamonds, bbls	5 55
" " 100 lb. boxes	5 95
" " 50 lb. "	6 05
" " 25 lb. "	6 25
" " 5 lb. cartoons	5 40
Extra ground, bbls	5 10
" " 50-lb. boxes	5 30
" " 25-lb. boxes	5 50
Powdered, bbls	4 90
" 50-lb. boxes	5 10
Phoenix	4 65
Bright coffee	4 60
No. 3 yellow	4 58
No. 2 "	4 40
No. 1 " bbls	4 33
No. 1 " bags	4 25

SYRUPS AND MOLASSES—For the first time in the history of the molasses market, as far as anyone knows, choice in the primary markets is higher than fancy. First shipment has arrived at Halifax, but has not affected quotations, which still remain firm, and unchanged. Syrups are quiet and the quotations remain the same as last week.

Barbadoes, in puncheons	0 44 0 46
" in barrels	0 46½ 0 48½
" in half-barrels	0 47½ 0 49½
" fancy	0 49
New Orleans	0 22 0 35
Antigua	0 30½
Porto Rico	0 40½
Corn syrups, bbls	0 03
" ½-bbls	0 03½
" ¼-bbls	0 03
" 38½ lb pails	1 75
" 25 lb pails	1 25
Cases, 2 lb tins, 2 doz per case	2 40
" 5-lb. " 1 doz. "	2 75½
" 10-lb. " ½ doz. "	2 65
" 20-lb. " ¼ doz. "	2 60

MAPLE PRODUCTS—A stray lot of so-called new sugar is seen now, but the quality would not predispose one favorably toward it. Sugar which appears before the weather becomes suitable to sugar making is regarded with considerable skepticism, Nothing of interest has happened in old stock, and prices are unchanged.

Compound maple syrup, per lb	0 04½ 0 05
Pure Townships sugar, per lb	0 06 0 07
Pure syrup, 8½lb. tin	0 60 0 6[illegible]

TEA—Japans are scarce and stocks of other lines are also small. The activity of the market, owing to proposed legislation in the U.S., has made the market advance both here and in the United States.

Choicest	0 40 0 50
Choice	0 35 0 37
Japans—Fine	0 31 0 35
Medium	0 25 0 28
Good common	0 22 0 25
Common	0 20 0 21
Ceylon—Broken Orange Pekoe	0 21 0 40
Pekoes	0 20 0 22
Pekoe Souchongs	0 20 0 22
India—Pekoe Souchongs	0 19 0 20
Ceylon greens—Young Hysons	0 20 0 25
Hysons	0 20 0 22
Gunpowders	0 19 0 22
China greens—Pingsuey gunpowder, low grade	0 14 0 18
" " pea leaf	0 20 0 30
" " pinhead	0 30 0 50

COFFEE—Good steady demand, and no change in prices, is all that can be said about this market.

Mocha	0 18½ 0 25
Rio. No. 7	0 09 0 11
Santos	0 12 0 15

DRIED FRUITS—There is a brisk demand for these lines, especially for California fruits. Peaches, apricots and peas are having a good call. Figs are moving well, also dates. Quotations have not shown any changes during the week.

Figs—	
Bag figs	0 03½ 0 05
Tapnets	0 03½ 0 05
Elemes	0 08 0 14
Dates—	
Hallowees, per lb	0 05 0 06
Sairs, per lb	0 05
Malaga Raisins—	
London layers	2 25
"Connoisseur Clusters"	2 50
" ½-box	0 75
"Royal Buckingham Clusters," ½-boxes	1 30
" boxes	4 75
"Excelsior Windsor Clusters"	5 75
" ½s	1 40
Australian raisins	0 07 0 08
California Raisins—	
Fancy seeded, 1-lb. pkgs	0 09 0 10
Choice seeded, 1-lb. pkgs	0 08½ 0 09½
Loose muscatels 3 crown	0 08 0 09
" 4 crown	0 09 0 10
California Evaporated Fruits—	
Apricots, per lb	0 13 0 14
Peaches, "	0 11 0 14
Pears, "	0 13
Prunes—	per lb.
Prunes 25-lb. boxes, 30-40s	0 10 0 12
" " " 40-50s	0 09 0 10
" " " 50-60s	0 08½ 0 10
" " " 60-70s	0 08 0 08½
" " " 90-100s	0 07
Currants, fine filiatras	0 06½ 0 07
" Patras	0 08 0 08½
" Vostizzas	0 08½ 0 09½

SPICES—A good general trade is passing, and all lines are getting their share of atention. No changes have occurred.

	Per lb.
Peppers, black	0 14 0 20
" white	0 20 0 27
Ginger, whole	0 15 0 20
" Cochin	0 17 0 20
Cloves, whole	0 18 0 30
Cloves, ground	0 20 0 25
Cream of tartar	0 23 0 33
Allspice	0 13 0 15
Nutmegs	0 30 0 60
Cinnamon, ground	0 15 0 19
" whole	0 14 0 16

RICE AND TAPIOCA—Some of the large interests have been stirring things up a little, by indulging in a little price-cutting, and consequently wholesalers are able to offer goods from 10 to 15 cents lower than recent quotations. This action of the larger interests is due to active competition for the limited trade offering. Tapioca remains unchanged, and under fair demand.

Rice, grade B, bags 250 pounds	2 95
" " " 100 "	2 95
" " " 50 "	3 05
" " pockets 25 pounds	3 05
" " ½ pockets, 12½ pounds	3 05
" grade c.c., 250 pounds	3 05
" " 100 "	2 85
" " 50 "	2 95
" " pockets 25 pounds	3 00
" " ½ pockets, 12½ pounds	3 00
Tapioca, medium pearl	0 05

BEANS AND PEAS—"Small offerings" is what is heard on all sides in regard to beans. This means a decidedly firm tone to the market. Peas are scarce also and in good demand. No quotable changes have been recorded.

Ontario, pickers	2 10 2 15
Peas, boiling	1 45 1 50

EVAPORATED APPLES—Stocks are low, and prices remain firm. There has been a good demand, but this has slightly fallen off during the week.

Evaporated apples, new	0 08 0 08½

FURS—This market is quiet and unchanged.

Mink	5 00 6 50
Marten, pale	4 00 6 00
" dark	8 00 20 00
Fox, red	4 00 6 00
Lynx	9 00 15 00
Otter	15 0 25 00
Fisher	7 00 12 00
Weasel	0 25 0 35
Muskrat	0 15 0 25
Canadian coon	0 75 1 25
Skunk	0 40 1 25
Bear, large	8 00 10 00
" small	3 00 5 00

CANNED GOODS

MONTREAL—In view of the season, the demand for fish has been disappointing. Vegetables are moving fairly freely. Fruits are slow. Meats are meeting with only an indifferent sale, which condition, dealers say, will change soon, as summer is coming and demand

will be much larger. Cold meats are not as popular in winter with housekeepers as they are in summer when they make as little use of a fire as possible.

TORONTO—Gallon tins of apples have advanced 15c a dozen locally, and export demand is offering 5c higher still. Stocks are low and going off rapidly, green stock being unavailable.

Canned fruit lines are beginning to move fairly free, but wholesalers complain that they expected them to move long before this and is greater volume.

Peas, tomatoes and corn are free sellers among the vegetables, though the first-named are getting very scarce. Fish lines are easing up slightly, that is, they have not been in such demand this week as a month ago. The season for them is hardly over as yet and no uneasiness is felt.

ONTARIO MARKETS

POINTERS—

Sugar—Another advance of 10 cents.

Canned Apples—Gallon cans up 15 cents a dozen.

Raisins—Valencias, firmer ; California, easier.

Peas—Extra sifted out of the market.

Prunes—Good sellers.

Teas—Big demand.

Toronto, March 25, 1909.

Still another advance of 10 cents per cwt., is noted in sugars. This makes the third advance since the beginning of the month. The market is very firm. Raw sugars from the West Indies which commenced arriving a fortnight ago at Halifax are still coming to this market, though supplies are not so plentiful as was anticipated. They are coming on a bare market. The U. S. Consul-General at Havana says Cuba will produce 1,100,000 tons of sugar this season.

Valencia raisins are firming up. Because of demand caused by a shortage of green apples, raisins are called on to supply the deficiency. California raisins are easy. The crop was enormous last year and present supplies are more than enough to meet demands. Muscatels may not advance again until the new seeded crop arrives.

Prunes are good sellers, and peas are scarce. Extra sifted peas are out of the market at present. Rice, tapioca and spices are unchanged.

Teas share with sugars the chief interest among grocery lines. The rumored U. S. tariff changes have caused a big demand to be made for all available teas in nearby markets and the local market is pretty bare. Wholesalers are not unanimous as to prices advancing, but it rather looks that with depleted stocks the prices will go up.

Cereals are not moving so well as during the cold weather, and beans are not so much in demand this week.

Business generally is opening up fair—not so much as was expected ; still satisfactory. Collections are slowly improving and orders received call for a larger volume of general stocks.

SUGAR.—Since last issue sugar has gone up another 10 cents, and the market is firm at the advance. Raw sugars are arriving, though it is stated not so freely as was expected. Stocks are in consequence lower. No immediate decline is anticipated.

"Crystal Diamonds," barre's	5 95
" " half barrels	6 05
" " boxes, 100 lbs	6 15
" " " 50 lbs	6 25
" " " 25 lbs	6 45
" " 5-lb. cartons, boxes 100 lbs	8 10
St. Lawrence Crystal Diamond Dominos, 5 lb. ctns	8 40
Paris lumps, in 50-lb. bags	5 85
" in 100-lb. "	5 75
in 25-lb. boxes	6 95
Red Seal	7 10
St. Lawrence granulated, barrels	4 80
Beaver granulated, bags only	4 50
Redpath extra granulated	4 80
Imperial granulated	4 50
Acadia granulated, (bags and barrels)	4 70
Wallaceburg	4 50
St. Lawrence Golden bbls	4 39
Bright coffee	4 70
No. 3 yellow	4 60
No. 2 "	4 50
No. 1 "	4 40

Granulated and yellow, 100-lb. bags 5c. less than bbls.

MOLASSES AND SYRUPS.—Quietly steady is this line. Tinned goods are fair. Maple products have not yet arrived in any quantity. Prices are unchanged.

Syrups—		
Medium	0 30	0 35
Bright	0 40	0 45
	Per case	
2 lb. Tins, 2 doz. in case		2 40
5 " " " "		2 75
10 " " " "		2 65
20 " " " "		2 60
Barrels		0 03½
Half Barrels		0 03¾
Quarter "		0 03¾
Pails, 38½ lbs. each		1 75
" 25 " "		1 25
Maple syrup—		
Gallons, 6 to case		4 50
½ " 12 "		4 80
Quarts, 24 "		4 80
Pints, 24 "		2 50
Molasses—		
New Orleans, medium	0 30	0 35
" bbls	0 28	0 30
Barbadoes, extra fancy		0 45
Porto Rico	0 45	0 53
West Indian	0 31	0 30

TEA.—The market is very active and exciting. Buying on speculation is indulged in by U. S. dealers who anticipate the tax on tea to become law when the Payne bill gets through Congress. As yet prices are unchanged, though with depleted stocks it is hardly natural to expect that prices will not advance for a time at least until the law of supply and demand rights itself.

DRIED FRUITS.—Prunes are good sellers just now, though strange to say, evaporated apples are rather slow. It may be on account of the low prices of some dried fruits. The West bought some evaporated stock, though it is said they are being held in storage at Winnipeg until the green stock is off the market, when better prices are expected to be realized. Raisins are interesting locally. Valencias are firmer on account of scarcity of apples, and Californias are easy on account of over supply. Currants, dates, figs and peels are unchanged in price and conditions.

Prunes—		Per lb.
30-40's, 25-lb boxes		0 10½
40-50's, 25-lb. boxes		0 09½
50-60's " "		0 08½
60-70's " "	0 07	0 07½
60-70's, 50-lb. boxes		0 07½
80-90 " "		0 05½
90-100 " "		0 06½
Apricots—		
Choice, 25-lb boxes		0 13
Fancy, " "		0 15
Candied and Drained Peels—		
Lemon	0 10 0 11	Citron 0 17 0 20
Orange	0 10½ 0 12	
Figs—		
Elemes, per lb	0 08	0 10
Tapnets, "	0 03½	0 04
Bag Figs	0 03½	0 04
Dried peaches	0 07½	0 08½
Dried apples		0 07½
Currants—		
Fine Filatras	0 06½ 0 07	Vostizzas 0 08½ 0 09
Patras	0 08 0 08½	
Uncleaned, ½c less.		
Raisins—		
Sultana	0 07½	0 09
" Fancy	0 11	0 12½
" Extra fancy	0 14	0 15
Valencias	0 05½	0 06
Seeded, 1-lb packets, fancy		0 08
" 16 oz. packets, choice		0 08
" 12 oz. " "		0 07
Dates—		
Halloweens	0 05½	Fards choicest 0 08
Sairs	0 05	" choice 0 07½

NUTS.—New Brazils are beginning to come in. Good stock is as yet hard to obtain. By next month reliable nuts should be obtained.

Almonds, Formigetta	0 12½
" Tarragona	0 13
" shelled	0 30 0 32
Walnuts, Grenoble	0 14
" Bordeaux	0 11
" Marbots	0 12
" shelled	0 28
Filberts	0 10
Pecans	0 16 0 18
Brazil's	0 15
Peanuts	0 10 0 12

RICE AND TAPIOCA.—Almost featureless are rice and tapioca. Sales are hardly more than satisfactory and not early so good as six weeks ago.

	Per lb.
Rice, stand. B	0 03½
Standard B, from mills, 500 lbs. or over, f.o.b., Montreal	2 95
Rangoon	0 03½ 0 03¾
Patna	0 05½ 0 05¾
Japan	0 05½ 0 06½
Java	0 06 0 07
Sago	0 05 0 06
Seed tapioca	0 06
Tapioca, medium pearl	0 01½

SPICES.—This is generally a quiet line. While prices do fluctuate pretty extensively the volume of stocks carried and disposed of does not create much excitement.

Peppers, blk pure	0 14 0 20
" white pure	0 22 0 30
" whole, black	0 15
" whole, white	0 28
Ginger	0 18 0 25
Cinnamon	0 25 0 40
Nutmeg	0 35 0 90
Cloves, whole	0 25 0 35
Cream of tartar	0 22 0 25
Allspice	0 16 0 19
" whole	0 17 0 20
Mace ground	0 80 0 90
Mixed pickling spices, whole	15 0 20
Cassia, whole	0 20 0 25

BEANS.—This has been an off week for demand. The market continues firm. Supplies are none too great.

Beans, hand picked	2 25
" prime No. 1, "	2 00
" Lima, per lb	0 07½

EVAPORATED APPLES.—Demand has dropped off for local consumption, though satisfactory trading has been done in the West. The price, 7½ cents, is unchanged from last week.

TRADE NOTES.

Frederick W. Marshall, general merchant, Mount Dennis, Ont., died last Saturday.

A petition, largely signed, bearing the signatures of nearly all the retail grocers in Hamilton, asking that a by-law be passed keeping fruit peddlers off the streets of the city, was presented to the Markets Committee on Monday. The aldermen decided to make an investigation before taking action, and a subcommittee was appointed for that purpose.

A letter has been received from E. M. Trowern secretary of the Retail Merchants' Association, on the subject of P. H. Bowyer's bill, but owing to its length and the lateness of its arrival it will not appear in The Canadian Grocer until next week. The matter for this week's issue had been arranged for when it was received.

Much Wheat Left in Western Farmers' Granaries

Estimated That 14,000,000 Bushels Are Required for This Year's Seed—No Active Buying From Great Britain—Increasing Trade in Coarse Grains, Bran, and Hay.

Winnipeg, March 23.—There has not been relatively much change in the wheat situation for the past ten days. The market has varied up and down and occasionally the variation has been considerable, as is always the case with a narrow market and the wheat market of the Canadian West has been an exceedingly narrow one. There have been a few days when export trading was good; there have been no days when it could be said to be very active. No advance in prices and no "bull dope" as to the condition of winter wheat seem to have been able to shake the British miller from his serene calm or tempt him into anything like active buying. Stocks are light in the old country, and for a long period the actual world's crop news shorn of all exaggerations, was bullish and yet the British miller with his many million mouths to feed has absolutely refused to do anything but buy from hand to mouth. Now the news on the whole seems to endorse the wisdom of his policy, for taking world conditions at the end of the third week in March they are decidedly more bearish than they were at the end of the third week of February and the season is a month nearer another harvest. This is emphatically so, so far as the Canadian West is concerned. Receipts, which for so long a period after the new year set in, were phenomenally light, began to increase about that time and have steadily increased ever since. Not only receipts in Winnipeg but receipts at country elevators. C. C. Castle, the Warehouse Commissioner, has just issued a report placing the crop of the Canadian West for 1908, wheat alone, at 105, 149, 354 bushels and this report coincides with the final returns of the various provincial governments. According to the details of this report there are 14,673,154 bushels still in farmers' hands and 12,511,000 bushels in store in interior elevators, making 27,184,154 bushels of the crop of 1908 still to come forward. The seed requirements for 1909 are put at 144,000,000, which is excessive, so that even the figures mentioned as available may be slightly increased. In the opinion of your correspondent the government and Mr. Castle's estimate of the wheat crop is too high by several million bushels, but the amount still to come forward is fully endorsed. There is a great deal of truth in the homely wisdom of an exchange to the south, which remarked some weeks ago, "make the price high enough and it is remarkable what the farmers can do with brooms and shovels in the bin corners." It is quite probable that this report will have the effect of making the British miller still more indifferent in his buying.

There is a factor in the British millers' position that seems to be rather generally overlooked. It is not only that he seems to see plenty of wheat ahead to buy when he needs it but it is more than probable he sees a decreased demand for bread with the 2½ pound loaf doubled in price in the west end and 1½d. higher in the east end of London. It is no use to say that people must have bread, the awful fact is that when times are hard, as they have been all this winter in Britain, an advance in the price of bread means a direct and very noticeable decrease in consumption. The outlook for better times in Britain is not brilliant at the present moment. All these things affect more or less directly the wheat market in Winnipeg.

An Early Spring Expected.

With St. Patrick's day behind them, westerners are talking spring. The weather has been mild and very bright and though throughout the country there is a good blanket of snow, in the cities it has almost disappeared. There seems to be a general feeling that spring will be early this year and implement houses declare they are already beginning to feel the pressure of spring trade. Seed houses report the same condition.

The building trade has certainly felt spring, as within the past week a very large number of excavations for business and residential blocks have been started and are being pushed vigorously. Wherever steal frame work is in course of construction it is being rushed.

Emigrant trains are arriving two and three times a week and the class of settlers coming in is of an unusually high order. The rush of emigration promises to be large this season and immigration officials are making every preparation to handle the rush. The opening of so large a number of homesteads in the Province of Manitoba has concentrated attention more on the older province than has been the case for some years.

The various committees appointed to inquire into the feasibility of a Selkirk Centennial reported to a general meeting the other day and these reports were so favorable that it was unanimously decided to go ahead with the project as fast and as energetically as possible.

Cattle Moving Slowly.

The cattle market is very dull here just at present and there is little coming forward beside some rather indifferent butchers' stuff. Last year at this time quite a few range cattle were moving but so far there is nothing doing this spring. This is probably due to the fact that range cattle were more closely cleaned up last fall than was the case in the fall of 1907 and therefore a new supply will not be available until later in the season.

Dealers in coarse grains, bran and hay report a rapidly increasing trade and an excellent inquiry looking to business later in the season. The projected railway construction is largely responsible for this. Contractors are already getting their outfits under way and the moment the snow is off the ground work will commence in many districts. In some districts in Alberta work has already commenced.—H.

MANITOBA MARKETS

Winnipeg, March 19.—There are large stocks of goods being taken in at the present time in almost every commodity. The city trade is quiet but heavy shipments are leaving the city for western points. The immense railway construction proposed this season will require large stocks of canned and camp goods. Preparations are being made to supply this demand which will open up shortly. The advance on all sugars, and the extreme advance on brooms, are the features of this week's quotations.

SUGAR—All sugars advanced within the past week. On March 17 an advance was quoted of 10c per 100 lbs. On March 19 another advance of 10c is quoted. The following prices are most accurate that can be secured, but a further advance is still expected.

Montreal and B C. granulated, in bbls	5 20
" " in sacks	5 25
" yellow, in bbls	4 90
" " in sacks	4 85
Wallaceburg, in bbls	5 10
" in sacks	5 15
B.C. gunnies granulated, 5-18's to bale, per cwt	5 25
" " 5-20's " "	5 25
" icing	5 90
bar sugar	5 90
Icing sugar in bbls	5 90
" " in boxes	6 10
" " in small quantities	6 30
Powdered sugar, in bbls	5 65
" " in boxes	5 85
" " in small quantities	6 15
Lump, hard, in bbls	6 20
" " in ½-bbls	6 30
" " in 100-lb cases	6 20

SYRUP AND MOLASSES—It is interesting to note the decline in "Crown Brand" syrup and the stability of the Beaver Brand.

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 25
" " 5-lb tins, per 1 "	2 60
" " 10-lb tins, per ½ "	2 43
" " 20-lb tins, per ¼ "	2 48
" " ¼ barrel, per lb.	0 03½
" " Sugar syrup, per lb.	0 03½
Beaver Brand, 2 lb tins, per 2 doz case	3 10
" 5 " " 1 "	3 60
" 10 " " ½ "	3 30
" 20 " " ¼ "	3 20
Barbadoes molasses in ½-bbls, per lb	0 04½
New Orleans molasses in ½-bbls, per lb	0 03½
Porto Rico molasses in ½-bbls., per lb	0 04½
Blackstrap, in bbls., per gal	0 31
" ½ "	0 33
" 5 gal. bsts., each	2 25

MAPLE PRODUCTS—These are selling quite freely, but the demand is not what might be expected at this season of the year.

Sugar, 25 lb. boxes, ½s. and ¼s	3 00
Syrup, gallons ½ doz. to case, per case	5 65
" ½ " 1 doz. to case, "	6 15
" ¼ " 2 doz. to case "	6 55

FOREIGN DRIED FRUITS—Table raisins have up to the present been quoted at holiday prices, but very few have them in stock and no price can be quoted.

Smyrna Sultana raisins, uncleaned, per lb	0 07
" " cleaned, per lb	0 08½
Trenor's Valencia raisins, f.o.s., per case, 28's	2 05
" " " 14's	1 00
" " selects " 28's	2 25
" " " 14's	1 15
" " layers " 28's	2 35
" " " 14's	1 25
California raisins, choice seeded in ½-lb. packages per package	0 05½
" " fancy seeded in ½-lb. packages per package	0 05½
" " choice seeded in 1-lb packages per package	0 06½
" " fancy seeded, 1-lb. packages, per package	0 07½
Raisins, 3 crown muscatels, per lb	0 05½
" 4 " " "	0 08½
Prunes 90-100 per lb	0 05
" 80-90 "	0 05½
" 70-80 "	0 06½
" 60-70 "	0 06½
" 50-60 "	0 07½
" 40-50 "	0 [illegible]
" 30-40 "	0 09

Silver prunes	0 09
Currants, uncleaned, loose pack, per lb	0 06½
" dry cleaned, Filiatras, per lb	0 06½
" wet cleaned, per lb	0 07
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 08
Pears, per lb	0 08½
Peaches, standard, per lb	0 07
" choice	0 07½
Apricots, standard, per lb	0 09½
" choice, per lb	0 11½
Plums black pitted, per lb	0 11½
Nectarines, per lb	0 09½
Dates, new, per lb	0 06

RICE AND TAPIOCA—There was a decline recently in both these articles, but the present price will prevail, it is expected, for some time.

Japan rice, per lb	0 04
Patna " "	0 04½
Rangoon rice per lb	0 03½
Tapioca, per lb	0 04½

EVAPORATED APPLES—There is a good staple demand at 8½c per lb. The market is steady and no change is expected in local prices.

HONEY—Supplies are hard to obtain. Prices are quoted as follows:

Honey, 2½ lb. tins, in case 24	8 75
" 5 " " 12	8 50

SPANISH ONIONS—New stock is quoted at $1.15 per crate.

NUTS—Owing to the new French treaty it is fully expected that a duty of 1½c. per lb. will be imposed on both shelled and unshelled walnuts. Wholesalers refuse to fill any orders at lower prices than those quoted.

Shelled Walnuts, in boxes, per lb	0 26
" " small lots, per lb	0 28
" Almonds, in boxes, per lb	0 28
" " small lots, per lb	0 30

ROLLED OATS—There is an advance announced of 10c per 100 lbs. in rolled oats.

Rolled oats, 80 lb sacks, per 80 lbs	2 27
" 40 " " 80	2 35
" 20 " " 80	2 40
" 8 " " 80	2 70

CORNMEAL—

Cornmeal, per sack	1 90
" per ½ sack	0 95
" per bale (10, 10's)	2 15

BEANS—Prices are steady at the recent advance. Hand picked are quoted at $2.35 per bushel and the three-pound picker at $2.25.

POT AND PEARL BARLEY — Pot barley is quoted at $2.55 per sack; pearl barley at $3.75 per sack, and $1.95 per half sack.

BROOMS—Have made still another advance of 25c per doz. over last week. The market shows strong signs of another advance, and it is assured that this will take place about April the 1st.

TUBS—The prices in these are:

Tubs—	
Eddy's tubs, No 0, per dozen	11 25
" " " 1 " "	9 10
" " " 2 " "	7 50
" " " 3 " "	6 40
" " nests of 3, No. 0, 1, 2, per nest	2 35
" " " 3, No 1, 2, 3 per nest	1 95
" " " 4, No. 0, 1, 2, 3, per nest	2 85

FISH—

Fish—	
Quail on toast	0 05½
Cod, in lo k	0 07
" whole	0 06

FRUITS.

	Group No. 1	Groups No. 2 & 3
Apples—3's standard, per case	$2.44	$2.34
" gals. standard, per case	1.55	1.52½
Cherries—Red, pitted, 2's	4.18	4.08
" black, pitted, 2's	4.18	4.08
" white, pitted, 2's	4.38	4.28
Currants—Red, 2's	4.18	4.08
" black, 2's	4.18	4.08
Gooseberries—2's	4.58	4.48
Lawtonberries—2's	4.18	4.08
Peaches—Yellow, 2's	4.18	4.08
" yellow, 3's	6.54	6.44
" pie, unpeeled, 3's	3.34	3.24
" pie, unpeeled, gals	2.42½	2.40
" pie, peeled, gals	3.30	3.27½
Pears—Flemish Beauty, 2's	3.68	3.58
" Flemish Beauty, 3's	4.74	4.64
" Globe l.s., 2's		2.73
" Globe l.s., 3's		4.14
Plums—Damson l.s., 2's	2.28	2.18
" Lombard l.s., 2's	2.28	2.18
" Green Gage l.s.	3.08	2.98
Raspberries—Red, 2's	4.18	4.08
" red, gals	3.80	3.77½
" black, 2's	4.18	4.08
" black, gals	3.80	3.77½
Strawberries—2's	4.18	4.08
" gallons	3.80	3.77½

VEGETABLES.

Asparagus—2's	6.28	6.18
Beans—2's	2.08	1.98
Corn—2's	2.03	1.75
Peas—No. 4 standards, 2's	1.88	1 88
" Early June, 2's	1.98	1.65
" Sweet Wrinkle, 2's	2.18	1.85
" Extra fine sifted, 2's	3.08	2.75
Pumpkins—3's	2.14	2.04
Succotash—2's	2.63	2.58
Tomatoes—3's	2.44	2.10
Tomatoes—2's	2.08	1.74
Tomatoes—gallons	3 70	3.65

MEATS.

Clark's 1 lb., pork and beans, plain, per case	2 40
" 2 " " " "	1 95
" 3 " " " "	2 50
" 1 " tomato sauce, per case	2 50
" 2 " " "	1 90
" 3 " " "	2 50
" 1 " Chili "	2 50
" 2 " " "	1 90
" 3 " " "	2 50
Soups, per doz	1 25
Corned beef " 2's per doz.	2 00
" " 1's "	1 75
Roast beef	
" 1's, per doz	1 50
" 2's, "	2 70
Potted meats, ½'s, per doz	0 05
Veal loaf ½ lb., per doz	1 25
" 1 lb. "	2 50
Ham loaf ½ lb. "	1 25
" 1 lb. "	2 50
Chicken loaf ½ lb. "	1 25
" 1 lb. "	3 00
Luncheon tongue 1's, "	3 65
Sliced smoked beef ½-lb. tins, per doz	1 80
" " 1-lb. tins, "	3 10
" " 1-lb. glass, "	3 35
Chipped " ½-lb. tins, "	1 45
" " 1-lb. tins, "	2 50
" " 1-lb. glass, "	0 05
Sliced bacon, 1-lb. tins, "	3 10
" 1-lb. glass, "	3 25
English brawn, 1's, per dozen	1 50
" " 2's, "	2 75
Cambridge sausage, 1's, per dozen	2 15
" " 2's "	3 70
Geneva sausage, 1's, per dozen	2 10
" " 2's "	3 35
Boneless pigs feet, 1's, per dozen	1 50
" " 2's "	2 75
Lunch tongue, 1's, per dozen	3 35
" 2's "	6 70
Paragon ox tongue, 1½'s, per dozen	8 05

GREEN FRUIT AND VEGETABLES—Tomatoes are the largest sellers in the vegetable line. California cabbage will arrive shortly, and will be readily taken up.

Tomatoes, Florida, per case	4 50
Lettuce, per doz	0 50
Radishes, per doz	0 50
Parsley per doz	0 60
Pie plants, per lb	0 15
Oranges, per box	3 00 3 25
Lemons "	4 00 4 50
Apples, Spy, per bbl	7 00 7 50
" Ben Davis, per bbl	5 50 6 00
Bananas, per bunch	2 50 3 50

EGGS—Prices are dropping. From now on local dealers will not pay more than 21½ to 22½c per dozen.

BUTTER—The trade continues very light. There is no change in price from last week. Creamery butter is jobbing at an average price of 25c per lb. The prevailing price in round lots for dairy butter is 15c to 15½c f.o.b. Winnipeg. The dairy product is of poor quality, but the price is not likely to recede further.

CATALOGUES AND BOOKLETS.

Manufacturers and wholesalers are requested to send catalogues, booklets, etc., to The Grocer in order that it may be announced to the retail trade that they have been issued. Retailers in sending for catalogues referred to, should mention this paper to show they are in the trade and they should be read thoroughly by them on account of their educative value. Often they may be able to secure new ideas.

Facts About Canada.—The 1909 edition is out of the valuable booklet, "5,000 Facts About Canada," compiled by Frank Yeigh, of Toronto. Nearly 25,000 copies were sold of the 1908 edition, the demand coming from every part of this continent and the British Empire. The idea worked out, that of a concrete fact in a sentence, is an excellent one, the data being arranged under such self-indexing titles as areas, agriculture, banking, commerce, finances, mining, railways, wheat fields, etc. The book is published by the Canadian Facts Publishing Co., 667 Spadina Avenue, Toronto, Canada, or may be had from newsdealers.

THE STRAWBERRY CROP.

Opinions From Growers in and Around Niagara Peninsula.

St. Catharines, March 24.—Your correspondent has interviewed several fruit growers who are largely interested in strawberries to ascertain if possible the crop outlook of this fruit for 1909. Present opinions vary, yet all agree that more definite statements can be secured within the next few weeks when the snow and ice disappear.

From the vicinity of Vineland, Chris. Frety reports that the vines have stood the winter well and every indication points to a good crop.

Mr. Cartmore, of Clinton, reports that the plants were not covered during the winter, consequently are not in the best of conditions. A medium crop would be up to his expectations.

A. Griffiths, of Grantham, says that it is almost too early to give an accurate forecast of the prospect for strawberries in his district for this season as the patches are yet partly covered with snow and ice. He says however, that the crop will no doubt be small or even medium at the best owing to the drought last fall. This retarded the development of the vines. Very few new runners were developed. He also expected a shortage of strawberry plants for the starting of new patches.

PERSONAL NOTES.

Mr. Dunlop, of Ward & Dunlop, New York, was in Toronto this week calling upon the jobbing trade in the interests of Jas. Robinson & Sons, Ltd., Paisley, Manchester and London.

Morrish & Snyder, who recently succeeded H. I. Morrish in the grocery business on Hamilton street, Goderich, have now bought out McEwen Brothers, of the Maple Leaf Grocery. Bert McEwen goes to Clinton.

R. A. Tyus, Canadian manager of Church & Dwight, Montreal, who has been seriously ill for some months and who is now in the Roosevelt Hospital, New York, is improving rapidly and expects to be soon able to return to work. His many friends and customers in Canada will be pleased to learn of his convalescence.

Tea from Canada Going Across the Border

Price to Consumers Will Not be Affected in This Country Even if Payne's Bill Goes Through Congress — Change of Duty on Other Commodities not Important, Say Canadian Wholesalers.

Beyond the fact that a flutter has been caused in the Canadian tea situation by the recently announced changes in the United states tariff, the grocery trade here in Canada is not affected by that pronouncement. This is the opinion expressed by a number of the leaders of the grocery trade in Toronto.

Representative Payne in his bill introduced to Congress a week ago called for among a number of tariff changes, some modification of the duties on grocery lines entering the United States. On starch there is a reduction of ½c per pound, with the exception of potato starch ; tea, which formerly entered free is taxed 8 cents a pound when entered from the country of production, and 9 cents a pound coming from non-producing countries ; sugar is reduced five-hundredths of a cent a pound, and dextin is reduced ½ cent a pound ; spices have a duty of 30 per cent. placed on them; and coffee is retained on the free list, except that provision is made that a duty equal to any export duty levied by any exporting country shall be collected on coffee imported from that country. This is meant to offset the export tax of 5 francs per bag placed on coffee imported from Brazil. Increases are placed on lemons, cocoa and substitute coffees. Other lines in which Canadian grocers are interested and on which changes have been made are : Barley reduced from 35 to 15 cents a bushel ; cabbages from 3 to 2 cents each, and bacon and hams from 5 to 4 cents.

The Grocer called on a number of Toronto wholesale grocers and tea men to get from them their views as to how the tariff changes would affect trade in Canada, and, as above stated, tea is the only line which shows any perceptible movement and that movement is of a purely speculative character.

Some Tea Going Across.

Arthur H. Paffard, sales manager of Davidson & Hay, did not think the U. S. tariff would affect Canadian trade or products. Just now there were some teas going into the United States, and buyers across the line were picking up all that was available in Canada, which was not much, in anticipation of the duty becoming law. He did not think prices here would change, although there might not be any surplus stock on the Canadian markets for a few weeks owing to this movement, which was a purely speculative one. As to starch and sugars the difference in duty did not amount to much, and would not affect conditions here in Canada. "The United States does not want our starch," said Mr. Paffard, "and we do not want theirs ; they do not want our sugar and we do not want their sugar. The consumption of sugar is increasing both in Canada and the United States, and the free importation of 300,000 tons of Philippine sugar would not be much when taken into account with the total amount consumed. However, the bill has not yet become law and anything may happen before its enactment. In any case with the exception of the present movement of our teas across the border there is no affect on Canadian grocery trade conditions."

No Surplus Stock Here.

G. R. Larkin, of the Salada Tea Co., did not think the Payne bill would affect the Canadian tea trade or prices. Canada had no tea market, and no surplus stock. The supply available here for picking up would not amount to more than 200 or 300 chests. London was the world tea centre and prices there might be affected ; but anything at present would be on a speculation basis. The tax on tea was a notification only and might never become law, so any opinions expressed would be simply conjectural.

Mr. Blain, of Eby-Blain, had not read thoroughly the provisions of the bill and could not express an opinion. Offhand, however, he thought that tea was going forward from Canada and other countries to buyers in the United States so that should the bill become law supplies across the border would be large. Prices to United States consumers would be increased ten cents, the amount of the tea tax, but he did not anticipate any advance here, at least not to the consumer.

J. F. Eby, Mr. Blain's partner, was also of this opinion. So far as the other grocery lines were concerned no change in conditions or prices was anticipated, both countries looking after tneir interests independently. Spices were not exported to the United States from Canada, houses here rather bringing it in than sending it out.

F. J. White, of Minto Bros., said at present there was a good movement in teas across the border, and buyers in the United States were giving two and three cents more than the market prices here. Last week as much as four cents higher than local quotations was obtained. Undoubtedly tea prices would be firmer here, although to the consumer there might be no advance. The present was an unlooked for movement and as such Canadian supplies might be short for a time. It would, however, be a matter of only a few weeks, and then things would right themselves. In the meantime the tea men were experiencing brisk business.

AN ONTARIO ASSOCIATION.

This is Not Favored by F. C. Higgins, a Toronto Grocer—Not Wanted, He Says.

Editor Canadian Grocer;

Dear Sir,—From time to time you take up the question of the formation of a Provincial Grocers' Association, endorsing the proposition, and doing your best to make out a case for the need of such an organization, in order that it might be the means of bringing about reforms and remedying abuses now existing in the trade.

While I agree with you regarding the urgent need of making the pathway of the grocer more pleasant and profitable, I absolutely disagree with you in your plan to bring about this much-to-be-desired result—in fact, if your views are accepted, and a simple one-line association formed, it requires no great prophetic vision to pronounce its future as doomed to failure. One only requires to pay a visit to the commercial graveyard to see numberless tombstones with the inscription written thereon, "Sacred to the Memory of a One-Line Association. Poor fellow; he meant well, but died from Lack of Strength."

Now, Mr. Editor, why do you overlook and ignore the fact that there exists to-day an organization that has within it the power of remedying every evil that exists in retail trade to-day, and which has proven its claim by its works, and should be supported by every retailer, as well as those who lay claim to be friends? Why you ignore these facts is a stumbling block to many of your subscribers.

Let us review some recent history. Who was it grappled with the trading stamp and rid this country of one of the greatest frauds that ever afflicted its commercial and moral life? Who was it that saved the retail trader from being saddled with two or three times more taxes than they are now called upon to pay? Who was it saved the day for legitimate retailing in this country and killed the co-operative bill down at Ottawa? Who was it that was up and doing and succeeded in putting into bankruptcy the two co-operative concerns doing business under a provincial charter, with headquarters in Toronto? Who is it that is bearing the burden and advocating the rights of retailers down at Ottawa that they might be free men, enjoying the same rights and privileges granted to other members of the community? Who? And the answer comes back—the Retail Merchants' Association, and then the query comes, Why? Have they been able to do what others failed or never tried, and the answer is, "Unity." The strength of numbers, not grocers only, but retail merchants of all classes unitedly insisting on their just rights.

Don't continue to persistently kick against the pricks. Let us have the joy of seeing the good qualities of The Canadian Grocer turned in the right direction, advocating the cause of the Retail Merchants' Association, and, if needs be, that some particular line of trade—say, the grocers—desire to call a provincial convention to discuss matters of special interest to their particular business, all well and good. That can be done by the sections, but don't keep on advocating the building up of one-line associations, which simply means the weakening of the great work that can be done by all retailers, standing shoulder to shoulder and fighting under one common flag.

F. C. HIGGINS.

Toronto, March 22, 1909.

The Grocer's Encyclopedia From Week to Week

History of the Fig and Its Trade Development—More Than 300 Varieties Known—Found in all Warm Climates—How They are Dried.

FIGS.—The fig (ficus carica) is so far as history records the oldest of historical trees and is frequently mentioned in the Bible. It was the flavor of Athens figs that tempted Xerxes to undertake the conquest of Attica in about 480 B.C. There are about 300 varieties of the fig—green, white, yellow, brown and black. Figs are natives of the Mediterranean regions, Syria, Eastern Persia, and Arghanistan. They were cultivated in China as early as the latter part of the 4th century. They now abound in all warm climates, like India, Asia, Africa and Southern America, and the common fig tree is now cultivated all over southern Europe.

It grows 15 to 30 feet high with dark green leaves, rough above and downy beneath. The spores are of very dark violet color, smooth externally, globose in form, and measure from 6 to 8 inches in diameter. The tree in all its parts abounds in a viscid milky juice, even in the unripe fruit. This juice is very acrid, and is said to destroy warts, and in Pliny's time it was thought to cure the bites of venomous animals and mad dogs. The flowers are never apparent to the eye, but are contained in those fruit-like bodies produced in the axils of the leaves, and it is not until one of these is opened that the flowers are visible. What is, therefore, termed the fruit is merely the enlarged fruit-stalk end which has become fleshy, and assumes the form of a hollow body, bearing on its interior walls the flowers or fruit of the fig. These pear-shaped fruits grow out of the limb twice and in some places three times a year—in June, September and a later imperfect crop in December—but this last is very precarious. The pulp of the fig contains over 60 per cent. of sugar. The largest and best come dried and pressed into layers in drums or in small square wooden boxes of ¼ to 14 lbs., from Smyrna in Turkey, the finest being known as Elemes, new crop arriving in the latter end of August or early in September, usually packed in skeleton cases holding 2½ to 3 cwts. Others are pressed into bags of 14 lbs. to 60 lbs. each. Also in mats and baskets. Rush baskets, called "tapnets," are often used. Figs are dried either in the sun or in stoves, and are usually known by the names of the places where produced. They form the greater part of the food of certain peoples in Africa, and even the peasantry in some parts of Spain and Italy. Those from Greece are usually very small in size, very much dried, and packed in barrels or baskets, also threaded upon long strings and not so carefully packed as Turkish—which indeed are the chief growth imported into England. Faro figs commonly come in tapnets of 28 lbs., and boxes of 22 lbs. In Spain figs are largely exported in mats from Malaga and Valencia, and they are more or less abundant in every province. The number of fig trees in the Lepe and Cartaya district exceeds 400,000 and produce some 2,000 tons yearly. The export from Huelva is, however, very small, and most of them come from Cadiz, whither they are shipped in faluchos from Cartaya. In quality these figs are much inferior to Smyrna figs and are principally used for cooking with rice or for making into fig cakes. All Spanish figs have a bluish cast with a sweet and agreeable taste, but the skin is hard and thick. In Syria and throughout the Levant, figs are grown in great abundance, and form the chief food of the soldiers and native inhabitants. They are medicinally a mild laxative, but (unless packed with a good supply of bay leaves) those dried entirely in the sun are frequently infested with small grubs. The cheaper kinds, commercially known as naturals, usually arrive in 56-lb. bags, or cases. They are liable to be affected with "fig smut," a reproductive parasite which commences work in the interior of the fruit, and soon converts the whole into a sooty mass. This insect, known as the Coccus Rusci, is especially partial to the fig, but it is also found on other trees..

Allowed to Drop.

Figs are best when thoroughly ripe and not gathered until they drop from the trees, the skin slightly cracked, and the exuded juice adhering on the surface like dew-drops. Figs are generally gathered and cured as follows: A sheet is held under the tree, then the branches are shaken to make the ripe fruit fall. Any bruised fruit is not fit for curing. A bath of strong potash lye is prepared, strong enough to float an egg, and when boiling hot the figs are dipped into it by means of a wicker basket for the space of two minutes, and then again dipped in clear water. After dripping for a short time they are fit for drying either in the sun or in ovens or machines. The figs may then be flattened by pressing by the hands. The sun is best for drying them; but as already stated, flies are apt to lay eggs in them and they may afterwards become wormy. The heat of an oven, on the contrary, is hot enough to destroy the eggs.

Pulled figs from Turkey bring the best prices obtained for the dried kinds and when honestly packed are decidedly among the best. Some unscrupulous shippers use this grade for the upper layers and "naturals" for all underneath.

Italian figs are of very fine flavor, and generally arrive in fine condition. Crystallized figs are preserved in a fresh state. They are very delicate and highly esteemed. They are usually packed in ornamented boxes containing half a gross of the fruit.

French figs come from the gardens of the south of France, especially about Argenteuil and in Roscoff, but the fruit is eaten fresh and never dried. The blue fig or Violette de Bordeaux, is familiar to visitors to the Riviera. It is also grown in Kent, in England. Each year figs are becoming more and more popular, and in view of their gentle laxative action are recommended.

INFERIOR DAIRY BUTTER.

Chief Dairy Commissioner for Canada Writes on the Question—General Quality Improving, However.

By J. A. Ruddick.

There is a great deal of truth in what is said by M. Moyer in his article entitled "The Evil of Making Poor Butter," which appears on page 31 of The Grocer, of the issue of March 5th, but I do not agree with him that the average quality of butter in Ontario is not as good to-day as it was 25 years ago.

I am positive that the general quality of the butter has shown great improvement in that time and that is one of the reasons why there has been such an increase in the consumption. At the same time, I am free to admit that there is yet a very large percentage of dairy butter the quality of which is very far from satisfactory. The butter makers, however, are not wholly to blame for this state of affairs. The defects which are found in ordinary roll or lump butter are often due as much to improper handling by the dealers or grocers as they are to methods of manufacture. Much of this butter is held in unsuitable places at ordinary temperatures for days and even weeks. Every trader who deals in farmers' butter should provide himself with proper cold storage for handling it even in small quantities. That this is not done, we have ample evidence from the reports of the refrigerator car inspectors employed by this Branch of the Department of Agriculture. I do not desire to excuse the slipshod methods followed by some farmers in the manufacture of butter, by placing a share of the responsibility on the proper shoulders. I do not mean to say that all grocers are neglectful in this matter. There are many who are provided with good cold storages and protect the butter in every way possible.

I am pleased to assist grocers and dealers as I have in the past to provide this equipment by sending them free of cost plans for small refrigerators which are inexpensive and effective.

TO PREVENT ROT.

A Brandon grocer who has tried the experiment claims that it is easy to prevent potatoes from rotting by placing them in different parts of the cellar in which there is kept a box containing a quantity of lump slack lime. He states that this lime absorbs the moisture which has such a detrimental effect upon potatoes, and in his case has resulted in keeping his stock of this commodity always in good condition.

We announce this week that the sales of

"MELAGAMA"

are increasing daily—a tribute to its popularity.

Re Bulks, wide awake grocers have been keeping abreast with the times in the matter of their purchases. ***A Sharp Advance*** has been occasioned by the proposed duty on teas entering the United States. ***If you have not bought—do not delay.*** We have ***plenty at the old prices,*** if acted upon at once.

Information and samples cheerfully forwarded

MINTO BROS. ***TORONTO***

"What It Does"

put Fels-Naptha soap "where it is," —on a firm foundation of popularity with women—and the same qualities keep it there. After all, the only thing that counts is "Satisfaction."

BOULEVARD SHOE DRESSING



For Ladies' and Children's Boots and Shoes

YOU SHOULD SELL IT BECAUSE

IT gives a beautiful finish—Requires no rubbing—Is guaranteed not to injure the leather, is neatly put up in four ounce bottles, will certainly be asked for again, has never brought us a complaint, can be had of all jobbers.

Manufactured only by

The American Dressing Co., Ltd.
Montreal

?

Ask yourself these questions.

Do you want

—a grocery clerk

—a driver

—to buy a store

—to sell your own business

—any new fixtures, showcases, counters, scale or desk

—a position as clerk

—as manager, buyer

—a position as traveller?

Try a want ad. in

The Canadian Grocer

It costs you only 2 cents per word for first insertion, 1 cent per word for subsequent insertions.

Please Your Customers

and they come back.

When they ask for Baked Beans, give them the kind that are really *baked*.

HEINZ
BAKED BEANS

(In the Heinz Improved Tin)

are oven-baked, dry and mealy—like the Boston home-made kind. That's the reason there are more Heinz Baked Beans sold than any other kind.

Anything that's HEINZ is safe to sell.

H. J. HEINZ COMPANY

New York Pittsburgh Chicago London

WE ARE NOW BOOKING ORDERS FOR EASTER. YOU WILL WANT FINEST STAR BRAND SUGAR-CURED

Hams and

Sugar-Cured English Breakfast

Bacon

THERE ARE NONE FINER than FEARMAN'S

Order Now

F. W. Fearman Co.

LIMITED

HAMILTON, ONT.

Plain Figures that prove the Superior Quality of

TRURO QUALITY BRAND

Reindeer Milk

and

Jersey Cream

	Butter Fat
Reindeer Milk	8.61
Highest of other Brands	8.00
	.61

Reindeer Milk 7½% richer

Jersey Cream	8.05
Highest of other Brands	7.10
	.95

Jersey Cream 13% richer.

Figures taken from Government Bulletin No. 144

The Truro Condensed Milk Co., Ltd., Truro, N.S.

Your Provision Business

can be mightily "gingered up" by handling goods that are "wanted" again. That's the distinguishing characteristic of

Ryan Brand Pork Products

They prove so delicious that your customers want them continually. And, remember, the government food inspector has put the stamp of approval on them.

GET OUR PRICES NOW!

The Wm. Ryan Co.

LIMITED

70-72 Front St. East Toronto

Produce and Provision Situation of the World

Not Many Canadian Cured Meats Going to Britain—Talk of a Deputation to Denmark to Look Into Situation There—Butter Moving Somewhat Better—Canadian Cheese Scarce.

The provision situation attracts attention all over the country. It is a fact that very little of our cured meats are shipped to England and that that market is largely supplied from Denmark, which is causing some alarm. Some are even advocating the advisability of asking the government to appoint a deputation to visit that country and find out what is "wrong in Denmark" or perhaps what is "right in Denmark." They seem to have excelled us in butter making, and apparently they are doing it in raising hogs. Several representatives have been sent in fromer years from here to look into their dairy industries and whether they brought back any useful improvements or not is not known, but our farmers went on making good and bad butter the same as before. If the results of a visit to that country in relation to the hog raising industry would be no better, it would be money wasted. In Denmark the people are Danes, who are all industrious and are working harmoniously on certain well laid out plans, but in this country we have different nationalities, who all work more or less on lines laid out by themselves. Some of our people can stand prosperity and continue to attend closely to business, but others can not. Our farmers for a number of years have been getting high prices for everything they produced, and now should be well fixed financially and will not drive their farms with the same energy they did some years ago. In consequence dairying and hog raising are somewhat neglected.

Stocks of cheese are in very small compass in Canada. Colored has practically disappeared from the market. It has been said, that not more than 2,500 or 3,000 boxes could be bought on the Montreal market at the present moment. It is hard however, to make the Englishmen believe this. They seem to have the impression that there are ample supplies here. Receipts at Montreal for the season since May 1, 1908, have been 1,958,978 boxes, against 2,053,792 boxes, for the preceding year.

There has been an improved inquity generally, for butter during the last week. Last week over 1,600 pkgs. was exported to England. So that during the past week or ten days quite a large quantity have been moved out, besides what has gone into retailers' hands.

MONTREAL.

PROVISIONS—There are no new features in the local market prices, all lines being steady, and a good trade is passing. Fresh killed hogs are selling at $10.50 to $10.75; Manitoba dressed at $10 to $10.25 and country dressed at $9 to $9.50 per 100 lbs.

Compound Lard—		
Tierces, 375 lbs		0 09
Parchment lined boxes, 50 lbs		0 09½
Tubs, 50 lbs		0 09½
Wood pails, 20 lbs. net		0 09½
Tin pails, in cases		0 09
Heavy Canada short cut mess pork, in bbls	23 00	23 50
Selected heavy Canada short cut clear boneless pork	24 00	24 50
Very heavy clear pork		25 50
Plate beef, 100-lb bbls		7 75
" 200 "		15 00
" 300 "		32 00
Pure Lard—		
Tierces, 375 lbs		0 13½
Boxes, 50 lbs., grained		0 13½
Tubs, 50 lbs., "		0 13½
Pails, wood, 20 lbs., parchment lined		0 13½
Tin pails, 20 lbs., gross		" 13½
Cases, tins, 10 lbs. each		0 13½
" " 5 "		0 13½
" " 3 "		0 14
Dressed hogs, fresh killed	10 50	10 75
" " Manitoba	10 00	10 25
Country dressed	9 00	9 50

BUTTER—The condition of the market is decidedly weak, and very little business is passing. There is no export demand. Fresh creamery prints have shaded off a half cent.

Fall creamery, solids		0 22
Fresh Creamery, solids, 1	0 21	0 22
" " prints, lb	0 22½	0 23
Dairy, tubs, lb	0 16	0 17
Fresh large roll	0 18	0 19

CHEESE—Cheese is getting into almost microscopic compass. Colored is an unknown quantity now. Cheese available now will be all cleaned up at end of week.

Cheese, old	0 15½	0 16
" large	0 13½	0 14
" twin		0 14
" small		0 14

EGGS—An easy feeling prevails in the market this week, and if the liberal receipts continue, lower prices will prevail next week. Quotations have shaded off two cents since last week.

New laids	0 21	0 2

HONEY—The undertone of the market is firm, demand is small. No changes have taken place in the prices.

White clover comb honey	0 13	0 15
Buckwheat, extracted	0 08	0 09
Clover, strained, bulk, 30 lb. tins	0 10	0 11

POULTRY—All kinds of poultry continue scarce, which gives the market a firm tone, although demand is light. Buyers don't seem to relish the high prices, and are keeping away.

Spring chickens, per lb	0 17	0 18
Young ducks, per lb	0 12½	0 14
Turkeys, per lb	0 19	0 20
Geese, dressed	0 10	0 12
Ducks	0 12	0 14

TORONTO.

PROVISIONS—Hogs are from 15 to 20c per 100 lbs. live weight cheaper. The cause of this cannot well be arrived at. These changes naturally happen between the buyers and the farmers. The farmers who would like to have their own way all the time and in everything, claim this interfering with the top price which they alone seem to recognize as the right one is probably the reason why farmers do not raise as many hogs as they used to. The whole business is "hoggish," but they claim that the hog is under their control and they have a moral right to be so in order to regulate the prices. It is claimed that the consumption of bacon and cured meats generally in Canada has increased 100 per cent. during the last few years, and this is the reason for the great demand for hogs as well as the high prices. This has been brought about through the excellent quality of the bacon produced by the packers, and they claim that the farmers are not entitled to all the profit.

Long clear bacon, per lb	0 12½	0 12½
Smoked breakfast bacon, per lb	0 15	0 15½
Roll bacon, per lb	0 11	0 11½
Light hams, per lb	0 14	0 14½
Medium hams, per lb	0 13½	0 14
Large hams per lb		0 13
Shoulder hams, per lb	0 10½	0 11
Backs, plain, per lb	0 16	0 16½
" pea meal	0 16½	0 17
Heavy mess pork, per bbl	20 00	21 00
Short cut, per bbl	23 50	24 00
Lard, tierces, per lb	0 13	0 13½
" tubs "	0 13	0 13½
" pails "	0 13½	0 13½
" compounds, per lb	0 08½	0 11
Dressed hogs	9 50	9 75
Live hog, f.o.b.	6 75	7 00

BUTTER—The butter market is slowly, but surely recovering from its "sick" condition, and all think the worst is over. Real good butter is in good demand, but the large quantity, which is very much below the required quality, is still puzzling the dealers to find out how to get rid of it. Prices are about the same as last week.

	Per lb.	
Creamery prints	0 24	0 26
Creamery solids	0 22	0 23
Farmers' separator butter	0 21	0 23
Dairy prints, choice	0 18	0 19
" " ordinary	0 15	0 16
" tubs, choice	0 16	0 17
Large rolls	0 16	0 17
Baking butter	0 13	0 15

CHEESE—The stocks of cheese are very light, and prices firm, but very little is changing hands, except to supply the local demand.

Cheese, large, prime	0 14	0 14½
" twins	0 14½	0 14½

HONEY—Those who are wise enough to use honey as a regular food are now tapering off and are looking for maple syrup to take its place. This delicious, but much abused article of food comes principally from Quebec. Very few have any idea of the extent of this business in that province. The entire annual output runs as high as 15 million pounds, and some tap as many as 5 and 6 thousand trees. Five or six trees will average a gallon of syrup each season. Almost all have up-to-date evaporators, and the business carried on in an up-to-date fashion. With some this is their principal income. There is no new maple syrup on the market yet, although it was sold, and guaranteed as this year's maple syrup in one of the large stores in the city, over three weeks ago.

60-lb. tins	0 11	0 11½
Smaller sizes, tins and bottles	0 10½	0 12
Combs, doz	1 50	2 50

POULTRY—Very little poultry is on the market, and prices are high and all that comes in is readily picked up.

Spring chicken, dressed	0 16	0 20
" " alive	0 13	0 17
Hens, per lb., dressed	0 12	0 14
Turkeys, per lb., dressed	0 20	0 25

EGGS—This is the time of the year, when eggs are at their best. All old stock is sold out. The receipts are large, and more than supply the demand. Although a drop of from 2 to 3 cents has occurred. Since last week, a further drop is looked for. Everybody is expecting this and all buy only from hand to mouth, and in consequence prices have to be adjusted to keep them from accumulating. It is, however, not likely that they will be much lower before Easter. In order to get the highest prices possible before they get still lower farmers are rushing them in, which accounts for the heavy receipts. As soon as they get a little lower they will begin to use more themselves and the supply may not meet the demand, and prices may stiffen up for Easter.

Fresh eggs	0 18	0 19

Thousands of Dollars Lost in Butter Buying

Dealers Buy too Heavily Last Autumn and at too High Prices —Prices get Above English Market and Export Demand is Curtailed—The Producer Benefits and the Dealers Learn a Lesson—Butter From Western Canada.

Butter dealers, declines, and dollars lost—in brief represents a story too well known by many in Canada who figured on better prices and who were wrong. Thousands of dollars have been lost by these dealers and the farmers are in the money, according to men who are in the trade.

The cause in a nutshell seems to be that dealers last autumn bought up large quantities of butter at good prices, expecting a market similar to last year, when good prices prevailed. Things simply went against them the way they are apt to do in any deal and many have lost money.

Last year about this time dairy butter was sold at from 27 to 30 cents, while this year it is away down to 24 and 22 cents. Creamery last year was up to 32 and 33 cents, but now it can be purchased for seven cents less. In an endeavor to get at the cause of this condition of affairs and to find something about the butter situation generally, The Grocer interviewed a number of produce dealers in Toronto this week and found that the chief cause was the fact that the Canadian makers got above the English prices and it became impossible to ship butter to our principal customer and the market went broke.

Montreal Loses Heavily.

In discussing the situation Wm. Ryan, of Wm. Ryan Co., wholesale provision dealers, said he would not be surprised if between $15,000 and $20,000 were lost by Toronto wholesale houses carrying butter, but that Montreal was by far the heavier loser.

"Butter was too high here at the price it was placed at," he said, "and it was impossible to export to the Old Country. The merchants were looking for very high prices in February when the Canadian manufacturers got their prices above what was paid on the English market and the butter was left here on our hands as the Old Country is our best market.

"If England had to depend on Canadian butter alone all would have been well, but she hasn't, and she could buy cheaper elsewhere. She gets butter from Denmark, Australia and many other places. Although several will lose money, it will have a good effect on the price next year and will aid in cutting out a lot of foolish speculation.

"Last year the export demand was good and this continued all through the summer. But this year the prices got too high because the dealers bought too high and other countries came into the English market in competition."

"Was any poor butter in former years used for making oleomargarine?" was asked.

"No; oleomargarine was never allowed to be made in this country so far as I know," said Mr. Ryan.

"Does any butter come in from the West?"

"Oh, yes; Winnipeg sends some quantities east, but that chiefly goes to Montreal," he added.

Dealers Pay Too Much.

Andrew Gunn, of Gunns, Limited, also stated that many dealers had lost money.

"They paid too high prices last autumn," he said, "and the fact that there were too many stocks and low prices caused the heavy losses."

"Oleomargarine was never allowed to be manufactured here, but some years ago butter was renovated by melting down poor stuff and making it over. There is a law prohibiting this now and I think it is a mistake, as it has caused a great loss to the country."

Cause of High Prices.

"Conditions last year were vastly different from this year," said T. H. Smith, of T. H. Smith & Co.

"A year ago the butter was practically all used up by January 1st, and dealers had to depend on what was being manufactured after that. Why, in one month we paid 33 cents for 15,000 lbs. creamery butter—the entire make of one factory—and the fact simply is that dealers hung onto butter this year and the prices went down. If they had held as much last year the prices would not have been inflated."

"Did the demand fall off during the winter?"

"Certainly, if prices are high the demand is always limited—it's the same way with eggs, very few of which are carried by retailers if the prices are up. There has been butter brought from the West, but the quality is not good and so far, not a factor in Toronto, as it is only used by bakers. There are seasons in the West when they make more than they need, and sometimes the quality is not good. This is shipped east and good butter from Ontario takes its place in the West."

The Producer Benefitted.

"It is claimed that the dealer makes the money when butter prices are high, but this is not right—it is the producer who has been getting the best of it. High prices are bad for us, because it cuts into our profits. Making a cent on sixteen is much better than making one on thirty."

"The quality of the butter during the last ten years has been generally improved a great deal. There are many people who probably do not consider this correct, but the fact is their taste for butter has been developed greatly on account of the good quality turned out by the creameries. The general public want a better article than they were satisfied with ten years ago and butter is "inferior" now because the public taste is educated."

"The worst butter we get in the year is during the week or two in which the cattle are first turned out on the grass and this deficiency is hard to get over.

"But the fact remains," concluded Mr. Smith, "that the farmers got the money that the so-called speculator lost by holding the butter over from last autumn. Some, of course, unloaded at a little profit, but the price originally paid was too high."

Albert Thompson of the Canada Sugar Refining Co., Montreal, was in Toronto for a few days last week.

SITUATION WANTED.

SITUATION WANTED—Young man is open for engagement, any capacity in grocery department; ten years city and country experience. Best references. Box 302, CANADIAN GROCER, Toronto.

White House Coffee

The best there is. Ground or whole, in 1-lb. tins.

WRITE

W. H. ESCOTT

(Wholesale Grocery)

BROKER

Winnipeg Canada

BARRELS

For Flour, Butter or packing any kind of merchandise, manufactured and for sale by

H. CARGILL & SON

CARGILL, ONTARIO.

SALT

Car lots of Fine, Medium or Coarse, in Barrels, Sacks or Bulk.

TORONTO SALT WORKS

128 Adelaide Street E., Toronto

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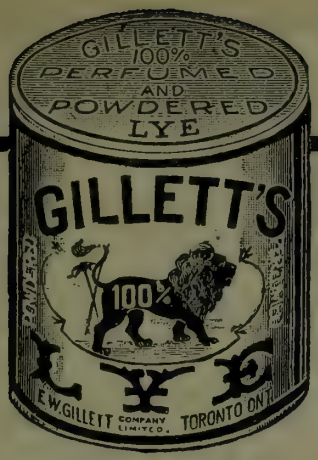
CANNING MACHINERY CO.,

CHICAGO, ILL., U.S.A.



USE OVAL WOODEN BUTTER DISHES.

THOMAS BROS., St. Thomas, Ont.



Just Read the Directions!

GROCERS—

get familiar with the many uses of

GILLETT'S LYE

and recommend it to your customers for making soap, cleaning of all kinds, and as a disinfectant. It's a sure trade bringer. REFUSE SUBSTITUTES and the various "Just as good" kinds. They may cost you a few cents less per case, but do they pay you as well as the old reliable—the standard—**GILLETT'S LYE?**

E.W.GILLETT COMPANY LIMITED
WINNIPEG. TORONTO, ONT. MONTREAL.

GILLETT'S CHEMICAL WORKS ESTABLISHED 1852.

The Trade's Co-operation

The co-operation of the trade with the advertising campaign of CLARK'S CANNED MEATS has resulted in good profits to them.

This campaign showed dealers there was a bigger net profit in handling well advertised goods of high quality than in selling unadvertised and probably inferior goods.

My present advertising campaign is now on. It includes

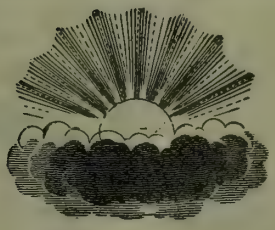
Clark's Corned Beef
" Ox Tongue
" Pork and Beans
" Potted Meats

Make your stocks complete and be ready to meet the demand.

WM. CLARK

Manufacturer

MONTREAL



"Sun Burst Oil"

(WINTER PRESSED)

Highly Recommended by the Leading Chefs for

Table and Kitchen Use

Guaranteed under the Pure Food Act.

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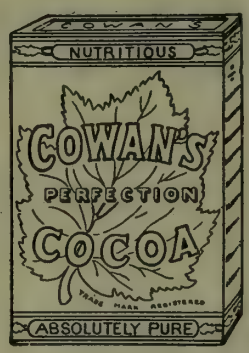
Phone M. 3938

Cowan's

Cocoa and Chocolate

are as good as sold when you put them into stock.

Your customers know and appreciate their flavor and purity, and will insist on



COWAN'S

The Cowan Co., Ltd.

Toronto, Canada

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

It isn't TALK that does the work.

It's QUALITY that wins out. That is why

MOTT'S

"Diamond" and "Elite" brands of

Chocolate

have for over a quarter of a century held the confidence of the Canadian housekeeper.

There's no argument about this, at all. It's a fact.

If you have not handled MOTT'S before, get them into stock. They will prove a profitable staple for you.

John P. Mott & Co.

Halifax, N.S.

SELLING AGENTS:

J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver

Arthur M. Loucks, Ottawa — R. G. Bedlington, Calgary



SOFT MINTS—5c. boxes.

ACME PELLETS—5-lb. tins.

M. & R. WAFERS—5c. bags.

and a complete line of **LOZENGES, ETC.**

Hard and Soft Licorice Specialties

Appropriate for the confectionery, grocery and drug trades.

Price Lists and Illustrated Catalogue on request.

AGENTS

ONTARIO, R. S. McIndoe, 54 Wellington St. E., Toronto

PROVINCE OF QUEBEC and MARITIME PROVINCES
W. H. Dunn, 394 St. Paul St., Montreal

MANITOBA, E. W. Ashley, 123 Bannatyne Ave., Winnipeg

VANCOUVER, J. F. Mowat & Co., 354 Water St.

By Royal Letters Patent

Nelson's Gelatine

Opaque, Brilliant, Isinglass, Leaf, and Powdered

NELSON'S

Granulated Jellies, Tablet Jellies, Creams, Custards, Fruit Puddings, Bottled Jellies, Lemonade Crystals, and Baking Powder.

Nelson's Gelatine and Liquorice Lozenges

NELSON'S SOUPS

(SIX VARIETIES)

Sole Proprietors and Manufacturers of

GORDON'S GRANULATED GRAVY

G. NELSON, DALE & CO., Ltd.

EMSCOTE MILLS, WARWICK

The above can be had from any of the following agents:

The Smith Brokerage Co., Ltd., St. John, N.B.
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W. E. Ashley Winnipeg.
Geo.A. Stone, 34 Inns of Court Buildings, Vancouver, B.C.

News of the Flour, Feed and Cereal Markets

Change of Rates After First of April Will Likely Affect Demand for Flour and Cereals—Prices Remain Firm—Scarcity of Feed Reported.

March 23—The freight rates become lower by the first of April and in about ten days later navigation will open along the Atlantic coast which will mean an impetus to the flour and cereal markets here. Flour has not changed in prices since the last quotations but millers claim it should have advanced. There has been some inquiry from Glasgow, Scotland, during the week but otherwise outside demand is not great.

The call for cereals is reported good with considerable export demand. Newfoundland and Prince Edward Island will be bigger features in this trade when navigation opens. An inquiry from a retailor has been received by The Grocer as to whether a cereal known as "rolled barley" was on the market or not. It has been found that some of the milling companies carry these goods.

Feed is reported scarce by millers and the demand can scarcely be supplied.

MONTREAL.

FLOUR—One local large milling firm, report business very good, while another, state that they are not excessively busy. It is said, buyers took full advantage of the low prices which prevailed a short time ago, consequently have sufficient stock for their requirements, for the present. No stock is moving for export trade.

Winter wheat patents	5 50
Straight rollers	4 70 4 80
Extra	4 00 4 10
Royal Household	6 00
Glenora	5 40
Manitoba spring wheat patents	5 80 6 00
" strong bakers	5 30 5 50
Five Roses	5 80
Harvest Queen	5 30
Anchor Brand Sovereign	5 80
Anchor Brand Manitoba Patent	5 30

ROLLED OATS—The trade are complaining that they have difficulties in getting deliveries of stock. The market is very firm, and trade is fairly brisk. No changes in prices have been recorded.

Fine oatmeal, bags	2 72½
Standard oatmeal, bags	2 60
Granulated " "	2 60
Golddust cornmeal, 98-lb bags	2 10
White cornmeal	2 00 2 05
Rolled oats bags	2 55
" bbls	5 35

FEED—The representative of one large milling concern, stated when asked if bran was scarce: "Yes indeed, and every other kind of feed too. We are sweating blood to get enough to supply the demand." Most millers will not sell bran, unless it is accompanied with an order for a round lot of flour. These remarks apply to practically all lines of feed. No quotable changes are recorded during the week.

Ontario bran	21 50 22 00
Ontario shorts	25 00
Manitoba shorts	24 00
" bran	22 00
Mouille, milled	25 00 27 00
" straight grained	30 00 32 00
Feed flour	1 50 1 60

TORONTO.

FLOUR—The price of flour has not yet been able to advance despite the firm markets in wheat. One miller stated to The Grocer to-day that flour prices should be much higher. "We are all held back,j' he said, "by the war among a few of the millers. Yesterday I saw a car of flour offered for sale that was cheaper than the wheat to make it could have been bought." There is a considerable inquiry from Newfoundland and the Maritime Provinces and this will be better next month. There are no immediate prospects of a rise in flour prices.

Manitoba Wheat.	
1st Patent	5 70 5 80
2nd Patent	5 40 5 50
Strong bakers	5 10 5 30
Winter Wheat.	
Straight roller	4 80 4 90
Patents	5 00 5 20
Blended	5 30 5 40

CEREALS—The opening of navigation about the middle of April is expected to have a good effect on the cereal market. Local millers say there is at present a good demand for rolled wheat, rolled oats and oatmeal and a number of inquiries are in from the eastern provinces.

Rolled wheat in barrels, 100 lbs	2 80
" oats in bags, per bag 90 lbs	2 60
Oatmeal, standard and granulated, in bags 98 lbs.	2 85
Rolled wheat, car load	2 65
" oats "	2 40
Oatmeal, car load	2 65

TRADE NOTES.

Wm. McGuffin, grocer, London, is selling his business.

R. Finley & Son, generGal merchants, has compromised.

Herbert Carter, grocer, Toronto, has sold to L. Miller.

The Dominion Sugar Co., Berlin, has obtained its charter.

John McKellar, Avonton, Ont., general merchant, is dead.

H. P. Boyd, grocer, Hamilton, has sold to H. G. MacInnes.

Mrs. Jos. W. Wright, grocer, London, is succeeded by G. W. Cooper.

Brown Nros., grocers, Ottawa, has been succeeded by Miller & Watson.

Clara F. Steele, grocer, Toronto, has sold her stock to W. A. Varey.

The assets of N. Albert, general merchant, North Bay, are to be sold.

J. A. Charlton, grocer, Fort William, has been succeeded by J. McKeown.

Wm. J. Cain, general merchant, Port Lambton, Ont., has sold his business.

Doyle Bros. & Co., general merchants, Smith's Falls, have discontinued business.

M. J. O'Neil, general merchant, Osceola, Ont., is succeeded by P. W. Mulligan.

Waters & Buck, Norwood, Ont., have purchased the general store business of R. W. Waters & Son and Buck and Buck. The two stores will in future be carried on as one.

The Grocer has received a copy of the convention number of "The Canner," containing a complete report of the proceedings of the recent convention of the National Canners' Association at Louisville. The number is a very creditable one and a good example of typographical art.

They Attract the Paying Trade



This is why you should stock those crisp, delicious and nutritious Cream Sodas known all over as

MOONEY'S PERFECTION

They are just what their name implies—the acme of excellence, quality and flavor.

The Mooney Biscuit & Candy Company,
LIMITED

STRATFORD, - CANADA



COX'S GELATINE

When asked for GELATINE supply COX'S and you cannot go wrong. it is PURE and will do its work WITHOUT FAIL.

Canadian Agents
C. E. Colson & Son, Montreal
D. Masson & Co., "
A.P.Tippet & Co., "

J. & G. Cox, Ltd.
Gorgie Mills
EDINBURGH.

Preservatives that Have Stood the Test of Time

Chief Analyst of Laboratory of the Inland Revenue Department, Ottawa, Advises Their Use—If Others are Needed Benzonate of Soda is Best in the Light of Present Knowledge.

By A. McGill.

In reply to yours of the 8th inst., I shall have no objection to furnishing you with a brief account of the present status of sodium benzoate as a food preservative.

In bulletin No. 126 of this departmental laboratory I brought together such authentic information regarding preservatives in general, as I had been able to verify at the date of that publication, Sept., 1906.

The available data regarding sodium benzoate, as a preservative, was very meagre at that time. H. Leffmann, (The Analyst, 1899, 102) reported that this article had little or no retarding influence upon the digestive enzymes, in the quantities necessary for food preservation. A. Weitzel, (Analyst, 1902, 271) showed that sodium benzoate retarded the coagulation of milk by rennet. Positive evidence against this preservative did not exist, to the date of publication of United States food inspection decision, No. 76 (July, 1907), which made the official announcement that no prosecutions would follow the use of sodium benzoate as a preservative, in quantities not exceeding one-tenth of one per cent. in foods which had generally contained this preservative. This position was reiterated in decision No. 89 (March, 1908), and again in decision No. 101 (December, 1908). The fact of its presence was required to be stated on the label. A very comprehensive digest of recent investigation regarding sodium benzoate will be found in the Chemiker Zeitung, of 30 Sept., 1908 (Dr. K. B. Lehmann).

Unconvincing Investigations.

It must be granted that most of the investigations on record are unconvincing as to the safety of employing sodium benzoate as a food preservative. This is due chiefly to one or more of the following reasons: (1) The digestive experiments have been made in glass. i.e., under other than normal conditions. (2) The experiments as to physiological effect have been made with abnormal quantities of the salt, or upon individuals, whose personal idiosyncracy and susceptibility are unknown. (3) They have not been continued long enough to make a satisfactory study of cumulative and secondary effects.

The Department of Agriculture of the United States recently authorized a study of sodium benzoate as a preservative, employing a number of young men as subjects, so as to eliminate individual idiosyncracy, and continuing the administration for considerable periods. In his report of the results, Dr. W. H. Wiley, (Bull. 84, Part IV.) sums up conclusions as follows: "The administration of benzoic acid, either as such, or in the form of benzoate of soda, is highly objectionable, and produces a very serious disturbance of the metabolic functions attended with injury to digestion and health."

Opposite Opinions.

On the other side of the question we have the pronouncement, made in January last, of the Board of Experts, with Prof. Remsen, of Johns Hopkins University, at its head. This board was appointed by the President of the United States, for the purpose of advising him in connection with administration of the pure food law. The board caused experiments with benzoate of soda to be carried out, in much the same way as Dr. Wiley's tests were made; but the conclusions reached are diametrically opposed to those found by Dr. Wiley. "Sodium benzoate, in small doses, mixed with food, is without deleterious effect." Even large doses are found to be, "not poisonous in the general acceptation of the term."

Both sets of experiments appear to have been carried out with care and an honest endeavor to get at the truth. It is evident that the question needs still further research. I may be permitted to question the conclusiveness of any inferences drawn from experiments upon healthy young men. This much is indeed certain, that had these young men been definitely injured by taking sodium benzoate, that fact would have condemned its use as a preservative. But that healthy young men should suffer no serious injury from a few weeks' treatment with benzoated food cannot be considered as demonstrating the harmlessness of benzoates as food preservatives. The human system, at its best, has a wonderful recuperative power; a fact quite well known to everybody. But food consumption is not restricted to healthy young men; we must consider women and children, the aged and invalids, as well as great numbers who, without being invalids, in the strict sense, cannot be described as healthy young men. It is clearly a difficult thing to plan a course of experiments whose outcome should finally decide the matter. If tests made with healthy young men are open to question, it is undeniable that tests made upon unhealthy



Let The Women Vote

Read Our Next

(5) "THAT NIGGER IN THE WOODPILE." (5)

April 2, 1909

TO KNOW *good* flour, that's the question. There's not a single dealer who would *deliberately* risk his "good will" on poor flour for mere *cheapness'* sake, but all flours *look* alike to the unexpert. How can he discriminate between *good* flour and "make believe?"

¶ Remember the expedient to tell a mushroom from a toadstool: Eat them. If you die, it's a toadstool; if you don't, it's a mushroom. Alas and alackaday, when your trade is dead it's mighty slim consolation to know the flour that killed it!

¶ That's why we say: *Let the Women Vote.*

¶ The housewife is a *connoisseur* in floury matters—she knows *what good flour is.* Let your own people make a FIVE ROSES test—compare results as against any other flour on the market to-day *bar none.* We're willing, nay anxious, to risk our chances of *your* trade on this vote of the womenfolk, *even if other flours are not.* It's an *unbiased* vote between FIVE ROSES and the other fellow's flour.

¶ Some of the brands offered you *looked* promising, but it's one thing to *promise* and another to *pay.* You see, FIVE ROSES *isn't a mixture of good wheat and—not so good;* it's the purest extract of the best *hard* wheat that Western Canada grows milled without a flaw in the *water power* mills at Keewatin *without smoke or soot to mar its spotless purity.*

¶ And not a bit is wasted—it's *all* good flour, FIVE ROSES. We know one woman who pounds with a rolling pin on each barrel bottom to rattle out enough flour for a last batch of delicious biscuits. Isn't that goodness to the last grain? Oh, we know *already* the verdict of the *good* cooks. That's why we say—let *them* vote.

¶ Think of the trouble saved by handling only the flour the women like. FIVE ROSES comes higher than *some,* but not as high as the bread rises over that made from a *"make believe"* brand. Ask the women about FIVE ROSES—*right now.*

Five Roses Flour

LAKE OF THE WOODS MILLING COMPANY, Limited

Address the nearest office

Montreal, Toronto, Ottawa, London, St. John, N.B.

old men would be equally useless. There is, however, a generally accepted principle which will apply to this, and all similar cases. Substances taken into the digestive system which themselves have no nutritive value, must be eliminated from the system either unchanged, or changed to no advantage. Thus profitless work is put upon the excretory organs, and work, possibly of an injurious kind, and at best of a profitless kind, upon the enzymes and other metabolic agents which operate our internal economy, and whose results we call life. The kidneys, in particular, have a hard time of it, in this regard; and everybody knows how rare a thing it is to find an individual who, after fifty years of age, is perfectly sound in the kidneys. It stands to reason, then, that it cannot be other than unwise to put any additional work upon these (and other) excretory organs, short of absolute necessity.

Apply Common Sense.

It is further to be remembered that to subject one's self for a period of weeks to a course of benzoate of soda, or other preservative, is a different thing from accepting the use of such drug as a daily and lifelong addition to one's food. They tell us that an occasional "spree" does less injury to a man, than a course of long-continued moderate drinking. All of which merely means the application of common sense to this problem of food preservation by chemicals.

That Have Stood the Test.

If we can get fresh food, by all means let us do so. Next best, let us preserve our foods by methods of sterilization or desiccation or cold storage, or hermetical sealing in vacuo, which introduce no foreign substance into the food. Where all these methods prove unavailing, and we must have preservatives added, let us prefer those that have stood the test of long experience; common salt, sugar, etc. When, for any reason, these do not meet our requirements, we must, of course, call in the aid of chemical preservatives; and, in the light of present knowledge, I do not know that any of the newer and effective preservatives is to be preferred to benzoate of soda.

But let it be clearly understood that this is a very different thing from saying that I am convinced of the entire harmlessness of benzoate of soda, as a food preservative.

ASKS TAX ON INCOMES.

Strong Letter to Payne on Behalf of the Working Men of United States.

Washington, March 22.—In a letter written by Wayne MacVeagh, former cabinet officer and brother of the present secretary of the treasury, to Senero E. Payne, chairman of the ways and means committee of the house, he protested strongly against the proposed taxes on foods instead of on incomes. He called the sugar duty "infamous" and on behalf of the laboring men and women protested that anything more should be added to burden them.

His letter in part says:

"If new taxes must be imposed, why should the colossal incomes and the colossal accumulations of the possessors of what Mr. Carnegie himself calls 'surplus' wealth continue to be exempted from proper taxation? It is an axiom among students of the subject that private property, to be entitled to respect, must show it has been earned and not merely appropriated, that is, that it must be able to show a service to the community fairly equivalent to the sums taken from the community.

"Now of all possible subjects of taxation surely the 'surplus' wealth which can make no such showing that it has been really earned is the least open to objection and a properly graduated system for taxing such unearned incomes and uncarned accumulation will give you all the revenues you need and without causing to the persons so taxed the loss of a single luxury."

The letter was written before the tariff bill was reported to the house.

People get tired of seeing the same things in the same old place day after day. Change things around. It will make the old stock look like new goods to give it a shift once in a while and clear the dust off.

Important Notice

Mason's
Number One Sauce

REDUCED PRICES

Small Bottles - - $1.40 doz.
Large Bottles - - - 2.25 doz.

Prepared by

GEO. MASON, (The Original), From London, England

ALL JOBBERS

THE MASON, MILLER COMPANY
Toronto, Canada

Agents Wanted

SUCHARD'S COCOA

This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes. Delicious in flavor; prices just right.

FRANK L. BENEDICT & CO., Montreal Agents.

48 Highest Awards in Europe and America

WALTER BAKER & CO.'S



CHOCOLATE & COCOA

Registered, U. S. Pat. Off.

Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

Walter Baker & Co., Limited

Established 1780, Dorchester, Mass.

Branch House, 86 St. Peter St.

MONTREAL, CANADA

French Vermicelli and Macaroni

The only factory in Canada producing these goods.

H. CONSTANT
Manufacturer

Sales Agent: L. FONTANEL, 187 Commissioners St., Montreal

BASKETS

You can make money as well as oblige your customers if you handle our

Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

The Oakville Basket Co.,
OAKVILLE, ONT.

OPEN TO BUY

From 5 to 10 Cars Choice Cooking Peas
Clean and White

Quebec's leading Flour and Grain House.

C. A. PARADIS, Dalhousie St., Quebec

When writing advertisers kindly mention having seen the advertisement in this paper.

How Christie's Biscuits Sell More Than Biscuits—

A NEW grocery store was opened close to the best residental district of one of our largest cities. It was well located and splendidly fitted up.

In passing, Mrs. —— was attracted by its bright, clean appearance.

She thought of it next morning as she was going to the 'phone to order her supplies. Some of the articles on her list she wanted in a hurry. She decided to try the new store.

After getting the number, giving her name, and receiving assurance that quick delivery would be made, she started to read off her list ——

"A three-pound tin of Christie's Zephyr Cream" Soda Biscuits," ——

"I'm sorry, madam, but we havn't got them in stock yet. We have ——'s and ——'s, though, if they will do," said the clerk.

"That's too bad," replied Mrs. ——, "for we never use any but Christie's. No, the others won't do."

"We will be glad to get Christie's for you and send them up as soon as possible."

"I'm afraid they wouldn't get here in time. I'll have te order them somewhere else."

"If you will let us fill the rest of your order we will send the goods up at once," urged the clerk.

"Well——no, I'll get everything at one place. Then I'm surer of having it delivered quickly," said Mrs. ——.

Just because he didn't have Christie's Biscuits, the new grocer lost his whole order, and probably many subsequent ones from the same source.

When he heard from his clerks of this and several similar occurrences, he figured that the little extra profit which had induced him to give other biscuits the preference over Christie's, counted for a good deal less than nothing alongside the trade he was losing.

Then he saw, very clearly, what Christie, Brown & Co's. traveler meant when he said that Christie's Biscuits sold more than biscuits.

Christie, Brown & Co., Limited

DAILY CAPACITY 30,000 LBS.



Dignard Limited

BISCUIT MANUFACTURER

MONTREAL



Ask the Housewife

Ask the woman who uses cocoanut how

White Moss Cocoanut

compares with others.

Her answer will show you the truth of our claim, that this brand is the most popular.

Do YOU Sell It?

The Canadian Coooanut Co., Montreal

The delicious flavor of

Nation's Custard Powder

with Stewed Fruit is an ever pleasant memory.



Agents:

GREEN & CO.,
25 Front St. E. Toronto

W. H. ESCOTT,
Winnipeg

Made by Edward J. Nation & Co., Bristol, England



CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat Put up in ¼ gross cases

Bulk in 7-lb. Pails, ½ doz. in crate.

25-lb. Pails and 75-lb. Tubs.

Capacity one ton per hour. Sold by all wholesale dealers.

The CAPSTAN MFG. CO., - Toronto, Ont.

Traveler Tells of a Drawback to Retail Grocers

Many Country Districts Becoming Depopulated—Families Going West in Scores—Effects of Grocers Starting Business Without Knowledge of the Trade.

Persistent statements to the effect that there are too many retail grocers in various sections of the country have recently been made, and they were emphatically endorsed by A. L. McKechnie, Mount Forest, and a traveler for Eby-Blain, Limited, in an interview with a Grocer representative during the week. Mr. McKechnie travels extensively through the north western section of old Ontario and this somewhat startling condition has been evidenced there. He apparently has ample testimony to bear out his opinions as to the causes.

"I have been told," he stated, "that in the County of Bruce alone the population has decreased 6,000 in the past few years."

Answer the Western Call.

"What is the cause of such a decrease?" was asked, and the answer partially consoling was: "Everybody is going west."

The young farmers lured by the rosy prospects of the prairies are attracted there and very often the father of a family who goes west returns to take his family with him to a western home.

"Young men are leaving Ontario in thousands," said Mr. McKechnie and for this reason many merchants in country districts are not doing the business they used to, and with the addition of new men in the trade it makes it worse.

"I was told by a merchant in Teeswater, that in the township of Turnberry the population is 1000 less than it was a short time ago, and the cause of it is—everybody seems to want to go west. Another merchant told me that his daughter who is a school teacher taught a whole year in one school with but one pupil attending. She was paid $350 for her services. She taught another year with only about a dozen pupils in a school where formerly from forty to fifty were in attendance. The people are all going west and their absence is being felt by the retail merchants."

Too Many Grocery Stores.

Mr. McKechnie was emphatic in his statement that there were more retail stores in many places than were required. The merchants, when such conditions exist, make very slow profits and are not getting remunerated for the amount of work they perform.

"Is it right that in some large cities there are too many corner grocery stores?" was asked.

"No doubt about it," was the reply. "Merchants in country districts sometimes become dissatisfied and they move into large centres to open stores.

"Also there are several men who get out of work who open the front rooms in their residences and place in stocks of groceries."

These men, Mr. McKechnie says, are too often detrimental to the trade. They forget or never knew that it costs something to do business and they think that if they make a cent on an article no matter what it costs they are a cent to the good. Freights and running expenses are forgotten, their prices are unknowingly cut and the trade in their sections is often demoralized.

Two Years to Learn.

"As a rule it takes retail grocers new at the business about two years to obtain knowledge of how to properly run their stores," said Mr. McKechnie, "and during that time many of them have to drop out."

He was of the opinion that travelers and wholesalers should discourage the opening of new stores where they considered there were already enough. He himself often found occasion to do this and he always felt it his duty to say what he thought.

Outside of the fact that the departure of so many to the west has affected trade in some places business throughout the country, as Mr. McKechnie finds it, is improving.

TRADE NOTES.

J. A. Weighill, grocer, Toronto, has sold to H. Carter.

Morrison Bros., grocers, Toronto, have sold to Geo. Dane.

John West, merchant, Drumbo, has assigned to Geo. W. Harrison.

A bailiff is in possession of Louis Lazare's grocery store, Toronto.

St. Denis & Poirier, general merchants North Lancaster, is offering a compromise.

J. M. Cunningham, general merchant, Ospringe, Ont., advertises his business for sale.

A meeting of the creditors of the estate of John West, general merchant, Drumbo, Ont., was called for March 16.

Mrs. Ella Williamson, grocer, Dorchester Station, Ont., has sold to J. H. Wilkins, who will take possession on April 1st.

CLAY PIPES

Those made by *McDOUGALL* are peerless. Insist upon having them.

D. McDOUGALL & CO., Glasgow, Scot.

If you desire to increase your business buy your

PIPES, TOBACCO, CIGARS, BISCUITS AND CONFECTIONERY

from

JOS. COTE

Importer and Wholesale Tobacco Dealer

The greatest assortment of smoker's articles in the Dominion.

Office & Store - - 188 St. Paul St.
Warehouse - - 119 St. Andre St.
Branch - - - 179 St. Joseph St.

Tel. Up 2076 Tel. East 5964

YOUNG'S PATENT PIPE

in Seven Shapes

W. J. GRANT

Sole Agent for Canada

506 Lindsay Building, MONTREAL.

ALL ABOARD

GET READY TO SUPPLY THE DEMAND FOR

GREAT WEST

CUT PLUG

SMOKING and CHEWING TOBACCO

SALES INCREASING DAILY

BLACK WATCH

The Big Black Plug Chewing Tobacco.



Already a Big Seller

Sold by all the Wholesale Trade

C. B.

Stands for

"CANADA'S BEST"

A PURE, HARD, WHITE

SPECIAL LAUNDRY SOAP

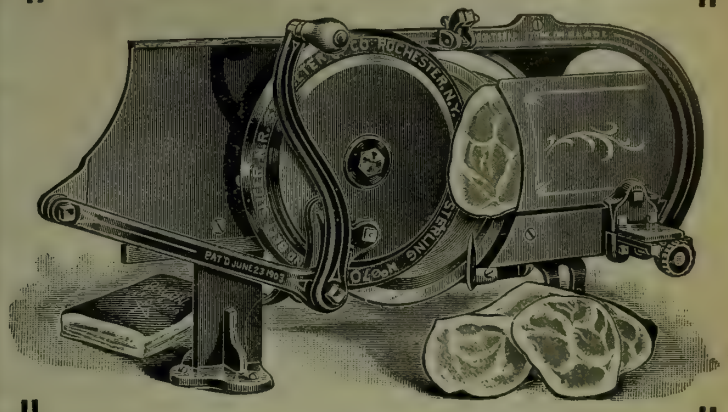
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Special Introductory Prices

United Soap Company

Brantford **Ontario**

THE STERLING SLICER



SLICES PERFECTLY

COOKED HAM, BACON

and all boneless meats.

The only machine that cuts the ends. Over 500 sold in Canada last year. Every grocer and butcher should have one. The price is low. Sold on monthly payments.

Write us for illustrated booklet of testimonials.

HOWARD BROS.

Canadian Agents **Brantford, Canada**

Are You Keeping Your Tobacco Stock Up-to-Date ?

IF NOT—WHY NOT?

"Tuckett's Special"

the new 10c. plug is the latest

Order from Your Wholesaler

Manufactured from **Imported Leaf Exclusively**

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

FLORIDA
TOMATOES

Celery, Cabbage, Lettuce and Strawberries arriving daily. California Celery and Oranges. Can fill your orders with best goods in all lines at right prices.

McWILLIAM
Mc. AND E.
EVERIST

25-27 CHURCH ST. - TORONTO

IN
Florida Products
Celery,
Tomatoes,
Cabbage,
Grape Fruit,
Pineapples,
Etc.

Look for the name of
Chase & Co.
It represents the
"Top of the Heap"

J. J. McCabe
Agent
32 Church Street - Toronto

Canadian Fruit, Vegetable and Fish Markets

Lemons Arrive from Palermo—Frost has Damaged the Crop More Than the Earthquake—Vegetables From Florida—Fish Market Brisk.

MONTREAL.

GREEN FRUITS—Almeira grapes are a shade stronger. There was a little cutting done in bitter oranges, but last week's quotations represent practically the right level now. There may be a small amount of grape fruit offering below last quotation, but the quantity is small, if not exhausted already. Other lines are unchanged. Trade during the week has been fair.

Almeira grapes, extra choice	6	75
California navels, 96, 126, 250, 288 size	2	75
" 150, 17 , 200, 216 size	2	65
Floridas, 126, 15?, 176 200	3	00
Mexican oranges, 176, 200, 216, 250 size	2	25
Valencia " 420 size	4	00
Extra sweet Jamaicas	2 00	2 25
Bitter oranges		2 25
Grape fruit	3 50	3 75
Lemons, choice, 300 size		2 50
Bananas crated	1 75	2 25
Pineapples, extra fancy, 24 size	4 00	4 50
Cranberries, Nova Scotias, early blacks, bbl	8 00	10 00
Spies, XXX		6 00
Baldwins, Greenings, Russetts, XXX		5 00
Straberries		50

VEGETABLES—Squash are very scarce, and pumpkins are practically gone. There is a good trade passing in potatoes, and prices are firm. Other lines are quiet, and there is not a quotable change in anything.

Mushrooms, lb	0 75	0 80
Cucumbers dozen		3 00
New carrots, bunch	0 15	0 25
Tomatoes, crate	3 50	5 00
Oyster plant, doz		0 75
Artichokes, bbl	2 50	3 00
Leeks, dozen		1 00
Parsnips, bag		1 00
Sweet Potatoes, basket		2 25
Marrows, dozen		1 50
Cal. Cauliflowers, crates, single		4 00
" " crates, double		8 00
Parsley, box		2 75
Sage, per doz		0 60
Savory, per doz		0 [illegible]
Can. celery, bunch	0 60	0 80
Celery, crate		6 50
Water cress, large bunches, per bunch		0 15
Spinach, barrels		3 25
Green peppers, crate		5 00
Beets, bag		1 00
Carrots, bag	0 70	0 75
Spanish onions, large cased		9 00
Lettuce, early		0 60
Lettuce, Boston, box		2 20
Radishes, doz		0 50
Horse radish, per lb		0 15
Cabbage, bbls	2 25	2 50
" new, crates		4 50
Montreal potatoes, bag		0 90
New Brunswick potatoes	0 80	0 90
Onions, large bag	2 50	2 75
Red onions, barrel		5 00
Turnips, bag		0 60
Squash, doz		2 50
Brussels sprouts, quart		0 27
String beans, basket		6 50
New beets, crate		3 50

FISH—Frozen haddock is completely cleaned up, and fresh stock, from the United States only, is available. Supplies are fairly free for all lines. The Lenten demand is now beginning to weaken slightly, but as the season has nearly three weeks to run, it may revive again.

Fresh and Frozen Fish.

Codfish	0 04	0 04½
Qualla salmon	0 07	0 07½
B.C. salmon, frozen	0 08	0 08½
Fresh halibut	0 07	0 07½
Mackerel, "		0 10
Dore, "	0 07½	0 08
Steak cod	0 04½	0 05
Dressed pike		0 10
Frozen Grass Pike	0 05	0 05½
Whitefish, lb. Tullibees	0 05½	0 06
Lake trout	0 09½	0 10
Flounders, lb		0 05
American live lobsters		0 24
Bullheads (dressed)		0 10
Sea herring, per 100	1 00	1 10
Haddock	0 05	0 06
Large sea herring	1 40	1 50
Smoked—		
Haddies (exp) 15 lb. bxs., per lb	0 06½	0 07
Bloaters, per box, large, Yarmouth	1 10	1 25
Smoked herring, per box		0 17
Prepared—		
Skinless cod, new, 100 lb. cases		5 25
Shredded cod, ½ lb. cartons, 2 doz. cartons in box, per box		1 80
Dry cod, in bundles 112 lb., per pound		0 06
Boneless cod, 1 & 2 lb. bricks, 20 lb. boxes		0 06
Boneless cod, 20-lb. boxes		0 08
Boneless cod, 20-lb. boxes		0 [illegible]
Boneless fish, 20 lb. bxs., 2 lb. blocks		0 05
Boneless fish, 25 lb. bxs., loose		0 04½
Pure cod in crates, 1 and 2 lb. bricks		0 05
Salted and Pickled—		
No. 1 Labrador herring, brls		5 50
" " " ½ brls		3 00
Large green cod, 200 lbs. bbl		6 00
Oysters, bulk, per gallon		1 30
Standards, bulk		1 40
" selects		1 50
" quart tins, sealed		0 40
Paper pails, per 100 qt. size		1 50
Live lobsters, lb		0 [illegible]
Standards, 4 gals		6 80
Selects "		7 60

TORONTO.

GREEN FRUITS—On the whole the fruit market is firm with slight advances, with the exception of grape fruit which is nearly a dollar a car lower. A car of "Buster Brown" brand of lemons arrived in first class condition from Palermo. This has been a favorite Messina brand, and the same quality of fruit is now shipped from Palermo. Lemons are somewhat higher in consequence of the recent frosts, which had a greater effect on the lemon crop than the late earthquake. It is estimated that from 10 to 20 per cent. of the crop is damaged. An incident is mentioned in a letter from a fruit shipper in Palermo who lost everything except his own life in the earthquake. In excavating the ruins his typewriter was found in perfect condition with which he wrote the letter. In the same room were three desks, and other fixtures which were utterly destroyed. The first car of November picked lemons which are held and specially treated for our summer use will be shipped to arrive here in about a month. California oranges will now have to be shipped under ice which will add to their cost. Nine cars of navels were on the track yesterday, and one of blood oranges. The C.P.R. was complimented by the fruit men for carrying the fruit with much greater care than formerly.

Grapes, Almeria, keg	7 00	8 00
Apples, Spies	6 0	7 00
" Russets	3 50	4 00
" Baldwins	4 00	5 00
" Greenings	4 00	5 50
" Tolman Sweets	3 00	3 50
Oranges, Valencias, case	4 00	4 25
" Large	4 50	4 75
" California navels	2 75	3 25
" Messina bitter oranges	2 25	2 50
Lemons, Messina	3 00	3 25
Bananas	1 75	2 25
Grape Fruit, Florida, box	3 25	3 50
Pineapples, Florida, crate	4 25	4 50
Strawberries	0 55	0 60

VEGETABLES—California and Florida vegetables are coming in freely, in good condition, and meet with ready sales. The enormous quantity of celery used is surprising. Florida celery now seems to be crowding the California out of the market. New cabbage is in abundance. Strawberries are still very high, but will likely be more plentiful in the near future. Potatoes are unchanged with a firm feeling.

Beets, Canadian, bag	0 45	0 50
Parsnips, per bag	0 55	0 60
Potatoes, Ontario, per bag	0 75	0 80
" sweet, hamper	2 00	2 25
" Bermuda, per bushel		3 50
" " per barrel		10 00

Lettuce, Boston head, doz		1 25
Onions, Canadian, dried, bag	1 15	1 25
" Spanish, crate	5 00	5 50
" " small crate		1 75
" Bermuda, per case		4 50
Tomatoes, California, small basket		1 00
" " per case		4 00
" Floridas		4 00
" small		0 75
Carrots, per bag	0 45	0 50
Cabbage, Florida, new	3 50	3 75
" Canadian, old, per barrel		2 25
Cauliflower, per case		4 00
California celery, per case	6 50	7 00
Florida celery, per half case		3 25
Turnips	0 35	0 40
Radishes, per dozen	0 40	0 45
Spinach, per bushel		1 50
Egg plant, per doz		3 00
Green peppers, per doz		1 00
Cucumbers, per dozen	2 75	3 00
Asparagus, per bunch	0 90	1 00

FISH—The fish market continues to be brisk and very active. The held stock is rapidly diminishing and will all be cleared out by the end of Lent. Very few fresh caught fish are coming in. Prices are practically the same in all lines.

Herring, medium, per lb	0 04	0 05
" sea, per 100	1 00	1 25
" lake, per keg	4 00	4 25
Whitefish, frozen	0 09	0 10
Trout, "	0 09	0 10
Whitefish, fresh caught	0 13	0 14
Trout, " "	0 13	0 14
Cod	0 07	0 08
Cod, fresh caught		0 07½
Halibut	0 09	
Haddock, frozen, per lb		0 07
" fresh caught		0 07½
Sea salmon, Silverside		0 09
" Steelhead		0 13
Pike	0 05	0 06
Pickerel, yellow	0 08½	0 09
Herring, Digby, smoked, bundle 5 boxes		0 85
" Kippered, 15-lb. box		1 25
Smelts, per pound No. 1	0 09	0 10
" " extra	0 12	0 14
Oysters, Long Island		1 50
" " medium selects		1 75
" " extra		1 85
" shell, per 100		1 50
Finnan Haddie, smoked, 15-lb. package	0 07½	0 08
Boneless cod, quail on toast		0 05½
" " imperial		0 06
" " steak		0 07
Shredded cod, doz		0 90
Arcadia, 24 packages 1 lb. box		3 12
" 12 packages, 2 lb. box		2 40
Acadia cod, crate		2 40
" tablets, box		1 60
Bloaters	1 15	1 25
Qualla	0 08	0 09
Catfish, dressed		0 10
Gold eyes	0 05	0 05½

ASSIST THE FISHERIES.

In its desire to aid the Manitoba fisheries the Dominion Government has passed an order-in-council appointing Prof. Prince (Dominion Fisheries Commissioner) and D. T. Reid of Selkirk, and T. H. Metcalfe, of Winnipeg, a Royal Commission to inquire into the condition of the fisheries in Lake Winnipeg and Winnipegosis, with a view to drafting regulations for a more adequate preservation of the Manitoba fisheries. The work to be done by the commission will be similar to that done during the past two years by the Georgian Bay and Great Lakes Fisheries Commission. They will take evidence from the fishermen and others in reference to any changes deemed necessary to remedy the recognized existing defects in the present regulations.

A WISE YOUTH.

A little chap in Philadelphia, whose father is a prominent merchant, and as such never loses an opportunity to descant upon the virtues of advertising, one day asked his mother:

"May Lucy and I play at keeping store in the front room?"

"Yes," assented the mother, "but you must be very, very quiet."

"All right," said the youngster, "we'll pretend we don't advertise."—Lippincott's Magazine.

FISH FOR LENT

Frozen Halibut, - - 7½c. lb., case lots
" Qualla Salmon, 7 c. " "
" Lake Trout, - 8 c. " "

Other fish in large Variety and finest quality.

WHITE & CO., Limited

TORONTO and HAMILTON



RESOLVED

that the smile of satisfaction at the outturn of my Lemons amply repays for my care in packing. They're here; they're fine, white, ong-keeping and waxy fruit. Extra fancy.

BUSTER BROWN

Weigh 'em, measure 'em, compare 'em any way—inside or outside. I win. For best results order my Lemons from the wholesale.

FOLLINA BROS. Packers, Italy.

W. B. STRINGER Can. Agent: Toronto.

ANOTHER CAR of

Celebrated "Golden Orange" Brand

WASHINGTON NAVELS

just arrived. They are now at their best and prices reasonable.

FANCY RIPE BANANAS

We are headquarters for Fancy Bananas. Fresh car every week.

Hugh Walker & Son

Guelph, Ont.

Advance of the Apple Industry of Nova Scotia

Development Since 1880 Illustrates Its Importance and Magnitude—Wide Regions Remain Which Have Not Yet Been Laid Out in Orchards—How the Fruit is Picked and Packed—Many Evaporated Apple Plants in the Province.

By David F. Wilber.

The "Annapolis Valley," ranging in width from 6 to 10 miles, is one great orchard, and here apples have been grown for two hundred years, but their scientific production for commercial purposes is of comparatively recent origin. There are yet wide regions in this Province which are adapted to this industry and new orchards are being set out yearly, until now it is expected that Nova Scotia will in a few years play a very important part in supplying the demand for apples in all parts of the world where there is a market for this fruit.

Something of the magnitude of this industry and the improvement made therein may be gathered from the fact that during the season of 1880-81 the total number of barrels exported from Nova Scotia was 41,785; the season of 1906-7, 287,196 barrels; and the season of 1907-8, 438,237 barrels; while the shipments for the last week in September, 1908, amounted to 370,018 barrels, the total yield this season being estimated at 600,000 barrels.

The apple farms of this Province are nearly all occupied by their owners, no doubt a strong factor in creating the great interest manifested in the introduction of newer and more scientific methods in caring for the trees and harvesting the crop. The farms are not large compared with those found in certain sections of the United States, but few orchards containing more than 60 acres. The trees are set out from 30 to 40 feet apart, thus allowing plenty of room for them to get the required nourishment.

The Canadian Fruit Marks Act has done much to make the apple growers more particular in harvesting their crop. The fruit is picked from the tree in small baskets, then placed carefully in barrels and conveyed to a packing house especially constructed for this purpose where the fruit is gone over and packed for shipment. The best grade is marked "Fancy," and consists of "well-grown specimens of one variety, sound, of uniform and of at least normal size, and of good color for the variety, of normal shape, free from worm holes, bruises, scabs, and other defects, and properly packed." Next in order, the selections being based on the shape, color, size, and condition of the fruit, are those known as "No. 1," "No. 2," and "No. 3." This system, which is rigidly carried out, has done much to popularize Nova Scotia apples in foreign markets. By it one knows from the mark on the barrel the class of fruit contained therein and effects a saving in time to all parties concerned in their handling.

Apples not shipped at once are stored in warehouses so constructed as to resist 62 deg. of frost. When the demand warrants their being put on the market the fruit is transported from the warehouses to rail in carts in which are charcoal fires to counteract the effect of the intense cold.

The variety known as "Gravenstine" has perhaps accomplished more than any other one apple to make Nova Scotia's reputation as an apple-growing country. Annapolis Valley Gravenstines carry an aroma and flavor seldom, if ever, equalled in any other apple grown here. Besides this variety the Ribston, King, Bishop Pippin, Baldwin, Cox's Orange, Pippins, Northern Spy, Greenings and Russets are grown to a considerable extent.

Apple growers here have had the same troublesome pests to contend with as in various parts of the United States. During the last twenty-five years they have had the canker worm, coddling moth, bud moth, black spot fungus, and now they are battling with the dreaded brown-tail moth. The practice of spraying has gone through the successive stages of bucket pumps, barrel pumps with one set of hose, large barrel or cask pumps with two sets of hose, and, lastly, the power sprayer, with its 150-gallon tank, operated by a gasoline engine, the latter having become necessary in spraying some of the orchards as often as three times a year.

It is a significant fact, showing the quality of the apples grown in Nova Scotia, that at the Royal Horticultural Fruit Show and Colonial Exhibition held last fall in London, England, the gold medal for the best display of apples went to one "parcel," consisting of 150 varieties of that fruit from this Province. The gold medal was the highest award within the power of the judges to bestow.

Evaporation Process.

At the present time there are scattered throughout the apple-growing district small evaporated-apple plants, which buy from the growers the spotted, rough and undersized but solid fruit, not fit for export. This class of fruit is both evaporated and canned. An evaporating plant equipment valued at $4,000 and employing from 12 to 14 hands can turn out from 1,200 to 1,500 pounds per day. Machinery is used for the peeling, coring and slicing.

The fruit is first peeled and cored, after which it is transferred to the bleacher and treated to the fumes from burnt sulphur, about 35 pounds being used for finished stock weighing 1,200 pounds. After bleaching, the fruit is sliced and placed in the drying kiln, capacity 1,000 pounds, and hard coal used for fuel. Three kilns will use 1 ton of hard coal in a day. At this stage of the process the fruit is thoroughly dried, the sulphur used in bleaching passed off with the moisture, and the apple left white and pure. In the kiln its contents are turned every two hours for twenty-four hours, after which it is transferred to the "making" or curing room, and here it is moved from bin to bin for six days. At the end of this time it is ready for packing.

Uniform sized boxes are used by all packers, each holding 50 pounds and lined throughout with waxed paper. A layer of the fruit is first carefully arranged on the bottom of the box, and on top of this the slices are placed flat until 50 pounds are ready to press, the box is closed, and the apples are then ready to go on the market. They wholesale at about 7 cents and retail at 8 to 9 cents per pound.

While there are a number of packers of evaporated apples in the Province, almost all of the output is controlled by a Halifax firm and one of Belleville, Ontario. Both of these firms have factories in the apple district.

Besides using the inferior apples for evaporating, most of the plants run canneries, and in this way dispose of a large amount of the fruit. The apples for canning are peeled and cored, quartered, and 4½ to 5 pounds are put into a gallon (No. 10) can. These cans are sealed and submerged in boiling water from five to seven minutes. This thoroughly heats the contents, but not to such an extent that the fruit becomes soft or mushy. These wholesale for $2 per dozen gallon cans.

Many Plants in Use.

Alfred J. Fleming of Yarmouth, has furnished the following particulars as to evaporated apple plants:

There are plants at Bridgetown, Middleton, Lakeville, Sheffield Mills, Canning, Kingston, Kentville, Port Williams, Wolfville, Berwick, and probably two or three other places. These plants, on the average, cost from $1,500 to $4,000 each for machinery, buildings, etc. Those at Bridgetown and Wolfville have not been running this season. The head office of the first six plants mentioned is at Canning.

The fuel used is anthracite coal, with hot-air process, hand power. The machinery for all these plants, with the exception of the Wolfville plant, came from Hamilton, Ontario. These factories are all of the same capacity, and are located on railroad lines in the apple section. Sulphur is used for bleaching. The secretary writes that the product is put up in 50-pound boxes and the average price obtained this year is 7 to 7½ cents per pound, f.o.b. factory. The manager of one of these plants writes:

"The method used in one of our plants is the same as used in all. The apple is peeled by hand machines, six of these being used in the busy season in each factory. The apples are then sliced by the slicing machine, also operated by hand. Sulphur is used to bleach, and this generally of the cheaper grade, heat

being obtained by the use of anthracite or hard coal. After the apples are sufficiently dried, they are put in heaps to mature, being turned over every other day, and when thoroughly cured are packed in boxes, 50 pounds to the box. The Lakeville plant this season has turned out thus far 1,000 cases and has consumed about 3,00 barrels of apples. This one plant has been operating two months. The plants at Sheffield Mills, Kingston, and Middleton have not turned out quite as much as the first named, as they started later. Sheffield Mills has packed about 800 cases, Kingston 400, and Middleton 550."

The Port Williams factory, with head office in that place, is a new enterprise started this year. The process is the same as in the others, and steam power is used. The value of the machinery of this plant is about $4,000. It is capable of evaporating 250 to 300 barrels of apples per day. This factory has been very busy since the season opened. There is also a smaller evaporating plant on a farm a few miles away from Port Williams, which is operated by the owner of a large orchard.

DIDN'T WANT THE SUGAR.

A bibulous and impecunious individual staggered into a Belleville grocery store the other day. As he was known to never pay his debts, the clerk was wise.

"Say, Mister, I want a barrel of sugar. How much will you charge me for it?"

"Not a darn cent," rejoined the salesmen. "We wouldn't charge you anything. You'll pay the cash every time."

"See here sonny, you don't know it all," continued the garrulous customer. "You think you're pretty smart, don't you? Say, do you know I have a whole barrel of money at home?"

"Well," exclaimed the knowing clerk, "you had better go right home, knock in the head of the barrel and get the cash out of it right away."

And the fellow departed suddenly discovering that he did not need the sugar.

PERSONAL NOTES.

F. D. Cockburn, manager of the Montreal Branch of Comfort Soap, was in Toronto last week. Mr. Cockburn met with an accident last October from which he has not entirely recovered and he has left on a health trip to Bermuda via New York, from where he sailed on Wednesday. He is expected to get "comfort" in the sunny south.

H. N. Cowan, manager of the Cowan Company, Toronto, left last week on a special trip to the Pacific Coast. Mr. Cowan knows the ground thoroughly having covered the Great West and Coast in every direction for many years. His customers and old friends will be pleased to see him again. This is the first time Mr. Cowan has broken away from the works since assuming the management of the Cowan Co.

Work for Fish Dealers of Maritime Provinces

Department of Trade and Commerce Anxious to Create Inland Market for Fresh Salt-Water Fish—Dirty Shops Hamper the Trade—Education for Showing Wholesomeness of Fish Diet.

Considerable correspondence has been sent to the Department of Trade and Commerce at Ottawa with a view to endorsing the project of that department to develop an inland market for fresh salt-water fish. Many of the suggestions submitted are practicable and worthy of consideration. There seems to be a pronounced desire on the part of the more progressive fish dealers in the Martitime Provinces to work up the indifferent market such as at present exists.

One correspondent, the head of one of the largest fish cold storage companies on the Atlantic coast, stated that an immediate attempt would be made by his company to arrange for regular shipments to Montreal. The method to be adopted will be practically that advocated by the department, viz.: periodical consignments by means of refrigerator cars to an agent of the company in Montreal. It will be his duty to dispose of the fish. Knowing previously of its arrival, he will have some 56 hours to arrange its distribution.

The difficulty experienced in shipping by express into Ontario has been the inability to renew the ice in which the fish was packed. By the time Montreal was reached the ice had usually melted and the fish, instead of arriving fresh and firm, was flabby and soft. With the fast refrigerator car service extended through Ontario, however, it would easily be possible to supply Toronto and Western points. Such fish as do not deteriorate when frozen were shipped regularly during the winter from Halifax to the Pacific coast.

Dirty Fish Shops Condemned.

More than one correspondent has commented upon the positively repulsive appearance of the fish shops in Quebec and Ontario. The conditions have remained unaltered in twenty years. Indeed, carelessness in this respect has reached such an extreme that in many cases it is at the risk of ruining clothes and at least upsetting one's stomach that a purchaser invades the shop. That these slipshod methods detract from expansion in trade may be instanced by referring to a well known concern in Halifax. A few years ago it was as any ordinary fish shop in Canada, with dirty counters, no attempt at attractive display of fish, and general laxity as regards systematic cleanliness. It was suggested by one of the firm that the introduction of modern fittings and modern methods would induce business. Gradually marble cement counters, tables, flooring and walls were added until to-day the shop consists—with the exception of the ceiling—of this composition. It can be easily and is daily cleaned from ceiling to floor, and its attractiveness is unquestioned. At any rate the firm itself is satisfied for its books last year recorded $40,000 of trade.

Advertising at Exhibitions.

Exhibitions as a means of advertising the wholesomeness of fish diet have been utilized with success in the Martime Provinces for some years; several correspondents have advocated a similar plan in the inland provinces. Prizes were offered for the most tasteful and educative displays. An expert cuisine was conducted in several of the booths and in addition to actual gastronomic delicacies, there were distributed small attractively printed booklets of recipes. The firm awarded the gold medal has made splendid use of this success and its well known brand of finnan haddie bears record of the competition on every box.

Such a contest or display at any such large assemblage as the Toronto Exhibition, would, it is contended, have a very far reaching and beneficial influence. It has become almost an accepted fact, according to the Weekly Report of the Department of Trade and Commerce, that good fish is hard to obtain on Ontario breakfast tables. One of the correspondents referred to ordered fish for breakfast in a Montreal hotel recently as a matter of course. But it was too strong for him and went away untouched. His experience is not exceptional. Enlightenment is needed—the question is really one of who is to undertake the task. Individually little can be accomplished, but if the large fish firms of the Maritime Provinces were to exercise more initiative and enterprise, the results would undoubtedly be remunerative.

SUGAR BEETS IN COLORADO.

Extracts From Report of the Swiss Consul at Denver, Col., for the Year 1908.

Eight years ago there were in Colorado only 3,000 acres of sugar beets cultivated, valued at $200,000; last year (1907) some 150,000 acres were under cultivation and brought $15,750,000. Of this sum there remained to the farmers net $10,500,000, or nearly $70.00 per acre. In many sections, notably Arkansas, some acres realized actually $100,00 per acre. The beet sugar industry of last year was 38 per cent. greater than in 1906, and this latter doubly as great as that of the year 1905. Colorado stands at the head of all beet sugar producing states of the Union.

Equally as interesting as the beet sugar culture is the fruit culture of Colorado. The demand for fruit has grown enormously and according to figures available to date the harvest this year will be double that of last. It is a known fact that a number of fruit growers receive yearly $1,000 per acre, with a net profit of $700 per acre.

In Montreal the Standard Packing Company has been given a dominion charter to do business as packers of meats, provisions, spices, etc.

The Macnichol Packing Company has been formed at Back Bay, Charlotte County, N. B., to deal in all kinds of fish as well as in the packing of meats, milk, fruit, vegetables, etc. The capital stock is $49,000 divided into $10 shares.

Ask for Reduction in Rates From British Columbia

British Columbia Fruit Men Want Freight Rates to Winnipeg Equalized With Those of Ontario — Conference With Railway Company at Victoria.

Victoria, B. C., March 20.—Obstacles to the carrying on of the fruit industry in the prairie provinces and in British Columbia have recently been discussed in conferrence and in some cases will likely be removed. The provincial boards of trade and fruit growers submitted to the C.P.R. officials thirteen resolutions and of these three were granted, three were held over and the balance at the instigation of the company's officials were withdrawn.

One resolution asking for a reduction on freight rates on fruit and vegetables from British Columbia points to Winnipeg so as to equalize the rates with those standing for shipment of similar goods from Ontario centres, was carried by eighteen votes to four, this being the only resolution that went to the vote.

In this matter W. B. Lanigan told the delegates that the cause of British Columbia not being able to compete with the Ontario products in the Winnipeg market was the shipment of fruit and other goods from Washington, U. S.A., into Winnipeg. He also claimed that why British Columbia did not supply a larger proportion of fruit to the Winnipeg market was because British Columbia growers asked too much for their goods and that any reduction in rates in this province would at once be followed by a similar resolution in Washington. He gave the C.P.R. solicitor's opinion on the matter, which was that the United States fruit was under fewer restrictions than the British Columbia fruit, and held that a freight reduction would not improve the present conditions.

A Protection to Both.

Maxwell Smith, Dominion fruit inspector, however, took exception to the statement of the railroad official, saying: "Mr. Lanigan makes out a good case for the company, but I don't quite agree that he has made a satisfactory answer to the claim. Take it as a fact that there are defects in the Dominion fruit regulations and that growers require them remedied. That can be brought about by placing British Columbia and Ontario on the same footing in regard to rates as far as the Winnipeg market is concerned. They can then combine and go to the Dominion government for restrictions they have not at present. The Dominion act is not a handicap, and it was never so designed. It is meant for a protection to both dealer and consumer. The act in section 121 provides in its application to imported fruit, for the prosecution of handlers of unmarked and ungraded packages. The merchant and importer can be prosecuted, and I have prosecuted them on more than one occasion."

He denied there were unmarked cases in town, in reply to a statement from Mr. Lanigan.

Mr. Pitcairn asked if there was a reduction made in rates in Washington, would the C.P.R. make a similar reduction here. Me Lanigan replied the company would.

Reduction to be Asked For.

The resolution as carried read:

"1. Whereas the distance from Okanagan to Winnipeg is 1,200 miles, and from the fruit shipping portions of Ontario is 1,200 miles.

"2. The city of Winnipeg is the largest market and principal distributing point for the western fruit trade.

"3. The freight rates on fruits and vegetables from Ontario to Winnipeg are materially lower than from Okanagan to Winnipeg.

"Therefore, be it resolved, that the Canadian Pacific Railway Co., be asked to reduce the freight rates on fruit and vegetables from Okanagan and other British Columbia points to Winnipeg so as to equalize the said rates with rates on similar commodities from the fruit shipping portions of Ontario."

The Weight of Cars.

The reduction of the minimum weight on car-loads to 24,000 pounds was the subject of a resolution by Mr. Rogers, representing the associated boards of trade of the Okanagan.

Mr. Lanigan announced that the reduction had been already arranged for in a new scale of rates shortly to be issued. A further request for a reduction of the limit on small cars to 20,000 pounds, he said the company could not grant. The small cars were fast being done away with and but one per cent. of small cars had been sent into the Okanagan last season.

The statement, however, was contradicted by Okanagan delegates, who claimed that 20 per cent. of small cars had been sent them and that they lost 2,000 pounds weight on each and in some cases more, not being able to put the amount for which they were compelled to pay in the cars. This part of the resolution was withdrawn. The whole read as follows:

"1. Whereas, the minimum weight of 30,000 pounds is in excess of the capacity of any of the cars furnished to Okanagan shippers to date;

"2. From Spokane east a minimum of only 24,000 pounds is required;

"3. For the smallest cars a minimum of more than 24,000 pounds is not practicable;

"Therefore, be it resolved, that the Canadian Pacific Railway Co. be asked to reduce the minimum weight for carload rates from British Columbia points east on mixed cars of apples, pears, fresh fruits and vegetables from 30,000 pounds to 24,000 pounds for small cars."

Minimum on Canned Goods.

The following resolution introduced by Mr. Rogers was granted by the company without being put to the vote:

"1. Whereas, the minimum rate for C. L. shipments on canned goods is 40,000 pounds:

"2. Said minimum is so high as to be impracticable;

"Therefore, be it resolved, that the Canadian Pacific Railway Co. be asked to grant a carload rate on the canned goods on minimum of 24,000 pounds."

A resolution regarding the granting of leases for the creation of storage premises at railway stations read as follows:

"Whereas, many fruit growers' associations are now put to unnecessary expense in collecting and reshipping their produce, by reason of the great difficulty in obtaining a suitable and convenient site for the erection of packing houses and warehouses;

"Therefore, be it resolved, that the Canadian Pacific Railway and E. & N. Railway Companies be asked, whenever possible, to grant a lease of property on their right of way at shipping points for the erection of packing and warehouses, whereby fruit growers' associations will be able to ship their produce at a minimum of expense."

Mr. Peters said the policy as contained in the resolution was being followed where land was available.

Resolution Withdrawn.

These four resolutions were withdrawn on the company's officials announcing they could not deal with them:

"Whereas, the charge on icing is uncertain between any given points;

"Therefore, be it resolved that the system be suggested to the C.P.R. of making a stated charge regardless of expense and delay."

"Whereas, canned goods, apples, pears and fresh fruits or two or more of said commodities can often be shipped by the same shippers to the same consignees at the same time: and it would oper-

ate greatly to the advantage of the trade if canned goods could be shipped in mixed carload lots with one or more of the said commodities ;

"Therefore be it resolved that the Canadian Pacific Railway Co. be asked to grant carload rates on canned goods from British Columbia points to points in British Columbia, Alberta, Saskatchewan and Manitoba, when shipped in mixed cars with apples, pears and fresh fruits."

"1. Whereas the distance from Vernon to Calgary is 360 miles and from Vernon to Winnipeg is 1,200 miles ;

"2. The C. L. rates on mixed apples and pears to Calgary is 70c per hundred pounds and to Winnipeg is 75c. per hundred pounds ;

"3. The L. C. L. rate to Calgary is 95c. per 100 pounds and to Winnipeg is $1.25 per 100 pounds ;

"4. On shipments from U. S. points via the boundary to Calgary the proportional part of the C.P.R. rate from the boundary to Calgary is 40c. per 100 pounds ;

"Therefore be it resolved, that the Canadian Pacific Railway Co. be asked to reduce the carload and L. C. L. rates on mixed apples and pears from B. C. points to intermediate points with Winnipeg proportionate to the mileage performed as compared with Winnipeg."

"Whereas, it is impossible to load the cars usually furnished Okanagan shippers to the present minimum without serious damage to contents ;

"Therefore be it resolved, that the Canadian Pacific Railway Co. be asked to reduce the minmum weight for carload lots for fresh fruits in packages consisting of prunes, plums, peaches, cherries, aprcots aad berries, from 20,000 pounds to 18,000 pounds."

Mr. Adams, of Adams & Co., Harrow, not long ago, met with a bad accident. He was shot by a boy who was shooting at sparrows, and was so seriously injured that he was removed to the Detroit Hospital. He was able, last week, to return to his home, and is progressing satisfactorily.

Highest price paid for
DRIED APPLES
O. E. ROBINSON & CO.
ESTABLISHED 1886
Ingersoll - Ontario
Would you like our Weekly Circular

SEASON 1908-9
Dried Apples
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W. A. GIBB COMPANY
HAMILTON
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DAWSON'S Banner Brand of Jams, Marmalades and Jellies is the very best.
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A Man Who Can Earn $72,000 a Year

in a big establishment must know pretty nearly all that is worth while about "Salesmanship." Hugh Chalmers, of Detroit, is the man who climbed the $72,000 ladder. He knows how to "hire, manage and supervise men," and when he talks, it is in a racy style.

His views—snappy, bright and terse—appear in the April number of Busy Man's Magaziue. The article is thus written by one who knows—one, who at 29 years of age, was vice-president and general manager of a plant employing 5,000 persons, and directed a selling force of 500 men.

Business men—young men especially—should read this article. It is inspirational. It will incite them to greater things, assist them to realize what constitutes true salesmanship, and practice the basic principles on which it rests.

Capitalized Himself At $1,000,000

annually was what Chalmers did when working as a salesman, and he declares that "Salesmanship is nothing more or less than making the other fellow feel as you do about what you have to sell."

There is no greater art in the commercial world to-day than Salesmanship. You can learn a lot about it—about progressive business systems and methods—by reading Busy Man's Magazine each month. It is a publication full of ginger, alive with personal precept, direct in daily application.

It reproduces the latest and best contributions on business, industry, commerce and politics, from the current magazines of the world, and has much bright, original Canadian matter as well. Annually, it is a big $2 worth ; monthly, it is worth a great deal more than the price of a single copy—which is 20c.

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Fresh, Smoked and Salted Fish of all kinds.
Live and Boiled Lobsters,
Crabs, Turtles, Prawns, Scallops, Clams,
Frogs' Legs, etc., etc.
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SPECIAL ATTENTION TO THE TRADE
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are a special convenience arranged for customers of THE METROPOLITAN BANK. Money can be deposited or withdrawn by husband or wife. Particularly valuable for farmers and town residents.
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The Finest Brand of Lobsters put up—

Selected Stock
Cleanly Packed
Lined Tins

Nothing to destroy or impair the natural fresh flavor of fresh Lobsters.

Every can is sold with a guarantee.

Sold from coast to coast by wholesale Grocers in Canada.

SOLE PACKER:

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SASSO MEDICINAL OIL

DIRECT FROM ONEGLIA, LEVANTE RIVER, ITALY.

A profitable line for you to stock at this season of changeable weather.
A perfect tonic, agreeable to take and quickly and easily assimilated. It is a soothing and at the same time incomparable remedy for

Stomach and Intestinal Troubles, Constipation, Indigestion, Nervousness, General Debility, Scrofula, Tuberculosis

Its equal as a tonic for invalids has yet to be found. Secure a trial order. Then you will always stock it.

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Have ***YOU,*** Personally, Ever Tried

Brunswick Brand Sardines in Oil ?



Now, it is just possible that you have not. This is too bad.

They are really delicious.

Just open a tin yourself and find out to your own satisfaction what we are offering your customers. You will know what you are selling.

Do this at our expense. Charge up the tin to us. OR, if you like, drop us a card and we will mail you a tin to try.

We KNOW our goods and KNOW that if you sample them you WILL SELL THEM.

Do This To-Day ***It is in Your Own Interests***

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FRESH FROZEN—

Salmon
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SALTED AND SMOKED—

Labrador Herring
British Columbia Salmon
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Large Bright Frozen Sea Herring

"SEALSHIPT" AND BULK OYSTERS ***ALL KINDS OF FISH IN SEASON—EVERY DAY OF THE YEAR***

NEW PRICE LISTS MAILED ON REQUEST.

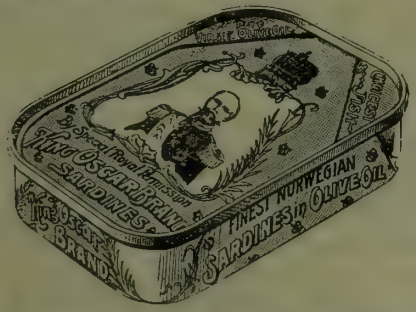
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"The largest Fish Warehouse in Canada."

THE STURDY PINE
vs.
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The Norwegian Sardine industry has assumed such proportions during the past decade that it now leads the world. Leads not only in quantity of catch and output, but, what is more important, in QUALITY.



The leading brand of Sardines to-day is

"KING OSCAR"

Fine, small, selected fish put up in pure Olive Oil—and prepared in the most appetizing manner—

Get into line and handle "King Oscar" brand.

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Quaker Salmon

The best on earth

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THE IMPORTANCE OF GOOD GROCERY FIXTURES IS SECOND ONLY TO THAT OF A WELL-SELECTED STOCK



WALKER BIN FIXTURES will

Build up a new business,
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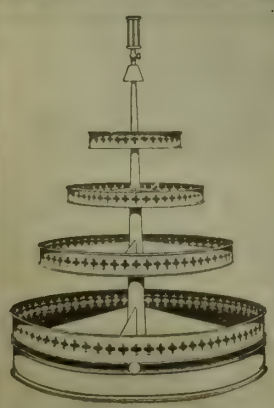
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Ask all leading Hardware Merchants about them, or write us direct for circular.

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They are the
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You know where to get just the right size paper bag and get it instantly when you have McGregor's

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Cotton Lines are as cheap as Sisal or Manila and much better.

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SEE THAT YOU GET THEM.

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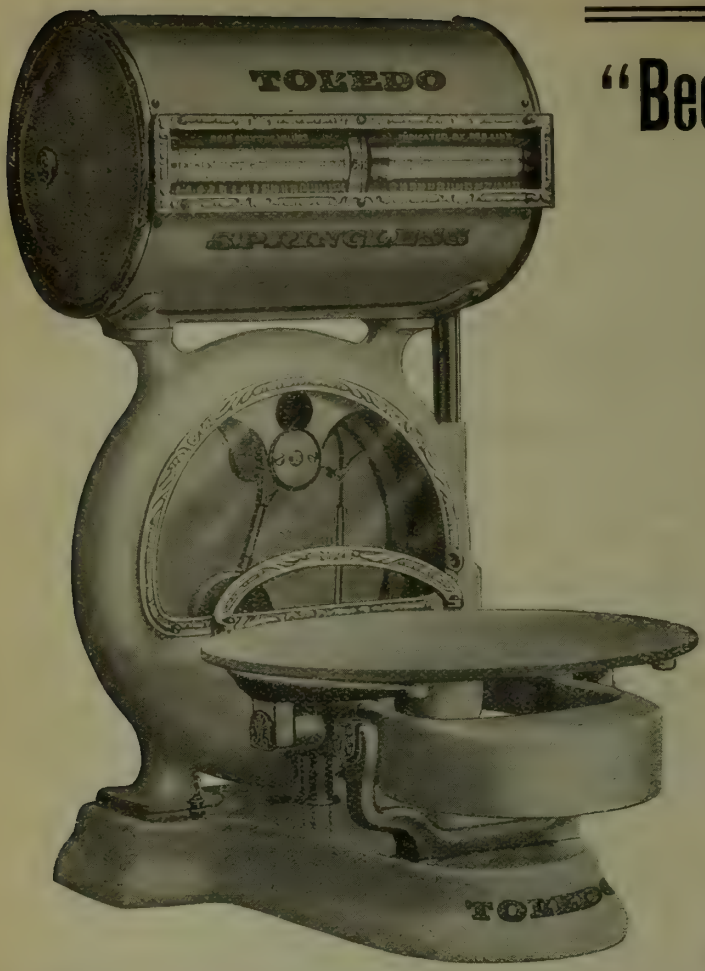
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The screw part or burner-base is covered, which protects against fire. Many burners are made cheaper by leaving the screw part open so that dust, dead insects, or charred portions of wick may collect thus becoming saturated with oil and liable to catch fire. OURS DON'T.

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Gives correct weights and values, instantly and automatically.

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You can't afford to buy any other scale, because the **"SPRINGLESS TOLEDO"** will outwear any other scale on the market.

Many Styles to Choose From **Write, Phone or Call**

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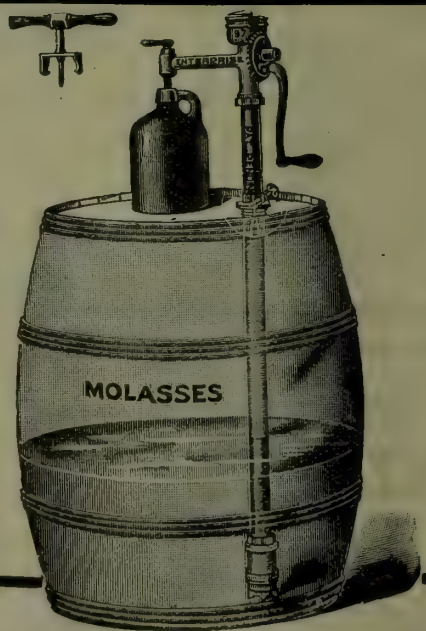
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Nearly half a century of steady holding to this policy has made "Enterprise" articles absolutely essential to the success of enterprising grocers.

The famous line of "Enterprise" Coffee Mills for either Hand, Steam or Electric Power, Smoked Beef Shavers, Meat Choppers, Cheese Cutters, Measuring Faucets, Measuring Pumps, Etc., all are to be found in grocery establishments in all parts of the world.



This Company originated the quick, clean, convenient way of pumping and measuring molasses and heavy liquids from barrels, by means of the

"ENTERPRISE"

Self-Priming and Measuring Pump

It measures accurately, a gill to every turn of the handle, a pint to every four turns. Has a new Total Registering Device, showing total amount taken from the barrel. No. 97, shown here, costs only $6.00; Auger, 75c.; Extended Tube, for pumping from cellar to first floor, per foot or fraction of foot, 50c. Order from your jobber. Write for our latest catalogue.

THE ENTERPRISE MFG. CO. OF PA.
Philadelphia, U.S.A.
21 Murray St., New York 438 Market St., San Francisco

A PUMP THAT SHOWS A PROFIT

QUOTATIONS FOR PROPRIETARY ARTICLES

Baking Powder.

W. H. GILLARD & CO.

Diamond—

1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
2-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
½-doz.	12-oz.	3 40
½-doz.	24lb.	10 50
¼-doz.	5lb.	19 75



MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 4oz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 80
2 "	5 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	



ROYAL BAKING POWDER

Cases—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 [illegible]
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—

1 lb. tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Baking Powder—

1-lb. tins, 3-doz. in case, per doz.	2 00
½-lb. " " "	1
¼-lb. " " "	0 8

Blue.

Keen's Oxford, per lb	$0 17
In 10-box lots or case	0 16
Gillett's Mammoth, ¼ gross box	2 00

Cereals

H-O. COMPANY, ROCHESTER, N.Y.

Per case.		Per case.
Force, 36s	$1 50	Gusto, 36s $2 85
Korn-Kinks, 36s	1.45	H-O. oatmeal, 24s 3 10
Presto, 36s	3.40	Buckwheat, 36s 3.50
Pancake, 36s	3.50	Corn Starch, 36s 2.50
Tapioca, 36s	2.85	Farina, 24s 1.70
Hominy, 36s	2.50	



WHITE SWAN SPICES AND CEREALS LTD.

White Swan Breakfast Food, 2-doz. in case, per case, $3.00

The King's Food, 2-doz. in case, per case, $4.80

White Swan Barley Crisps, per doz., $1.

White Swan Self-rising Buckwheat Flour, per doz., $1.00.

White Swan Self-rising Pancake Flour, per doz., $1.00.

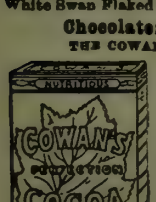
White Swan Wheat Kernels, per doz., $1.40.

White Swan Flaked Rice, per doz., $1.

White Swan Flaked Peas, per doz., $1.

Chocolates and Cocoas.

THE COWAN CO., LIMITED.



Cocoa—

Perfection, 1-lb. tins, per doz.	$1 50
Perfection, ½-lb. per doz.	2 40
Perfection, ¼-lb., per doz	1 30
Perfection, 10c size	0 90
" 5-lb. tins per lb.	0 37
Soluble, bulk, No. 1, per lb.	0 20
Soluble, bulk, No. 2, per lb.	0 15

London Pearl, per lb 0 22

Special quotations for Cocoa in bbls., kegs etc.

Unsweetened Chocolate—	Per lb.
Plain Rock, ½'s & ¼'s, cakes 12-lb. bxs	0 36
Perfection Chocolate, 20c size, 2 dozen boxes, per dozen	1 60
Perfection Chocolate, 10c size, 2 and 4 dozen boxes, per dozen	0 90

Sweet Chocolate—

Queen's Dessert, ½'s and ¼'s, 12-lb. bxs., per lb	$0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ½-lb., 12-lb. boxes, per lb	0 35
Parisian, 8's	0 30
Royal Navy, ½'s ¼'s, boxes, per lb	0 30
Diamond, 7's, 12-lb. boxes, per lb	0 24
" ½'s " " "	0 25
" ¼'s " " "	0 28

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., 2-doz. in box, per dozen	0 90

Confections—	Per lb.
Milk chocolate wafers, 5-lb. boxes	0 35
Maple buds, 5-lb. boxes	0 36
Chocolate wafers, No. 1, 5-lb. boxes	0 30
Chocolate wafers, No. 2, "	0 25
Nonpareil wafers No. 1, "	0 30
Nonpareil wafers, No. 2, "	0 25
Chocolate ginger, 5-lb. boxes	0 30
Milk chocolate, 5c bundles, per box	1 35
Milk chocolate, 5c cakes, per box	1 35

Chocolate—	
Maple buds, 5-lb. boxes, lb.	0 35
Vanilla wafers, " "	0 35
" " nonpariels, 5-lb. box	0 35
" " 2's, 5-lb. boxes, lb	0 28
" " 2's, nonpareils "	0 28
Ginger, 5-lb. boxes, lb.	0 30
Milk sticks, box	1 35
Milk cakes, 5c. size, box	1 35

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

10c. tins, 4 doz. to case, per doz.	$ 90
½ " " 4 " " "	2.40
¼ " " 2 " " "	4.75
1 " " 1 " " "	9.00

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.
Arthur M. Loucks, Ottawa.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
R. J. Bedlington & Co., Calgary, Alta.
Standard Brokerage Co., Vancouver, B.C.

Elite, 10c size (for cooking), doz	0 90
Prepared cocoa, ½'s	0 28
Prepared ½'s	0 28



Mott's breakfast cocoa, ¼	90 per dz.
" breakfast cocoa, ½'s	0 38
" " " ¼'s	0 38
" No. 1 chocolate, ½'s	0 32
" Navy " ½'s	0 29
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 24
" Plain choice chocolate liquors	0 32
" Sweet Chocolate Coatings	0 20

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, ½ and ¼-lb. cakes	$0 38
Breakfast cocoa, 1-5, ½, ¼, 1 & 5-lb. tins	0 41
German Sweet chocolate, ½ and ¼-lb. cakes, 6 lb. boxes	0 28
Caracas Sweet chocolate, ½ and ¼-lb. cakes, 6-lb. boxes	0 35
Auto Sweet chocolate, 1-6 lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins	0 47
Soluble cocoa (hot or cold soda 1-lb. tins	0 38
Cracked cocoa, ½-lb. pkgs., 6-lbs. bags	0 34
Caracas tablets, 100 bundles, tied 5s, per box	3 00

The above quotations are f.o.b. Montreal

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—10c., 20 and 40c. packages packed in 15 lb. and 30 lb. cases.

	Per lb.
1 lb. packages	0 26
1 lb "	0 27
1 lb. "	0 28
1 and ½ lb. packages assorted	0 26½
½ and ¼ lb. " "	0 27½
½ lb. packages assorted in 5 lb. boxes	0 28
½ lb. " "	0 29
¼ lb. " in 5, 10, 15 lb. cases	0 31

Bulk—

In 15 lb. pails and 10, 35 and 50 lb. boxes.	Pails.	Tins.	Bbls.
White [illegible]	[illegible]	[illegible]	[illegible]
Best Shredded	0 18	....	0 16
Special Shred	0 17	....	0 15
Ribbon	0 19	....	0 17
Macaroon	0 17	....	0 15
Desiccated	0 16	....	0

White Moss in 5 and 10 lb. square tins, 21c.

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Cocoanut—

Featherstrip, pails	0 16
Shredded	0 15
In packages 2-oz., 4 oz., 8-oz., lb.	0 23

Condensed Milk.

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
"Eagle" brand (4 doz)	$6 00	$1 50
"Gold Seal" brand (4 doz)	5 00	1 25
"Challenge" brand (4 doz)	4 00	1 00
Evaporated Cream—		
"Peerless" brand evap. cream	4 70	1 20
" hotel size	4 90	2 45





TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 80
Reindeer" brand per case (4 doz.)	5 60





Coffees.

EBY, BLAIN CO. LIMITED.

Standard Coffees.

Roasted whole or ground. Packed in damp-proof bags and tins.

Club House	$0 32
Nectar	0 30
Empress	0 28
Duchess	0 6
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" " ground	0 17½
Golden Rio	0 14

Package Coffees

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, ½ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

THOS. J. LIPTON retail wholesale

Lipton's "Special" blend coffee, 1 lb. tins, ground or whole	0 40	0 30

JAMES TURNER & CO. Per lb

Mecca	$ 0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

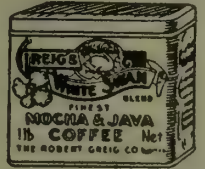
PATTERSON'S "CAMP" COFFEE ESSENCE

Agents, Rose & Laflamme, Montreal and Toronto.

5 oz. bottles, 4 doz. per doz.	1 75
10 " " 4 " "	3 00
Rep. quarts, 1 " "	6 50
Imp. " 1 " "	9 00

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Blend.



1-lb. decorated tins, 32c. lb	
Mo-Ja, ½-lb. tins 30c. lb.	
Mo-Ja, 1-lb. tins 28c. lb.	
Mo-Ja, 2-lb. tins 28c. lb.	

Cafe des Epicures—1-lb. fancy glass jars, per doz., $3.60.

Cafe l'Aromatique—1-lb. amber glass jars, per doz., $4.

Presentation, with 3 cups blend, $10 per doz.



THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy lithographed canisters	0 30

Cheese—1

Large size jars, per doz.	$8 25
Medium size jars, "	4 50
Small size jars, "	2 40

Individual size jars, per doz.	1 00

Imperial holder—

Large size, doz.	18 00
Med. size "	17 00
Small size "	12 00

Roquefort—

Large size, doz.	2 40
Small size, "	1 40



Confections

THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box, "	1 35
" " 10c cakes, 36 in box "	2 55
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
" " No. 2, " "	0 25
Maple Buds, 5-lb. boxes, lb	0 36
Nut Milk Chocolate, ½-lb. cakes, 12-lb. box, lb	0 40

These prices are F.o b. Toronto.

MACLAREN'S IMPERIAL CHEESE CO. LTD

Imperial Peanut Butter "Bobs," the Perfect Confectionery.

Large size, cases, 25 cartons	$3.50 each
Small " 50 "	3 60 "
Assorted, cases, 26 small, 12 large	3.55 "

Net 30 days.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Ltd. Toronto. C. O. Beauchemis & Fils. Montreal $2, $3, $5, $10, $15 and $20.

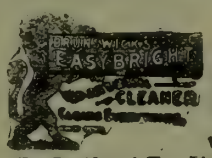
All same price one size or assorted.

UN-NUMBERED

Under 100 books	each 04
100 books and over	each (3½
500 books to 1000 books	(3

For numbering cover and each coupon, extra per book ½ cent.

Cleaner.



	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agen

The Davidson & Hay, Limited, Toronto

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.

"Vita" Pasteurized Extract of Beef. Per case.

Bottles	1-oz.,	case of 2 doz		$3 20
"	2 "	"	1 "	3 00
"	4 "	"	1 "	4 50
"	20 "	"	½ "	4 75
"	20 "	"	1 "	9 00

THOMAS J. LIPTON

Prices on application.

Infants' Food.

Robinson's patent barley	½-lb. tins	$1 35
" " "	1-lb. tins	2 25
" " groats	½-lb. tins	1 35
" " "	1 lb. tins	2 25

"Mephisto" and "Purity" Canned Lobsters.



1 flats	$4 40	4 [illegible]	0
½ "	2 30	2 4	0
"	1 40	1 5	0

Flavoring Extracts

SHIRRIFF'S

1 oz. (all flavors),	doz.	1 00	
2 "	"	1 75	
2½ "	"	2 00	
4 "	"	3 00	
5 "	"	3 75	
8 "	"	5 50	
16 "	"	10 00	
32 "	"	18 00	

Discounts on application.



Jams and Jellies.

SATGER'S WHOLE FRUIT STRAWBERRY JAM

Agents, Rose & Laflamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz	2 20

THOMAS J. LIPTON

Prices on application.

T. LIPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case, per lb.	07½
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 07
7 wood pails, 6 pails in crate, per lb	0 07
30-lb. wood pails "	0 06½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb.	0 07½
7 wood pails, 6 pails in crate, per lb.	0 0



FOR MORE THAN FORTY YEARS we have been making our trade-mark a synonym for highest perfection in Stove Polish. Our facilities have been multiplied and improved. There are four million bricks in our present factory. Original devices of our own are almost exclusively used in producing our goods. This spells out successful Stove Polish making and explains why more housekeepers every year ask for Stove Polish with the trade-mark ***RISING SUN***. It pays you to push them.

MORSE BROS., Props. - Canton, Mass., U.S.A.

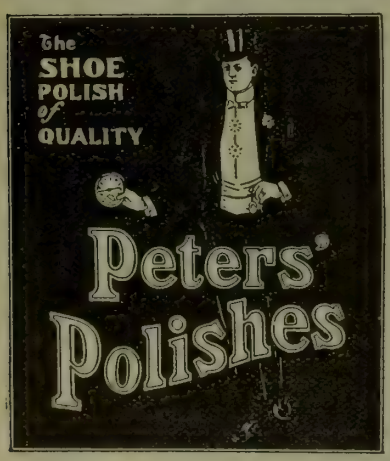
Black Knight Stove Polish

A reliable product, it sells well and is one of the widely used preparations for putting a polish on stoves. It has created great enthusiasm among those selling and using it. Our big advertising campaign helps the dealer.



The F. F. DALLEY CO., Limited

HAMILTON, CANADA - BUFFALO, N.Y., U.S.A.



PETERS POLISH

A line of shoe polish that has created great enthusiasm among those selling and using it.

Write and get the sale of it for your district. It is a money maker.

M. Peters,
617 Queen St, West
Toronto

Worms in Horses and All Live Stock

The eradication of worms from horses and other animals is one of the most striking features of **Molassine Meal,** and is proof of its unique properties. When

MOLASSINE MEAL

is used regularly—although it is quite free from arsenic or drugs—in consequence of its antiseptic properties, all foul or putrid matter is evacuated, worms cannot live, and are naturally expelled.

A food which has effects like this must command the attention of all persons interested in the feeding of horses and cattle.

Sole Importer

ANDREW WATSON

91 Youville Square - - MONTREAL

STOVE POLISH

Now is the season for the greatest use of stove polish. This is a line in your business that pays well if you handle reliable goods like

JAMES DOME BLACK LEAD

A stove polish that gives the best satisfaction in its use. Sort up your stock. Sold by all jobbers.

W. G. A. LAMBE & CO., Canadian Agents

ONE GLANCE

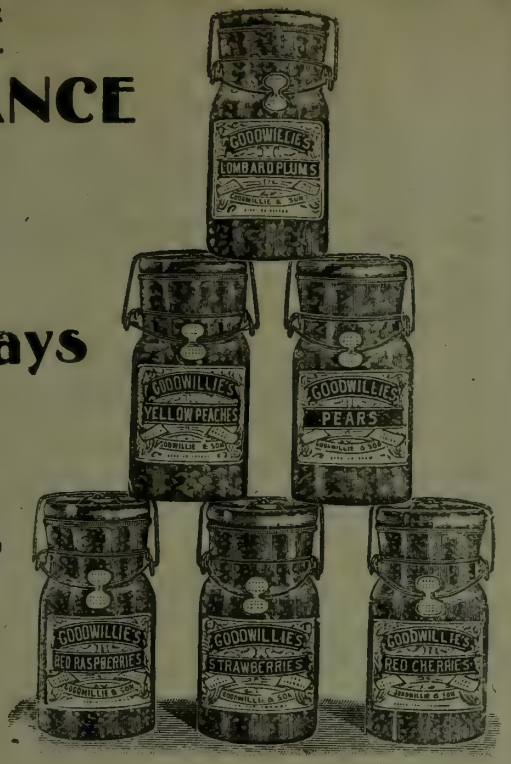
AT THESE BOTTLES OF DELICIOUS FRUITS

Always

MAKES YOUR CUSTOMERS

"Try Them"

AND THEY DON'T STOP THERE, EITHER



ROSE & LAFLAMME, LIMITED
MONTREAL and TORONTO

WAGSTAFFE'S

Fine old English

Pure Orange Marmalade

Season 1909, now ready.

WAGSTAFFE'S

Jams, Jellies and Sealed Fruits

are better than the imported.
Once tried always used.

WAGSTAFFE, LTD.

Pure Fruit Preservers

HAMILTON

per lb. 0 07
20-lb. wood pails 0 06½
Pure assorted jam, 1-lb. glass jars, 2 doz. in case 1 75

Jelly Powders

IMPERIAL DESSERT JELLY



Assorted flavors—gross 10.75.
MacLaren Imperial Cheese Co. Limited

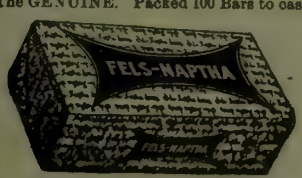


Assorted Case,	Contains 4 doz..$3.60
Assorted Case,	Contains 2 doz..$1.80
Lemon (Straight)	Contains 2 doz..$1.80
Orange (Straight)	Contains 2 doz..$1.80
Raspberry (Straight)	Contains 2 doz..$1.80
Strawberry (Straight)	Contains 2 doz..$1.80
Chocolate (Straight)	Contains 2 doz..$1.80
Cherry (Straight)	Contains 2 doz..$1.80
Peach (Straight)	Contains 2 doz..$1.80

Weight 7 lbs. to case. Freight rate, 3d class.

Soap

The GENUINE. Packed 100 Bars to case.



Prices—Ontario and Quebec:

Less than 5 cases	5 25
Five cases, or over	5 15



THE ROBERT GREIG COMPANY.

White Swan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.

List price

Shirriff's" (all flavors), per doz. 0 90

Discounts on application.



Lard.

THE N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces	$0 10½
½-bbls.	0 11
Tubs, 60 lbs.	0 10½
20-lb. Pails.	2 20
20-lb. tins	2 10
Cases 3-lb.	0 11½
" 5-lb.	0 10½
" 10-lb.	0 10½



F.O B. Montreal.

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper....per lb.	$0 40
Fancy boxes (36 or 50 sticks)....per box	1 25
"Ringed" 5-lb. boxes.....per lb.	0 40
"Acme" pellets, 5-lb. cans....per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans.....per can	2 00
Licorice lozenges, 5-lb. glass jars ...	1 75
" " 20 5-lb. cans.....	1 40
"Purity" licorice 10 sticks	1 [illegible]
" 100 sticks.....	0 [illegible]
Dulce large cent sticks, 100 in box....	....

Lye (Concentrated)

GILLETT'S PERFUMED. Per case

1 case of 4 dozen	$3 60
3 cases of 4 dozen	3 50
5 cases or more	3 40

Marmalade.

J. W. WINDSOR, MONTREAL



Scotch Marmalade, ½, 1 and 2 lb. glass jars
Orange Jelly Marmalade, 1, 4, 5 and 7 lb. tins
Orange Jelly Marmalade, 1 and 2 lb. glass jars 5 and 7 lb. tins

Preserved Ginger Marmalade,	1 lb.	glass	jars.
Pineapple	" 1	"	"
Green Fig	" 1	"	"
Green Fig and Ginger	" 1	"	"
Lemon	" 1	"	"
Grape Fruit	" 1	"	"

Prices and special quotations.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case....per doz $1 00
16-oz. glass jars, 2 doz in case " 1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb. 0 07
Pint Sealers (24 oz.), 1 doz in case, per dozen..... 2 [illegible]

SHIRRIFF BRAND



"Imperial Scotch"—

1-lb. glass, doz.	..	1	55
2-lb. " "	..	2	80
4-lb. tins, "	..	4	65
7-lb. " "	..	7	35

"Shredded"—

1-lb. glass, doz.	....	1	90
2-lb. " "	....	3	10
7-lb. tins, "	....	5	[illegible]

THOMAS J. LIPTON
Prices on application

Mince Meat

Wethey's condensed, per gross net .. $12 00
" per case of 3 doz. net 3 00



ST. CHARLES CO. DENSING CO.

PRICES:

St. Charles Cream family size, per case	$4.70
Ditto, hotel,	4.90
Silver Cow Milk	5.00
Purity Milk	4.70
Good Luck	4.00

Mustard

COLMAN'S OR KEEN'S

D.S.F., ½-lb. tins	per doz.	$ 1	40
" ¼-lb tins	"	2	50
" 1-lb. tins	"	5	00
Durham 4-lb. jar	per jar	0	75
" 1-lb. jar	"	0	25
F.D. ½-lb. tins	per doz.	0	85
" ¼-lb. tins	"	1	45

Olive Oil

LAPORTE, MARTIN & CIE., LTD.
Minerva Brand—

Minerva, qts. 12's	$ 5 75
" pts. 24's	6 50
" ½-pts. 24's	4 25

Sauces

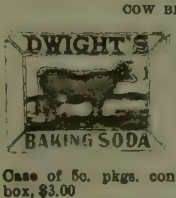
PATERSON'S WORCESTER SAUCE
Agents, Rose & Laflamme, Montreal and Toronto

½-pint bottles, 3 & 6 doz., per doz.		0	90
pint " 3 doz.		1	75

THOMAS J. LIPTON
Prices on application

Soda

COW BRAND



Case of 1-lb. containing 60 packages, per box, $3.00
Case of ½-lb. containing 120 pkgs. per box, $3.00
Case of 1-lb. and 1½-lb. containing 30 1-lb. and 60 ½-lb. pkgs. per box $3.00
Case of 5c. pkgs. containing 96 pkgs. per box, $3.00

MAGIC BRAND Per cas

No. 1, cases 60 1-lb. packages	$ 2	75
No. 2, " 120 ½-lb. "	2	75
No. 3, " {30 1-lb. " / 60 ½-lb. " }	2	75
No. 5 Magic soda—cases 100—10-oz. pkgs.		
1 case	1	[illegible]
5 cases	3	75

LITTLE HELPS or GREAT HELPS?

WOOD'S BOSTON COFFEES
THOMAS WOOD & CO.
IMPORTERS AND ROASTERS
BOSTON, MASS.
PURITY, UNIFORMITY AND EXCELLENCE GUARANTEED.

"Every little helps"—yes it does.

But this generation moves very rapidly; more business can be done in an hour than in a day a few years ago.

However many "little helps" a grocer may have, Great Helps are a necessity to establish and round out successful trade; and to the latter belong

WOOD'S COFFEES

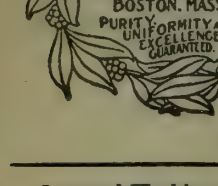
—greatest helps for the beginner, greatest for the ripe trader.
"WOODS," as applied to Coffees, means the BEST of the world's products graded and classified.

Canadian Factory and Salesrooms:
No. 428 St. Paul Street, - MONTREAL

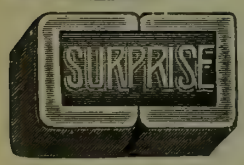
Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross	$10 20
" " black	"	15 30
Oriole soap	"	10 20
Glorinia soap	"	13 00
Straw hat polish	"	10 20



3 doz. to box..... $3 45
6 doz. to box..... $6 90
30 days.



1 Box Price $1.00
5 Box Price $5.90
Freight paid on 5 box lots.

Starch

EDWARDSBURG STARCH CO., LIMITED.

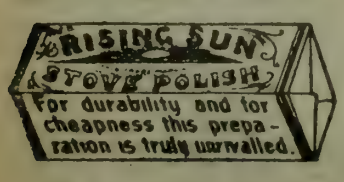
		per lb
Laundry Starches—		
No. 1 White or blue, 6-lb. carton		$0 07
" " " 1 " "		0 07
Canada laundry		0 05½
Silver gloss, 6-lb. draw-lid boxes		0 08
Silver gloss, 6-lb. tin canisters		0 08
Edward's silver gloss, 1-lb. pkg.		0 07½
Kegs silver gloss, large crystal		0 06½
Benson's satin, 1-lb. cartons		0 07½
No. 1 white, bbls. and kegs		0 06
Canada White Gloss, 1-lb. pkgs.		0 06
Benson's enamel....per box 1 50 to		3 00
Culinary Starch—		
Benson & Co.'s Prepared Corn		0 07½
Canada Pure Corn		0 06
Rice Starch—		
Edwardsburg No. 1 white, 1-lb. car.		0 10
" " 1 " or blue,		

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 6½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	6 06½
Barrels, 200 lb.	0 7½
Kegs 100 lb.	0 06
Lily White Gloss—	
1-lb. fancy cartons, cases 40 lb.	0 08
6-lb. toy trunks, 8 in case	0 08
6-lb. enameled tin canisters, 8 in case	0 08
Kegs, ex. crystals, 100 lb.	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 06
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 00

Stove Polish.

	Per gross.
Rising Sun, 3-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste 5c. size, ½-gross boxes	5 00



JAMES' DOME BLACK LEAD

	Per gross
6a size	$2 40
2a "	2 50

Syrup.

EDWARDSBURG STARCH CO., LTD.

"Crown" Brand Perfection Syrup.

Barrels, 600 lbs.	0 03½ per lb.
Half-barrels, 350 lbs.	0 03¾ "
Kegs, 150 lbs.	0 03¾ "
2-gal. pails 25 lbs.	1 25 each
3 " " 38½ lbs.	1 75 "

Plain tins, with label— Per case.

2 lb. tins, 2 doz. in case		2 40
5 " 1 "	"	2 75
10 " ½ "	"	2 65
20 " ¼ "	"	2 60

(5, 10 and 20 lb. tins have wire handles.)

Teas.



THE "SALADA" TEA CO.

	Wholesale	Retail.
Brown Label, 1's and ½'s	$0 25	$0 30
Green Label, 1's and ½'s	0 27	0 35
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label 1's, ½'s, ¼'s and ⅛'s	0 35	0 50
Gold Label, 1's and ½'s	0 44	0 60
Red-Gold Label, ½'s	0 55	0 80



EMPIRE PACKAGE TEA

Cases 30 and 50 lbs. each—Black, Mixed, and Green Ceylon.

25c	1s. 20c.; ½s, 21c.
30c	1s and ½s, 23c.
40c	1s and ½s 28c.
50c	1s and ½s, 35c.
75c	1s and ½s Vulcan, 50c.

100 lb. lots freight paid.

LIPTON'S TEA
Thomas J. Lipton
75 Front St. East, Toronto.



Packed in air-tight tins only.

	wholesale	retail
Blue label ¼'s and 1's	0 24	0 30
Orange " ½'s, ¼'s and 1s	0 30	0 40
Pink " ⅛'s & 1's, tins	0 35	0 50
Red " Dominion blend, ¼'s and 1's	0 44	0 60
Gold " Afternoon blend, ¼'s and 1's	0 50	0 70



Blue Label, ¼'s	0 21	0 26
Orange Label, 1's and ½'s	0 23	0 40
Blue Label, ½'s	0 20	0 25
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—

Victoria, ½-c, 90 lbs	0 25
Princess Louise, ½-c, 80 lbs	0 19

Ceylon Green Teas—Japan style—

Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs	0 19



BLUE RIBBON TEA CO., TORONTO

	Wholesale	Retail
Yellow Label, 1's	0 20	0 25
" " ½'s	0 21	0 25
Green Label, 1's and ½'s	0 24	0 30
Blue Label, 1's and ½'s	0 25	035
Red Label 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, ½'s and ¼'s	0 55	0 80
Embossed, ½'s and ¼'s	007	1 00



	Wholesale	Retail
Pink Label 1's and ½'s	30c.	40c.
Gold Label 1's and ½'s	35c.	50c.
Lavender Label 1's and ½'s	42c.	60c.
Green Label 1's and ½'s	50c.	75c.
Canisters		
Gold Tins, 5's	35c. 1.75	50c. 2.50
Gold Tins 3's	35c. 1.05	50c. 1.50
Gold Tins 1's	36c. each	50c. each
Gold Label ½'s	18c ea. 36 lb.	25c ea. 50 lb.
Red Tins, ½'s	35c ea. 70 lb.	50c ea. 100 lb.
Red Tins, ¼'s	18c ea. 72 lb.	25c ea. 100 lb.

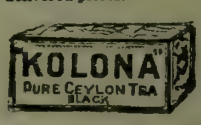


MELAGAMA TEA.

MINTO BROS., 55 Front St. East

	Wholesale	Retail.
Black, green, mixed, ¼s	0 70	1 00
" " " ½s	0 55	0 80
" " " ¼s	0 44	0 60
" " " 1 lbs. & ½s.	0 40	0 60
" " " ½s	0 38	0 50
" " " 1 lbs. & ½s.	0 35	0 50
" " " 1 lbs., ½s	0 30	0 40
" " " ½s	0 32	0 40
" " " ¼s	0 25	0 30
" " " 1 lbs.	0 24	0 30

We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 35c	$0 20
" " ½-lb., " "	0 21
Pink Label, retail at 30c	0 23
Green Label. " 40c	0 30
Red Label, " 50c	0 35
Orange Label, " 60c	0 42
Gold Label, " 80c	0 56

RIDGWAYS.
London, Vancouver Winnipeg and Ceylon.



	Wholesale.	Retail.
Capital Household, 1's and ½'s	0 30	0 40
Old Country, 1's and ½'s	0 35	0 50
5 o'clock, 1's and ½'s	0 42	0 60
H.M.S., 1's and ½'s	0 75	1 00

Ridgway's Standard Bulk Blend in stock at all our branches in Canada.



THOMAS WOOD & CO.
Montreal and Boston

	wholesale	retail
Wood's Primrose, per lb.	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ¼-lb tins. All grades—either black, green or mixed.

Tobacco.

IMPERIAL TOBACCO COMPANY OF CANADA, LIMITED—EMPIRE BRANCH.

Chewing—Black Watch 5s	36
Black Watch 11s	38
Bobs 5s and 10s	38
Bully 6s	44
Currency 5½s and 10s	38
Stag 5s	38
Old Fox 12s	41
Pay Roll Bars 7½s	56
Pay Roll 7s	56
Plug smoking—Shamrock 6s, plug or bar	45
Rosebud Bars 6s	45
Empire 5s, and 10s	36
Amber 8s. and 3s	60
Ivy 7s	50
Starlight 7s	70
Cut Smoking—Great West Pouches, 7s	51

JOS. COTE, QUEBEC.

Cigars	
St. Louis (union), 1-20	$33 00
St. Louis, 1-40	35 00
St. Louis, 1-100	35 00
Champlain, 1-20	35 00
Champlain 1-40	36 00
El Sergeant, 1-20	55 00
El Sergeant, 1-40	55 00
El Sergeant, 1-100	55 00
Cut tobaccos.	
Petit Havana, ¼, 1-12—1-6	0 40
Quesnel, 1-4, 1-2	0 65
" 1-9	0 65
Cote's Choice Mixture, ½-lb tins	0 75
" " ¼-lb "	0 70
" " 1-lb "	0 00

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz	$18 00
Absorbine Jr., per dozen	9 00

Yeast.

Royal yeast, 3 doz. 5 cent. pkgs	$1 10
Gillett's cream yeast, 3 doz. in case	1 10

For charges for inserting quotations in this dept. apply to Adver. Manager, The Canadian Grocer, at our nearest office.

TANGLEFOOT FLY PAPER The Standard throughout the world for more than twenty-five years. ALL OTHERS ARE IMITATIONS.





"GLOBE" with Percolator.

This pot speaks for itself. When tea is drawn take the Percolator out and tea remains free from tannin.

We make seven sizes of this, also The Champion Tea Pot. Send for price list.

R. CAMPBELL'S SONS

HAMILTON POTTERY

HAMILTON, - ONTARIO

The easiest seller in your store



"Cow Brand" Baking Soda

¶ It is easiest because best.

¶ It is easiest because once yon have sold a package to your customer she will come back for more.

¶ It is easiest because there are never any complaints about poor results with the baking.

¶ It is easiest because it is put up in a ready selling style.

Order from your jobber.

CHURCH & DWIGHT

Manufacturers

MONTREAL

FREQUENCY OF SAILINGS

Every twelfth day a Pickford and Black steamer leaves Halifax for Bermuda, The British West Indies and Demerara, and is away thirty-eight days. A delightful trip for moderate cost. Write us.

PICKFORD & BLACK

HALIFAX

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, - 644 Craig Street

MONTREAL.

For best values in

CURRANTS

Get quotations on fruit exported by

J. Caramandani & Co.

Patras, . Greece

Cleaners and Exporters, Est. 1878

Apply to General Agents in Canada:

J. L. Watt & Scott · Toronto

Watt, Scott & Goodacre, · Montreal

Queen City Water White Oil

GIVES PERFECT LIGHT

FOR SALE EVERYWHERE

Ridgeway's Collecting Agency

11 St. Sacrament Street, Montreal

Established 1880

Has the confidence and patronage of the bank and leading merchants such as Forbes Bros., S. J. Carter & Co., John Robertson & Sons Overdue claims collected everywhere, no collection, no charge. Tel. Main 1677.

"Horses should have

Salt daily"

Says a well known authority on the horse.

VERRET, STEWART & CO.

LIMITED

MONTREAL

We have some of the most delicious

Tender Little Beets

.you ever saw

We have them in 2-lb. cans, every can wrapped in tissue

If your customers once used these, they would have no other.

Write us for fuller particulars

J. H. WETHEY, LIMITED

ST. CATHARINES



Empire Brand

GOOD BUYS

Are offering a lot of specials

EMPIRE 25c TEA

All Kinds

Ask our travellers or communicate with us.

GEO. E. BRISTOL & CO.

Wholesale Grocers

Hamilton, - - - - Ontario

4

Free Phones Use Them Freely

CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

Montreal: 232 McGill St. Toronto: 10 Front St. East. Winnipeg: 511 Union Bank Building. London, Eng.: 88 Fleet St., E.C.

VOL. XXIII. PUBLICATION OFFICE: TORONTO, APRIL 2, 1909. NO. 14.



This is the time of year when

Robinson's Patent Barley

is thoroughly appreciated by young and old. It is during the breaking of the weather from winter to spring that its merits and benefits are most noticeable.

Stock it. It pays.

FRANK MAGOR & CO., 403 St. Paul Street, **MONTREAL**

Agents for the Dominion of Canada

Syrup Sales

Syrup sales are easily made if you will place the true value of using Table Syrup before your customers.

Everyone likes Syrup, but it's like asking a man to enjoy a cigar with you—you have to make the suggestion first—So with your customers suggest

"Crown Brand" Table Syrup

to them—point out the delicious flavor, color, body etc. There's a sale every time. Try it with "Crown Brand."

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, Toronto, Ont. Works, Cardinal, Ont. 164 St. James St., Montreal

Do you know that **UPTON** makes the finest **Orange Marmalade** sold in Canada? If not, you should get wise and order a supply from your wholesaler to-day.

"It's Pure
That's Sure"



"It's Pure
That's Sure"

Our New Season **Orange Marmalade** is now on the market. It is put up in neat attractive packages in many different sizes and styles and the price is right.

The T. Upton Co., Ltd., - Hamilton, Canada

The BEST

therefore THE CHEAPEST

"Thistle" Kippered Herring

—Also—

Herring and Tomato

There are no Herring packed in Canada equal to these genuine "Blue Backs," caught only in St. Mary's Bay. They are like spring chicken compared with old fowl. **No other packer** can get these fish but the Thistle Co., whose factory is on St. Mary's Bay, at Little River. Sample tin on application if you have any doubts. Every tin guaranteed.

Best dealers sell these.

Arthur P. Tippet & Co.

Agents Thistle Canning Co.



MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY



Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

HAMILTON

THE MAN ON THE SPOT
"There is many a slip between the enquiry and the reply." The man on the spot gets the order.—That's me.
FACE TO FACE BUSINESS
G. WALLACE WEESE
Manufacturers' Representative. Hamilton, Can.
Offices, Myles' Fireproof Storage Warehouse.
WRITE ME TO-DAY

HALIFAX

J. W. GORHAM & CO.
JERUSALEM WAREHOUSE
HALIFAX, N.S.
Manufacturers' Agents and Grocery Brokers.
WAREHOUSEMEN
can give close attention to few more first-class agencies. Highest references.

MONTREAL

FOR SALE
Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.

J. T. ADAMSON & CO.
Customs Brokers and Warehousemen
27 St. Sacrament Street, Montreal
TEL. MAIN 778 BOND 28

ROBERT ALLAN & CO.
General Commission Merchants
MONTREAL
Fish, Oils, Beans, Peas and Produce.
Agents: "Royal Crown" Skinless Codfish.
Representing Morris & Co., Chicago, Pork and Lard.

J. WALTER SNOWDON
MANUFACTURERS' AGENT AND BROKER
Open for exclusive representation of one or two more reliable houses with good grocery lines. Correspondence solicited.
Address
23 Burton Ave., Westmount, Montreal

D. McL. BROPHY
414 St. Paul St. - Montreal
Broker and Manufacturers' Agent
Open to represent one more up-to-date house desirous of utilizing my excellent connection with the grocery trade.
Correspondence will receive prompt attention

MOOSE JAW

D. STAMPER
GROCERY AND FRUIT BROKER
AND MANUFACTURERS' AGENT
Goods Stored and Distributed
Warehouse, City Spur Track
P.O. Box 793 MOOSE JAW, SASK.

NEWFOUNDLAND

T. A. MACNAB & CO.
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's.
Codes: A, B, C, 5th edition, and private.

REGINA

G. C. WARREN
Box 1036 - REGINA
Manufacturers' Agent and Commission Merchant. Direct Importer of all grades of pure Ceylon Teas, and Grocery and Drug Specialties. Dealer in Coffees, Spices, Mustard, etc. Established eleven years. More lines desired.

ST. JOHN

W. S. CLAWSON & CO.
Manufacturers' Agents and Grocery Brokers
WAREHOUSEMEN
ST. JOHN, - N.B.
Open for a few more first-class lines

TORONTO

FINEST STORAGE
in Toronto. Our own warehouse.
Lowest possible rates.
Also lowest insurance rates.

W. H. MILLMAN & SONS
GROCERY BROKERS
TORONTO

W. G. A. LAMBE & CO.
Toronto
Grocery Brokers and Agents.
Established 1885.

TORONTO

W. G. Patrick & Co.
Manufacturers' Agents and Importers
29 Melinda St. Toronto

MacLaren Imperial Cheese Co. Limited
AGENCY DEPARTMENT:
Agents for Grocers' Specialties and Wholesale Grocery Brokers
TORONTO, Ont. DETROIT, Mich.

Don Storage and Cartage Co. Limited
81 Front Street East
PHONE M. 2823
Storage facilities unequalled in city — Special cartage delivery — Lowest rate of insurance.

Wholesale Grocery Brokers and Manufacturers' Agents
Connection with Jobbing Trade of Toronto, Hamilton and London. Foreign and Domestic Agencies Solicited. Best of Storage Accommodation.
LIND BROKERAGE CO.
23 Scott Street Toronto

WINNIPEG

CARMAN BROKERAGE Co.
Wholesale Grocery Brokers
141 Bannatyne St. E. WINNIPEG, MAN
We keep in close touch with the wholesale trade—Winnipeg and West—write us.

C. & J. JONES
WHOLESALE BROKERS
MANUFACTURERS' AGENTS
AND IMPORTERS
62 SCOTT BLOCK - - WINNIPEG, MAN
Domestic Agencies Solicited
Good Storage Facilities

WATSON & TRUESDALE
(Successors to Stuart Watson & Co.)
Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG, - MAN.
Domestic and Foreign Agencies Solicited.

(Continued on page 4).

We are making a leader of

Remember especially
"ANCHOR" Brand
FANCY FRASER RIVER
RED SOCKEYES

Canned SALMON

½s and 1s

SOCKEYES—COHOES—PINKS

Our quotations make it well worth your while to buy NOW——

EBY-BLAIN, Limited,

Wholesale Grocers
TORONTO

EXCITEMENT

Is the order of the day amongst the Tea Trade, owing to the United States probably placing an 8 cent or 9 cent duty per lb. on tea, and all American Houses buying everything in sight in Canada.

Do not let yourselves be talked into stocking up heavily in any class of Teas, with the idea that Teas are going to cost you more later on.

Such is not the case.

We shall continue to offer our Blue Ribbon Package Teas at the same prices, and in our Bulk Teas we shall offer you just as good value as in the past, without any alteration in the prices.

We do not mislead our friends. We endeavour to help them.

Yours faithfully

THE BLUE RIBBON TEA CO., Limited **266 St. Paul St. Montreal**

HALIPAX

R. B. COLWELL
Representing in
Nova Scotia
Maritime Dairy Co.
Sussex Mineral Springs Co.
Ingersoll Packing Co.
Asepto Mfg. Co
Ebony Polish Co.
E. D. Smith

Also Dealer in Butter, Eggs and Cheese. Consignments solicited. Highest market prices guaranteed. Quick turnover and prompt returns.
CORRESPONDENCE REQUESTED
265 Barrington St.
Halifax, N.S.

SASKATOON

CLARE, LITTLE & CO.
WESTERN DISTRIBUTORS
Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business Solicited.
PHONE 159 SASKATOON,
P.O. BOX 257. Western Canada

VANCOUVER

H. S. MacGACHEN & CO.
27 Manhattan Block VANCOUVER, B.C.
Commission Brokers and Importers. Warehousing.
Agencies solicited for this Province.



It dries them up Common Sense
KILLS { Roaches and Bed-Bugs / Rats and Mice
All Dealers and 381 Queen St. W., Toronto, Ont.
Dealers find Common Sense a very good seller, for the reason that it gives general satisfaction and each customer tells others about same. Write for prices.

THE PEOPLE OF
JAMAICA
are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the
KINGSTON
"GLEANER"
might bring inquiries. Better write for rates to
I. C. STEWART, Halifax



is without a peer in the Canadian market.

No tea is more extensively advertised or better known.

Good tea is a magnet which always draws trade.

Ridgways Tea will be a trade winner for your store.

CANADIAN OFFICE,
VANCOUVER, B.C.

Agents—Richards & Brown, 314 Ross Avenue, Winnipeg, Man.

ESTABLISHED 1849
BRADSTREET'S
Capital and Surplus, $1,500.000
Offices Throughout the Civilized World
Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claims as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices.
Correspondence Invited.

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HALIFAX, N.S.
ST. JOHN, N.B.
OTTAWA, ONT.
WINNIPEG, MAN.
HAMILTON, ONT
MONTREAL, QUE.
QUEBEC, QUE.
TORONTO, ONT.
VANCOUVER, B.C.

—OFFICES IN CANADA—

THOS. IRVING, General Manager
Western Canada, Toronto

A. Boake, Roberts
& Co., Limited
STRATFORD
LONDON - - ENGLAND

For:—
Vinegar and Sauce Coloring
Essential Oils
Essences
Oil Lemon
Acid Phosphate & Phosphate Lime
Precip.
Harmless Colorings
Herbs, Roots, etc.

CANADIAN AGENTS:—
Andrews, Gillespie & Co.
CORISTINE BLDG.
MONTREAL

Collecting Money
from tardy debtors may be no easy task to you. But we make a specialty of the business. Our work during the year we've been in business has been (and is now) entirely satisfactory to our clients.
Let us collect your overdue accounts. We can get your money for you.
The Beardwood Agency
313 New York Life Building - MONTREAL

To the Trade:

Do You Know Why

CEYLON TEA

IS SO

Rapidly Displacing the Thin Light Teas, Here, in America?

(Two and Three Quarter Millions Increase in Direct Shipments Alone in 1908 over 1907.)

First: Because it Takes a Strong, Full-Bodied Tea to Satisfy the Coffee-Educated Palate;

Second: Because of Its Piquant Flavor;

Third: Because of Its Unvarying Excellence;

and

Fourth: Because of Its Cheapness Regardless of Cost.

A Pound of Ceylon Tea
"Goes Twice as Far"
as the Light Thin Tea.

"Why I Sell Old Homestead"

A Short Story for Busy Men

"The cans are well filled," a Toronto Grocer says. "Their tomatoes we find are perfectly ripe, not so acid as others, and more nearly whole. Some of our customers call for Old Homestead specially, and they give good satisfaction."

Old Homestead Brand Canned Fruits and Vegetables

will please *your* customers. Of finest quality only, packed in a modern factory of sanitary equipment by skilled employes—a strong combination.

The Old Homestead Canning Co.

Picton **Ontario**

FARMER BRAND

Canned Goods Class by Themselves.

WHY?

Growing our Fruits and Vegetables on our own 3,000 acres of garden land has enabled us to produce goods as yet

UNEQUALLED

If better are ever packed we will have the doing of it.

The Farmers Canning Company, Limited

BLOOMFIELD, ONT.

The Wise Grocer

is placing his order for 1908 pack and buying

"PEERLESS" Brand
Canned Goods

Put up by the Beamsville Preserving Co., Limited.

SOLE DISTRIBUTORS:

WARREN BROS. & CO., - LIMITED

TORONTO and KINGSTON



Tilbury Brand Tomato Catsup

made in Canada's best equipped Canning Factory

A Strictly High Grade Catsup at a Standard Grade Price

A Trade Winner

Selling Agents :

GREEN & CO., 25 Front Street East, Toronto.
RYAN BROS., 147 Bannatyne Avenue, Winnipeg.

The Tilbury Canning Company, Limited, Tilbury, Ont.

Unequalled in Quality

and a Producer of Permanent Profit

QUAKER Canned Goods

THE BLOOMFIELD PACKING CO.

BLOOMFIELD, - ONT.

SYMINGTON'S COFFEE ESSENCE

ALWAYS READY!
ALWAYS PURE!
ONE STANDARD QUALITY!

UNQUESTIONABLY THE VERY BEST

TO BE HAD OF ALL WHOLESALERS

THOMAS SYMINGTON & CO. EDINBURGH

MOLASSES AND SYRUPS

GINGERBREAD BRAND MOLASSES
(IN TINS)

2's, 3's 5's, 10's, 20's
1, 2, 3, 5 gal. Pails

GOLDEN SLING SYRUP
(IN TINS)

2's 3's 5's 10's 20's
1, 2, 3, 5 gal. Pails

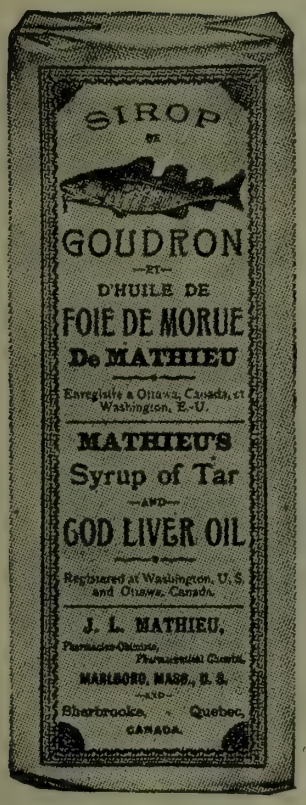
"THE BEST THERE IS"

Agents

C. E. Paradis, - - Quebec	W. H. Escott, - - - Winnipeg.
C. DeCarteret, - - Kingston.	R. B. Bodlington & Co., - Calgary
Jas. N. McIntosh, - - Ottawa	Tees & Pearse, - Edmonton.
Geo. Musson & Co., - Toronto.	Wilson & McIntosh, - Vancouver
J. W. Bickle & Greening, - Hamilton.	C. Leonard Grant, - P. E. Island
G. N. Gillespie, - - - London	

Dominion Molasses Co.,
LIMITED

Halifax, - Nova Scotia



WHY YOU SHOULD SELL

MATHIEU'S SYRUP

of Tar and Cod Liver Oil

REASON NO. 2

It gives you a decent margin of profit. This profit is all profit. There is nothing to be subtracted from it at the end of the season. No bad or unsalable stock. No time and trouble spent in persuading people to have it.

Mathieu's Syrup sells all the year round. It is always on the move from off your shelves into your customer's hands.

Mathieu's Nervine Powder is another good seller. Both are necessities in your business.

MAIL THAT ORDER TO-DAY

J. L. MATHIEU CO., Props., SHERBROOKE, P.Q.

Sold by wholesale trade everywhere
Distributors for Western Canada.

Foley Bros., Larson & Co., Wholesale Grocers and Confectioners, Winnipeg, Edmonton, Vancouver.

L. Chaput, Fils & Cie., Wholesale Depot, Montreal



BALAKLAVA SARDINES

What you want, Mr. Grocer, is perfection in Sardines, as near as it is possible to get to it, coupled with a good profit.

In a few words this is what our proposition is when we offer you ***Balaklava Sardines.***

Order a Trial Case and See

Montreal Agents: C. A. Chouillou & Co. Toronto Agents: Green & Co., 25 Front St. E.

Hamilton Agent: Jos. Somerville. London, Ont. Agents: D. C. Hannah Quebec, Que., Agents: Boivin & Grenier.

The Eastern Canning Company, Port Canada, N.B.

"Chocolate Bordeaux"

has well been called:

"The choicest Chocolate that can be produced."

Our phenomenal success with this Specialty has brought numerous imitators, **But ours is unequalled.** When you eat "**Bordeaux**" you taste something delightfully different from all other makes.

It is important that you stock the most modern up-to-date goods, if you are out for the best paying business." **Chocolate Bordeaux**" sells and repeats every day.

The MONTREAL BISCUIT CO., MONTREAL

The Montreal Biscuit Company, Montreal.

Gentlemen:—

Kindly send samples "Chocolate Bordeaux" and full particulars of your special proposition on High-Grade Chocolates.

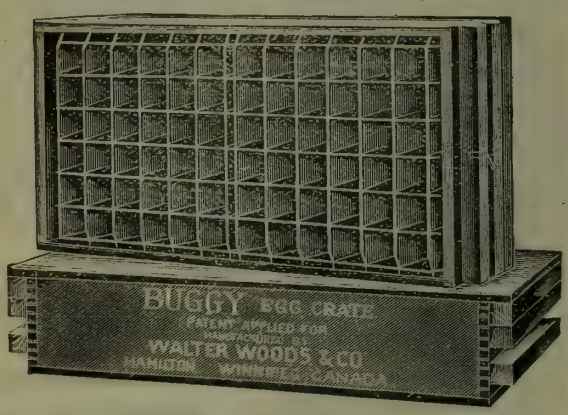
Yours respectfully,

_____

_____

Kindly fill in your name and address, and mail it at once; your 2c. Investment will be a profitable one.

Buggy Egg Crate



Everybody Says So:

"Just the thing" "Been looking for this"

"Well, how simple" "So handy"

Every Dealer Should Have Them

Walter Woods & Co.

Hamilton and Winnipeg



How do you manage to keep your perishable foodstuffs, Mr. Grocer?

Why! In the easiest way possible, and that is in an

EUREKA REFRIGERATOR

It is as perfect as human ingenuity and creative genius can make it, and again we desire to emphasize that the EUREKA PATENT dry air circulation is without an equal. We build the Eureka in many styles to suit grocers, restaurants and florists. Write us for OUR CATALOGUE. It will interest you.

EUREKA REFRIGERATOR COMPANY, LIMITED

54 and 56 NOBLE STREET, TORONTO

DO YOU WANT

to buy or sell anything, to engage a clerk or secure a situation? Try a Condensed Ad. in The Canadian Grocer, it will bring results. Two cents per word for first insertion, one cent per word for each subsequent insertion. See page 69 for yearly rates.

Better Tea
Better Business

All records are broken! Our business during the month of March showed a larger increase than at any time during the seventeen years of our history. Our sales in March, 1909, were

100,367 lbs.
MORE

than our sales for the month of March, 1908. This is a sure indication that honest, consistent service is appreciated—that it pays well to sell only tea of the highest quality. It is also conclusive evidence that grocers in ever-increasing numbers understand the real, practical value of

"SALADA"

as a trade-winner—as the one tea that can be absolutely relied upon, year in and year out, to serve the public well. Its uniformity of quality, its delicious flavor and incomparable excellence, raise it to the pinnacle of tea superiority. "SALADA" is not better tea because it has a reputation; it has a reputation because it is better tea. To you it offers a sure road to quick profits and steadily increasing sales.

Salada—Toronto and Montreal

TO THE TRADE

Our stocks of Staple and Fancy Groceries are now complete and merchants in New Ontario will find it to their advantage to order from us. Prices on all lines are as low as those of Eastern Wholesalers and we save ten days or two weeks on deliveries

Canned Goods	Dried Fruits
Cereals	Biscuits
Pickles	Candy
Starch	Milk
Syrup	Cream
Spices	Jams
Extracts	Jellies
Tobacco	Sugar
Cigars	Butter
Cigarettes	Eggs

Get our prices on the above lines before ordering.

We help the retailer by carrying the stock and supplying him in small quantities at the same prices as he could buy at east in larger lots.

The JOHN KING CO., Limited

FORT WILLIAM, ONTARIO

As Pure as Windsor Salt

$1.00 Sold $25 Worth of Groceries

It was a thirty-mile trip to town and the instructions of Mrs. Smith to husband John were to get a dollar's worth of Windsor Salt at the grocer's—naturally husband John secured his entire list of groceries at the store that was stocked with "Windsor." He spent twenty-five dollars in that particular store.

The reason why Mrs. Smith was determined to have Windsor Salt was and is plainly evident—its uniform excellence, purity, whiteness and dryness. It pays to sell the salt that helps to sell other goods in the store.

Windsor Salt

CANADIAN SALT COMPANY, LIMITED,
Windsor, Ont.



The Worth is in the Wear

There is where you get it in the high-class, splendid quality, satisfaction-giving brooms which are always found where the name of

The "Pansy" Broom

is seen on the wrapper. It is cheaper by far than the ordinary broom – not in price, but in point of service aud durability. It is an article you can well and worthily recommend and easily and profitably sell.

Buy from the makers

H. W. NELSON & CO., Limited

TORONTO, CANADA

Good Coffee

Coffee better than the average.
Coffee superior to others.
Coffee so exquisite in flavor.

That people want it again—and again. That's what

Aurora Coffee

is. The best money can buy. It retails at 40 cents and leaves you a margin for yourself that is worth while—something to justify your buying the brand and introducing it to your customers. Don't lose this chance.

W. H. GILLARD & CO.

Wholesale Grocers *Coffee Importers*

HAMILTON

Branch House—Sault Ste. Marie

WHITE SWAN COFFEE

Must be good when particular grocers have increased their orders

ENOUGH TO TREBLE OUR SALES INSIDE OF ONE YEAR

WHITE SWAN COFFEE

Is exactly suited to HIGH CLASS FAMILY TRADE where quality is appreciated

Packed 2 doz. 1-pound tins per case

ORDER NOW

White Swan Spices and Cereals Limited

TORONTO

—Mr. Grocer—

Do you want to make money—here is a chance—to make it easily, quickly, and lots of it—Do you for any reason wish to take up this very profitable line—That will net you a good income, as well as increase your sales in other lines—**If you do read this.** Every housekeeper dreads ironing day, especially so when she has a lot of shirt-waists, men's shirts, collars, cuffs, etc. to iron, she always wants to obtain a high grade finish, equal to first class laundries. She of course asks the grocer for advice—in return he offers her the common wax—She knows it is impossible to do good work with common wax—So she walks away—one customer lost.

Now where she can procure an article of this merit—that reduces ironing time by half—reduces labor to a minimum—adds to the finish of clothes—and makes ironing a day of pleasure—There she is sure to do her buying—and leave her order for other things. The Kaiser Wax Pad and Iron Cleaner is used in more than a million homes, read what users say.—

Chicago, Jan. 4th, 1909

To whom it may concern,—

Some time ago I tried the Kaiser Wax Pad and Iron Cleaner, and was so pleased with the work it did, that I recommend it highly and advise every women who wants to make her work easy, to try the Kaiser Wax Pad and Iron Cleaner and be convinced of its good work.

Respectfully yours
Mrs. T. Ohmes, D.S.C.L.O.T.M., 937 W. Adams St.

Mr. Grocer

We do not want you to order until you have convinced yourself of the merits of our Kaiser Wax Pad and Iron Cleaner—Send us your name and address and jobber you do business with and we will send you one free of charge so that you may try it yourself and be convinced—Is this fair enough?



PATENT APPLIED FOR

Manufactured by

The Ancker-Thiem Co.

CHICAGO, U.S.A.

Dept. 54

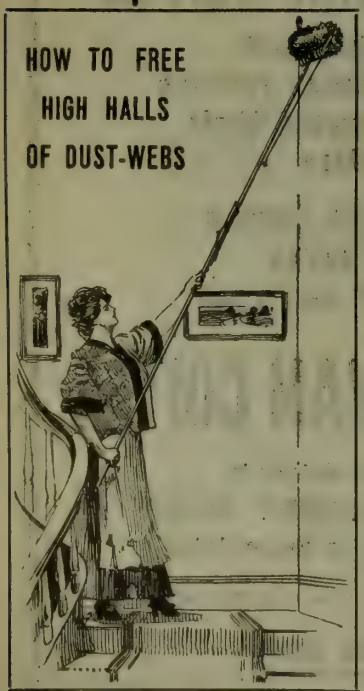
Canadian Agents:

Howe, McIntyre Co., 91-93 Youville Sq., Montreal, Que.
W. L. Mackenzie & Co., Winnipeg and Calgary.
G. C. Warren, Regina.
Whitlock & Marlatt, Moose Jaw.
Howard Bros., Brantford, Ont.
W. S. Clawson & Co., St. John, N.B.
W. A. James, Vancouver, B.C.

HOUSE CLEANING TIME

Suggests

The Ideal Duster



THIS SUGGESTION is not because the article depends upon any particular season for its uses, nevertheless the approaching cleaning time creates a profound interest in more usetul appliances than have been.

THE IDEAL DUSTER

AS { a high reaching duster
an outside Window Washer
a Polished Floor Duster
a Porch and Grill Duster }

has a principle excelled only by the human hand.

It is a MECHANICAL HAND, closing automatically, opened by a wire pulling cord. The user may change wiping cloths with practically the same facility as in hand cleaning—without stooping or climbing. THE HAND AND WRIST SHAPE gives the hand action, to wipe tops of doors, mouldings, etc., and gives 11 square inches like the hand on top the cloth for surface rubbing—WHEREAS ALL MOPS HAVE ONLY A STRAIGHT LINE RUBBING SURFACE.

The wholesale trade will supply you at prices right to enable you to sell with a proper profit at 50 cents for the Duster complete in the two parts, or with a proper, a very proper, Dust Cloth at 60 cents.

The consumption of these Dusters in some towns, where introduced the past year, has been enormous and this demand shows no abatement. Retail Price:

1st section, 5 ft., carrying the head, 35c. ***2nd section, 5½ ft. Extension Handle, 15c.***
Ideal Dust Cloths, 10c. ***Sold separate or ensemble.***

Any dealer can obtain this line with the same facility as

The Tarbox Self Wringing Mop and The Tarbox Pillow-Sham Holder

Tarbox Bros., Mfrs., Toronto, Ont.

BARGAINS!

Here are a few specials which we are offering, to clear, at ridiculously low prices. Order at once or the other fellow will get the goods before you.

		Reduced Price	Regular Price
"PURNELL" Pickles—			
1 barrel —mixed—	8 doz. 1-2 pts.	$1.28 doz.	$1.45 doz.
1 " —chow-chow	8 " "	1.28 "	1.45 "
10 cases —mixed—	4 " "	1.35 "	1.50 "
5 " —chow-chow—	4 " "	1.35 "	1.50 "
1 " —walnuts—	4 " "	1.35 "	1.50 "
1 " —onions—	4 " "	1.35 "	1.50 "
1 " —gherkins—	4 " "	1.35 "	1.50 "
1 " —assorted—	4 " "	1.35 "	1.50 "
40 doz. Malt Vinegar rep. qrts		1.55 "	1.65 "
"MILLAR," Ireland, Jams—			
100 doz. Strawberry Jam, stone jars, 1lb		$1.65 doz.	$1.80 doz.
15 " Plum Jam, stone jars, 1 lb		1.40 "	1.60 "
10 " Greengage Jam, stone jars, 1 lb		1.65 "	1.80 "
40 " Marmalade, stone jars, 1 lb.		1.35 "	1.50 "
20 " Marmalade, 7-lb. tins		6.75 "	7.50 "
"HEATON," London, Pickles—			
65 doz. mixed, 1-2 pts., lever top		$1.30 doz.	$1.45 doz.
35 " chow-chow, 1-2 pts., lever top		1.30 "	1.45 "

L. Chaput, Fils & Co.
Teas, Wines and Liquors

Wholesale Grocers and Importers
2, 4, 6 & 8 DeBresoles St., Montreal

SWISS-FREY CHOCOLATE Co., Limited
SWITZERLAND.

The ORIGINAL makers of HIGH-CLASS Swiss MILK Chocolate, and NUT Chocolate

CONFECTIONS.

Put up in ARTISTIC Packages to RETAIL at 5, 10, 15, 20, and 25 cents each.

Swiss-Frey Milk Chocolate
Swiss-Frey Milk Chocolate Croquets
Swiss-Frey Chocolate au Cafe
Swiss-Frey Chocolate Risotine
Swiss-Frey Nugatine Chocolate
Swiss-Frey Nugatine Chocolate Croquets
Swiss-Frey Hazelnut Chocolate
Swiss-Frey Hazelnut Chocolate Croquets
also,
FREY'S celebrated CHOCOLATE

TORRONE

The Finest NUT Chocolate delicacy made.

FRESH STOCK JUST ARRIVING AT MONTREAL

ORDER direct from our Agents or through your JOBBER

SOLE AGENTS for Canada

CARVETH & COMPANY
Manufacturers' Agents and Importers
600 LINDSAY BUILDING
Montreal - - - Province Quebec

TEA LEAD
Best Incorrodible

Buy "PRIDE of the ISLAND" Brand

as extensively used for years past by most of the leading packers of Tea in Canada.

ISLAND LEAD MILLS LIMITED,

Tel. Address: "Laminated," London. **LIMEHOUSE,**
A.B.C. Codes used 4th and 5th Editions. **LONDON, E, ENG.**

Canadian Agents: ALFRED B. LAMBE & SON, TORONTO
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL



No Time Lost looking around for bags or to get just the right size when you have your store equipped with McGregor's

PATENT BAG HOLDER
Write us for prices
KILGOUR BROS.
19 Wellington St. West, - TORONTO

ESTABLISHED OVER 200 YEARS

CHAMPION'S IS THE BEST VINEGAR



MADE FROM FINEST MALT

Commands a Preference Over All Others.

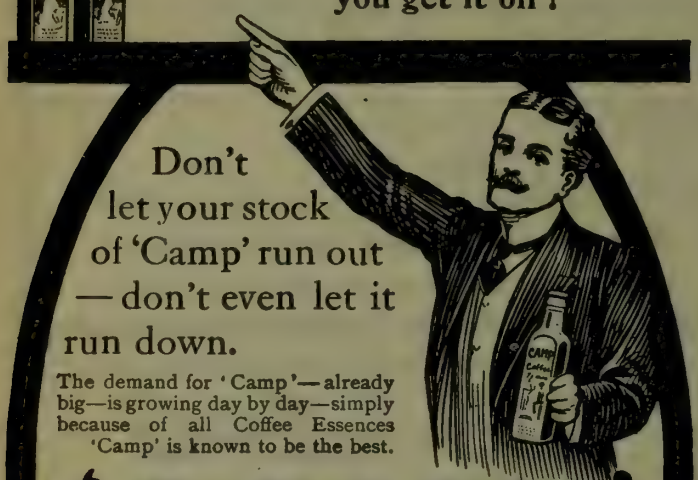
LONDON, ENGLAND

Agents for Ontario: Green & Co., Front St., Toronto Agent for Quebec: J. Walter Snowdon, 413 St. Paul St., Montreal
Agent for Northwestern Provinces: W. H. Escott, 141 Bannatyne Ave. East, Winnipeg
Agent for New Brunswick: W. S. Clawson & Co., St. John

WE ARE OPEN TO DO BUSINESS ON EASY CONSIGNMENT TERMS. WRITE OUR AGENTS FOR PARTICULARS



'Camp' Coffee is off your shelves almost before you get it on!



Don't let your stock of 'Camp' run out — don't even let it run down.

The demand for 'Camp'—already big—is growing day by day—simply because of all Coffee Essences 'Camp' is known to be the best.

'CAMP COFFEE

See your Wholesaler to-day.

R. Paterson & Sons, Coffee Specialists, Glasgow

Lines That Will Sell Well Right Now!



Successful Merchants who have stocked the goods of the Taylor & Pringle Co., Ltd., declare that they sell much better than the ordinary, and are thoroughly satisfactory in every way. Here are our leaders:

Queen Quality Pickles

Sweet, Mixed and Chow

Bulk Pickles, all sizes; Tomato Catsup, Worcestershire Sauce, Pure Apple Cider, Cider Vinegar.

NON-ALCOHOLIC WINES IN PINTS AND QUARTS AND IN BULK IN KEGS

German Sauer-Kraut Pickles in Brine.

RYAN & HOOPER, Toronto Agents

Taylor & Pringle Co., Ltd.

Owen Sound, Ont.

JOBBERS' HEADQUARTERS FOR

JAPAN TEA

S. T. NISHIMURA & CO.

MONTREAL and JAPAN



A GOOD LINE

There is a "want more" fascination in H.P. Sauce that is crowding English Grocery Stores, and the Sauce is replacing the older ones on the best tables.

Judging from its reception the Canadian Grocer sees in H.P. a truly good thing in Sauce lines.

Our bright advertising here will send you the customers. Brisk sales—liberal profit—in H.P.

Postal to our Canadian Agents secures full sized tasting sample and quotations. Try it for yourself. Then you'll get the reason for its success

W. G. Patrick & Co., Toronto and Montreal. R. B. Seeton & Co., Halifax, N.S.
Georgeson Co., Ltd., Calgary, Alberta. Ellis & Co., Ltd., St. John's, N.F.
Kelly, Douglas & Co., Ltd., Vancouver, B.C.

MIDLAND VINEGAR CO., Ltd. **BIRMINGHAM AND LONDON, ENG.**



Every grocer likes to handle lines that are in constant demand. That is why in every up-to-date grocery one sees a full line of

Sterling Brand Pickles

They are pickles that will bring you custom.

Order from your jobber or direct.

THE T. A. LYTLE CO., LTD.
Sterling Road, - Toronto, Can.

GASTRONOMICALLY PERFECT
and Purity backed up by $5,000

MASON'S O.K. SAUCE



Giant Bottle retails at 25 cents.
Secured profit 33⅓%

Sole Manufacturers
GEO. MASON & CO., Ltd.
LONDON, ENGLAND.

Represented by
S. T. Nishimura & Co.
55 St. Francois Xavier St.
MONTREAL

N.B.—The trade are cautioned to avoid imitations.



Never Mind The Others

If you are selling **Shirriff's Imperial Extract** you have the satisfaction of knowing that you are placing with your customers a product that is the quintessence of whatever flavor is desired.
These extracts are unrivalled for their strength, purity and quality.

Imperial Extract Company, 18-22 Church Street Toronto, Canada



All the year round

BORDEN'S BRANDS

are the staple lines for rich and poor—Every family almost now uses Condensed Milks—If you stock

"Eagle Brand" Condensed Milk or
"Peerless Brand" Evaporated Cream

You will have the leaders and profit-makers—



Unsweetened

William H. Dunn, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man. Shalcross, Macauley & Co., Vancouver and Victoria, B.C.

BANNER BRAND CONDENSED MILK



Right in front on your shelves and counters

BANNER BRAND CONDENSED MILK

We want you to write.

It's money for you to find out prices, etc.

Ryan & Hooper, Toronto Agents

John Malcolm & Son

ST. GEORGE, - - - - - ONTARIO

Imperial Evaporated Cream



Highest Quality Popular Seller Profit Yielder

You Should Stock It

The Canadian Condensing Co.

CHESTERVILLE, ONT.

GENERAL SALES AGENTS :—S. H. Ewing & Sons, MONTREAL

Canada First

Put up in air tight sanitary cans without solder or acid. The milk from the cow to the can is under strict sanitary supervision and is pure.



Evaporated Cream

The demand for a cream richer in butter fat and phosphate properties than ordinary cream is increasing daily. Are you catering to that demand?

Order from your wholesaler

Manufactured by

AYLMER CONDENSED MILK CO., Limited

AYLMER, - ONTARIO



ST. CHARLES CREAM

UNSWEETENED—STERILIZED

THE PUREST AND BEST

Prepared with the greatest care from the highest grade milk obtainable in the famous Oxford County district in Ontario.

Our sweetened brands, Silver Cow, Purity and Good Luck Milk, are the best that science can produce. Persons preferring sweetened milk will find any of these brands of the highest quality and every can guaranteed. A trial will convince you that there is no superior.

We are prepared to make prompt shipment of any of the above brands.



St. Charles Condensing Co.

INGERSOLL, - ONTARIO
CANADA

DO YOU KNOW

That for 10 cents you can supply your customers with a quarter-pound tin of

WHITE SWAN MUSTARD

which for pungenoy and flavor

IS UNEXCELLED BY ANY HIGH CLASS MUSTARD SOLD IN CANADA

Shows you a profit of 33⅓% and gives absolute satisfaction

Packed 4 doz. to the case

White Swan Spices and Cereals Limited

TORONTO

Sanitary Cans

For Hand Filled Goods

Tomatoes, Stringless Beans, Asparagus, Spinach, Etc., Apples, Peaches, Pears, Plums, Etc.

Sanitary Enamel Lined Cans

For Color Fruits and Goods of Strong Acidity

Strawberries, Red Raspberries, Black Raspberries, Blackberries, Sour Cherries, Blueberries, Beets, Rhubarb, Etc.

"The Can Without The Cap Hole"
"Bottom Like The Top"

Write for Samples

Sanitary Can Company, Ltd.

Niagara Falls, - - Ontario

FRUIT CANS
All sizes—All kinds.

SYRUP CANS
For products of Maple, Corn and Cane.

MILK CANS
For Sweetened Milk and Evaporated Cream.

MEAT CANS
Bevelled, Round and Square.

BISCUIT TINS
of any description.

BAKING POWDER AND SPICE CANS

PROMPT SHIPMENT SUPERIOR GOODS

THE

Norton Manufacturing Co.

HAMILTON

SEEDLESS VALENCIA RAISINS

See Our Travellers

The Davidson & Hay Ltd., Wholesale Grocers **Toronto**

ST. LAWRENCE Granulated Sugar

Maintains its high standard of excellence. This is proved by the following recent Government analysis:

Laboratory of Provincial Government Analyst,
Montreal, February 22nd, 1909

I HEREBY CERTIFY that I have drawn by my own hand ten samples of the St. Lawrence Sugar Refining Co.'s Extra STANDARD GRANULATED SUGAR, indiscriminately taken from four lots of about 150 barrels each and six lots of about 450 bags each. I have analyzed same and find them uniformly to contain 99-99/100 to 100 per cent. of pure cane sugar, with no impurities whatever.

(Signed)
MILTON L. HERSEY, M.Sc., LL.D.
Provincial Government Analyst.

The ST. LAWRENCE Sugar Refining Company, Limited
MONTREAL

Redpath

is

CANADA'S STANDARD

for

REFINED SUGAR

Manufactured by

The Canada Sugar Refining Co., Limited
MONTREAL

Prince of Wales Pure Extracts

This brand of extracts we are prepared to back on every occasion. Give it to your exacting customers, and note how well pleased they will be. All flavors in 2 oz., 2½ oz. and 4 oz. bottles.

S. H. EWING & SONS. Montreal and Toronto

Tartan BRAND

SIGN OF PURITY

Be Wise and

sort up your Tea stock with us.

We have some Crackers which we are not shipping to the States, but reserving for good Canadian trade.

Also special in Evaporated Prunes, Peaches, Apricots, Apples, etc.

Complete stock Wagstaffe's Pure Jams and Jellies.

Phone for further particulars—596—**Free to Buyers.**

BALFOUR, SMYE & CO.

QUICK SHIPPERS

Wholesale Grocers, - - **HAMILTON, ONT.**



The E.D.S. Brand Leads

It stands in fruits, jams and jellies for absolute purity, unrivalled quality and sweetest flavor—the orginal flavor of the fruit.

AGENTS

W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; R. B. Colwell, Halifax, N. S.; J. Gibbs, Hamilton

E. D. Smith's Fruit Farms, Winona, Ont.

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To anyone, living in Canada, who sends us new, full-year, paid-in-advance subscriptions as per schedule below, will be furnished Free First-Class Railway, or Steamship, Transportation (as preferred) to Toronto and Return, over any Canadian Railway, or Steamboat Line, together with Six Regular Admission Tickets to the Toronto National Exhibition this fall. Tickets good during the Exhibition, subject to the regulations of the transportation company issuing them.

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10 Front St. East.
Toronto, Ont.

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Miles from Toronto.		Number of subs.	Mark X
25 to	50	3	
51	100	5	
101	150	7	
151	200	9	
201	250	11	
251	300	13	
301	350	15	
351	400	17	
401	450	19	
451	500	21	
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701	800	28	
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Write plainly; this will insure immediate acknowledgment of your communications and safe and prompt delivery of your tickets.

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I consider The Busy Man's Magazine the best I have yet come in contact with.
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We have subscribed to many British and American magazines, but found none to equal yours as a Business or Busy Man's Magazine. The articles are so admirably selected that one can start at the first and read right through to the last page and enjoy superior reading all the way.
AULD & CO., South Dunedin, New Zealand

We would not like to miss the future copies of The Busy Man's Magazine.
INGERSOLL PACKING CO.

The Busy Man's Magazine is the best magazine I have had the pleasure of perusing. If my subscription should lapse, do not stop it; jar me up on remitting.
A. B. BURRETT, Amigari

It is pleasing to record that Canada can boast of such a publication, whereby the man, who can devote only a short time to reading each day, may become thoroughly conversant with all that the brightest minds are producing, and what the world's leaders of thought and research are doing, discovering or planning.
Such a publication is The Busy Man's Magazine, which is replete with the latest contribution of the world's centres in political and commercial affairs, science and invention, labor, business, industry, art, etc. The Busy Man's Magazine is a Canadian publication, and places before its readers the greatest amount of instruction and profit in the handiest form and most attractive manner. It indeed fills a long felt want. — Peterborough *Daily Review.*

The Busy Man's Magazine takes first position in my opinion. It has more interesting, concentrated, common-sense information in one issue than most periodicals have in a whole year.
C. C. NASH, D.D.S., Bath.

The articles in The Busy Man's Magazine are just what we want, short and so well written that a busy man can afford time to read them and feel benefitted for the short time given to each article.
WM. THOBURN, Almonte

The Busy Man's Magazine is the only publication that I keep a file of; in fact I have to, because practically every article in the various issues has been blue pencilled by me for future reference. You have certainly succeeded in obtaining all of the articles of value from the principle magazines of the world, and as a consequence I have not only been able to save a great deal of time by reading your magazine, but also a good deal of money. For instance, I had subscribed for 32 different publications. I now find that Busy Man's Magazine covers the gist of the majority of them.
C. EDGAR WOOD,
Sales Manager Dominion Cartridge Company, Montreal.

Any Article, to reach the page of Busy Man's, must possess the sparkle of merit.

It reproduces each month such articles as measure up to its standard. To secure these articles scores of the best magazines are ransacked. Each number also contains many original articles by clever Canadian Writers.

Thus condensed into Busy Man's are the most attractive features of the leading periodicals, including in the selections something good for every member of the family. Other good articles, for which space cannot be found, are classified in a section furnishing information as to where they may be found.

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The offer on the opposite page is the broadest one ever attempted by any publication in Canada. Only a magazine with unbounded faith in its merits, in the people and in the country, backed up by ample resources, could attempt such an offer as this. Without restrictions, anyone living in this wide Dominion, whether in Nova Scotia or British Columbia, can have this trip by First-class regular trains. "No special excursion crowding at second-class rates." These tickets will afford you every comfort that any first-class ticket will or can afford during the Exhibition.

The management of this trip is in the hands of a committee that will handle it carefully, liberally, and to the satisfaction of all who accept it. This great offer is made to popularize Busy Man's Magazine, and every detail will be carried out in a manner to insure this end.

Busy Man's is only two dollars per year; any Man, Woman, Boy or Girl can earn this trip at a very small tax on their time. Send in your acceptance and we will send you sample copy and order forms.

This announcement first appeared a few days ago; already we are receiving acceptances from all parts of Ontario (those from other provinces have not had time to reach us yet). Take this offer at its face value, accept it and win the trip. We'll help you, and carry out the offer in its entirety.

The Busy Man's Magazine

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Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

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ADVERTISING writers and business men interested in good printing should subscribe to Canada's only printing trade paper, THE PRINTER AND PUBLISHER. Subscription price $2 per annum. Address, 10 Front Street East, Toronto.

CANADIAN MACHINERY AND MANUFACTURING NEWS, $1 per year. Every manufacturer using power should receive this publication regularly, and also see that it is placed in the hands of his engineer or superintendent. Every issue is full of practical articles, well calculated to suggest economies in the operation of a plant. Condensed advertisements for "Machinery Wanted" inserted free for subscribers to the GROCER. "Machinery for Sale" advertisements one cent per word each insertion. Sample copy on request. CANADIAN MACHINERY, 10 Front St. East, Toronto.

COMPLETE information on books, stationery, fancy goods, music, photo supplies and kindred lines is given each month in THE BOOKSELLER AND STATIONER, of Canada. Subscription price $1.00 per annum. Address, 10 Front Street East, Toronto.

THE BUSY MAN'S MAGAZINE is the most popular periodical of its kind. Why? Because each issue contains a strong list of original articles of interest to every Canadian. It also reproduces the most timely, instructive and interesting articles appearing in the other magazines and periodicals of the month. The cream of the world's periodical press is too valuable to overlook. BUSY MAN'S is on sale a. all news-stands. Better still, send $2 for one year's subscription. Mail it to-day. THE BUSY MAN'S MAGAZINE, Toronto.

THE market reports make HARDWARE AND METAL a necessity to every hardware merchant, paint and oil dealer in Canada. It is mailed every Friday. Subscription price is $2 per year. Address HARDWARE AND METAL, Montreal, Toronto or Winnipeg.

FOR SALE.

FOR SALE—Town, city, rights for preserving eggs. None better; fortune builder. Start this spring. W., care GROCER, Toronto. (16p)

GENERAL BUSINESS FOR SALE — In progressive northern Alberta town. Stock $6,000. Building can be either purchased or leased. Best stand in town, making money. One opposition. Best reasons for selling. Apply Box 121, CANADIAN GROCER, Winnipeg. [14p

ONE Taylor Safe, No. 3, in splendid condition. Price reasonable. E. H. Piggott, Midland, Ont.

DUPLICATING DEVICES.

IF INTERESTED in a Duplicating Machine for getting out circular letters, reports, price-lists, etc., or for printing various office forms, write for booklet and samples of work. The "POLYGRAPH" is the newest, latest and best and sells for a lower price than the others. Is unexcelled by any similar device on the market. F. W. Tenney, Canadian Sales Agent, Stair Building, 123 Pay Street, Room 116, Toronto, Canada.

ADDING MACHINE.

ELLIOTT-FISHER Standard Writing-Adding Machines makes toil easier. Elliott-Fisher Limited, 513, 83 Craig St. W., Montreal and 129 Bay St., Toronto.

BOOKS FOR THE GROCER.

ART AND SCIENCE OF WINDOW DRESSING, by S. W. Roth. Every retail grocer should learn the methods set forth in this book—which is specially written for **Grocers**—on how to make grocery windows attractive and thus draw trade. Every means of successfully displaying goods is treated of in its 14 chapters and 30 illustrations. Price $2.00, postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

COFFEE, its history, classification and description, by J. M. Walsh. This interesting and instructive book deals with the commercial classification and description, adulteration and detection, and the art of blending and preparing of coffee. Price, $2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include special sales, getting holiday business, co-operative advertising, money-making ideas, contests, etc. Price, $2.50 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

TEA BLENDING as a fine art, by J. M. Walsh. This work is especially designed for the use and instruction of those engaged in the tea and grocery business, containing formulae for the scientific and judicious combination of the different varieties and grades of tea. Price, $2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

TEA, its history and mystery, by J. M. Walsh. The contents of this practical and exhaustive work include cultivation and preparation; adulteration and detection; arts of testing, blending and preparing; chemical and medicinal properties, etc. Price, $2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

WANTED.

WANTED in every town and village, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine. Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

AGENT WANTED.

WANTED—Manufacturer's agent or jobber in every large distributing center in Canada (where not already represented) to handle our full line of high grade Chocolates and Bon-Bons. Many other leading lines to offer to the right parties. When replying state lines you handle, connections and district covered. The › ntreal Biscuit Company, Montreal. [18]

AGENCIES WANTED.

PROPRIETARY MANUFACTURERS desiring to introduce their goods to Grocers and Stores throughout United Kingdom, can secure thorough representation. Experienced staff of travellers and complete sales organization. William Hill, McAlpine Street, Glasgow.

SITUATIONS WANTED.

WANTED—Position of trust, experienced banker, or partnership in broker's or other financial business. Can supply limited capital. Financier, care J. B. MacLean, 10 Front St. East, Toronto. (13p)

PRESERVES, MARMALADES, CANNING—Manager with thorough practical knowledge is open for immediate engagement, thoroughly up in costs and general management. Box 303, GROCER office, Toronto.

TRAVELER WANTED.

WANTED—Traveler, by large Montreal spice and coffee wholesale house. Territory between Montreal and Toronto and Montreal and Sudbury. Box 301, CANADIAN GROCER, Toronto. (14-)

MISCELLANEOUS.

A MARKET OF BUYERS, backed up by money to spend, is open to you in the Busy Man's Magazine. Every territory in Canada is represented. If you have something to sell, something you want to buy, a condensed advertisement in the Busy Man's Magazine will put you in touch with the classes you want to reach. Four cents per word will carry your message from Atlantic to Pacific. Send copy of your advertisement along with order to cover cost of insertion. Your announcement will appear under a special heading. Busy Man's Magazine, Montreal, Toronto, Winnipeg.

AUSTRALIA CANADIAN MANUFACTURERS and Exporters—An experienced Canadian salesman of exceptional ability, about to locate in the commercial centre of Australia, will handle and introduce manufacturers' and exporters' products on their own terms. What have you to offer? Address Salesman, care CANADIAN GROCER, Toronto. (12p)

HIGH CLASS COLOR WORK—Commercial stationery, posters. The Hough Lithographing Co., Limited. Office, No. 3 Jarvis St., Toronto. Telephone, Main 1576. Art, good workmanship, business methods.

IT PAYS FOR ITSELF—The money you are now losing because you haven't a National Cash Register, would pay for one in a short time. The National Cash Register Co., F. E. Mutton, Canadian Manager, cor. Yonge St. and Wilton Ave., Toronto, Ont.

NOTICE—Users of Pitner Gasoline Lamps are warned against being induced to purchase parts of other makes of lamps to be used on the Pitner. The most vital part of any lamp is its generator, and the Pitner generator has been granted a patent in Canada, the United States and other countries, on the principle of its improved method of generating gasoline vapour. Supplies and parts for the Pitner Lamps can be received by return mail by applying to our representatives or direct to the Pitner Lighting Co., Limited 36-38 Lombard St., Toronto, Ont.

MAPLE SUGAR—Cakes or tins. Written guarantee of purity. Woodman & McKee, Coaticook, Que. (19p)

IF you are looking for a side line to add to your business, there is none better than COLUMBIA GRAPHOPHONES, Double Disc Records (which means two records for a single price) and Indestructible Records (that will not break or wear out no matter how much you abuse them). The Columbia Phonograph Company is the only firm that manufactures both Disc and Cylinder Machines and Records, therefore, a Columbia dealer has the advantage over all others, as he can furnish his customers with what they want while his competitor has to sell them what he has or lose the sale, which he generally does where there is a Columbia dealer. Are Columbia goods sold in your town? If not, why not? Do you want the exclusive agency? (remember exclusive). You had better write to-day or some one else in your town will read this advertisement and beat you to it. A postal will bring catalogues and full information free. Write to-day. Do it now. TORONTO PHONOGRAPH CO., Limited, Exclusive Columbia Jobbers, 40 Melinda St., Toronto, Canada.

EXPORT TRADE DEPARTMENT.

Firms Abroad Open for Canadian Business.

Messrs. Gordon, McDonald & Co., 6-7 Cross Lane, East, cheap, London, invites correspondence, either from Exporters of Canadian produce or Importers of general groceries. From their long experience in Glasgow, Liverpool, and London, they have a wide and comprehensive knowledge of both trades on every side. All goods imported paid cash against documents. References to Montreal firms with whom we have done business for many years. Cable address, "Donable." Codes "A B C," fifth edition, Riverside and Adams.

DAVID SCOTT & CO.

Established 1878. 10 North John St.
LIVERPOOL, ENGLAND.
Splendid connections and references. Try us with a shipment of CANNED GOODS.
T. A.—Scottish, Liverpool.



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Write nearest office.

The Retailer's Ear

BY A. B. LEVER

MANUFACTURERS and wholesalers make a grave mistake when they think they can compel retailers to lend them their ears.

The retailer has a willing ear for those who go about getting it in the right way.

The right way to get the retailer's ear is the direct way.

Those who essay to get it through the medium of the consumer only are employing the indirect way—in other words, the way that is supposed to force the retailer to "sit up and take notice."

The retailer who is a salesman and knows his business cannot be cultivated by using the consumer as a plow to prepare his mind to lay in the products of any manufacturer or wholesaler.

The best and the most direct way to get the retailer's ear, and through that organ to cultivate his mind, is through the columns of the trade newspaper, every reader of which is a possible buyer.

Don't attempt to pinch the retailer's ear. He will resent it.

TEAS

Notwithstanding the large shipments of teas from Canada to cover the deficiency in the United States supply, and the increase from 2c to 5c per lb. in prices, we have decided to maintain our prices at the same level, which is lower than that of any competitor.

We have the largest and best assorted stock of Teas in all lines of ***Japan, Siftings, Fannings, Ceylon Green, Young Hyson, Gunpowders,*** and ***Black Teas,*** and we are able to supply all the requirements of the trade.

We specially recommend the teas of "Princess Louise" and "Victoria" brands as unrivalled qualities for the money. We pay the freight on quantities of 200 lbs. or over in assorted lots or otherwise. ***We defy any competition as to prices.***

We will supply samples with pleasure. Ask for them.

Canned Goods--"Soleil Brand"

We are now taking orders for ***Canned Vegetables and Fruits*** of the ***"Soleil" Brand*** for the 1909 crop.

Our Travellers are now on the road with price lists. Do not give your orders before seeing them. We have on hand a complete variety of all ***"Soleil" Brand Canned Vegetables*** and ***Fruits,*** 1908 crop. We invite you to buy now all you need for your requirements until the new crop is ready. We will sell you for immediate delivery or for shipment at the opening of navigation so that you may not miss a sale of these goods by being short of them.

"Soliel" Brand Canned Goods are the best in regard to quality, prices and attractiveness of packages.

Canadian Canned Goods

We carry a full and very complete assortment of Canadian Canned Goods to offer for immediate delivery or at opening of navigation; also all kinds of Dried Fruits, Nuts, Etc.

Molasses

We are now taking orders for the new crop to be delivered in May and June next. The prices for this new crop are below those ruling at present. Do not place your orders before you see our travellers.

For all information, prices, etc., write, phone or wire at our expense.

Laporte, Martin & Co., Ltd.

Wholesale Groceries, Wines and Liquors

Montreal



California Fruits

Are now in good demand. We quote attractive figures on

Apricots, Peaches and Prunes.

If our travellers do not call, write or phone.

James Turner & Co., Limited

Hamilton and Arnprior, Ont.

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Merchants Suffer from Farmers Hoarding their Money

Cause Attributed to Abnormal Aggressiveness of the Banks in Their Desire to Get the Money From the Tillers of the Soil—Credits Prevail Where There are no Other Reasons — Farmer Usually Paid His Money by Cheque and not Cash.

Merchants, and especially those situated in a town or city surrounded by a good farming community, lay the claim that during the past couple of years the tillers of the soil have been getting top prices for their commodities, that they have not spent their money accordingly, and when they do spend it they want credit. What is the reason for this? It can scarcely result from the cause that farmers have not the money to spend, for with the present improved methods used by Ontario agriculturists, the assistance given by the governments, the reasonably good crops and the alluring prices, there must be money in the country.

The Banks the Cause.

Discussing the situation recently with The Grocer, one merchant contended that the banks, in their untiring zeal to build up deposits, were educating the farmers in the wrong direction—to hoard their earnings from the farm unreasonably—and that the tendency was being further encouraged by the introduction and use of cheques as mediums of payment, first, as between the buyer of farm produce and the farmer and second, as between the farmer and retail merchant. Once a bank account had begun to develop proportions, he argued, most farmers hated to see it shrink. It appears to be a condition which demonstrates that the bank and the farmer are a strong combination, but the complaint in the present instance is that it is not conducive to the greatest good to the greatest number deserving.

"When the farmer has money in his pocket," said the merchant, "he is a different man. A few years ago his house was rarely without cash. The banks had not begun to spread out. The farmer bought readily enough then, but this present day custom of carrying nothing more tangible than a blank cheque book in his pocket and an inordinate disinclination to disturb a fat bank deposit, is creating an undesirable merchandizing proposition. I think I may safely say, from instances I have encountered, that it is having a demoralizing influence upon the farmer's business principles. He does not draw the line. He keeps on depositing, and I contend that some of the money belongs to us. Backed by an account in the bank, there are those who apparently consider that they may demand an unlimited amount of credit. They expect the merchant to stand for it.

"Not having the ready cash, some of them frame up excuses for postponing payment, even though they know that our store is run on the cash plan. This man puts forward the plea that his money is deposited in another town and that he will settle up next time. Another man's wife says her husband filled out a cheque at home to make a withdrawal but that he came away and forgot it. The husband, of course, doesn't show up. These are some of the excuses, and I claim it is demoralizing. Of course there are exceptions—very notable exceptions, I am grateful to be able to say.

"I have noticed this condition developing for the past three years and I claim that it is not only having a serious effect upon business, but that the farm itself is not getting all that it is entitled to in order that the highest standard in agriculture might be developed. A few years ago, when the farmer brought his hogs, his cattle, his hay or other produce to market, he received the cash. His wife comes to market with butter and eggs it is true, and receives cash in payment, but that represents a very small part of the proceeds from products of the farm. Nowadays, when the farmer brings his hay or hogs to town, he either receives a cheque or a ticket which is as good as a cheque. He then goes to the bank and deposits it. The entire system is one which plays into the hand of the banker.

"The competition for these deposits has developed a plan which appeals to most farmers. He has been told that it is more businesslike to use cheques. The banks have accordingly equipped them with the means, but it is evident that the willingness to draw is not in it with the willingness to deposit. The bank book is the farmer's visible financial thermometer, and naturally, he likes to have the indicator soar as high as possible above zero."

Too Much Withheld.

"'Do you not think it a good thing for a farmer to have a bank account?'" was the question asked of me recently by a banker, and I agreed with him that it was, but I pointed out that the banks had so campaigned after the farmer's money, that he was now withholding more than he should from the merchant as well as from his own farm and even his own household. The agriculturalists of Ontario are, on the whole, now in a position to live more comfortably than was the case in the early days. Nowhere will you see tables so well supplied as in some of our farming districts. A man's ambition, however, should create in him a desire to be something more than a hewer of wood and a drawer of water. Farmer's wives have told me repeatedly, however, that it is now very difficult to secure money from their husbands. They state that the farm itself is being stinted by this regardless craze for bank accounts. True, the money is there for investment, but should the farm be neglected? Should the agriculturist cut himself down to a purely hand-to-mouth existence? The country requires something better of him than that. The banks, I claim, are responsible.

"Here is an example. A merchant in a small town remarked to me some time ago that trade then had picked up wonderfully. He could not explain it, but when he told me that the only bank in the place had gone out of business, I said, 'If any man comes to you to sign a petition for another bank, kick him out of the store.' There is a bank in that town now and trade has again gone back.

"The farmer will feel it; of that I am sure. The other day a farmer whom I knew to be very well off, came into my store and I asked his opinion of the outlook. He replied that while the year just closed had been very good, so far as he was concerned, the following year, he said, would fall short. I couldn't understand it and asked him why. His answer was that he would have no stock to sell.

"'Why not buy more stock?' I asked, "You have plenty of money in the bank?'

"'That is the trouble!' replied his wife. 'Everything has gone to swell that bank account. He will not draw out the money necessary to re-stock the farm.'

"We are doing what we can by friendly talks to the farmers and bankers," said the merchant, "to combat this evil, but it looks to me that the only remedy is a crop failure or a collapse of prices."

The story is told of a farmer who, though he had $10,000 in the bank, asked to have a note for $125 discounted.

"But you have plenty of money here," said the banker, "why should you want to discount a note and pay 7 per cent. interest?"

"Well," said the farmer, "I don't want to draw out any money just now."

Debtor Suggested a Loan.

Here is one which illustrates the altogether unreasonable proportions which sometimes confront the merchant. A farmer owed a storekeeper $100. He was well off, but the merchant was short just then. The farmer was unwilling to tap his bank account.

"But I must have the money." said the hard-pressed merchant.

"Well, then," suggested the farmer, "why not borrow the money off me? I'll let you have it for 6 per cent?"

And the merchant's finances were at that time in such a condition that he had to accept the farmer's very generous proposal.

Still another story. A farmer in a small town ran up a bill with the merchant to the extent of about $80. He was a well-to-do farmer, and that is why the account was allowed to grow. It was an hereditary custom. The time came, however, when the merchant decided to get after this man. One day the farmer entered the store. To the merchant he looked like $80.

"Dropped in to settle that little matter?" he asked.

"No, not exactly," replied the farmer hesitatingly. "It's just this way. The young banker here was over to my place last night and he convinced me that it would be a good thing to have a bank account. He's an awfully decent chap, and he suggested that it would be nice if I had an even $100 to start on. Now I've only got about $80 and I want to know if you could lend me enough to make up the balance."

ANNUAL STATEMENTS.

BOVRIL.—The annual general meeting of Bovril, Limited, was held in London a few days ago, and the chairman of the board was able to congratulate the shareholders that notwithstanding the very serious general depression of trade last year, the sales of Bovril throughout the world were larger in 1908 than during the previous year. After a very satisfactory statement of the present financial position the shareholders were given a very good idea of the extent of their business by being told that the increased cost of beef, the raw material of Bovril, had in 12 years occasioned a reduction of profits to the extent of $3,000,000. This loss will be prevented for the future, for the company has just receently purchased 438,082 acres of the finest grazing grounds in the world in the Argentine Republic, where the company will breed and raise their own cattle. There are already 100,000 head of cattle on the farms, and that number will be largely increased. One of the directors, Sir James Crichton Browne, N.D.F.R.C.S., related how he had introduced Bovril for use in that terrible scourge of tropical countries, the sleeping sickness, and told how, carrying the matter further, Sir David Bruce, of Uganda, was prescribing Bovril as a reviver and pick-me-up in place of the almost universal whisky and soda.

LEVER BROS., TORONTO.—The annual report of Lever Bros., Limited, the proprietors of Sunlight Soap and other brands, was published recently and makes a specially appropriate appearance at this time after the recent interesting announcement of the profit-sharing scheme. There has been no falling off in the wonderful prosperity shown by the company ever since it was floated, the net earnings for 1908 amounting to £380,700, an increase of £57,400, or 18 per cent., as compared with the preceding year. The ordinary dividend which was 8 per cent. in 1907, is now increased to 10 per cent., whilst the sum distributed amongst the employes, including village institutions account, has advanced from £32,200 to £37,200. The balance sheet reveals a strengthening of the general financial position in several respects. Stock has been reduced from £757,800 to £750,100, open accounts have been lowered from £509,500 to £452,200 and trade liabilities have been cut down from £386,200 to £376,300. Investments in associated concerns have gone up from £1,581,400 to £2,041,800, but goodwill remains as before at £750,000. The depreciation fund stands at £246,800, and there is also an insurance reserve amounting to £33,300. The general reserve has reached a total of £324,600.—The London Financial Times.

PROFITS DECREASE.

New York, March 28.—Publicity is not a strong point with the American Sugar Refining Co. and it will probably take some time for it fully to acquire the habit, after its long years of silence, though its securities are now on the regulas list of the New York Stock Exchange. Its annual report for the fiscal year ended Jan. 2, 1909, is only the second in its history that ever told anything. The net profits for the year were $6,502,929 a decrease of $2,246,362 as compared with the previous year, and were barely sufficient to pay the 7 per cent. dividends on the capital stock, which called for $6,299,942. In the financial district the report was regarded as disappointing to the stockholders, as there has been much talk of late regarding increased earnings and the general prosperity of the sugar trade. It gives no information about the gross sales or business done during the year, so the public is left in the dark as to whether the disappointing showing is due to decreased sales, or decreased profits on the output of the company's refineries, which are supposed to make 50 per cent. or more of all the refined sugar produced in the United States. The theory on which the stockholders have been building their hopes of increased earnings is that the consumption of sugar is not diminished by hard times because it is used very largely in foods that are substituted for meats when the necessity for economy arises.

One item in the list of assets is causing much speculation in commercial circles, including the wholesale grocery trade. The value of the raw sugar on hand is stated at $21,395,724, an increase of $3,863,498, the heaviest stock with a single exception of the year 1904, ever carried over into a new fiscal year in the history of the company.

CATALOGUES AND BOOKLETS.

Manufacturers and wholesalers are requested to send catalogues, booklets, etc., to The Grocer in order that it may be announced to the retail trade that they have been issued. Retailers in sending for catalogues referred to, should mention this paper to show they are in the trade and they should be read thoroughly by them on account of their educative value. Often they may be able to secure new ideas.

The Fairbank Plan.—The N. K. Fairbank Co. are sending out to the trade a neatly printed little booklet entitled "The Fairbank Plan." This book contains a very interesting list of prizes obtainable by merchants or merchants' clerks for certain numbers of Fairbank coupons. Any retail dealer or clerk who has not already received a copy of this catalogue will obtain one by sending their name and address to the Fairbank Co., Montreal, and mentioning The Canadian Grocer.

Holbrooks, Limited.—The April issue of "The Holbrook Gazette" is out and it deserves some recognition here. It is edited by H. Gilbert Nobbs, manager in Canada and the United States and published for the benefit of the representatives in these two countries as well as the head offices in England. The pamphlet contains some beneficial editorials for salesmen and should prove interesting to them.

HEAVY EXPORT COFFEE TAXES.

Washington, March 29.—The Bureau of Manufacturers has prepared a statement showing countries in which an export duty is imposed on coffee and the rate of duty, together with the United States equivalent. The pending tariff bill provides that a duty shall be collected on coffee imported into the United States from countries which impose an export tax, the duty collected to be equal to the amount of export tax imposed. The export tax for each 100 lbs. estimated in United States currency, is given in the bureau's statement.

The export taxes range from about three cents for each 100 pounds, in Ceylon, to $2.97 a 100 pounds in Haiti. The export taxes on coffee shipped from the three principal provinces of Brazil range from .411 cents to 57 cents a kilo, and in one province the tax is 8½ per cent. ad valorem.

TRADE NOTES.

Alex Stewart is back at Montreal from a trip to the old country.

S. J. McCreery, general merchant, of Glencoe, is succeeded by E. Mayhew & Co.

The sales offices of the Aylmer Condensed Milk Co. have moved from Hamilton to Aylmer, Ont., and are now being looked after by D. Marshall, M.P., president; J. E. Gayfer, secretary-treasurer, and H. W. Knight, manager.

Judgment in the Grocers' Guild case has not yet been delivered, and, from inquiry made at Osgoode Hall, the officials there cannot state when Justice Falconbridge, before whom the case was tried, will hand out the judgment.

Another Explanation Apparently is Necessary

E. M. Trowern Thinks Canadian Grocer Made Misleading Statements But According to Three Members of Parliament it is the Other Way Around—His Letter Contrasted With the Actual Events.

Editor Canadian Grocer,—In a recent issue of your paper in referring to the above subject you make some misleading statements that I desire to set right, not so much for the sake of the unfair references that you make to me as secretary of the Retail Merchants' Association of Canada, but for the sake of the cause that I am elected to represent, and for the principles that the association stands for.

Had you had a desire to fully understand the true facts, and not seize upon the daily newspaper reports that are unfortunately gathered up by young men who have no knowledge of the subjects under discussion you might have been set right in a few moments over the telephone, but I am rather inclined to think that the false newspaper reports suited your purpose better, as I must say that the sentiments of your journal have never been in any way kindly disposed toward me personally, for reasons that you may have, and which I am unable to understand.

Now, the real facts of the case are these: P. H. Bowyer, M.P.P., representing East Kent, introduced a bill to amend the Pharmacy Act. This was done at the request of a number of general merchants and others with a view to give them the right to sell some articles which they did not have the right under the law to sell, and for which some general merchants were prosecuted for selling. The clause in the Pharmacy Act covering the section which Mr. Bowyer was anxious to amend reads as follows:

> Section 26.—No person shall sell or keep open shop for retailing, dispensing or compounding poisons, drugs or medicines, except patent or proprietory medicines as provided for in Section 34 of this Act, together with turpentine, Epsom salts, senna, alum, borax, castor oil, sulphur, Glauber's salt, cream of tartar, carbonate of soda, bicarbonate of soda, and glycerine.

Mr. Bowyer's bill proposed to amend the above by striking out the words "drugs and medicines" after the words "poisons" down to the word "glycerine." This proposal would leave the clause to read: "No person shall sell or keep open shop for retailing, dispensing or compounding poisons." That is, they would be allowed to sell drugs or medicines, compound medicines and make up any prescription that may be asked for.

When the matter came before the association I took the trouble to ascertain from a number of general merchants if they really wanted these large powers, and they said no, all we want is to be allowed to sell a number of articles that we are now prohibited from selling. We do not want to make up prescriptions or deal in all sorts of drugs. The members of our "drug section" were consulted and they agreed that they had no objection to extending the list by adding those things that would make it more convenient for the public in those districts where there were no drug stores.

When the matter came before the committee of the House I explained my position, and stated that the general storekeepers throughout Ontario did not want the large powers that the bill provided for. Some of the members of the committee who are general storekeepers and who had not had time to consider the provisions of the proposed measure, jumped up and stated that I was wrong, that the general storekeepers wanted the bill. The youths who report for the Toronto daily papers, and who did not understand the nature of my objection, recorded the attack as a "knock out one" for me, but when the matter was postponed, and a sub-committee was appointed to consider the objection, and they met with the members of our drug section, they came to the conclusion that my objection was well founded, and they unanimously agreed to amend the bill not as Mr. Bowyer had prepared it, but by extending the list of articles on the schedule, thus giving the general merchant the right to sell a number of additional articles, but not to compound medicines.

This proved beyond a doubt that my views were correct, and representative, not only of the general merchants of Ontario, but in harmony with the druggists, and in the best interests of the public. It also proves the great advantage that our association possesses over single line associations as advocated by The Canadian Grocer, as we are in a position to properly gauge the requirements and objections of each section of trade, and to settle them among ourselves and not make the committee room of the Legislature a fighting ground for the various one-line associations, as you would have it if we went back to that old and ancient system of one-line associations, which is fast becoming discarded by all civilized nations, and as far as we can see are only advocated by trade journals who are anxious to increase their subscription list.

I trust that you will give this equal prominence to the article you published and which was by no means a correct report of the proceedings.

E. M. TROWERN,
Secretary Retail Merchants' Association of Canada.

THE OTHER SIDE.

As intimated last week The Grocer has received a letter of explanation from E. M. Trowern, secretary of the Retail Merchants' Association, and which appears above. The letter, as will be observed, refers among other things, to Mr. Trowern's alleged connection with the bill introduced in the Ontario Legislature a few weeks ago, to amend the Pharmacy Act. He affirms in his letter that The Canadian Grocer made "some misleading statements" which he wants to set right—and if some have been made The Grocer desires to be set right.

It will be observed from the letter Mr. Trowern infers that P. H. Bowyer, M.P.P. for East Kent, and the man who introduced the bill, desired to so amend the act that all retail merchants would be allowed to "compound medicines and make up any prescription." Nothing was further from Mr. Bowyer's mind, as his statement attached will prove.

Later in his leter the secretary of the Retail Merchants' Association tells of what he did and said, when the matter came up before the committee. He says he stated that the "general storekeepers throughout Ontario did not want the large powers that the bill provided for." Still later he says that the sub-committee "came to the conclusion that my objection was well founded."

Let us consider whether "these" statements are "misleading" or not.

Covered No Such Points.

Mr. Bowyer is member for East Kent and is the proprietor of a newspaper. He was asked by The Grocer on Tuesday of this week if his bill intended to allow merchants to compound medicines and make prescriptions?

"The bill covered no such points," he emphatically replied, "and it was never my intentions that it should. The Pharmacy Act prior to 1905 never allowed merchants to do it and what I wanted was to strike out an amendment made at that time in order that merchants might sell additional articles. If Mr. Trowern says the bill called for that he is entirely wrong."

"What did Mr. Trowern recommend?"

"We never heard him recommend anything," declared Mr. Bowyer. "He said that he represented the retail merchants of the Province of Ontario and he was there to say that there was no demand for the bill. Immediately Dargavel, Richardson, McElroy, Aubin and other members who are merchants, interrupted him to tell him he was wrong. He made no further statements in the general committee and nothing whatever at the meeting of the sub-committee which decided on the amendment sub-

mitted, so that he couldn't have recommended very much."

"What was the difference between your original bill and what the sub-committee recommended?"

"My original bill would have allowed merchants to be free to sell, as in 1905, articles not mentioned in the prohibited schedule. The only difference is that when we considered the matter in the sub-committee we deemed it better that a specific list of articles which could be sold should be made because we thought this plan more practical. I was entirely satisfied with it and I have had congratulations from different persons on my success in carrying it through."

What Other Members Heard.

"What did Mr. Trowern say in committee when this matter was being considered?" was asked of J. R. Dargavel, M.P.P. for Leeds.

"He stated that the Retail Merchants' Association was satisfied with the way the act read," was the answer.

"Did he not say that the Retail Merchants' Association wanted some additional articles added to the list that could be sold by merchants or words to that effect?"

"He did not," declared Mr. Dargavel.

"Did you answer him?"

"I certainly did; I said to him, 'You may represent the Retail Merchants' Association but you don't represent the retail merchants of the province.' I called him down for presuming to represent the merchants of Ontario because I was one and he didn't represent me."

"Was it your intention that the bill should allow retail merchants to compound medicines or make up prescriptions?"

"It certainly was not and I don't think Mr. Bowyer ever intended it to do such."

R. H. McElroy M.P.P., Carleton, was another of those present at the time the question arose. When asked as to Mr. Trowern's statement he said that that gentleman stated that the retail merchants were not in favor of any change and that they were not asking for it.

"Did he say that the retail merchants wanted some additions made to their selling list?"

"He did not," replied Mr. McElroy. "No person that I know of wanted to see the merchants have power to compound medicines or make up prescriptions. That was not my intention and I do not think Mr. Bowyer ever thought of that."

And still Mr. Trowern presumes to say that The Canadian Grocer made misleading statements.

On Thursday, April 1, the new duty on peanut butter coming into Canada came into effect. The general tariff is now four cents per pound instead of 20 per cent. as formerly. This decision of the Board of Customs applies to goods entered for duty on and after April 1.

ASSOCIATION GROWS.

The thirteenth annual meeting of The Retail Merchants' Association of Canada, Toronto Branch, was held in their board room Monday evening, March 29th, 1909, President F. C. Higgins being in the chair. The meeting was largely attended and great interest taken in the proceedings.

The president's address showed advancement in the growth and influence of the Association, and he dealt very fully with the great need there was in the present day to have all retail merchants organized, so that they could convey to their legislative representatives the needs of retail commerce.

Secretary E. M. Trowern dealt with the various legislative imeasures that had been considered during the past year, and laid especial stress on the fact that through their influence the investing public had been advised not to invest their capital in so-called Co-operative society stores, and the result was that many of them had not been able to succeed.

The treasurer's report showed that the great amount of legislative work and other important matters that had been undertaken took more money than had been received , and the Finance Committee are now engaged in raising a special fund to place the association on a sound financial basis.

Jno. Willmot representative on the National Exhibition Association reported very fully on the proposed improvements and additions to the grounds and buildings, and his report was unanimously adopted, every merchant believing that the exhibition is of great value to them. A resolution was unanimously adopted appointing a Press Committee to report to the members and advertisers any editorials or other references that may be made by the press that would be misleading in reference to any scheme or plan that would injure the business of the retail merchant.

A committee was also appointed to see that legisl ation was enforced that had for its object the abolition of fraudulent methods of advertising. adulteration or misrepresentation.

The following officers were elected for the coming year : President, R.W. Dockeray, milk dealer ; 1st Vice-president, W. Mann ; 2nd Vice-president, R. W. Walker ; Treasurer, W. Dineen ; Secretary, E. M. Trowern ; Auditor, M. Moyer ; Chairman of Municipal Committee, A. B. Griffin ; Chairman of Legislative Committee, G. J. St. Leger ; Chairman of Press Committee, Geo. Good ; Chairman of Criminal Law Enforcement, J. C. Van Camp ; Chairman of Finance Committee, A. M. Hobberlin ; Trustees, W. Dineen, A. M. Hobberlin, E. S. Coryell (C. F. Adams Co.) ; Representative on Exhibition Board : Jno. Willmot and F. C. Higgins.

An increase of over three hundred members had been made during the past year, and votes of thanks were tendered to the retiring officers.

EVAPORATED APPLE PRICES.

Are evaporated apples losing their prestige on account of the cheapness of California dried fruits? This is a question that many brokers and wholesalers are interested in and different opinions are expressed. Some claim that the demand for the "vaps" has fallen away, due to the low prices of dried peaches, prunes, etc.

Jos. Lintirie, manager of the Dominion Brokerage Co., Calgary and Edmonton, writing The Grocer, says:

"The demand for evaporated apples in this market has fallen off wonderfully during the last year, and the apple men of the east who have heretofore looked upon the west as a good field to offer their goods, are now wondering why their brokers out here are not selling more of them.

"While we are bringing in a few cars all the time the demand has fallen off fully fifty per cent. over last year, and it must be obvious to the eastern packers that something is taking the place of their goods.

"California fruits are responsible for this slump and people will certainly not pay ten and twelve cents per pound for apples when they can buy peaches, pears and prunes for seven and eight cents. This is no doubt an alarming prospect for the apple men, but the fact must be faced just the same, that not until the price of apples comes down to the level of California fruits, will the demand for apples increase.

"California fruits are finding a ready market here. Competition is keen as several firms are making a strong bid for the business and contractors have been compelled to buy these fruits in preference to evaporated apples because of the great saving in price."

Peaches Are Cheaper.

"Replying to your inquiry of the 22nd inst. regarding the evaporated apple situation there is hardly any doubt in our minds," says J. A. Somerville, of the W. A. Gibb Co., Hamilton, Ont., "but that the price of evaporated apples is affected considerably because of the low prices ruling on California dried fruits some of which can be sold as cheaply on our market to-day as evaporated apples, viz., peaches—of some grades only however. Pears are much dearer than evaporated apples. Prunes of some sizes are of course much cheaper, which is usually the case. In our judgment, however, California fruits cannot take the place of apples beyond a certain limit and we feel that there will be still an active demand for evaporated apples as the spring opens and it depends entirely on the holdings as to whether there will be an advance in price or not. It is hard to estimate the stocks held in this country at present. The greatest difficulty in the evaporated apple situation at the moment is the low prices ruling abroad, which, after all, largely makes the price on evaporated apples in this country."

F. A. Verey, agent in Toronto for the Edwardsburg Starch Co. has been ill for the past week or more with la grippe.

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MR. TROWERN AND THE GROCER.

Two weeks ago The Grocer called attention to the presumption of E. M. Trowern, secretary of the Retail Merchants' Association, on account of his attitude in opposing the bill introduced into the Ontario Legislature by P. H. Bowyer, to amend the Pharmacy Act. In this week's issue on another page appears a letter from Mr. Trowern in explanation of his part in connection with the bill.

He states that what he suggested was endorsed by the sub-committee and intimates that the bill as Mr, Bowyer wanted it, would allow retail merchants to compound medicines and make up prescriptions. Both these statements are contradicted by three members of the Ontario Legislature, who were on the spot at the time. All he did say was that he represented the Retail Merchants' Association and that the merchants did not demand the changes wanted in the bill. They say that he did not suggest, as he says he did, that general merchants should have the right to sell a number of additional articles. This was exactly Mr, Bowyer's position; and Mr. Bowyer did not say that, and did not desire that the merchants should have the right to compound medicines or make up prescriptions.

Therefore, the action of the sub-committee did not prove beyond a doubt—as Mr. Trowern says in his letter—that his views were correct.

The Canadian Grocer has nothing nor did it ever have anything against the Retail Merchants' Association. We believe in a central organization, but that does not alter the contention that there is also the need of single line associations. The success which has attended the Retail Hardware Dealers' Association is an evidence of this, to say nothing of the successes which have characterized the Retail Grocers' Associations in both England and the United States.

There is no reason in the world why single line associations should not be represented in an organization like the Retail Merchants' Association.

The Retail Merchants' Association has done a great deal of good and effected many reforms, but it could have done a great deal more had it been more efficiently conducted. The great drawback to the Retail Merchants' Association is Mr, Trowern himself. If he would give the association more prominence, and Mr. Trowern less, the organization of which he is the secretary would be a great deal more successful.

The Canadian Grocer has no quarrel with the Retail Merchants' Association. The quarrel, if any, is with Mr. Trowern, and the instigator of it was not this paper. No one knows this better than Mr. Trowern.

GOVERNMENT MAY ACT.

The Grocer learns that there is a possibility of the Quebec Government appointing an inspector whose duty shall be the inspection of the hotels throughout the province. It is to be hoped that official action will be taken, and promptly, too. Not alone in the interests of the commercial travelers should such an officer be appointed, but for the better accommodation of the general public as well. The commercial traveler, however, is the man who suffers the greatest discomfort and inconvenience if hotels are not properly run. He spends ten to eleven months of the year on the road, and must, naturally, spend more time in the hotels than any other Canadian. It is his right, and only just, that accommodation should be good. Some proprietors take pride in keeping up the reputation they have won for their house. But an inspector is required because there are too many owners who do not give a continental for the "drummer," who chiefly supports him. The only way to keep up the standard is to appoint an inspector.

We would suggest the appointment of a commercial traveler, say, between the age of thirty-five and fifty, and preferably one speaking French as well as English. The position must not be filled by any peanut politician for $800 a year, but by a good, practical, sober, level-headed traveler, who knows from exeperience the life led by the commercial man. He must be able to understand the wants of the traveler, and at the same time he must be able to fairly consider the hotelman's position. A first-class man will fill this responsible office to perfection, and will do a great deal to improve the standing of many of our hotels. He should be paid $2,000 or $2,500.

If the Government contemplates following in the footsteps of Ontario, in choosing a man to fill this position the situation had better remain as it is, for unless the inspector be thoroughly equipped with the necessary knowledge, which can only be gained through having gone through the mill, he will do more harm than good.

THE CO-OPERATIVE MOVEMENT

At the present time there seems to be considerable controversy in Brantford over the co-operative store scheme. A short time ago the Courier, of that city, published an extract from The Canadian Grocer, dealing with the failure of the Toronto Co-operative Equitable Society, and which was signed by "Citizen." A few days later the president of the Brantford Co-operative Association came back at "Citizen," and The Canadian Grocer, with a lengthy reply, in which he makes statements, many of which are misleading.

The first point he attempts to make is that we should not judge all co-operative concerns by the failure of one. It so happened that he either didn't know or didn't desire to know the real facts of the case.

The original "extract" printed in the Courier dealt only with the Toronto Co-operative Equitable Society, but if the president had seen the issue of The Grocer from which the extract came, he would have observed that it also announced the death-knell of the Dominion Co-operative Association. In the succeeding issue he might have noticed the failure of a similar concern at Hochelaga, the dissolving of the Duck Lake Co-operative Association in the West, and the acquiring of the Workman's Co-operative Association in Sydney, C.B., by the Sydney Supply Co.

Surely this must be proof conclusive to the president at Brantford that there has been more than one failure in the co-operative ranks. When it is considered, therefore, that there are comparatively few of such concerns in Canada, the failure of five at about the same time is somewhat ominous.

Again, the president of the Brantford Association compares the failure of a co-operative society to that of an individual grocer, but he seems to appropriately forget that the failure of the former means loss of money to hundreds of stock subscribers, and not to a single person, and what is most irritating is that this loss to the subscribers —in some cases at least—has been a gain for the company promoters.

ONTARIO ASSOCIATION UPHELD.

In last week's issue a letter appeared from F. C. Higgins, a Toronto grocer, disparaging the idea of forming a Provincial Grocers' Association. While we do not agree with the views of the writer, we are always desirous of opening our columns to our readers for all legitimate discussion, and we gladly gave space to Mr. Higgins' communication and respect him for clear-cut opinions on the question.

The Canadian Grocer claims that there is the need of a Retail Grocers' Association in Ontario, but it does not, nor never did, discourage the Retail Merchants' Association, which, we believe, has accomplished some good work.

It must be plain nevertheless that if grocers want to get the best assistance possible they cannot get it from an association in which are interested hardwaremen, druggists, dry goods men, coal and wood merchants, undertakers, and representatives of all the various existing trades. A Retail Merchants' Association is all right where sufficient numbers are lacking in a separate trade, but when the vast number of grocers in Ontario is considered in comparison with the members of any other trade, it remains an indisputable fact that they certainly would have sufficient strength to look after their own interests, were they properly organized.

There are times when questions arise in Parliament in which grocers alone are interested and when the other members of a merchants' association do not so much as give the problems a thought. There are also times when questions come up in which the interests of two trades conflict. It has to be a very diplomatic Retail Merchants' Association which can bring about an amicable arrangement.

A concrete example might be found in the bill introduced into the Ontario Legislature recently to amend the Pharmacy Act. This was a question between the druggists and general merchants—who are all grocers—of Ontario. The druggists were organized, but the grocers were not, and a strong kick was made by the former. The general merchants happened to have some of their representatives in Parliament who came to their rescue and they secured practically what they desired.

Mr. Higgins can scarcely contradict the success of the Retail Hardware Dealers' Association, organized a couple of years ago. Its membership has grown from twenty to two hundred and seventy, and it has become a force to back up the interests of the members of the hardware trade. The benefits that would accrue from an annual convention of retail grocers of the province, where different members of the trade would read papers or give addresses on store management, cash system and other live questions, would be incalculable.

Mr. Higgins is also asked to remember that at the time the trading stamp evil was overcome, three-quarters of those who filed into Parliament were grocers or members of allied trades, the majority of whom came from the Retail Grocers' Association of Montreal.

There is no disputing the benefits that have followed the organization of the grocers in the Ontario cities of London, Hamilton and Brantford. Is there any possible argument against a unity of grocers of Ontario should not exist in one big association where ideas for the most efficient running of a retail trade could be freely exchanged?

In referring to failures of one-line associations where did Mr. Higgins get his information? The medical, drug and hardwaremen are united in Ontario, and he has but to look across the line to the United States to see the success of Retail Grocers' Associations. Cities have them and these are affiliated with state associations which practically all belong to the great National Retail Grocers' Association of the United States, which has more than 350,000 members. There are not "numberless tombstones in the commercial graveyard," showing the demise of one-line associations, but if The Grocer desired it could point to many that stand to the memory of Retail Merchants' Associations. Our desire is to see the Retail Merchants' Associations prosper, but we also wish to see the members of the trade we particularly represent united in one large body for the common interests of all.

THE WEATHER UNFAVORABLE.

Reports from the eastern townships of Quebec state that weather conditions have not yet become favorable for sugaring. There is to be noticed throughout the sugar-making district a reviving interest in the industry, as farmers are beginning to realize the value of the product. In proportion to the amount of labor that is put into the industry, it yields better results than almost any other phase of farm work. Every year confectioners are using more maple sugar in their work. The taste for it is yearly becoming more widespread. If this enthusiasm continues, it will not be long before every maple tree in Canada will be tapped.

Making maple sugar can be learned only by practice. Common sense methods will yield good results. Two words express all that there is necessary to make good sugar and syrup—push and absolute cleanliness.

In the old days it was thought that sap could stand around for an indefinite period, and be just as good as ever. This, however, is not true. The best results are gotten when the sap is put through the evaporater as soon as possible. The Government of Canada are recognizing the valuable asset they have in this industry, and are adopting means to encourage it. As a money-maker it beats the dairy. A farmer does not have to pay out all he gets to feed his trees. It is just labor, and the best paid labor on the farm.

DECEPTION IN BUSINESS.

Business men who practice deception are not wise. Possibly for a time deception may appear to pay, but as a paying proposition all the time there is no question of its futility.

The very foundation of successful and permanent business is confidence. It is as impossible to build up confidence on a foundation of deception as it is to build an enduring super structure on quick-sand.

Up-and-above-board ways of dealing with customers, creditors and employes may not make all rich in dollars who practise it, but it will create a name for probity and that, after all, is more important than even cash as a basis of commercial credit.

SPREAD OF THE CASH SYSTEM.

Even merchants doing business far back in what is sometimes termed the "hinterland of Canada" have caught the spirit of the cash system. Correspondence from Edmonton, Alta., appearing in this issue, contains the information that the seven merchants of Morinville, a little town some twenty-two miles to the northwest of the Albertan capital, have banded together and instituted the cash system. The penalty for breaking the contract has been placed at a hundred dollars, so that it is not probable the merchants will deteriorate from their good intentions.

In the same correspondence there is a splendid illustration of how an Edmonton grocer has built up a good business by sticking to the cash system. He was able to sell his goods cheaper than many of his competitors and was therefore able to work up a business in six years to which he can point with pride.

BUSINESS MAXIMS.

By Plato, Jr.

¶ An affable merchant usually means an agreeable customer.

¶ Clerks who watch the clock cannot keep their eyes open for customers.

¶ He who knows his business will not find it difficult to know his customers.

¶ He who has a thought for the welfare of his customers is by no means blind to his own interests.

¶ He is just with himself and honest with his customers who gives weight and measure exact and true.

Notes From the Maritime Provinces and Quebec

Montreal Grocer Wants to See Law Against Borrowing—St. John Wholesale House Separates From the Guild—Butter Dealers Lose in Halifax—Apple Prospects Good.

MONTREAL.

March 30.—T. S. Vipond, of the firm of T. S. Vipond & Co., fruit merchants, at 171 Youville Place, died suddenly at his home, in Kingston, Jamaica, Sunday, March 28, of apoplexy. The deceased was sixty-six years of age, and had rarely been ill. His son, Dr. Charles Vipond, his wife and his only daughter, Miss Mary Vipond, had left him at Kingston Jamaica, two weeks ago in perfect health, but a cablegram reached the family residence at 576 Dorchester St. West, stating that he had succumbed to a sudden attack of apoplexy.

The late Mr. Vipond was a life-long resident of Montreal. He was born at St. Henri and received his education in the public and high schools of the city. For the past twenty-five years, he has been engaged in the fruit business, and was the first merchant to bring a cargo of bananas from Jamaica to Montreal. Deceased was a governor of the Montreal General Hospital, the Protestant Hospital for the Insane at Verdun, and was a member of the American Presbyterian Church.

Mr. Vipond is survived by his wife, one daughter, and eight sons, William, the eldest, resides in Belleville, Ont.; the following live in Montreal: T. J. Vipond, Dr. A. E. Vipond, George A. Vipond, Dr. Charles Vipond, Frank, Ernest and Salkald. The remains are being sent to Montreal for interment. The funeral will be private.

Many of the grocers about town state that trade during the week has been decidedly dull which, in a large measure, is due to the cold weather. Spring trade cannot be said to have set in in earnest yet. The comparative scarcity of vegetables, and fruits, and the prevailing high prices of these products, at this time of the year, has given some impetus to the canned goods and dried fruits sales. In view of the seasonableness of these goods, several of the grocers are showing some nice window displays. Among the particularly attractive ones, may be mentioned Gavel Freres, corner McGill College Ave. and St. Catherine St. and the English Provision Co., corner of Bishop and St. Catherine St.

Thomas Waldron, 1375 Wellington St., near Church Ave., has opened a grocery at this address. Mr. Waldron has been doing a business as a tea merchant, but has decided to add groceries to his other trade.

W. C. Christmas, commission merchant, Merchants' Bank Building, St. James St., has secured the agency for the Hills Bros. Company, New York. This firm of dried fruit importers was for many years represented in Montreal by the late Thomas Montgomery. Mr. Christmas is one of the younger generation of brokers who is making good in his field.

Willis Rowe, late of Rowe, Dean & Lacy, Sherbrooke, Que., is spending a few days in Montreal, en route to the Cobalt district. Mr. Rowe is going up there to look over the prospects for establishing a business.

Frank Cote, late with Sweet Milk Condensing Co., St. Lin, is spending a few days in town.

A representative of The Grocer was recently told by a member of the trade that a law should be passed preventing people from borrowing from their family grocer. This at first sight appears humorous, but it is nevertheless a fact that the grocer is singled out among all other tradesmen, as the victim of the borrowing fraternity. This is especially so in smaller towns, and the suburbs. Some people seem to think he is in business as an accommodation bureau, and should supply all their little odd wants, from lending his horse and rig to supplying crockery to church socials.

Some of the buyers in Montreal during the week were. T. B. Rivet, St. Sulpice, Que.: Willis Rowe, Sherbrooke, Que.; J. Julien, St. Barthelme, Que.; M. Gendron, St. Maurice, Que.; V. Trudeau, St. Lambert, Que.; C. I. Gervais, St. Constant, Que.; A. Rivard, St. Genevieve, Que.; Alex. Robert, St. Bruno, Que.; E. Brunet, Pointe Claire, Que.; O. Brodeur, Richelieu, Que.; H. J. Desautels, Ste. Angele de Monnoir, Que.; G. Parent, Pointe Claire, Que.; J. P. Rocheleau Pauline, Que.; E. Lahaie, St. Eustache, Que.; J. N. Ledoux, Marieville, Que.; P. W. Sequin, St. Paul l'Ermite, Que.; J. B. Lefebvre.

ST. JOHN.

March 30—There has been a marked improvement in business here during the past few weeks and the usual spring activity has now set in Both wholesalers and retailers report that trade has picked up lately and a continuance of brisk sales is anticipated.

Baird & Peters, wholesale grocers, of this city, have announced to the trade that they are severing their connection with the New Brunswick Grocers' Guild. C. H. Peters, head of the firm, declined to discuss their reasons other than that given in the circular which they have sent out and which reads as follows :—

"It is interesting to note from recent reports that the mother country in addition to providing capital for her immense industries and foreign commerce, has, at the same time, been able to loan to other countries the fabulous sum of between four and five billions of dollars, and this under a free trade policy.

"After giving the question careful consideration, based on our long experience, and with a view of safeguarding the interests of our customers, we have decided our policy in future will be that of the mother country's—a free trade policy.

"We are satisfied it will be far the best interest and to the mutual advantage of our customers, prospective customers and ourselves, to be in a position to make our own arrangements with the manufacturers and producers, and fix our own selling prices.

"With this in view, we have given the required 60 days' notice to the Wholesale Grocers' Exchange of our decision to withdraw on the 20th May next.

"With the large volume of business here and at our branches, we have a purchasing power which places us in the best possible position to handle the grocery trade within our territory."

One of the most highly respected grocerymen in St. John, died on Tuesday, March 23, in the person of William H. Nose, of P. Nose & Sons. Mr. Nose was ill less than a week and his death came as a great shock to his friends..

Mr. Nose, with his brother Leonard T., succeeded to the business on the death of their father, Phillip Nose, in 1885, and have built up a very large trade in the north end, and all along the St. John river. He was 43 years of age and leaves a wife and three sons ; also seven brothers and two sisters. He was a charter member of St. John Lodge No. 30, Knights of Pythias. The funeral was held on Thursday, 25th inst., and was one of the largest seen in the north end for many years.

Charles A. Clark, retail grocer, who a few years ago moved from the market building, Charlotte street, to 73 Sydney, will on the first of May return to Charlotte street, occupying a store opposite the market building.

H. W. de Forest & Co., wholesale tea packers, of this city, who have a branch in Boston, Mass., are considering enlarging their business there, in view of the proposed change in the United States tariff. Mr. de Forest and Mr. Howell of the firm are now in Boston in connection with the matter.

It is stated here that the United Fruit Company, of Boston, will open a branch office here to be known as the Fruit Despatch. Walter Katzman, of Boston, will be in charge here and will open the local office about the first of April.

The creditors of Charles D. Trueman, wholesale grocer, whose stock was sold at auction recently by the assignees, have been paid their first dividend of twenty-five per cent. It is thought that about 60 cents on the dollar will be realized.

E. A. Goodwin, wholesale fruit dealer, was in Boston on a business trip last week.

HALIFAX.

March 30.—The feature of the grocery markets this week was two more advances in the price of sugar, making four within a short time. Quotations this week show an advance of 20 cents per hundred pounds all round. The ruling prices now are: Extra Standard, $4.90; No. 1 yellow, $4.60; bright yellow, $4.70; unbranded yellow $4.25 and Austrian, $4.60. Hand-picked beans al-

so show an increase, being now quoted at $2.25.

Business is brightening up in all lines and the travelers are sending in good orders. With the opening up of navigation business is bound to show good improvement. Trade in Cape Breton is also improving and orders coming from that section of the province are very satisfactory. Collections are fair and the jobbers hope for still further improvement as the spring advances.

Several Halifax dealers were hit hard by the sudden slump in the prices of eggs and butter, more particularly the latter. In anticipation of higher prices in the spring, many of the dealers early in the season had bought up all the available butter and paid pretty fancy prices for it. They also had an interest in a lot of butter stored in Montreal, but the market failed to hold and the price gradually dropped. Strong efforts were made here to keep the market together but when the retailers offered fresh-made butter at lower prices than were quoted by the wholesalers, the bottom soon dropped out of the market. Indications of a "break" had been evident for some time before the slump in prices. When butter is offered for sale at public auction it is a pretty sure sign that the supply is good and the demand light, otherwise this stock would be bought up quickly. One Halifax dealer who was hard hit, has decided to eliminate butter from his business altogether. The trade has just received the reports of butter from the Inland Revenue Department Laboratory, Ottawa, and they tend to show that the butter handled here is good and the quality high. Of the samples tested all were considered to be very good.

The market is well supplied with eggs, but the demand locally is only fair. Large quantities of eggs are now being sent to Quebec where better prices are obtained. Eggs are now selling here at eighteen cents per dozen in crate lots.

The prospects for another excellent crop of apples this season are very good according to G. H. Vroom, Dominion Fruit Inspector, of Middleton, who is in the city. "The trees all through the Valley are looking very well," said Mr. Vroom. From the buds now formed it looks as if the autumn would yield another record crop. The insects are not going to be as bad as in former years, although there will be a lot of trouble caused by the canker worm. A lot of spraying will be necessary on this account. There are still about 25,000 barrels to be shipped. The steamer Virginian took four thousand barrels and the steamer Tobasco seven thousand barrels. Both sailed this week for London. The price has gone up in London. The market has held firm, especially at the close, and the season will wind up a most successful one.

The fish markets are now very active and the demand for fresh fish is heavy. Halibut is now coming in more plentifully and there has been a drop of three cents per pound in the price, it being now quoted at fifteen cents. The large stocks of cold storage mackerel have all been cleaned up. There is still some frozen salmon on the market, but as the price is high the sales are very limited. Cod and haddock are coming on the market in larger quantities and they relieve the rush on other lines. Very few lobsters are on the local market this week. There was a heavy drop in the price of lobsters in the Boston market this week, and as a result the shipments have fallen off. The season for smelts is about over and the market is now bare of them. Many of the grocers are complaining about the poor quality of the salt herring this season. Not only are the fish poor but they seem to be packed very carelessly and soon lose their pickle.

Business Items From the Western Provinces

Address on Question of Manufacturers Maintaining One Price in Victoria—Edmonton and Winnipeg Grocers Build up Businesses on Cash System—British Columbia Travelers Going to Big Exposition—Large Shipment of Tea Landed.

VICTORIA.

April 6.—The Retail Grocers' Exchange held a smoker last week at the Pioneers' hall, to hear an address from J. J. Higgins, secretary of the Seattle Retail Grocers' Association, and also secretary of the State of Washington Retail Grocers' Association. The subject was, "Associations; some of their benefits, especially to Grocers." Invitations had been extended to the wholesale grocers, wholesale fruit dealers, cereal manufacturers, their travelers, all grocers' assistants and those grocers not members of the Exchange. The hall was well filled and the closest attention given to the address from 8.30 to 10.30. One prominent subject was the steady growth of the principle of manufacturers making and maintaining a minimum retail selling price on their manufactures. From all parts of the States, especially on the Pacific coast, leading manufacturers were falling into line and adopting this plan. It is felt to be the only way, said the speaker, to effectually and legally stop price-cutting; the general public seem to appreciate the one-price articles, and the retailer need not hesitate to consider the price to quote when asked by a customer. All present were urged to keep careful record of their expenses and remember these when pricing the goods. There should be a profit for the grocer on his invested capital, as well as enough to cover the expense amount. Retailers were urged to try always to be friends with the wholesalers, and they will be the friends of the retailer. Their interests were mutual and to succeed they must consult each other. Use well the "credit information department" of the Exchange, in which the secretary keeps private to himself the names of those enquiring, and those who give him the answers. It will save many a bad debt and pays many times over the small amount of the monthly dues. A number of other matters affecting the grocery trade were briefly referred to, the whole forming a most instructive and entertaining address.

Chinese peddlers of vegetables, fruit, fish, etc., are getting so numerous as to quite interfere with the business of the stores, and meetings of those most affected have lately been held, to consider how best to rectify this. It was decided to prepare a petition asking the city council to revise the amount paid for the license with a view to largely increasing it, to insist on correct scales and weights being carried, and sufficient officers to be appointed to check peddling without a license.

The retail flour market is still disorganized, different prices being quoted for the same make of flour. Manufacturers' representatives have been in town trying to straighten out the matter.

EDMONTON.

March 30.—Prospects for the coming season in and around Edmonton are extremely bright, judging from reports given in connection with the new railroads and branches from Edmonton. To date about the only definite result from a business standpoint is that the contracting firm of Wickham and Alfred have been purchasing big quantities of supplies in our city for the coming season's operations on the western extension of the Grand Trunk Pacific. They have a long stretch from the McLeod River west through the Big Eddy. Foley Bros. and Larsen are also freighting with several hundred teams large quantities of supplies west to the McLeod from Edmonton, thus showing that even if all contracts haven't been let there is surely going to be plenty of work going on.

From this work has sprung a trading company known as the Pembina River Trading Co., which is to open large general stores both at Pembina River Crossing and the McLeod. This company has unlimited capital and is rushing supplies in to both stores while the snow lasts with the anticipation of supplying survey parties and other outfits in connection with the railroad work. This company is also making plans for establishing a permanent store at the townsite, or divisional point of the G.T.P., in the vicinity of the McLeod or Wolf Creek as soon as the townsite is surveyed.

H. T. Langmaid is opening a new general store at the Paddle River about sixty miles north west from Edmonton. Mr. Langmaid has just returned from



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Boston where he was making arrangements for the establishment of the largest store in this section of the country. He is to put in a stock of about $30,000 thus enabling him buying in such large quantities to corral most of the north western business and to save people in this rapidly filling section from the long and hazardous freight haul from Edmonton.

V. H. Davies, for a long time in the employ of the Acme Co., in Edmonton, has gone west and opened up a general store at Wolf Creek, about one hundred and twenty miles on the direct line of the G.T.P. This is another aspirant for the early opportunities in connection with the opening of the divisional point.

As The Grocer has always advocated a cash business among merchants this bit of news might be of interest to its subscribers. At the little town of Morinville, twenty-two miles north-west from Edmonton, on the branch of the Canadian Northern Railway, which branch in the near future is to be extended to Athabasca Landing, the merchants, seven in number, have banded together for protection and all signed an agreement on Jan. 1st. last to do a strictly cash business, the first to break the contract to be penalized by a fine of $100. So far this scheme is acting very well. One would imagine this the hardest place to institute a cash business as it is the centre of a large farming community.

We have a splendid example in Edmonton of a man who has made a success at doing business on a strictly cash basis; this is F. Schattner. Starting in a little store on the corner of Mamayo Ave. and Isabella St. a little over six years ago handling groceries, he has been so successful by adhering strictly to a cash basis that to-day he owns the large new two story brick block where he does business, on the site of his former little store besides owning considerable city property. He claims that by doing business for cash only he has been able to undersell all his competitors and getting his money for his goods he has been able to buy in such large quantities that this is made possible. His little grocery store has grown into a departmental store of considerable size now handling groceries, dry goods, boots and shoes and flour and feed. He never solicits business but relies on the lowness of his prices and quality of his goods.

C. C. Thompson, who has for about two years been conducting a grocery, fruit and confectionery business at the east end of Jasper Ave., intends moving the first part of April into new and more commodious quarters in the west end at 439 Jasper Ave. West, the new Wellington Block.

T. W. Rourke, who has for about three years been manager of Revillon Bros., Edmonton branch, has been transfered to New York to become general manager of the New York branch. He is succeeded by Jean Revillon, of the head offices in Paris.

CALGARY.

March 30—Trade in grocery and produce lines is steadily improving. Large quantities of supplies are being purchased for shipment to country points in anticipation of a big demand in the near future. Settlers are arriving in increasing numbers from week to week, and this stimulates trade of a very satisfactory nature as it is spot cash business. The C.P.R. Irrigation Company have let contracts for a large amount of work to be done in extending irrigation canals to the south-east of Calgary. It is stated that more than 250 teams will be employed, and that settlers will be given the preference, provided they care to take up the work. The demand for wheat lands in the south country is urgent and the company is desirous of satisfying it. With Alberta winter wheat selling at 97c. per bushel, the farmer who last season harvested anywhere from 35 to 50 bushels to the acre, has surely no reason to complain of hard times. Since the movement of grain westward to the Pacific began, many inquiries are coming in for Alberta wheat. One of the local milling companies to-day received a wire from San Francisco asking for a quotation on 25,000 bushels of Alberta red winter wheat. It will not be long until our famous wheat is known and appreciated the world over. The recent snowfalls will prove beneficial to the crop, which is reported to be in excellent condition.

Prices are firming up in some grocery lines. Corn syrups have been marked up 15c. per case; sugars are higher, also California seeded raisins and evaporated apricots. In the produce market potatoes are more plentiful, as farmers are now hauling in loads from country points and this is satisfying the demand. Fresh eggs are plentiful, retailing at 25c. per dozen.

SASKATOON.

March 30.—B. A. Archibald has sold his general store business to A. W. Cooper.

A new general store has been opened on Broadway by A. I. Farnham.

J. F. Cairns is at present on a trip to Eastern Canada and is expected back in a few days.

A new residence is being erected on Saskatchewan Ave. for B. A. Archibald.

A new frame warehouse is under course of construction for Carruthers & Co., hide and fur merchants, of Winnipeg, who recently purchased a site here. The building is 28x60 ft. and will be metal clad. It is situated in the wholesale section and has track facilities.

Considerable alterations are taking place in the Cairns store. The whole front of the grocery section has been taken out and the door placed in the centre instead of at the end of the building where it formerly was. The windows will be fitted with glass doors and a refrigerator will be installed for meats and other articles requiring a cool place. The general offices have been moved upstairs, which gives much more room on the ground floor.

F. Booth has taken a position as manager with Avery Smith in the store on Avenue A. Mr. Smith has gone to Floral, where a general store has been opened under the name of Avery Smith & Searles. The new firm intend to extensively handle butter and eggs, which they will ship to the city store for disposal.

Early & Early, produce merchants, intend building a new warehouse on 20th St. The firm have done an extensive business in potatoes, flour and farmers' produce during the winter, necessitating the erection of larger premises. Some material is now on the ground ready to make a start as soon as the ground can be excavated.

A site for a city market has been purchased by the city on Avenue A at a cost of $25,000. Buildings will be erected as soon as possible. For some time there has been a feeling that a market should be established by way of encouraging farmers to go in more extensively for farm produce.

VANCOUVER, B.C.

March 30.—A visitor to the city last week was William C. Mooney, vice-president and assistant manager of the Mooney Biscuit and Candy Company, of Stratford, Ont., whose product is known in this part of Canada. H. B. McKelvie is the manager in Vancouver for the company. Mr. Mooney ascribes no little of the success of his company to judicious advertising, principally in trade papers. In six years it has accomplished what other firms in the same line of business have taken 50 years to achieve. As indicating the strides made by his company, Mr. Mooney stated that last year it did between $350,000 and $400,000 worth of business west of the Great Lakes.

The United Commercial Travelers of this city plan a large excursion to Seattle in June, when they will attend the Alaska-Yukon Exposition. Theirs is no cheap money-making proposition, but a scheme to give every member of the association an opportunity of attending the fair without being rushed and crushed to death. It was proposed at first to charter one of the Empresses, a rather ambitious project, and failing to secure that, negotiations are now pending for the Makura, the big liner that runs between this city and Australia. It is figured that if it costs each of the 300 members of the association about $20 each, it will be easy, as that will give accommodation while at Seattle, thus saving hotel bills. It will not be known until the Makura returns to Sydney whether or not she can be chartered for the trip.

The Northern Commercial Company, operating in the Yukon and Alaska, has its buyers in town this week, namely, F. S. Jones, J. A. Murphy and J. R. Hansen, of San Francisco. They are placing large orders, which will run, according to an estimate of one wholesale man, to between $75,000 and $100,000.

F. A. Bean, president of the Saskatchewan Flour Mills, of Moose Jaw, and the assistant manager, J. A. Wilson, are here introducing their Robin Hood flour. They are conducting a demonstration campaign, and their unique scheme is to have a group of charming young ladies, known as the Robin Hood girls, extol the virtues of this particular manufacture.

D. K. Chungranes, Ltd., one of the

oldest fish houses in the province, which has operated at Victoria for many years, has started in Vancouver, and has absorbed the business at 630 Westminster Avenue. It is proposed to sell both wholesale and retail. Mr. Chungranes, president and general manager, is here in connection with the transfer. This company has for a number of years had its own fleet of fishing boats.

The grocers of New Westminster are taking an active interest in bowling this season and have a team which is competing for a trophy in the business league.

Capt. Charles W. Busk, a pioneer fruit grower of the Kootenay, was in the city the other day on his way home from a trip to Florida and Cuba, which he made principlaly to secure information about the methods of handling and marketing fruit. The results of his observations confirmed him in the belief that the vital need of the fruit growers of British Columbia is a central organization which will look after the distribution of the fruit in the large consuming centres in the prairie provinces and the coast cities.

The Victoria Fruit Exchange is in receipt of a number of letters from leading importing firms of London, England, enquiring as to a supply of fruit for the Old Country market. Of the various varieties grown here, it is pointed out that Ribstons, Kings, Jonathan and Cox's Orange Pippins best meet the requirements of British buyers. These inquiries are an outcome of the display made of British Columbia fruit at several fairs last fall by the local Government.

The W. H. Malkin Company, of this city, is one of the largest tea importing houses in Canada, and the constant large consignments received by them are making Vancouver one of the principal tea ports in the Dominion. Their large business in this line was exemplified last Saturday when 1,352 chests were taken from the Empress of China to their warehouse. This was the largest single shipment of tea landed here by one consignee, and it will be shipped to all parts of the west and north. The leaf was brought from points in India and Ceylon to Hongkong, where it was transhipped to the Empress of China. The removal of the tea was quite an event on Saturday afternoon, it being made under the direction of W. T. Heddle, manager of the tea and coffee department of the company. The shipment was loaded on sixteen drays.

The milk and cream shippers of the Fraser valley have organized and will approach the C.P.R. for cheaper freight rates, so as to reach the factory at New Westminster. T. Foster, of Whonnock, was elected president; H. Payne, Matsqui, vice-president, and S. H. Shannon, secretary.

The general store of Hardy & Company, of Midway, B.C., was destroyed by fire, with a loss of about $14,000, with insurance about $8,000. The origin of the fire is a mystery. About ten days ago $300 worth of damage was done to stock, and the business since then had been conducted in another building.



Scene at Vancouver, B.C., on the Occasion of the Landing of the Largest Cargo of Tea in the History of the Province.

WINNIPEG.

March 30.—J. G. Hargrave, who has been in the retail trade in this city since 1879, last week referred to the gradual closing down of a credit business in connection with the grocery trade. It was interesting to note, he said, that upon looking over the books of three years ago, the term "charge" was repeatedly used, and on the books to-day, to see the term "C.O.D." repeatedly. Such a tendency in the grocery business will be welcomed by many. The old nuisance of waiting for the money will be to some extent eradicated. No doubt when the retail merchants become better organized, this matter of inaugurating a cash trade will be discussed. The largest grocery store in the city to-day is doing a strictly cash business, and other retailers ask, why cannot we? There are others doing a leading trade who are reluctant toward a cash business, because they are filling orders continually by phone from wealthy homes who prefer monthly settlements. Such customers may be the making of his trade and to ask for cash they consider would be a direct insult to those who have best served them in the past in the matter of payment.

J. F. Powell was in the city last week representing the Cadbury chocolate and cocoa manufacturers of Birmingham, England.

The McNaughton Dairy Co. have opened a jobbing creamery house in this city. The head of the firm is C. H. McNaughton, of the fruit company of that name, in another part of the city. The creamery puts up cheese in five sizes of jars for the retail market and their butter, which comes from creameries in Saskatchewan, is put up in one pound cartons. It is the intention of the company to manufacture cheese in their present plant before long.

Clements & Macdonald is the name of a new grocery and hardware retail store opened in this city a few weeks ago. H. M. Clements and R. G. Macdonald, the proprietors, were formerly real estate brokers here, and have put considerable capital in their new stock. The store is in the corner of a beautiful block, admirably situated in the city for good trade. At the rate of increase of business there is reason to believe that the firm will have good success.

There are many retail grocery stores in the city which cater to foreign trade. Few of these are on metropolitan streets but are scattered throughout the city among the residences. It is interesting to note the volume of business carried on by some of these stores. On Redwood Avenue, in the north end of the city, is a neat store conducted by S. Katz. For the past four years he has done a successful trade among his immediate neighbors, and looks forward to a busy season this coming summer. In this store the fruit trade is excellent, surpassing the same line of trade in some of the down town stores.

J. C. Gobart is erecting a departmental store in the St. James section of the city fronting on Portage Ave. The building will be 60 feet by 66 feet, and by July 1 will be fitted up modernly with a stock of groceries, hardware and dry goods.

The Olympic Cafe is said to have the most attractive display of fresh fruits in the city. J. F. Dasso, late of Chicago, is the special artist in window decoration. At present the front window is a mass of green moss arranged in three pyramids on the banks of which are terraces at frequent intervals, and on which are laid oranges, lemons, apples and the various other fruits. No prices are quoted in the windows.

J. A. McKerchar, a Main street grocer for the past twenty-two years, was presiding last week at the Manitoba school trustees convention.

Some Interesting Ontario Grocery Correspondence

Peterboro Grocery Window Dressed With "Rheumatism Cures" —Cash System in Bracebridge Better Than Collector—Shoplifting Prevalent in Ottawa

PETERBORO.

April 1.—Your correspondent had a conversation recently with a citizen of Norwood regarding the business conditions in that village and learned that mail ordering from Toronto houses is killing business in that place. The city companies that make a specialty of mail ordering give the village particular attention with the result that they are taking away a great deal of the home trade and are thus damaging the whole business of the village in every line. Even farmers from the outlying districts are feeling the effects and the exchanging or bartering has not been anything like it was formerly. The only business that has increased as a result is the handling of express and the villagers state that they are sorry that they have to report this state of affairs. Not only are hats and shoes, clothing, and house furnishings, stoves and hardware among the list but groceries are also purchased in bulk. The result has been a marked falling off in the wholesale purchases made by the merchants. The system has spread even to the farmers and the village is losing the position it formerly held as a centre for farmers trading. This condition indirectly effects Peterboro for in the past many of the Norwood people came to this city for their largest purchases, but now they obtain all their wants from Toronto and do not have to go any farther than the post office with the letter containing their money order.

In connection with the above it is learned that Peterboro business men do not suffer to any appreciable extent because they are able to offer their goods at tempting prices and there does not seem to be the tendency here to try the mail delivery system.

A collector for one of the leading up town establishments states that he has received offers from grocers to collect their debts with a promise of commission ranging from 10 to 90 per cent. Many of the outstanding debts are practically hopeless as they have been swelled by the past winter's lack of work to a high figure. With skilled mechanics a brisk summer will probably wipe off these debts but with the majority of the laboring people who have fallen into this lot the summer will no more than provide necessities and may leave a little over for the winter, but the debt cannot be lessened. This is the condition as reported by this collector who is well versed with the true conditions.

One of the grocers who was displaying a window of oranges this week had them marked "Rheumatism Cure." A druggist remarked that this was the latest method of cutting in on their trade.

The mercantile hockey league championship was won by the team representing the Quaker Oats factory who, after a successful season, were banqueted by the managers of the company.

As yet there have been no offerings of maple syrup on the local market. The farmers promise a good supply in a week or two providing the present conditions of the weather are maintained.

BRACEBRIDGE.

March 31.—The marriage of J. W. Reid, of Hutchison Bros., to Beatrice Ada Kirk, sister of Kirk Bros., was solemnized Wednesday at high noon, at the residence of her father, John Kirk.

On Monday evening the Tattie and Herrin Club of this town, entertained J. W. Reid on the eve of his approaching marriage.

Trade in town is splendid owing to the continued good sleighing. All merchants declare March the best month so far this year.

Plans have been accepted for the erection of six splendid stores to take the place of the ones destroyed by the late fire. The town council will raise the sidewalk in front of the new blocks going up.

The large linen mills of Bracebridge resumed active operations yesterday and in another week the large saw mill and planing mills will be in full swing making the grocers wear that smile that won't come off.

We have noticed that Guelph, Brantford and other cities are arranging for the collection of debts by a special collector to be paid a salary by the merchants. With all good success to them we have a still better system in Bracebridge, and that is "Cash." A merchant who cannot say "No," should try something else for a living. Nearly all of our stores have introduced the cash system and all speak highly of its success and may it become a factor in every city, town and village in Canada.

OTTAWA.

March 31.—The Retail Grocers' Association will not hold a pure food show in connection with the Central Canada Exhibition this year. There are none of the grocers who care to spare the time from their business necessary to work up a show again this summer. The association was offered the part of Howick Hall, formerly occupied by the stage for a pure food show this year. However, the association feels that even if it could secure men who had time to work up such an undertaking, the place offered would not be large enough or at all suitable for the show. The association will hardly take up this work again, which proved so successful last year, unless the exhibition association can provide a permanent building in which to hold the shows each year. In this way the exhibitors could be leased spaces for a term of years, which would prove much more satisfactory to them.

Suggesting changes in the market by-law, sixty members of the Ottawa branch of the Ontario Vegetable Growers' Association have presented a petition to the city council. Some rather novel reasons are set forth. What the petitioners want is the removal from the by-law of that provision which restricts them from selling to any but housekeepers before 9 o'clock in the morning. They say that they have to be on the market early in order to get a stand and that under present conditions they do not get home until noon; then, so to speak, they are "all in," or as the petition sets forth—so exhausted as to be unfit for work in the afternoon. The matter is one which will require very careful attention. The 9 o'clock restriction is for the benefit of the householder (5 per cent. in Ottawa go to the market) and designed to prevent hucksters and dealers going to the market and buying up the best of everything before the ordinary person is awake. The dealers who would engage in such business will doubtless support the petition, but it represents only a portion of the patrons of the market, as on busy days both sides are full and the line extends up to York St. Things are going pretty smoothly down there this year and from what can be learned at the city hall there is little likelihood of the by-law being changed, particularly in the direction suggested. The Allied Trades and Labor Association think the 9 o'clock by-law a farce because they claim it is never adhered to, though dealers run the risk of being fined. "The practice of shoplifting is costing merchants in this city thousands of dollars yearly," was the statement made in police court one morning last week by a prominent Sparks St. dry goods merchant. A grocer, in referring to the matter, said: "For my part I am getting tired of letting these people go. They just spread the news that our store is easy because if caught we do not prosecute, but in the future we will adopt a different policy. From now on we intend to bring up every shoplifter before the magistrate and insist on punishment.

LONDON.

The annual meeting of the Retail Grocers' Association will be held on Tuesday evening, April 6, when officers for the year will be elected and arrangements will probably be made for the annual excursion. There is a strong feeling in favor of giving President T. Shaw a second term, for which there is a precedent in the care of C. H. Lee, the first president of the association, who had two years of it. Vice-president John Diprose also finds many warm supporters for the office, while others again favor giving ex-President E. J. Ryan, who takes a very deep interest in the organization, another term. It is hoped there will be a very large turn out of members at the next meeting.

H. A. Bishop, for some time representative of the Shredded Wheat people, with headquarters in this city, has resigned his position.

Canadian General Markets and Market Notes

See also Provisions, Cereals and Fruit, Vegetables and Fish Departments on pages following.

QUEBEC MARKETS

POINTERS—
Molasses—Firm.
Maple Sugar—No new sugar.
Tea—Market strong.
Evaporated Fruits—Good demand.

Montreal, March 30. 1909.

The week has been an exceedingly dull one, in both retail and wholesale circles. Merchants state that spring trade will not open up actively, until the cold weather which has hung onto the tail-end of the winter has given place to warmer days.

There are scarcely any changes in the grocery situation during the week. The lack of interest has kept things about as they were one week ago. In discussing the situation with a leading wholesale man, he said "I believe this is the calm before the storm," and continuing "I someway think warm weather will come all of a sudden, and then there will be some brisk business doing. I believe the coming season will be a prosperous one, as indications seem to point that way. Dealers are buying with more caution it is true, but the sum of the business passing is good. The fact that an effort will be made to open the river channel by ice breakers earlier than usual, will be of great advantage to Montreal at least.

SUGAR—The sugar market is firm, at the recent advance. Supplies of Scotch sugar are small and prices are firm. Muscovados are moving fairly well.

Granulated, bbls	$4 70
" ½-bbls	4 85
" bags	4 65
" 20-lb. bags	4 75
" Imperial	4 40
" Beaver	4 40
Paris lump, boxes, 100 lbs	5 55
" " 50 lbs	5 65
" 25 lbs	5 85
Red Seal, boxes	5 35
Crystal diamonds, bbls	5 85
" " 100 lb. boxes	5 95
" " 50 lb. "	6 05
" " 25 lb. "	6 25
" " 5 lb. cartoons	5 40
Extra ground, bbls	5 10
" " 50-lb. boxes	5 30
" " 25-lb. boxes	5 50
Powdered, bbls	4 90
" 50-lb. boxes	5 10
Phoenix	4 65
Bright coffee	4 60
No. 3 yellow	4 [illegible]
No. 2 "	4 40
No. 1 " bbls	4 39
No. 1 " bags	4 25

SYRUPS AND MOLASSES—The molasses market remains very firm as the demand is greater than the supply. Advices from the primary market state that large amounts are being absorbed by Newfoundland and until their wants are supplied prices will remain strong.

Barbadoes, in puncheons	0 44	0 46
" in barrels	0 46½	0 48½
" in half-barrels	0 47½	0 49½
" fancy		0 49
New Orleans	0 32	0 35
Antigua		0 30½
Porto Rico		0 40½
Corn syrups, bbls		0 03
" ½-bbls		0 [illegible]
" ¼-bbls		0 03
" 38½ lb pails		1 75
" 25 lb pails		1 25
Cases, 2 lb tins, 2 doz per case		2 40
" 5-lb. " 1 doz. "		2 75½
" 10-lb. " ½ doz. "		2 65
" 20-lb. " ½ doz. "		2 60

MAPLE DRODUCTS—The market is not showing any signs of the season. No genuine new sugar has made its appearance yet. The days continue to be too cold to make the trees run.

Compound maple syrup, per lb	0 04½	0 05
Pure Townships sugar, per lb	0 06	0 07
Pure syrup, 8½lb. tin	0 60	0 65½

TEA—The excitement caused by the little speculation indulged in as a result of the proposal to place an 8c and 9c duty on teas, has subsided largely. It has, however, left the market with added strength. Japans, owing to small compass, continue to be much sought and firm in price. It is said that stocks in this line have not been so light for many years.

Choicest	0 40	0 [illegible]
Choice	0 35	0 37
Japans—Fine	0 30	0 33
Medium	0 25	0 28
Good common	0 22	0 25
Common	0 20	0 22
Ceylon—Broken Orange Pekoe	0 21	0 40
Pekoes	0 [illegible]	0 22
Pekoe Souchongs	0 20	0 22
India—Pekoe Souchongs	0 19	0 20
Ceylon greens—Young Hysons	0 20	0 25
Hysons	0 20	0 22
Gunpowders	0 19	0 22
China greens—Pingsuey gunpowder, low grade	0 14	0 18
" " pea leaf	0 20	0 30
" " pinhead	0 30	0 50

COFFEE—The demand is good for all lines with volume evenly divided among all grades. Prices are unchanged.

Mocha	0 18½	0 25
Rio, No. 7	0 09	0.11
Santos	0 12	0 15

DRIED FRUITS—Malagas are moving well. There is small call for dates while figs are selling fairly well. The California raisin market is somewhat demoralized but changes at primary sources have not affected prices locally yet. California evaporated fruits are in good demand for all lines but stocks are very low. Other lines unchanged.

Figs—		
Bag figs	0 03½	0 05
Tapnets	0 03½	0 05
Elemes	0 08	0 14
Dates—		
Hallowees, per lb	0 05	0 [illegible]
Sairs, per lb		0 05
Malaga Raisins—		
London layers		2 25
"Connoisseur Clusters"		2 50
" " ½-box		0 75
"Royal Buckingham Clusters," ½-boxes		1 30
" " boxes		4 75
"Excelsior Windsor Clusters"		5 75
" ½'s		1 60
Australian raisins	0 07	0 08
California Raisins—		
Fancy seeded, 1-lb. pkgs	0 09	0 10
Choice seeded, 1-lb. pkgs	0 08½	0 09½
Loose muscatels 3 crown	0 08	0 09
" " 4 crown	0 09	0 10
California Evaporated Fruits—		
Apricots, per lb	0 13	0 14
Peaches, "	0 11	0 14
Pears, "		0 13

Prunes—	per lb.	
Prunes 25-lb. boxes, 30-40s	0 10	0 12
" " " 40-50s	0 09	0 10
" " " 50-60s	0 08½	0 10
" " " 60-70s	0 08	0 08½
" " " 90-100s		0 07
Currants, fine filiatras	0 06½	0 07
" Patras	0 08	0 08½
" Vostizzas	0 08½	0 09½

SPICES—Nothing remarkable has happened in the spice market. No changes are recorded and quotations are as last reported.

	Per	lb.
Peppers, black	0 14	0 20
" white	0 20	0 37
Ginger, whole	0 15	0 20
" Cochin	0 17	0 30
Cloves, whole	0 18	0 30
Cloves, ground	0 20	0 25
Cream of tartar	0 23	0 33
Allspice	0 13	0 15
Nutmegs	0 30	0 60
Cinnamon, ground	0 15	0 19
" whole	0 14	0 16

RICE AND TAPIOCA—The rice market has settled down and trade is rather on the slow side this week. Tapioca is featureless.

Rice, grade B, bags 250 pounds		2 95
" " " 100 "		2 95
" " " 50 "		3 05
" " pockets 25 pounds		3 [illegible]
" " ½ pockets, 12½ pounds		3 05
" grade c.c., 250 pounds		3 05
" " 1 0 "		2 85
" " 50 "		2 95
" " pockets 25 pounds		3 00
" " ½ pockets, 12½ pounds		3 00
Tapioca, medium pearl		0 05

BEANS AND PEAS—Beans are moving freely and prices are firm. Peas are also firm and unchanged.

Ontario, pickers	2 10	2 15
Peas, boiling	1 40	1 50

EVAPORATED APPLES—Stocks are in a very small compass and firmly held No change has taken place in prices.

Evaporated apples, new	0 08	0 08½

FURS—The market is quiet, and uninteresting, with no changes in quotations.

Mink	5 00	6 05
Marten, pale	4 00	6 00
" dark	8 00	20 00
Fox, red	4 00	6 00
Lynx	9 00	15 00
Otter	15 00	25 00
Fisher	7 00	12 35
Weasel	0 25	0 25
Muskrat	0 15	0 15
Canadian coon	0 75	1 25
Skunk	0 40	1 00
Bear, large	8 00	10 00
" small	3 00	5 00

CANNED GOODS

MONTREAL.—Fruits and vegetables are moving well. The demand for fish has been on the whole disappointing for the Lenten season. Meats are moving only fairly freely. Baked beans are having a steady sale.

TORONTO.—It is the general impression among wholesalers in Toronto that the available supply of canned goods will be well consumed before the new pack is placed on the market. As stated before, peas are scarce and corn is likely to be. Tomatoes are plentiful but the consumption is large and the demand good.

Some report a stiffening in prices of varieties of canned salmon owing to lowering of stocks. Gallon apples are in good demand, too.

BUYERS IN TORONTO.

During the week the following were among the buyers noticed in Toronto: J. A. McCrae, Guelph, Ont.; O. Donnell, Ravenshoe, Ont.; T. B. Reeve, Markham, Ont.; Lyman Larwag, Wexford, Ont.; B. Ward, Bloomington, Ont.; E. E. Emerson, Mongolia, Ont.; W. A. Brunton, Newmarket, Ont.

ONTARIO MARKETS

POINTERS—

Beans—Demand falling off.
Sugar—Advance probable.
Prunes and Peaches—Selling well.
Tea—Market firm.
Molasses—Slight advances.

Toronto, March 31, 1909.

The approach of spring, if doing nothing else, is creating a feeling of optimism among manufacturers and wholesalers. This week the latter report better collections and their travelers say that trade throughout the country is coming along well though probably slowly. But the feeling that better times are coming is showing itself and what the majority think usually comes to pass.

Wholesale merchants of Ontario have certainly profited by the opening of the district of Gow Ganda in New Ontario. Trouble is now being experienced in getting the provisions into the town owing to the state of roads and scores of car loads of material are piled in villages and towns on this side of Gow Ganda, many of the provisions having nothing above them to protect them from the elements.

Sugar has advanced again in the United States but not in Canada up to today. Another advance here, judging from the conditions of the market elsewhere is not unlikely. Canned fruits are moving well and so are vegetables and there may not be sufficient in some lines for the demand.

Tea continues to cross the border into the United States and the market is firm. There is a possibility however, since President Taft does not favor the tax, that it may be partially or altogether removed.

SUGAR—No changes occurred during the week in sugar prices in Canada, but this cannot be said of the article in the United States. Refiners are paying slightly more for raws, Cubans being over 4 cents on a duty paid basis. Sales are being effected, according to a New York despatch, at 2 11-16c. for April shipping cost and freight at New York, which is equal to 4.04 cents duty paid in New York for 96 test. Within the past week all New York refiners advanced their prices 10 points and a similar advance took place in New Orleans but there has been no change here since March 19th. The Federal prices on the other side are 10 points above all others. Europe is quoted higher also and while these conditions continue we may look for steady markets with probably further advances.

"Crystal Diamonds," barrels	5 95
" " half barrels	6 05
" " boxes, 100 lbs	6 15
" " " 50 lbs	6 25
" " " 25 lbs	6 45
" " 5-lb. cartons, boxes 100 lbs	8 10
St. Lawrence Crystal Diamond Dominos, 5 lb. cts	8 40
Paris lumps, in 50-lb. boxes	5 85
" in 100-lb. "	5 75
in 25-lb. boxes	6 95
Red Seal	7 10
St. Lawrence granulated, barrels	4 80
Beaver granulated, bags only	4 50
Redpath extra granulated	4 [illegible]
Imperial granulated	4 50
Acadia granulated, (bags and barrels)	4 70
Wallaceburg	4 [illegible]
St. Lawrence Golden bbls	4 30
Bright coffee	4 70
No. 3 yellow	4 60
No. 2 "	4 50
No. 1 "	4 40
Granulated and yellow, 100-lb. bags 5c. less than bbls.	

MOLASSES AND SYRUPS—Slight advances are noticeable in the molasses market this week owing probably to the firm demand. This is a good time for molasses, and consumption is on the increase. The market in syrups is rather quiet.

Syrups—		
Medium	0 30	0 35
Bright	0 40	0 45
	Per case.	
2 lb. Tins, 2 doz. in case		2 40
5 " " "		2 75
10 " " "		2 65
20 " " "		2 60
Barrels		0 03½
Half Barrels		0 03½
Quarter "		0 03½
Pails, 38½ lbs. each		1 75
" 25 " "		1 25
Maple syrup—		
Gallons, 6 to case		4 50
½ " 12 "		4 80
Quarts, 24 "		4 [illegible]
Pints, 24 "		2 50
Molasses—		
New Orleans, medium	0 31	0 33
" bbls	0 29	0 31
Barbadoes, extra fancy		0 45
Porto Rico	0 45	0 63
West Indian	0 31	0 30

TEA—The market in tea is firm, not altogether owing to the movement reported last week across the border, but partly to that cause. This importing from Canada is, of course, for speculative purposes and is acceptable to Canadian tea dealers. It is reported that President Taft does not favor the tax on tea and it is quite likely some changes may be made before Congress passes the Payne bill. Should this duty be eliminated some losses, it would appear, should follow.

DRIED FRUITS—Prunes, peaches, and apricots are yet good sellers in the dried fruit line. There is a fair demand for currants, but not a great deal for raisins. The statement that evaporated apples do not sell so well as in other years on account of the low prices of some of the dried fruits, is met with varying opinions. Some wholesalers say that although the sales of evaporated apples have been comparatively light, it is not because of the prices of prunes and peaches. Prunes, they say, could always be sold under apples. The tastes of the public have apparently been changed.

	Per lb.
Prunes—	
30-40's, 25-lb boxes	0 10½
40-50's, 25-lb. boxes	0 09½
50-60's " "	0 08½
60-70's " "	0 07½
60-70's, 50-lb. boxes	0 07½
80-90 " "	0 05½
90-100 " "	0 06½
Apricots—	
Choice, 25-lb boxes	0 13
Fancy, " "	0 15
Candied and Drained Peels—	
Lemon 0 10 0 11 Citron	0 17 0 20
Orange 0 10½ 0 12	
Figs—	
Smyrnes, per lb	0 08 0 10
Tapnets, "	0 03½ 0 04
Bag Figs	0 03½ 0 04
Dried peaches	0 07½ 0 08½
Dried apples	0 07½
Currants—	
Fine Filiatras 0 06½ 0 07 Vostizzas	0 08½ 0 09
Patras 0 08 0 08½	
Uncleaned, ½c less.	
Raisins—	
Sultana	0 07½ 0 09
" Fancy	0 11 0 12½
" Extra fancy	0 14 0 15
Valencias	0 05½ 0 06
Seeded, 1-lb packets, fancy	0 08
" 16 oz. packets, choice	0 08
" 12 oz. " "	0 07
Dates—	
Hallowees 0 05½ Fards choicest	0 08
Sairs 0 05 " choice	0 07½

NUTS—The market in nuts is quiet with no demand for any particular variety. The new Brazils are on the market here, but the quality in many cases is reported bad. A carload of filberts is expected in Toronto this week for the trade.

Almonds, Formigetta		0 12½
" Tarragona		0 13
" shelled	0 30	0 32
Walnuts, Grenoble		0 14
" Bordeaux		0 11
" Marbots		0 12
" shelled		0 28
Filberts		0 10
Pecans	0 16	0 18
Brazils		0 16
Peanuts	0 10	0 12

RICE AND TAPIOCA—These articles are moving with their usual steady strides and no feature in the market can be announced.

	Per lb.
Rice, stand B	0 03½
Standard B, from mills, 500 lbs. or over, f.o.b., Montreal	2 95
Rangoon	0 03½ 0 03¾
Patna	0 05½ 0 05¾
Japan	0 05½ 0 06½
Java	0 06 0 07
Sago	0 05 0 06
Seed tapioca	0 06
Tapioca, medium pearl	0 01½

SPICES—The spice market is in its usual condition with no changes in prices. The same steady demand prevails.

Peppers, blk pure	0 14 0 20
" white pure	0 22 0 30
" whole, black	0 18
" whole, white	0 28
Ginger	0 18 0 25
Cinnamon	0 25 0 40
Nutmeg	0 85 0 90
Cloves, whole	0 28 0 35
Cream of tartar	0 22 0 25
Allspice	0 16 0 19
" whole	0 17 0 20
Mace ground	0 80 0 90
Mixed pickling spices, whole	15 0 20
Cassia, whole	0 20 0 25

BEANS—There has been, as expected, at this time of the year, a falling off in the bean demand. The prices have been steady and probably have checked some sales. There is also foreign beans from Rangoon, India, arriving in a small way. These are of a yellow color and used more for canning purposes with pork than for placing in retail stores. They are, however, just as good as the regular white beans.

Beans, hand picked	2 25
" prime No. 1 "	2 00
" Lima, per lb	0 07½

EVAPORATED APPLES—The price of evaporated apples remains at 7½c. with the movement only fair. The Canadian Northwest has not taken so many beans as usual. A local broker states that the contention of the Calgary broker published in this issue is correct that the prices of California dried fruits are as low as to check the sale of evaporated apples in the West. The small business in apples here has been a disappointment to many brokers and wholesalers, who expected something better. Trade is likely to improve, however.

TRADE NOTES.

Adamson & Golding, grocers, West Toronto, have dissolved, Jas. St. C. Adamson continuing.

James Pope, for 30 years in the grocery business on Davenport Road was buried last Friday. He was 66 years of age and was born in Woodstock.

The bowling tournament of the Toronto Retail Grocers' Association will be held next Monday night at eight o'clock and altogether likely at the Minerva alleys, near the corner of College and Bathurst Sts. The captain is Bailey Snow, replacing Fred Thorne, whose mother died last Saturday.

Demand for Breeding Cattle in Western Canada

Surplus Stock Picked up During the Winter—Farmers Going Out of Hog Raising—Wheat Market Rallies After Recent Depression.

Winnipeg, March 31—While business of all kinds is showing the stir that invariably precedes the coming of spring, there is little of a startling nature to write about. The weather has been very soft and mild all week, and has been further marked by one or two very heavy falls of snow, which have been general throughout the whole west, and have been welcomed by the farmers, as in many sections further west particularly, the snow fall had been light and had almost entirely disappeared. It is generally conceded that nothing could be more opportune to put the seed bed in a good condition than this heavy blanket of soft snow, which is already beginning to melt and making the roads very sloppy and difficult to travel.

Implement men report a great movement in their business and the inquiry and orders both very much in advance of last year at the same time. New settlers are arriving daily, not in the hordes that marked the immigration two and three years ago, but in picked parties running from 20 to 100, and all with more or less money. A larger percentage of these settlers are remaining in Manitoba than has been the case in the past. The opening of so many homesteads in the northern part of the province, has had the effect of not only bringing people to Manitoba to homestead, but it seems to have awakened interest in Manitoba lands, and the older, larger and more conservative real estate firms report some good sales, and also many inquiries, particularly for land near Winnipeg.

The season promises to be an especially active one in building, not only in Winnipeg, but in the country districts and smaller towns, and the buildings are of all kinds, shapes, sizes and costs.

Elevators Going up,

A large number of elevators are being contracted for at different points, many of them along the line of the G.T.P. A considerable amount of building on the farms is taking the form of stabling for cattle, and marks the degree to which many of the districts are departing from purely wheat farming and going in for both dairy and beef cattle.

A well-known breeder of shorthorns was asked recently when he intended to have his customary sale of surplus stock. He answered: "I am not going to have one, I have nothing to sell, the private demand has been so good all winter that I have sold everything I want to sell, and in fact I am in the market myself for some additional breeding stock."

A breeder of Herefords reported that he had nothing left to dispose of this spring, the demand had been too good all winter. An even more significant circumstance is the interest taken in the dispersion of the herd of the "Munro Pure Milk Co." This is one of the largest, if not the very largest, herd of pure bred Holsteins in Canada. It has been specially built up with a view to quality as well as quality of milk. The company has consisted of the father and several sons, and the health of the sons has necessitated a removal to a milder climate, and the herd has been advertised for sale on April 1st. Previous to the announcement of the sale, in fact previous to the decision to sell out at all, the surplus stock of young bulls had been disposed of by private contract, 40 in all being sold. There are no males left excepting the heads of the herd, which will not be disposed of at all, unless a very high price is realized, and one or two yearling bull calves. The females, some 120 in number have among them some very noted cows with great records and great pedigrees. Ever since the announcement of the sale, inquiries have been pouring in from all over the country from as far west as Salmon Arm and as far east as mid-Ontario, with not a few inquiries from the states to the south. The sale promises to be a record one. The demand has been especially heavy from Alberta and Saskatchewan, showing that the farmers there are early realizing the need not only of raising stock but of dairying also. The loss of this dairy herd from the milk supply of Winnipeg will be no light matter, particularly as all the cattle have been tested and are warranted free from tuberculosis.

Such matters may be straws, but they sufficiently indicate the direction in which the wind is blowing in the matter of mixed farming.

Cattle Prices High.

Another feature was that of the high prices obtained for good males of beef type at the annual sale at Regina, in connection with the spring show, which was concluded on Friday, March 26th. Anything in the shape of a well-bred quality bull, either Shorthorn or Hereford, brought good prices and the bidding was active.

The year promises to be a record one in the matter of both cattle and horse breeding in the Canadian West; alas that it cannot be said that it will be a record one for hogs also, but as previously indicated, the farmers have taken what our Scotch friends so forcefully describe as "a scunner" at hog raising just at present, and are getting out of it with a zeal that is certainly worthy of a better cause.

Changes in Wheat Situation.

The wheat market has been both erratic and interesting, and after very considerable depression, has shown a very decided rally with an active increase in export trade. The lowering of the rates from Buffalo and the consequent lowering of rates along the Canadian route coming almost simultaneously with the advance in British markets, occasioned by light Argentine and Australian receipts made it possible to do business, and 25th, 26th and 27th of the month witnessed a very active trade with cash wheat higher than it has been all season. Receipts have been liberal and increasing, but these have come forward mainly out of interior storage, as all elevator lines report receipts very light. Country roads are in bad condition, and it is getting so near seeding as to make it doubtful as to much being delivered before that event is over. The small deliveries at interior elevators will certainly increase the full feeling of the market.—H.

MANITOBA MARKETS

Winnipeg, March 27.—The change in the temperature has given the trade a different aspect. There are evidences of the fast approaching spring and though the trade has not picked up in a substantial way yet it has strengthened as shown by the fact that there is a change in the demand for grocery commodities. A few fresh fruits are coming in but as yet these are specialties. The canned goods trade seems to be in a somewhat demoralized condition with the exception of peaches, pears and strawberries which have cheapened. The fresh fruits, however, have not displaced the canned fruits materially.

Owing to the Lenten season, the fish market has been heavy. Haddies sell retail for 7½c., herring at $2 per box, fancy No. 1 mackerel 25c. each, and smelts at 12½c.

The roads at the present time are in an almost impassable condition and the farmers' native produce is scarce among the retail stock. Collections for the week have been fair considering present conditions. The features of the week are the advances in cereals and corn syrup.

SUGAR—The sugar market is settled again, and it is expected that no changes will occur in the near future. The sudden rise of last week was due largely to the poor outlook for beet-sugar crop in some quarters.

Montreal and B.C. granulated, in bbls	5 30
" " in sacks	5 25
" yellow, in bbls	4 90
" " in sacks	4 85
Wallaceburg, in bbls	5 10
" in sacks	5 15
B.C. gunnies granulated, 5-18's to bale, per cwt	5 25
" " 5-20's " "	5 25
" icing	5 90
bar sugar	5 90
Icing sugar in bbls	5 90
" " in boxes	6 10
" " in small quantities	6 30
Powdered sugar, in bbls	5 65
" " in boxes	5 85
" " in small quantities	6 15
Lump, hard, in bbls	6 20
" " in ½-bbls	6 30
" " in 100-lb cases	6 20

SYRUP AND MOLASSES—The manufacturers have advanced syrup on account of the advance in the price of corn. Syrup is a heavy selling product in Winnipeg and the wholesalers supply it extensively to rural retailers. The advance is 15c. per case and ¼c. per lb. on bulk lots.

Molasses remains unchanged. Only a moderate business is being done in this commodity.

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 31
" " 5-lb tins, per 1 "	2 75
" " 10-lb tins, per ½ "	2 53
" " 20-lb tins, per ¼ "	2 70
" " ½ barrel, per lb.	0 03½
" " Sugar syrup, per lb.	0 04
Beaver Brand, 2 lb tins, per 2 doz case	3 25
" 5 " " 1 "	3 75
" 10 " " ½ "	3 45
" 20 " " ¼ "	3 35
Barbadoes molasses in ½-bbls, per lb	0 04½
New Orleans molasses in ½-bbls, per lb	0 03½
Porto Rico molasses in ½-bbls., per lb	0 04½
Blackstrap, in bbls., per gal	0 31
" ½ " "	0 33
" 5 gal. kgs., each	2 25

MAPLE PRODUCTS—Maple syrup has declined owing to the large stock that has come in, and the weakness of the demand. Since the decline it is moving more freely.

Sugar, 25 lb. boxes, ½s. and ⅛s	3 00
Syrup, gallons ½ doz. to case, per case	5 40
" ½ " 1 doz. to case, "	6 85
" ¼ " 2 doz. to case "	6 00

FOREIGN DRIED FRUITS—There are a few declines this week, but not enough to materially affect the trade. These articles are moving slowly probably because of the good market for green fruits.

RICE AND TAPIOCA—The demand is only moderate. If our Chinese friends dealt more exclusively with the retailers there would be more trade along this line, but they look after their own shipments to a great extent. Japan rice is quoted at 4c. per lb., Patna, 4¼c.; Rangoon, 3¾c.; tapioca, 4½c.

EVAPORATED APPLES—For the time being the stock of evaporated apples is almost exhausted. But more will be in very soon. 25 lb. lots are quoted at 8¾c. per lb., 50 lb. lots at 8¼c per lb.

HONEY—The new act compelling the sale of "pure" honey is beginning to affect the market. A slight advance is noted.

Honey, 2½ lb. tins, in case 24	8 85
" 5 " " 12	8 75

NUTS—We quote last week's prices.

Shelled Walnuts, in boxes, per lb	0 26
" " small lots, per lb	0 28
" Almonds, in boxes, per lb	0 28
" " small lots, per lb	0 30

ROLLED OATS—The price quoted last week remains unchanged, but there is probability of a further advance.

Rolled oats, 80 lb sacks, per 80 lbs	2 27
" 40 " " 80	2 35
" 20 " " 80	2 40
" 8 " " 80	2 70

CORNMEAL—The cereal market is quite strong with the probability of further advances.

Cornmeal, per sack	1 90
" per ½ sack	0 95
" per bale (10, 10's)	2 15

POT AND PEARL BARLEY—These have each advanced 10c., and have a good market. Pot barley is quoted at $2.65 per sack; pearl barley at $3.85 per sack, and $2.05 per half sack.

BROOMS—The price seems to be settled now. The expected advance has not been made.

Tubs—	
Eddy's tubs, No 0, per dozen	11 25
" " " 1 " "	9 10
" " " 2 " "	7 50
" " " 3 " "	6 40
" " nests of 3, No. 0, 1, 2, per nest	2 35
" " " 3, No 1, 2, 3 per nest	1 95
" " " 4, No. 0 1, 2, 3, per nest	2 85

CANNED GOODS—The prices have reduced to move off an over accumulation of old stock. Peaches, pears, strawberries and raspberries have cheapened, but this will not likely remain for any length of time. The whole market is very poor.

GREEN FRUITS AND VEGETABLES—These are coming in quite freely, but as yet the specialties alone are in any great demand.

FRUITS.

	Group No. 1	Groups No. 2 & 3
Apples—3's standard, per case	$2.44	$2.34
" gals, standard, per case	1.55	1.52½
Cherries—Red, pitted, 2's	4.18	4.08
" black, pitted, 2's	4.18	4.08
" white, pitted, 2's	4.38	4.28
Currants—Red, 2's	4.18	4.08
" black, 2's	4.18	4.08
Gooseberries—2's	4.58	4.48
Lawtonberries—2's	4.18	4.08
Peaches—Yellow, 2's	4.18	4.08
" yellow, 3's	6.54	6.44
" pie, unpeeled, 3's	3.34	3.24
" pie, unpeeled, gals	2.42½	2.40
" pie, peeled, gals	3.30	3.27½
Pears—Flemish Beauty, 2's	3.68	3.58
" Flemish Beauty, 3's	4.74	4.64
" Globe l.s., 2's		2.73
" Globe l.s., 3's		4.14
Plums—Damson l.s., 2's	2.28	2.18
" Lombard l.s., 2's	2.28	2.18
" Green Gage l.s.	3.08	2.98
Raspberries—Red, 2's	4.18	4.08
" red, gals	3.80	3.77½
" black, 2's	4.18	4.08
" black, gals	3.80	3.77½
Strawberries—2's	4.18	4 08
" gallons	3.80	3 77½

VEGETABLES.

Asparagus—2's	6.28 6.18
Beans—2's	2.08 1.98
Corn—2's	2.08 1.75
Peas—No. 4 standards, 2's	1 88 1.88
" Early June, 2's	1.98 1.65
" Sweet Wrinkle, 2's	2.18 1.85
" Extra fine sifted, 2's	3.08 2.75
Pumpkins—3's	2.14 2.04
Succotash—2's	2.63 2.58
Tomatoes—3's	2.44 2.10
Tomatoes—2's	2.08 1.74
Tomatoes—gallons	3 70 3.65

MEATS.

Clark's 1 lb., pork and beans, plain, per case	2 40
" 2 " " " " "	1 95
" 3 " " " " "	2 50
" 1 " tomato sauce, per case	2 50
" 2 " " "	1 90
" 3 " " "	2 50
" 1 " Chili "	2 50
" 2 " " "	1 90
" 3 " " "	2 50
Soups, per doz	1 25
Corned beef " 2's per doz.	2 00
" " 1's "	1 75
Roast beef	
" 1's, per doz	1 50
" 2's. "	2 70
Potted meats, ½'s, per doz	0 65
Veal loaf ½ lb., per doz	1 25
" 1 lb. "	2 50
Ham loaf ½ lb. "	1 25
" 1 lb. "	2 50
Chicken loaf ½ lb. "	1 25
" 1 lb. "	3 50
Lunch tongue 1's, "	3 65
Sliced smoked beef ½-lb. tins, per doz	1 80
" " 1-lb. tins, "	3 10
" " 1-lb. glass, "	3 35
Chipped " ½-lb. tins, "	1 45
" " 1-lb. tins, "	2 0
" " 1-lb. glass, "	0 05
Sliced bacon, 1-lb. tins, "	3 10
" 1-lb. glass, "	3 25
English brawn, 1's, per dozen	1 50
" " 2's, "	2 75
Cambridge sausage, 1's, per dozen	2 15
" " 2's "	3 70
Geneva sausage, 1's, per dozen	2 00
" " 2's "	3 35
Boneless pigs feet, 1's, per dozen	1 50
" " " 2's "	2 75
Lunch tongue, 1's, per dozen	3 35
" " 2's "	6 70
Paragon ox tongue, 1½'s, per dozen	8 05
Tomatoes, Florida, per case	4 50
Lettuce, per doz	0 50
Radishes, per doz	0 50
Parsley per doz	0 50
Pie plants, per lb	0 15
Oranges, per box	3 00 3 25
Lemons "	4 00 4 50
Apples, Spy, per bbl	7 00 7 50
" Ben Davis, per bbl	5 50 6 00
Bananas, per bunch	2 50 3 50

BUTTER—The market is over stocked with No. 2 butter and it will take some time to clear it off. It is safe to say that at present there are 75,000 lbs. of No. 2 butter in Winnipeg, and the good butter trade is seriously injured. Jobbing houses are paying from 14c. to 15c. per lb. f.o.b. Winnipeg, for round lots. There is plenty of creamery on hand selling to the trade at about 22c.

EGGS—This week is perhaps the first for some time when jobbers ceased to bring eggs from below the line. Local farmers supply the demand which is about breaking even at the present time. The demand for fresh eggs has declined in the past few days. Perhaps some stales and fresh have been mixed previously and buyers have been deceived. It is only a matter of a few days, however, before nothing but fresh eggs will be found on the market, and a better trade will be reported. Produce houses are buying now for about 18c. per dozen.

TO BECOME WHOLESALERS.

C. S. Parsons, for twenty-eight years a traveler for John Sloan, wholesale grocer, Toronto, and P. H. Brown, for five or six years a traveler for the same gentleman, have decided to begin business after the first of May as wholesale grocers themselves. They will locate on Colborne St., Toronto.

A. H. Brittain has returned to Montreal from a trip to Toronto.

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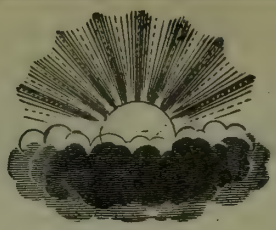
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Produce and Provision Situation of the World

Change in Bacon Trade During Past Few Years — Cheese Stocks for Export are Small—Butter Trade in the Old Country Slow—Australian Make Arriving in England.

The provision situation is so different from what it was a few years ago, that it has to be studied from different standpoints. England does not now, as formerly, govern our prices here. Our rapidly increasing population and the fact of greater production in some of the European countries must be considered. During the whole winter the prices of cured meats in England were lower than our own, and therefore very little was exported, and yet the supply was scarcely sufficient to meet our local demand. We are rapidly growing into a great country, and instead of feeding people in other countries we get them to come here to place into commission the great resources of our country, feed them here, and derive the benefit of their producing power. Under these changed conditions, it might be well for the government to pay more attention to the local trade of our country, than to the export.

Cables from England, state that the cheese market there is quiet. This is not out of the ordinary however, as distributors are working on small lots, just before the fodders come in. The season has lagged dismally, and the usual spring activity has not yet set in, consequently the season is worse this year than ever. Holders are asking stiff prices for their fast diminishing stocks, and the undertone of the market keeps firm. Receipts for the season as shown by the Montreal figures of May 1, 1908, have been 1,959,492 boxes against 2,053,992 boxes for the corresponding time of last year. Stocks for export in Canada are very small if not quite exhausted.

The latest despatches from England, state that trade in butter is very slow, and little interest is manifested in it. The colonial season is drawing to a close and other countries like Denmark and Siberia are not encountering colonial competition. It is however a remarkable fact, that Australian butter may be gotten in England practically any time during the year, in more or less quantity. Canadian butter is only visible in Liverpool, and what there is there is in very small compass indeed. The Danish people are holding out for good prices as their own home demand is good.

MONTREAL.

PROVISIONS—A feature of the market is the strong undertone for live hogs, and prices have scored another advance of 5 to 10c. per 100 lbs., which is due to the continued limited supplies coming forward and the keen demand for the same. Sales of selected stock were made at $7.90 to $8.00, and straight lots at $7.75 to $7.85 per 100 lbs.

Compound Lard—		
Tierces, 375 lbs		0 09
Parchment lined boxes, 50 lbs.		0 09½
Tubs, 50 lbs.		0 09½
Wood pails, 20 lbs. net		0 09½
Tin pails, in cases		0 09
Heavy Canada short cut mess pork, in bbls.	23 00	23 50
Selected heavy Canada short cut clear boneless pork	24 00	24 50
Very heavy clear pork		25 50
Plate beef, 100-lb. bbls.		7 75
" 200 "		15 00
" 300 "		22 00
Pure Lard—		
Tierces, 375 lbs.		0 13½
Boxes, 50 lbs., grained		0 13¾
Tubs, 50 lbs. "		0 13¾
Pails, wood, 20 lbs., parchment lined		0 13¾
Tin pails, 20 lbs., gross		0 13¾
Cases, tins, 10 lbs. each		0 13¾
" " 5 "		0 13⅞
" " 3 "		0 14
Dressed hogs, fresh killed	10 50	10 75
" " Manitoba	10 00	10 25
Country dressed	9 00	9 50

BUTTER—The situation is remarkably free of interesting features. Everyone seems to be taking things as they come and waiting for the other to make the first move. Quotations have remained the same throughout the week.

Fall creamery, solids		0 22
Fresh Creamery, solids, lb	0 21	0 22
" " prints, lb	0 22½	0 23
Dairy, tubs, lb	0 16	0 17
Fresh large roll	0 18	0 19

CHEESE—The local market is steady with good demand. Export practically exhausted. No quotable changes have taken place in prices.

Cheese, old	0 15½	0 16
" large	0 13½	0 14
" twin		0 14
" small		0 14

EGGS—Eggs are coming in from all directions and the price has declined to 20c. One large house states that the price will be down to 16c. by the end of next week. The demand is good.

New laids	0 20

HONEY—The market for honey is firm with a fair volume of trade passing.

White clover comb honey	0 13	0 15
Buckwheat, extracted	0 08	0 09
Clover, strained, bulk, 30 lb tins	0 10	0 11

POULTRY—The poultry market is dull, owing to lack of supplies and high prices prevailing. No changes have taken place in prices.

Spring chickens, per lb	0 17	0 18
Young ducks, per lb	0 12½	0 14
Turkeys, per lb	0 19	0 20
Geese, dressed	0 10	0 12
Ducks	0 12	0 14

TORONTO.

PROVISIONS—There is no observable change in the hog situation this week. Even the drop reported last week was not maintained and the prices are firm. Scarcity of hogs seems to be the prevailing trouble to the packers. Sales of cured meats declined somewhat in the city during Lent, but were very little affected outside. Local demand keeps up well, and is far in excess of former years. Prices are steady and not much change can be expected for some time.

Long clear bacon, per lb	0 12½	0 13½
Smoked breakfast bacon, per lb	0 15	0 15½
Roll bacon, per lb	0 11	0 11½
Light hams, per lb	0 14	0 14½
Medium hams, per lb	0 13½	0 14
Large hams, per lb		0 13
Shoulder hams, per lb	0 10½	0 11
Backs, plain, per lb	0 18	0 18½
" pea meal	0 16½	0 17
Heavy mess pork, per bbl	20 00	21 00
Short cut, per bbl	23 50	24 00
Lard, tierces, per lb	0 13	0 13½
" tubs "	0 13	0 13½
" pails "	0 13½	0 13¾
" compounds, per lb	0 08½	0 11
Dressed hogs	9 50	9 75
Live hog, f.o.b.	6 75	7 00

BUTTER—Good fresh made butter is in fair demand, and all that is coming in finds ready sale. There is still a good deal of the winter's accumulations of bad butter on hand, and without any outside demand for what is not good enough for the Toronto people, it has to be worked in to make up the various qualities of pastry to suit the purses of all classes of people. Although the spring is here there are no cards seen yet in the retail windows offering new grass butter.

	Per lb.	
Creamery prints	0 24	0 26
Creamery solids	0 20	0 21
Farmers' separator butter	0 21	0 23
Dairy prints, choice	0 18	0 19
" " ordinary	0 15	0 16
" tubs, choice	0 16	0 17
Large rolls	0 16	0 17
Baking butter	0 13	0 15

CHEESE—The cheese market is firm, prices well maintained, but not changed from last week. There is some skim milk cheese in the market at 7c. per lb.

Cheese, large, prime	0 14	0 14½
" twins	0 14½	0 14¾

HONEY—The demand for honey has almost disappeared. A few small lots of maple syrup have arrived, but none so far from Quebec.

60-lb. tins	0 11	0 11½
Smaller sizes, tins and bottles	0 10½	0 12
Comb, doz	1 50	2 50

POULTRY—Although entirely out of season, there is still quite a supply of poultry on the market. The price for turkeys for good stock has reached the extreme limit of 30c. per lb.

Spring chicken, dressed	0 16	0 20
" " alive	0 13	0 17
Hens, per lb., dressed	0 13	0 14
Turkeys, per lb., dressed	0 25	0 30

EGGS—The egg market is watched with great interest, and each dealer seems to have his own idea about the prices between now and Easter. The rapid increase of the local demand changes the conditions from year to year, so that many new features must be taken into consideration in making calculations for the Easter supply. It is, however, the prevailing opinion, that the price will not be any lower before Easter. While there is a possibility of a shortage to meet the extra demand, the wisest thing to do is to sell and not allow them to accumulate on your hands.

Fresh Eggs	0 18	0 20

FOOD BILLS SIGNED.

In Harrisburg, Pa., U.S.A., Governor Stuart has signed pure milk and ice cream bills, prepared by the dairy and food commissioner and they will become effective at once. The milk bill prohibits the sale of any milk to which water has been added or from which butter fat has been removed, provides that skimmed milk may be sold as such and that no cream shall be sold as cream containing less than 15 per cent. butter fat. The penalty is a fine of from $20 to $50.

The ice cream bill prohibits under the same penalty the sale of any ice cream containing preservatives deleterious to health, such as salts of copper, iron oxide, ochre or any flavoring matter not true to its name. One-half of one per cent. of gelatine and gum tragacanth, and nuts and fruits may be used. Where extracts are used the butter fat must reach 8 per cent. and but six where fruit or nuts are used.

WHY HOGS ARE SCARCE.

A Breslau, Ontario, Man Attributes Cause to Conditions in October, 1907.

By L. H. Stauffer.

It is a fact that farmers of this country are not raising as many hogs as in former years. One reason (and I may say the principal reason) is on account of the high cost of production. The price of hogs to-day is from $7 to $7.10 per cwt., to the farmer, live weight. This price you would think would be in proportion to the cost of production and so I think it is. But the trouble started in October, 1907, during the money panic when the price of hogs dropped just $2 per cwt. below the present price and the cost of production remained the same as to-day. At that time farmers got afraid to raise hogs and took advantage of every means to get rid of them by fattening off breeding stock, etc. Hence, the light supply of hogs in the country.

But these conditions will not always prevail. The cost of production will again become cheaper and even now farmers are getting after the hogs again. But as you say in The Grocer, home consumption is on the increase. This is not so much on account of the high quality of our hog products, but on account of the efforts of our packers to push their products on our markets. Packers all agree on this point: that the home trade is at present their best trade and they are going after it hard. Hence, the falling off in exports. But—as I have said before—when the cost of production of hogs becomes cheaper our exports will again become as heavy as ever.

HINTS TO BUYERS.

The recent large shipments of teas from Canada to the United States have made prices higher, from 2c to 5c a lb. Laporte, Martin & Co., Montreal, who are carrying a very large stock of teas, especially of the favorite brands, "Princess Louise" and "Victoria," have not increased their prices and are booking large orders. It may be also well to note that the time of placing orders for the new crop of molasses has arrived. Laporte, Martin & Co., Limited, are taking orders at prices much lower than actual market prices. The world-wide reputation of Soleil brand canned vegetables and fruits is due to the quality, prices and attractiveness of packages of these goods. Laporte, Martin & Co. are agents for these canned goods, and their travelers are now on the road taking orders for immediate delivery, until the new crop is ready to market. They handle also the best domestic brands.—Advt.



In London, Ontario, there are many attractive grocery stores and among them is the branch of A. Rowat & Co., 234 Dundas St., managed by R. J. Donaghy. As the illustration indicates, one of the chief features of the management of the store in the care exercised in its cleanliness. With its handsome silent salesmen on the right for confectionery it looks—from that side—more like a high-class confectionery store. Another feature displayed is the using of show cards, gotten up attractively and appearing in the windows as well as in the interior. Chairs are placed in convenient places for the use of the ladies, and they are very often used. On the whole, the store is arranged on the neat and attractive basis which should be a feature of every grocery store catering to a good class of trade.

W. R. Morgan, general merchant, Round Valley, Sask., has assigned to W. W. Livingstone, Battleford.

TRADE NOTES.

R. T. Stillman, grocer, Toronto, has sold to Geo. P. Robinson.

J. Beck, grocer, London, has sold to Fred Jones.

The Guaranteed Pure Maple Syrup Co., Sutton, Que., have registered.

A. Kouri & Co., general merchants, Victoriaville, Que., have registered.

N. Albert, general merchant, North Bay, has advertised his assets for sale.

S. Lamb, general merchant, Springfield, Ont., has sold to W. R. Johnson.

David Simoneau, general merchant, Ste. Sophie D'Halifax, Que., has assigned.

Mrs. J. E. Benoit & Co., general merchants, Ste. Helene, Que., have registered.

A. Leindburg has purchased the Macdonald grocery at 119 South Marks, Fort William, Ont.

SITUATION WANTED.

SITUATION WANTED—Young man is open for engagement, any capacity in grocery department; ten years city and country experience. Best references. Box 302, CANADIAN GROCER, Toronto.

Vi-Cocoa
A Cocoa and more
A Stimulator and Invigorator
WRITE
W. H. ESCOTT
(Wholesale Grocery)
BROKER
Winnipeg Canada

BARRELS
For Flour, Butter or packing any kind of merchandise, manufactured and for sale by
H. CARGILL & SON
CARGILL, ONTARIO

SALT
Car lots of Fine, Medium or Coarse, in Barrels, Sacks or Bulk.
TORONTO SALT WORKS
128 Adelaide Street, E., Toronto

SPRAGUE
CANNING MACHINERY CO.,
CHICAGO, ILL., U.S.A.


USE OVAL WOODEN BUTTER DISHES.
THOMAS BROS., St. Thomas, Ont.



Gillett's Lye Eats Dirt!

It cleanses whether the dirt is visible or invisible.

Gillett's Perfumed Lye

has been the Standard for over 50 years, and millions of people use it every day. Why experiment with substitutes?

Handle the brand with the established demand! Useful for 500 purposes.

E.W.GILLETT COMPANY LIMITED
WINNIPEG. TORONTO, ONT. MONTREAL.

GILLETT'S CHEMICAL WORKS ESTABLISHED 1852.

CLARK'S CANNED MEATS

The advertising campaign now running in the daily press is designed to help you and other dealers, not only by stimulating the demand in your district for CLARK'S goods—but by creating an increased consumption for this line.

From experience of previous campaigns the response of the public will be immediate and sustained, because they know the quality of CLARK'S MEATS.

See that you are ready to meet the demand in the following lines:—

CLARK'S PORK AND BEANS
" POTTED MEATS
" CORNED BEEF
" OX TONGUE

WM. CLARK

Manufacturer

MONTREAL

DO NOT ALLOW YOUR STOCKS OF

BOVRIL

TO RUN LOW.

When winter sales fall off there will be a good demand for use in the kitchen.

Gravy, containing a little BOVRIL, goes well with all hot dishes, and a few drops of BOVRIL are an improvement to salads of all kinds.

BOVRIL LTD.

27 St. Peter St., - MONTREAL

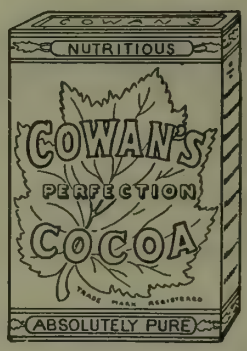
AGENTS:

R. S. McIndoe, 54 Wellington St. East, Toronto
W. L. Mackenzie & Co., 306 Ross Ave., Winnipeg
A. G. Urquhart & Co., 524 Hornby St., Vancouver
A. B. Mitchell, Mitchell's Wharf, Halifax

IF YOU ARE NOT SELLING

Cowan's

Maple Buds and Chocolate Confections



There is room for more profits from your Candy trade.

Superbly delicious flavor and wholesome purity make "Cowan's" specialties great sellers and profit earners.

The Cowan Co., Ltd.

Toronto, Canada

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

You're right in line for the best trade by handling

MOTT'S

brands of

Chocolate

Two of the best and best known brands in Canada are "Diamond" and "Elite". Both are profitable and both bring repeat orders.

You can buy them from any wholesale grocer in Canada.

John P. Mott & Co.

Halifax, N.S.

SELLING AGENTS:

J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver

Arthur M. Loucks, Ottawa — R. G. Bedlington, Calgary



SOFT MINTS—5c. boxes.

ACME PELLETS—5-lb. tins.

M. & R. WAFERS—5c. bags.

and a complete line of **LOZENGES, ETC.**

Hard and Soft Licorice Specialties

Appropriate for the confectionery, grocery and drug trades.

Price Lists and Illustrated Catalogue on request

AGENTS

ONTARIO, R. S. McIndoe, 54 Wellington St. E., Toronto

PROVINCE OF QUEBEC and MARITIME PROVINCES
W. H. Dunn, 394 St. Paul St., Montreal

MANITOBA, E. W. Ashley, 123 Bannatyne Ave., Winnipeg

VANCOUVER, J. F. Mowat & Co., 354 Water St.

By Royal Letters Patent

Nelson's Gelatine

Opaque, Brilliant, Isinglass, Leaf, and Powdered

NELSON'S

Granulated Jellies, Tablet Jellies, Creams, Custards, Fruit Puddings, Bottled Jellies, Lemonade Crystals, and Baking Powder.

Nelson's Lozenges

Gelatine and Liquorice

NELSON'S SOUPS

(SIX VARIETIES)

Sole Proprietors and Manufacturers of

GORDON'S GRANULATED GRAVY

G. NELSON, DALE & CO., Ltd.

EMSCOTE MILLS, WARWICK, ENGLAND

The above can be had from any of the following agents:

The Smith Brokerage Co., Ltd., St. John, N.B.
Watt, Scott & Goodacre, P.O. Box 1204, Montreal.
J. L. Watt & Scott, 27 Wellington St. East, Toronto.
W. E. Ashley, Winnipeg.
Geo. A. Stone, 34 Inns of Court Buildings, Vancouver, B.C.

News of the Flour, Feed and Cereal Markets

Advance in Price of Winter Wheat Flour in Toronto—Millers Awaiting Changes in Freight Rates and Opening of Navigation to Ship Flour and Cereals to Eastern Provinces—Consumption of Cereals Expected to Decrease With Warmer Weather.

March 30.—Winter wheat flour was advanced in Toronto on Monday twenty cents, due to the prevailing high figure at which wheat remains. There was no change in Manitoba flour owing to the same cause as has before been quoted. The price of that variety, according to one miller, is kept down to such a figure that millers are giving away flour. Some enquiries are reported from London and those from the country have also increased. There is not much flour going at present to the Maritime Provinces but with the lowering of the freight rates next month it will begin to move rapidly. Many millers are getting orders ready now in preparation for shipment to Newfoundland, Prince Edward Island and to the other eastern provinces.

No changes are recorded in prices in the cereal markets but the cereal men report a good demand, both domestic and foreign. The month of March shows a better business than the same month last year and the same may be said of January and February.

There are likely to be decreases in the volume of business done with the approach of warmer weather but this occurs every year and is expected. Many companies dealing in cereal products are awaiting the opening of navigation and the cheaper freight rates to ship to eastern Canada.

Bran is still a scarce commodity with the demand fairly good.

MONTREAL.

FLOUR—The demand has been good during the week. Inquiries from country points have increased quite considerably. No changes in quotations have been made up to to-day (Tuesday) at the time of writing.

Winter wheat patents		5 50
Straight rollers	4 70	4 80
Extra	4 00	4 10
Royal Household		4 00
Glenora		5 40
Manitoba spring wheat patents	5 80	6 00
" strong bakers	5 30	5 50
Five Roses		5 80
Harvest Queen		5 30
Anchor Brand Sovereign		5 80
Anchor Brand Manitoba Patent		5 30

ROLLED OATS—The rolled oat market is in a good healthy condition. Some of the smaller mills have indulged in a little price cutting, but this has not disturbed the equilibrium of the market. No quotable changes are recorded.

Fine oatmeal, bags	2 72½
Standard oatmeal, bags	2 60
Granulated "	2 60
Golddust cornmeal, 98-lb bags	2 10
White cornmeal	2 00 2 05
Rolled oats bags	2 55
" bbls	5 35

FEED—Bran continues scarce, and in good demand. Shorts and middlings are firm, owing to a general shortage No quotable changes have occurred since the last report.

Ontario bran	21 50	22 00
Ontario shorts		25 00
Manitoba shorts		24 00
" bran		22 00
Moullie, milled	25 00	27 00
" straight grained	30 00	32 00
Feed flour	1 50	1 60

TORONTO.

FLOUR—The differences among western millers still seem to present the advance in price of Manitoba flour but in Toronto on Monday an advance of 20 cents was made in the winter wheat variety. The cause was of course the high price of wheat. One miller stated to The Grocer that they were all giving away their flour on account of the western war. "They can't get an advance in Manitoba," he said, "and we have also to keep the prices down.

Manitoba Wheat.

1st Patent	5 70	5 80
2nd Patent	5 40	5 50
Strong bakers	5 10	5 30

Winter Wheat.

Straight roller		5 00
Patents	5 20	5 40
Blended		5 50

CEREALS—In the cereal market there has been a fair domestic demand during the week and a good export demand also. Deliveries of wheat have been better. One miller stated that the month of March this year was a much better one for business than March in 1908 and another said that the first three months of this year have exceeded the corresponding ones of last. With the advent of warm weather there is sure, however, to be a falling off in the consumption of cereals.

Rolled wheat in barrels, 100 lbs	2 80
" oats in bags, per bag 90 lbs	2 60
Oatmeal, standard and granulated, in bags 98 lbs	2 85
Rolled wheat, car load	2 65
" oats "	2 40
Oatmeal, car load	2 65

THROUGH CEREAL PLANT.

The trip of the Canadian Press Association to Peterboro last Saturday afforded the members of the fourth estate an excellent opportunity to visit the extensive plant of the Quaker Oats Co. in that city. Through the kindness of W. H. Denham, the general manager, the members were shown through every department of the establishment and their journey was a most profitable one.

The puffed rice department was interesting, especially to those who were fortunate in seeing the large guns discharge. The manufacture of the pasteboard and wooden boxes was also a revelation, but probably the greatest interest was taken in the filling with Quaker Oats the packages and the self-action of the machinery in closing and sealing them. One of the principal features of the plant is the cleanliness observed.

When each company of visitors concluded the journey through the establishment, they were entertained to a light luncheon by the young ladies of the office who served wheat berries and puffed rice with sugar and cream. Cigars for the gentlemen and a souvenir card for everybody made all leave in the best of spirits.

BRISK STEADY CERTAIN

is the demand for that excellent brand of cream sodas known as

MOONEY'S PERFECTION

The trade is still growing. Stock up and profit from it. The biscuits are made known by wide advertising, superior quality and just the right taste.



The Mooney Biscuit & Candy Company,
LIMITED

STRATFORD, - CANADA



COX'S GELATINE

COX'S GELATINE is a STEADY SELLER, therefore should always be in your STORE.

PURITY GUARANTEED BY THE MAKERS

Canadian Agents
C. E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

J. & G. Cox, Ltd.
Gordie Mills
EDINBURGH.

Mock Salesmanship and Buying Demonstration

Business Science Club of Toronto Hold Novel Meeting Full of Instruction for Traveler and Retailer—The Travelers Make the Sales and Retail Grocer Aims at Striking the Best Bargains—Some Humorous Situations.

Of more than ordinary interest to grocers was the last monthly dinner and meeting of the Toronto Business Science Club, held at the St. Charles restaurant, Toronto, last Saturday evening, in that the sales demonstration, which is a feature of the meetings of the club, showed the buying end of a retail grocery business.

The Business Science Club is an organization of business men formed nearly three years ago "to study and discuss the application of scientific principles to the conduct of business, especially to the sale of goods at a profit."

T. J. Pugh, manager of the Pugh Mfg. Co., was chairman of the meeting, which was attended by about 125 manufacturers, commercial travelers and merchants —members of the club. After dinner several musical numbers were contributed by J. Sproule, Geo. Hudson and W. Davis, and then came the sales demonstration.

The rear of the room was fitted up to represent a country grocery store, with a counter and displays of tea, boxes, cases etc., and all about were signs such as are seen in many stores in the smaller business centres. Horace Hardy, of Eby-Blain, Limited, was proprietor, and he proved himself a very shrewd merchant, his questions putting the travelers on their mettle to find ready answers. Some of the asides were very funny.

The Sale of Tea.

The first salesman to appear was T. Sterling, representing Melagama Tea. To place a trial order of 500 pounds of tea he allowed the merchant a discount at 60 days, and afterwards raised it to 90 days on condition that the merchant would place a 1,000 pound order. After getting this discount the grocer got the promise of an "ad. for his brother's paper," and a donation of some tea for "a church social." He also obtained a number of samples of tea for distribution among his customers. While the salesman proved to be persevering and did not leave until he got his order, the grocer did not appear to get "the short end of the stick" so far as a bargain was concerned.

The dialogue was bright and sharp. On the question od advertising, Mr. Sterling said his house, instead of using the newspapers to gain publicity, gave premiums in the shape of "money in every package" to the consumer. This brought out the retort that the order was cancelled forthwith, for Mr. Hardy "would have nothing to do with lotteries; I belong to the church," said he, immediately adding in sotto voce, "which end is the money in?" Another complaint made by the grocer was that Toronto houses were slow in delivering goods. "I can get goods from Hamilton in half the time," said he. Mr. Hardy's frequent glimpses at his watch and his pointed remark, "What time does your train leave?" punctuated every time the traveler's peroration on the merits of his wares, and his suggestion "don't tell the boss, tell the book-keeper," when the merchant was not able to meet his bills on time evidently struck a sympathetic chord in the hearts of the audience, judging by the laughter and applause brought forth.

Salesmanship Displayed.

E. W. Pyke, selling Cadbury's chocolates, was as ready with his answers as was his questioner. Mr. Hardy did not want any chocolates; "the last lot of milk chocolates I handled ran away." He would, however, take some "brandy chocolates." Mr. Pyke met this by giving some history of the makers and of the manufacture of his line. Then Mr. Hardy said his clerks ate too much cho-

Canadians Eating the Best Biscuits

This is true since they have the opportunity of buying

Carr & Co.'s Biscuits

These imported English biscuits are the finest possible and are packed and shipped in such a manner as to insure absolute perfection on arrival.

Order



A profitable line to stock.

Write our agents in Canada—

CARR & CO., CARLISLE, ENGLAND

AGENTS:

Wm. H. Dunn, Hamblin & Brereton, L. T. Mewburn & Co., Ltd. The Standard Brokerage Co., Ltd.,	Montreal and Toronto, Winnipeg, Vancouver, B.C.,	Eastern Provinces Port Arthur to Alberta Province of Alberta British Columbia

Turning Down Customers

by telling them you haven't got what they want is a dangerous business. You know it! Which is a sound reason why you should keep a good stock of

FORCE

People want it—the merits of "FORCE" and our "Force"-Ful advertising combined, do the trick. Can you supply the people with all the "FORCE" they want? Our trade price is the same to every dealer. It leaves you a good big profit.

THE H-O MILLS

HAMILTON - - ONTARIO

That Nigger in the Wood Pile

FOUR POUNDS of wheat per barrel of flour—that's what the milling fraternity technically term *"the invisible loss."* How this loss creeps in, no one seems to know. Still, it's the nigger in our wood pile, and we always focus an observant eye on this "colored gentleman" when figuring cost.

¶ When tempted by a "confidential" price or "elastic" terms to stock cheap flours *merely because of its cheapness*—just poke that wood pile—find out exactly the *net* cost to you, not the *apparent* cost.

¶ Many a retailer has learned *too late* what "near-good" flour *really* costs. He overlooked the interest on capital tied up in a *slow seller*—forgot to figure in his selling price sufficient margin to cover the loss sustained when he sacrificed the balance of his *shop-worn stuff*—overlooked safeguarding the consumer's confidence without which none can prosper.

¶ It goes like this: dead stock, dead trade, dead capital, dead business. When charging up the facts against "near-good" flour don't fail to include "that nigger in the wood pile" —*consequent cost!*

¶ We can't express our boundless enthusiasm in FIVE ROSES and its goodness that is *double-barrelled.* Let your customer say "pastry flour," say "bread flour"—it's ROSES she wants first, last and all the time. Why? Because it's not a *one-sided* flour.

¶ This is going to be our biggest year—we want it to be yours, too. We are in the *same* boat; to "get there" we must pull together. Via *your* store we'll supply your customers with flour such as they have *never* known before. Your trade cannot know what *thoroughly good* flour means—unless you give them FIVE ROSES.

Read Our Next

(6)

"QUIT TAKING THE OTHER MAN'S DUST"

(6)

April 9, 1909

Five Roses Flour

LAKE OF THE WOODS MILLING COMPANY, Limited

Address the nearest office

Montreal, Toronto, Ottawa, London, St. John, N.B.
Winnipeg and Vancouver

colate. This brought forth the ready response that "chocolate liked behind the counter is half sold over the counter." Mr. Hardy thought confectionery was a Christmas line, but Mr. Pyke said "people with a sweet tooth do not wait for Christmas. The summer is a good time to sell candy, too, as people from the city who are accustomed to eat the better grades will naturally want these kinds. There is a good profit, as well, running sometimes as high as 100 per cent." This argument was a "clincher" and Mr. Hardy was forced to say that he wished he could "sell chocolates all the time." Asked as to whether Mr. Pyke had sold to Smith across the street the answer came "No; we usually pick out the best store; that's why I came here," and a strong point made by the chocolate man when his goods were compared with other makes was his reply. "There are good chocolates and good chocolates, but we consider ours the best. Judge for yourself." Suiting the action to his words, Mr. Pyke handed a box to Mr. Hardy and asked him to circulate a couple of other boxes among the audience. He wound up with the remark that his company "gave no premiums and allowed no discounts—all the profit goes to the grocer." He secured a $100 trial order.

Soap Salesman Calls.

Five years elapsed, and Mr. Hardy, having made his pile, moves to the city. He is called upon by H. S. Moore, representing the Pugsley-Dingman Co. Mr. Hardy's first remark on being questioned as to his wants was, "I would like a rubber-tired wagon." Mr. Moore had been selling soap to Mr. Hardy in five-box lots and he wanted the latter to raise it to 25 boxes. His firm gave premiums and stood behind the grocer and helped him sell his goods by giving selling talks to the clerks.

On cutting prices Mr. Moore made the point that "price-cutters will sooner or later cut themselves out of business. There was Smith (naming a one-time well-known Toronto grocer) and he was the biggest man in town in his day. But his day was a winter's day; and a short one. The longest day comes in the middle of the summer, and is enjoyed by the man who does business honestly."

One line of soap handled by Mr. Moore was a twin bar which sold for five cents. He advised cutting the bar in half and selling the two halves for five cents; "it looks more to the customer." Mr. Moore got his 25-box order. As he was leaving Mr. Hardy gave the worn-out cry "there is no money in the grocery business." Prompt was Mr. Moore's reply "Call me up some time when you are busy."

At the conclusion of the demonstration J. F. Wildman, of the Office Specialty Co., expressed his opinion that S. H. Moore made the most of his part, in that he succeeded in building up his order. He also made the point that Mr. Hardy contradicted himself in many particulars. Mr. Pugh held that this latter was the buyer's privilege. The travelers made their sales, but not before a hard bargain was driven by the grocer. The meeting concluded with the singing of the national anthem.

TRAVELERS' TAX IN B.C.

There is no tax on travelers doing business in the cities of British Columbia. There used to be a provincial tax but this is not now in force. Travelers going into unorganized districts are taxed but this is more of a pedlar's tax and varies according to wares. With the exception of a few from Vancouver and Victoria, however, travelers do not go into these unorganized districts. The above only holds good in connection with merchandise other than liquors and cigars. The tax on travelers selling these in British Columbia is $50 for six months.

EPPS'S GRATEFUL AND COMFORTING

IN ¼-LB. LABELLED TINS. 14-LB. BOXES

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal

In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg

NUTRITIOUS AND ECONOMICAL **COCOA**

POT and PEARL

FOR CLOSE QUOTATIONS WRITE

JOHN MacKAY Caledonia Mills **BOWMANVILLE, ONT.**

BARLEY and FEED

The GRAY, YOUNG & SPARLING CO., Limited

SALT MANUFACTURERS

Granted the highest awards in competition with other makes.

WINGHAM ESTABLISHED 1871

Are you interested in any of the lines that are advertised?

A Post Card will bring you price list and full information.

Don't forget to mention Canadian Grocer.

SUCHARD'S COCOA

This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes. Delicious in flavor; prices just right.

FRANK L. BENEDICT & CO., Montreal Agents.

French Vermicelli and Macaroni

The only factory in Canada producing these goods.

H. CONSTANT

Manufacturer

Sales Agent: L. FONTANEL, 187 Commissioners St., Montreal

1909 MAPLE SUGAR and SYRUP

Season now on. Write for quotations.

Woodman & McKee, Coaticook, Que.

BASKETS

You can make money as well as oblige your customers if you handle our

Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

The Oakville Basket Co.,

OAKVILLE, ONT.

OPEN TO BUY

From 5 to 10 Cars Choice Cooking Peas

Clean and White

Quebec's leading Flour and Grain House.

C. A. PARADIS, Dalhousie St., Quebec

Ten Good Reasons why you should push Christie's Biscuits—

1. Because you know Christie's Biscuits are the best.
2. Because the people of Canada know they are the best.
3. Because we are telling the people, through our advertising, just why they are the best.
4. Because the goods will stand behind, and justify, any claims that we can make to you, or you to your customers.
5. Because, for the sake of your reputation, you cannot afford to recommend any but the best goods.
6. Because Christie's give you a larger turn-over, and greater aggregate profit, in your biscuit department.
7. Because Christie's Biscuits sell much easier than any others--and satisfy your customers better.
8. Because Christie's are, and always have been, the standard line in Canada.
9. Because Christie's Biscuits draw the particular trade—and hold it.
10. *Because Christie's Biscuits sell more than biscuits.*

Christie, Brown & Co., Limited

DAILY CAPACITY 30,000 LBS.



Dignard Limited

BISCUIT MANUFACTURERS

MONTREAL



Ask the Housewife

Ask the woman who uses cocoanut how

White Moss Cocoanut

compares with others.

Her answer will show you the truth of our claim, that this brand is the most popular.

Do YOU Sell It?

The Canadian Cocoanut Co., Montreal

The delicious flavor of

Nation's Custard Powder

with Stewed Fruit is an ever pleasant memory.



Agents:

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W. H. ESCOTT,
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Made by Edward J. Nation & Co., Bristol, England

"LUCERNA"

Swiss Milk Chocolates

can be had from Agents at all principal points: St. John's, N.F.; Halifax, N.S.; St. John, N.B.; Montreal, Toronto and West to Vancouver.

Write us for Samples and Prices, etc.

LUCERNA ANGLO SWISS MILK CHOCOLATE CO.

214 Princess Street, - - Winnipeg

The Grocer's Encyclopedia From Week to Week

England the Home of Mustard—Discovered by a Woman in Durham Who Made Periodical Journeys to London to Sell Her Goods—Crop Harvested in October

MUSTARD—The English word, mustard, was derived from the Italian mostarda, owing to the ancient custom of having a little must (Latin mustum, unfermented grape juice), mixed with it, in preparing the condiment.

For centuries the English have been great mustard eaters—the greatest in the world. An Englishman may almost be identified by his liberal use of it, although it has been said that perhaps after all there is not so much really eaten, as there is left on the edges of the plates.

The use of mustard powdered in its present form, for making into a paste, originated in Durham, about the year 1720, where it was prepared on a small scale, by an old lady named Mrs. Clements, who kept the secret of its manufacture to herself,—grinding the seed in a mill, and sifting it—for several years. She used to travel twice a year to London and the principal towns in England to take orders, and from this arose the name and fame of "Durham Mustard," but the best and finest qualities now made are the genuine Imperial, and D.S.F., (double superfine). In manufacturing mustards the white, or black or mixed seed, is ground to powder, and then put through an elaborate course of sifting. The product that remains in the first sieve is called dressings and that which passes through is impure mustard flour. This is submitted to a finer sieve, and separated into a finer quality of dressings, and pure mustard flour. Mustard oil is afterwards pressed from the dressings.

It is calculated, that upwards of 7,000 tons of mustard are now manufactured yearly in England, and in no other part of the world is its manufacture carried on so energetically, two or three of the English firms sparing neither trouble nor expense in producing by the aid of most elaborate machinery the best possible article.

The result is, that the best makes of English mustard are popular all the world over, and that more English made mustard is now exported in a single year than there is of foreign manufacturea mustards imported in twenty years.

But although a mustard may be made from ground white seed principally, and even keep good for a fair length of time, also be sold at a low price, yet such mustard is necessarily very deficient in true piquant flavor, because it is the brown or black seed only, which possesses the volatile myronic oil, yielding this esteemed flavor.

Detection of Stale Mustard.

Ground mustard made from dark seed with this oil left in will not keep good long, owing to variations in temperature and exposure to air. It soon causes fermentation, cakes the powder, turns it rancid, bitter, and unfit for use; hence any kegs, tins or other packages, with discolored paper linings or wrappers showing oil stains within or without, should always be rejected as stale or out of condition. The oil is in fact, a source of great trouble to manufacturers, who wish to sell a pure mustard in powder of good flavor, and at the same time one that will keep good. The white seed contains practically none of the volatile myronic oil of the black, but an acrid substance, known as "sinalbin" which again is but slightly present in black seed; but of these two active principles the volatile oil is by far the most important, and the dark seed is therefore the more valued. Hence also, the reason of manufacturers mixing the two kinds of seed, for although the white seed possesses very little pungency, yet it has within it the peculiar ferment which develops the pungent flavor of the black, and therefore the art of producing the best mustards seems to depend on the judicious mixture of the proper proportions. Most of the English makers now sell two classes of mustards, one comprising mustards of different qualities, but all pure, and the other class a set of mixtures, called mustard condiments, or mustard compounds of various strengths. The best mixed mustards, now preferred by consumers are really stronger than many grades of the pure mustards, and are mostly made from brown seed, and in which the oil is neutralized or absorbed by the other ingredients—flour, etc.,—which has in fact been done in the Government Victualling Yard at Deptford, where rice, flour, pepper and capsicums have been always used. The government has now relinquished the manufacture, but they used to make it of about 37 per cent. of brown, and 50 per cent. of white mustard flour, with 10 per cent of rice flour, and 3 per cent of black pepper, and a little Chili pepper. It also contained ginger. Besides its culinary uses, ground mustard is largely employed medicinally, as an emetic in cases of poisoning, in preparing external poultices, making drenches for cattle, and with hot liquids, like milk. It is also a powerful deaphoretic. The fresher the mustard is, the better. The crop is generally harvested in August, and is threshed in October.

CLAY PIPES

The best in the world are made by

McDOUGALLS

Insist upon this make

D. McDOUGALL & CO., Glasgow, Scotland.

If you desire to increase your business buy your

PIPES, TOBACCO, CIGARS, BISCUITS AND CONFECTIONERY

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Importer and Wholesale Tobacco Dealer

The greatest assortment of smoker's articles in the Dominion.

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in Seven Shapes

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Tell Your Customers That:

SHAMROCK

BIG PLUG

SMOKING TOBACCO

When cut never dries up or becomes hard. The leaves are so firmly packed that the plug remains fresh and moist

BLACK WATCH

The Big Black Plug Chewing Tobacoo.



Already a Big Seller

Sold by all the Wholesale Trade

SALE or RETURN

In offering a

SPECIAL LAUNDRY SOAP

we not only claim but

Guarantee

"CANADA'S BEST"

to be

A Marvellous Cleanser
Free from Adulteration

PATRONS WILL ALWAYS USE IT AFTER A TRIAL

United Soap Company

Brantford **Ontario**

They Pay!







Ask the Man Who Has One!

Guaranteed the Cheapest Registers on Earth

THE NATIONAL CASH REGISTER CO.
Corner Yonge St. and Wilton Ave., Toronto, Ont.
F. E. MUTTON, Canadian Manager

Are You Keeping Your Tobacco Stock Up-to-Date?

IF NOT—WHY NOT?

"Tuckett's Special"

the new 10c. plug is the latest

Order from Your Wholesaler

Manufactured from **Imported Leaf Exclusively**

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

Manufacturers Aid Retailers in Selling Goods

By Persistent Magazine, Newspaper and Poster Advertising—Something Which Retail Men Often Overlook—An Example of What One Firm is Doing.

The retail trade very often overlook the work accomplished by many manufacturers in their education to the consumer of their products. Retailers forget sometimes that the public call at their stores for goods which they have seen advertised either by poster, newspaper or magazine at the expense of the manufacturer. They sell the goods and get the profits and consider themselves the getters of new business, whereas in reality it's the men who make them and who advertise them who produce the demand.

Among the leaders in the manufacturing business who are disposing of their goods through such an advertising medium is the Cowan Company. They seem to be persistent in their work of educating the consumers to their goods and produce a demand. This was evidenced in a recent trip of a Grocer representative who observed a large and handsome poster showing a striking ad. for one of the company's products in the firm's establishment and which will soon be shown to the public. It was an advance sheet and when the Toronto Lithographing Company have concluded turning out the required number they will be posted up.



A cut of the poster appears on this page—with the colors, of course, absent. The original of the little girl—the central figure—is in red and the other colors used blend appropriately. The whole picture makes a very striking poster and one that should attract a good deal of attention.

GENERAL PARCEL DELIVERY.

This System in Vogue in the Town of Simcoe as Well as in St. Mary's.

By Geo. O. Werrett.

Some little time ago I noticed a description of the St. Mary's delivery system. If all towns that now have this system would make it known you would find more have it than one would think. It was started here about ten or eleven years ago in a half-hearted way, the merchants wanting to get the delivering done too cheaply and the man running it attempting to meet their idea. Consequently no one got a service. It ran along this way until about one year ago when one of the 'bus men of our town thought he saw something in it as a side line and he became the original starter. Since that time it has given, I might say, perfect satisfaction and the originator is today doing about seven-eighths of the delivering with the other eighth looking his way.

He immediately put on nicely painted and serviceable wagons, good horses and good men. He divides the towns into districts, each driver continually covering the same ground. The merchants use clean wooden boxes of different sizes for their goods. The average cost to each merchant is one dollar a day, which is something less than each merchant could do his own. While there is not a large saving we get a much better service than we could give ourselves. I was the last convert to the general delivery. Having had occasion to employ them temporarily for some ten days I found I was getting the parcels to my customers from one-half to one hour sooner than I could with my own delivery. Instead of having one wagon at my door I now have three or four every hour or hour and a half, ready to deliver to all parts of the town. We are fortunate in having a man at the head of the general delivery who is all business.

The merchants long realized that the expense of delivering was a burden, which it is not now. We have a pretty town and our stores have long been noted for their excellence of equipment and progressiveness. This is also the home of the Simcoe Canning Factory, one of the largest of the Consolidated Canners.

NOTE.—The Canadian Grocer is pleased to give space to the above communication of Mr. Werrett, who is one of Simcoe's live grocers. Our columns are open to our readers for similar articles which we are always glad to receive.—Editor.

THE OLD RELIABLE

ROYAL



BAKING POWDER

Absolutely Pure.

No Grocer can afford to be without a full stock of ROYAL BAKING POWDER

THERE IS NO SUBSTITUTE

EASTER HOLIDAYS

You will want a good supply of Oranges, Lemons, Grape Fruit, Celery, Cabbage, Pine Apples, etc. Please send in your orders early. Will have all kinds new Vegetables, Strawberries, Tomatoes, in fact a full line of all Fruits, etc.

McWILLIAM Mc. AND E. EVERIST

25-27 CHURCH ST. - TORONTO

Franc Tracuzzi's

LEMONS

"St. Nicholas"

AND

"Home Guard"

B. L. O. E.

Fresh supplies arrriving weekly.

Ask your Wholesaler.

J. J. McCabe

Agent

32 Church Street - Toronto

Canadian Fruit, Vegetable and Fish Markets

Increase in Fruit Business During the Week—Demand for Fish Easing Off—Rain Interferes With Orange Picking—The Vegetable Market Active.

MONTREAL.

GREEN FRUITS—There has been considerable activity in the fruit market during the week. Dealers report an increased volume of business from country points, especially. Apples are firm and the supply is none too free. Quotations have not changed during the week.

Almeira grapes, extra choice		6 75
California navels, 96, 126, 250, 288 size		2 75
" " 150, 17 , 200, 216 size		2 65
Floridas, 126, 15 , 176 200		3 60
Mexican oranges, 176, 200, 216, 250 size		2 25
Valencia " 420 size		4 00
Extra sweet Jamaicas	2 00	2 50
Bitter oranges		2 [illegible]
Grape fruit	3 50	3 75
Lemons, choice, 300 size		2 50
Bananas crated	1 75	2 25
Pineapples, extra fancy, 24 size	4 00	4 50
Cranberries, Nova Scotias, early blacks, bbl.	8 00	10 00
Spies, XXX		6 00
Baldwins, Greenings, Russetts, XXX		5 00
Strawberries		50

VEGETABLES — Mushrooms have been quoted 10c higher for best quality. New carrots are selling 5c cheaper per bunch. Artichokes are easier. Canadian celery, owing to scarcity, has gone forward 10c a bunch. An advance of 10c per bag has taken place in turnips. Other lines are unchanged.

Mushrooms, lb	0 75	0 90
Cucumbers dozen		3 00
New carrots, bunch	0 15	0 20
Tomatoes, crate	3 50	5 00
Oyster plant doz		0 75
Artichokes, bbl	2 50	2 95
Leeks, dozen		1 00
Parsnips, bag		1 00
Sweet Potatoes, basket		2 25
Marrowa, dozen		1 50
Cal. Cauliflowers, crates, single		4 00
" " crates, double		8 00
Parsley, box		2 75
Sage, per doz		0 60
Savory, per doz		0 50
Can. celery bunch	0 60	0 90
Celery, crate		6 50
Water cress, large buncher, per bunch		0 15
Spinach, barrels		3 25
Green peppers, crate		5 00
Beets, bag		1 00
Carrots, bag	0 70	0 75
Spanish onions, large cased		9 00
Lettuce, early		0 60
Lettuce, Boston, box		2 20
Radishes, doz		0 50
Horse radish, per lb		0 15
Cabbage, bbls	2 25	2 50
" new, crates		4 50
Montreal potatoes, bag		0 90
New Brunswick potatoes	0 80	0 90
Onions large bag	2 50	2 75
Red onions, barrel		5 00
Turnips, bag	0 60	0 70
Squash, doz		2 50
Brussels sprouts, quart		0 27
String beans, basket		6 50
New beets, crate		3 50

FISH—The Lenten demand for fish is shading off considerably. There is, however, sufficient time left yet to see revival, as sometimes happens towards the end of this season. Prices remain as last quoted.

Fresh and Frozen Fish.

Codfish	0 06	0 06½
Qualla salmon	0 07	0 07½
B.C. salmon, frozen	0 08	0 08½
Fresh halibut	0 07	0 07½
Mackerel, "		0 10
Dore, "	0 07½	0 08
Steak cod	0 04½	0 05
Dressed pike		0 10
Frozen Grass Pike	0 05	0 05½
Whitefish, lb. Tullibees	0 05½	0 06
Lake trout	0 09½	0 10
Flounders, lb		0 05
American live lobsters		0 24
Bullheads (dressed)		0 10
Sea herring, per 100	1 00	1 10
Haddock	0 05	0 06
Large sea herring	1 40	1 50
Smoked—		
Haddies (exp) 15 lb. bxs., per lb	0 06½	0 07
Bloaters, per box, large, Yarmouth	1 10	1 25
Smoked herring, per box		0 17
Prepared—		
Skinless cod, new, 100 lb. cases		5 25
Shredded cod, ½ lb. cartons, 2 doz. cartons in box, per box		1 80
Dry cod, in bund'es 112 lb., per pound		0 06
Boneless cod, 1 & 2 lb. bricks, 20 lb. boxes		0 06
Boneless cod, 20-lb. boxes		0 08
Boneless cod, 20-lb. boxes		0 09
Boneless fish, 20 lb. bxs., 2 lb. blocks		0 05
Boneless fish, 25 lb. bxs., loose		0 04½
Pure cod in crates, 1 and 2 lb. bricks		0 05
Salted and Pickled—		
No. 1 Labrador herring, brls		5 50
" ½ brls		3 00
Large green cod, 200 lbs. bbl		6 00
Oysters, bulk, per gallon		1 30
Standards, bulk		1 40
" selects		1 50
" quart tins, sealed		0 40
Paper pails, per 100 qt. size		1 50
Live lobsters, lb		0 16
Standards, 4 gals		6 80
Selects "		7 60

TORONTO.

GREEN FRUITS—There is not much change to report on the fruit market this week. Navel oranges are firm and 25ca case higher. The receipts have fallen off on account of continuous rains which interfere with picking. Strawbereries arrive in good shape but are still very high in price. Grape fruit is plentiful, and offers below the regular quotations will not be turned down. A small lot of cranberries have just arrived, but from where was not positively stated. However, they are in very good condition for this time of the year, and sell at $3.50 a case. Apples are scarce and the choicest Spies will sell as high as $7.50.

Grapes, Almeria, keg	7 00	8 00
Apples, Spies	6 50	7 50
" Russets	3 50	4 00
" Baldwins	4 00	5 00
" Greenings	4 00	5 50
" Tolman Sweets	3 00	3 50
Oranges, Valencias, case	4 00	4 25
" Large	4 50	4 75
" California navels	2 75	3 25
" Messina bitter oranges	2 25	2 50
Lemons, Messina	2 75	3 25
Bananas	1 75	2 25
Grape Fruit, Florida, box	3 25	3 50
Pineapples, Florida, crate	4 25	4 50
Strawberries	0 55	0 60
Cranberries		3 00

VEGETABLES—The hustle seems to be principally in handling vegetables, with which the market is well supplied. Almost all our summer vegetables are to be had, these coming from different parts of the Southern States. Even such articles as new carrots, beets, potatoes, etc., are sold at high prices, which are no better than the old, but they sell all the same. Potatoes are about 5c a bag higher and very few are sold. Canadian onions are also higher.

Beets, Canadian, old, per bag	0 45	0 50
" Florida, new, per dozen		1 00
Parsnips, per bag	0 55	0 60
Potatoes, Ontario, per bag	0 75	0 80
" sweet, hamper	2 00	2 25
" Bermuda, per bushel		3 00
" " per barrel		10 00
Lettuce, Boston head, doz		1 25
Onions, Canadian, dried, bag	1 15	1 25
" Spanish, crate	5 00	5 50
" " small crate		1 75
" Bermuda, per case		4 50
Tomatoes, California, small basket	0 75	1 00
" " per case		3 50
" Floridas		4 00
" small		0 75
Carrots, per bag	0 45	0 50
" new, per bunch		1 20
Cabbage, Florida, new	3 50	3 75
" Canadian, old, per barrel		2 25

Cauliflower, per case		4 00
California celery, per case	6 50	7 00
Florida celery, per half case		3 25
Turnips	0 35	0 40
Radishes, per dozen	0 40	0 45
Spinach, per bushel		1 50
Egg plant, per doz		3 00
Green peppers per doz		1 00
Cucumbers, per doz	2 75	3 00
Asparagus per bunch	0 90	1 00

FISH—Owing to the mild weather the fish market is less active. The frozen stock on hand is quite sufficient to meet all the demand through Lent. Very little fresh caught stock is coming in. Trout and white fish are very scarce.

Herring, medium, per lb	0 04	0 05
" sea, per 1 0	1 00	1 25
" lake, per keg	4 00	4 25
Whitefish, frozen	0 09	0 10
Trout, "	0 9	0 10
Whitefish fresh caught	0 13	0 14
Trout, " "	0 13	0 14
Cod	0 07	0 08
Cod, fresh caught		0 07½
Halibut	0 09	
Haddock, frozen, per lb		0 07
" fresh caught		0 07½
Sea salmon, Silverside		0 09
" Steelhead		0 13
Pike	0 05	0 06
Pickerel, yellow	0 08½	0 09
Herring, Digby, smoked, bundle 5 boxes		0 85
" Kippered, 15-lb. box		1 25
Smelts, per pound No. 1	0 09	0 10
" " extra	0 12	0 14
Oysters, Long Island		1 50
" " medium selects		1 75
" " extra		1 85
" shell, per 100		1 50
Finnan Haddie, smoked, 15-lb. package	0 07½	0 08
Boneless cod, quail on toast		0 05½
" " imperial		0 05
" " steak		0 07
Shredded cod, doz		0 90
Arcadia, 24 packages 1 lb. box		3 12
" 12 packages, 2 lb. box		2 40
Acadia cod, crate		2 40
" tablets, box		1 60
Bloaters	1 15	1 25
Qualla	0 08	0 09
Catfish, dressed		0 10
Gold eyes	0 05	0 05½

FRUIT MEN TO UNITE.

Rochester, March 29.—An organization of growers and handlers of dried fruit will be formed here soon, to be known as the Fruit Association of New York. It will be incorporated, and its main object will be to unify interests and methods of fruit men in this section so that they can compete on even terms with growers of the far west, who have invaded eastern markets successfully.

Richard Schuetze, Rochester, chairman of the committee, having details of the organization in charge, said, in discussing the need of an association in this state that the increased production of fruit in the Hood River Valley, Wenatchee, and in the irrigated orchards of the Yakima Valley, and California, as well as the superior methods of packing and marketing fruit, in those sections are hurting eastern markets. He believes that closer attention to detail in packing by western interests and the evolving of something like a standard in grading are responsible for the loss of the foreign trade and the domestic market in the east by the eastern growers.

A LIFE SENTENCE.

Patent salt some time ago was banished forever from the mess room of the House of Commons, London, Eng. Several doctors of medicine and scientists at the time tested the salt after many had been ill with appendicitis and thev decided to eliminate all patent salt from the culinary department of the House.

FOR EASTER

Tomatoes, Pineapples, Bananas, Celery, Asparagus, Oranges, Grape Fruit, Cucumbers, Head Lettuce, etc.

FISH FOR GOOD FRIDAY

Halibut, Qualla and Silverside Salmon, Haddock, Cod, Trout, Whitefish.

EVERYTHING BEST QUALITY.

WHITE & CO., Limited

TORONTO and HAMILTON



RESOLVED

that you as consumers do not use as many Lemons as you should—Try a slice in your cup of tea - it gives a fine flavor. Ladies who use a Lemon face-wash acquire a more beautiful complexion. For best results use my clear-skin juicy LEMONS.

BUSTER BROWN

FOLLINA BROS.
Packers, Italy.

W. B. STRINGER
Can. Agent: Toronto.

EXTRA FANCY

GOLDEN ORANGE Brand NAVELS

BEST SHIPPED FROM CALIFORNIA

Where e'er the've been in Competition,
At every kind of Exhibition,
Wherever Golden Orange shown,
Wherever Golden Orange known,
They stand unrivalled and alone
for Highest Quality.

SOLD AND DISTRIBUTED BY

HUGH WALKER & SON

GUELPH ONTARIO

Modes of Lobster Living as Seen Beneath the Sea

Carries Its Eggs Attached to Its Body by Means of Tenacious Threads—Food for Larger Fish and Many of the Young Are in This Way Destroyed—Lobster Industry Comes Next to the Salmon in Canada.

The peculiarities of the lobster, its modes of living and the enormity of the lobster fishing industry in Canada were recently very vividly portrayed by Prof. E. E. Prince, Commissioner of Fisheries and General Inspector of Fisheries for Canada before the special Marine and Fisheries Committee of the Dominion Government appointed to investigate the condition of the fishing industry of Canada and to suggest means for its development. Prof. Prince has been with the Department of Marine and Fisheries since 1892, prior to which time he had been in the employ of the Irish Government and the Scottish Fishery Board where he assisted in carrying on an investigation into the fishing grounds.

He stated that during the seventeen years since he had been Commissioner of Fisheries for the Dominion he had felt keenly that this subject of fisheries as a parliamentary subject has been less prominent than some others, for example agriculture, and he was very glad indeed that it was during the regime of Hon. Mr. Brodeur, who had done so much to foster the fishing industries, that this step has been taken and a Fisheries Committee of the House of Commons constituted.

Lobster Fisheries Second.

"There can be little doubt whatever," he said, "that the Fisheries Department has in some cases been hampered by the fact that members of parliament have not had opportunities such as this committee will afford of discussing and ventilating fishery questions. I think it is also a very happy circumstance that the lobster fishery has been taken up first of all because it is one of the most pressing fishery questions in the Dominion of Canada. The lobster fishery, as most of you know, ranks at present second so far as regards value. The salmon fishery stands first with a value of over $5,000,000, according to the latest statistics, the lobster fishery comes next with a value of over $4,000,000, and the cod next, with a value of a little over three and a half million dollars. The lobster is usually called a shell-fish, but it has really nothing in common with other shell fishes such as the oyster and the clam. It is a crustacean like the crab and the shrimp and has certain peculiar habits and modes of life. In the second place the lobster is local in its habitat, that is, it does not move about over great distances. That is an important fact to remember, that each locality has practically its own race or run of lobsters and it only moves about as it is stimulated by the needs of food, of temperature, and of the season such as the approach of the breeding season. In the third place the lobster produces eggs, but does not deposit them in the sand or under rocks as some fishermen have imagined. It carries its eggs about attached to its body and they are carried for a considerable time until the young hatch out. The female lobster, unlike so many marine animals, does not scatter its eggs or deposit them in any particular location but they are glued or attached by tenacious threads to the body and they are not impregnated or fertilized until the female has pressed them out or extruded them. The male lobster places what is called sperm matter on the underside of the body of the female and this sperm matter remains sometimes for months before the eggs are extruded. If a female is not fertilized it is probable that the eggs are not extruded. Then in the fifth place, it is certain that a ten and a half-inch lobster is fully matured and that lobsters under that size produce proportionately fewer eggs though there may be lobsters of even seven and a half to eight inches at times bearing eggs, diminutive specimens though they may be. Years ago in what might be termed the virgin condition of the fisheries, large lobsters prevailed in all districts but the average size has since diminished in almost every locality. In the next place July and August are the main spawning months. Only about 20 per cent. of the females extrude their eggs in other months; but whether the lobster spawns every year or every two years is still a matter of controversy. I have taken myself quite a prominent part in this discussion with Prof. Herrick and others on the question of the annual or biennial spawning of lobsters. That, of course, is a scientific question."

"What are your views?" was asked.

"I am inclined to think," said Prof. Prince, "the lobster spawns annually as most of the marine animals do. Indeed some crustaceans belonging to the same family as the lobster spawn twice every year. Then in the next place as to the number of eggs: the number of eggs increases very much more rapidly as the size of the lobster increases. An 8-inch lobster may have 5,000 eggs, a 10-inch lobster 10,000 eggs, a 12-inch lobster 20,000 eggs. A 16½-inch lobster caught at Wood's Hole, Mass., in 1895, was examined and found to have 85,000 eggs. The eighth point is that when hatching begins it occupies only about a week. The mass of eggs on the female is hatched out in a very short time. That makes the process of lobster hatching in the hatcheries a very short one. The eggs are hatched out very rapidly after the female has carried them for some time.

Form Food of Larger Fish.

"The ninth point is that the lobster on hatching out makes for the open sea. It does not remain on the bottom or inshore but goes out into the open waters and swims about not as the adult lobster tail foremost, but head foremost. It is a very minute creature only about a third of an inch in length. It swims forward near the surface for six or eight weeks in company with a great many other pelagic or surface swimming animals out in the open sea. At that time they are fed upon very largely by other fishes. The mackerel especially feed upon young lobsters and wherever young lobsters are abundant on the surface of the sea the mackerel school there. Consequently we have to face this fact: They form the food of a very large number of fishes in the sea. That destruction means that there must be a very large quantity of young lobsters to keep up the lobster supply at all. Then the next point is that when the lobster has about doubled its length, that is, when it is about three-fifths of an inch in length, it sinks to the bottom of the sea. It then travels shorewards and hides about the rocky ledges, the piles of wharfs and piers and so on. It grows there, close in shore, to a length of 2½ or 3 inches.

Growth is Slow.

"The lobster doubles its length in about 6 or 8 weeks, and within a year it would be three or four inches long. The lobster is fond of living amongst eel grass at this time and it grows at the rate of 1½ to 2 inches every year so that the lobster is a slower growing animal than one would imagine. You can see, therefore, that when the large lobsters of a certain size are all cleaned out of any locality it will be some time before you can have big lobsters to replace them; the average size will be small for some time."

"How long does it take a lobster to reach eight inches?" was asked.

"An eight-inch lobster would be in its third year and the ten-inch lobster in its fourth year so far as observations have gone," Prof. Prince stated.

John Rose, formerly with the Canada Brokerage Co., Toronto, left for Vancouver on Saturday last where he will enter into a brokerage and commission business with H. St. Clair Kirkland, under the style and name of Kirkland & Rose. Previous to his departure for his new home he was presented by the Canada Brokerage Co. and staff was a very fine watch fob and charm as a token of the esteem in which he was held by his employers and co-workers. Mr. Rose was for three and a half years with the Canada Brokerage Co. and leaves with the firm's best wishes for his success.

Protection Wanted for British Columbia Fruit

Member for Yale-Cariboo Says Inferior United States Fruit is Shipped Into the West—Advocates More Fruit Inspectors for the Western Provinces—Reply of Minister of Agriculture.

Martin Burrell, M.P. for Yale-Cariboo, B.C., and a practical fruit grower in the Pacific Coast province, has been advocating in the House of Commons at Ottawa more consideration for British Columbia fruit. The fruit growers there want more protection through the rigid enforcement of the Fruit Marks Act. The market for which they are contending is that of the prairie provinces; they claim that the Fruit Marks Act is applied to Canadian growers, but not to those of the United States who thereby get an advantage in the market. Mr. Burrell estimated the fruit acreage of British Columbia at 75 000 acres, with a value of $15,000,000, and predicted a value of $100,000,000 ten years hence. Incidentally, he stated that of the 75,000 acres of fruit trees, 5,000 acres were of peaches—a fact not generally realized in the east.

The growers of British Columbia, he pointed out, did not want an increase in tariff, though they did ask for a change which would mean an increase. Hon. Sydney Fisher, Minister of Agriculture, said that the Fruit Marks Act applied to the United States growers as well as Canadians and he promised to support the suggestion as to tariff alterations.

Mr. Burrel maintained that the non-enforcement of the Fruit Marks Act against Americans was resulting in the Americans dumping in the Canadian West diseased fruit and culls. This fruit was sold as first grade, and therefore the British Columbian growers, who had to comply with the Canadian regulations, had to meet unfair competition. He cited one American company which controlled five distributing houses in the prairie provinces. The peach market, he stated, is largely held by Americans who last year shipped into Saskatchewan and Alberta 63,000 cases, or 50 carloads.

More Inspectors Needed.

His remedy was the appointment of more inspectors. At present there are one in Manitoba, one for Saskatchewan and Alberta, and one for British Columbia, a force totally inadequate to cope with the situation, and especially when they had to watch not only United States imports, but shipments from Ontario, whence some shippers sent inferior fruit, though half of them packed honestly. He proposed that the inspecting force in the West be brought up to seven; two in Manitoba, one each in Saskatchewan and Alberta, and three in British Columbia.

Mr. Burrell's suggestion regarding the tariff was this: American fruit comes largely in boxes, while the Canadian duty is based on the barrel. At present application is made by four boxes a barrel, whereas they hold more. He asked that the interpretation should be changed, and that three boxes should be called a barrel. This would equal an increase equivalent to one-quarter of the duty.

Wanted in Ontario, Too.

Joseph E. Armstrong, of West Lambton, backed up Mr. Burrell and advocated the increase of the force of inspectors in Ontario, which contains two-thirds of the fruit trees of Canada. The present tax inspection, he said, encouraged dishonest packers.

The Minister of Agriculture welcomed the suggestions made, and the non-partisan spirit in which they were made. But he also pointed out that it was not the design of the Fruit Marks Act, to secure the inspection of all Canadian fruit. The act could be enforced by any person, and it was expected that the Canadian purchaser would make use of it to protect himself. To inspect all fruit would require so large a force of competent men that it would be "impossible" to obtain them for a seervice lasting only for three months.

Mr. Armstrong—"Could not the Government get competent men just as the packers do now?"

Mr. Fisher—"Not for all the fruit."

Mr. Armstrong — "Not necessarily all."

Mr. Fisher—"Well, I am speaking of that."

A further reason against inspecting all fruit was that it would interfere with the forwarding of the fruit. For example, from 500,000 to 1,000,000 barrels of apples were shipped from Montreal in about two months, and it would be impossible to inspect all without seriously impeding shipment.

Careless Packing.

The act was first established, said the Minister, to protect Canada's name in the British and other foreign markets. Careless packing had brought Canadian fruit into disfavor.

Later the act was extended to interprovincial trade, to protect western consumers.

The act applies to imported as well as to Canadian fruit, said Mr. Fisher, and the inspectors had been instructed to so enforce it. The Government inspectors reported that United States fruit was generally well packed. They did not report any bad American fruit. Further western fruit dealers spoke favorably of American fruit.

"Wholesale or retail?" asked Mr. Burrell.

"Both, I think," replied the Minister, "but perhaps more wholesalers."

"They are generally Americans," commented Mr. Burrell.

The Minister paid a compliment to British Columbia fruit. He would prefer it to American. He believed the chief reason why the British Columbians had not captured the prairie market was that they did not produce enough to supply the demand.

He met Mr. Burrell's suggestion in regard to the tariff by promising to bring it before the Minister of Customs. He would represent to him that, if fruit were to be admitted in boxes, and the duty paid on a barrel basis, the basis should be three instead of four boxes to the barrel. The Minister closed by expressing his readiness to give a larger measure of inspection, and pointed out that three inspectors had been added to the Ontario force last season.

TRADE NOTES.

W. H. Robson, grocer, Toronto, has assigned to N. L. Martin.

J. F. Moseley, grocer and confectioner, Parry Sound, died recently.

William Engley, Pembroke, Ont., has purchased Mr. Lehmann's store at Petewawa and is putting in a stock of general merchandise with the idea particularly in view to cater to the wants of the summer camper and tourist.

Highest price paid for
DRIED APPLES
O. E. ROBINSON & CO.
ESTABLISHED 1886
Ingersoll - Ontario
Would you like our Weekly Circular

SEASON 1908-9
Dried Apples
Shipments Solicited
Settlements Prompt
W. A. GIBB COMPANY
HAMILTON
JAMES SOMERVILLE, Manager

DAWSON'S Banner Brand of Jams, Marmalades and Jellies is the very best.
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Here are some lines there will be call for:

B.C. Salmon Labrador Herring Skinless Cod
Boneless Codfish Haddies and Bloaters
Halibut Whitefish Pickerel
Salmon Codfish

And a good special, like

Large Bright Frozen Sea Herring

Price List of all Seasonable Fish Mailed on Requst.

LEONARD BROS.

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"The largest Fish Warehouse in Canada."

"Sealshipt" Oysters Bulk Oysters

"I Want a Tin of Your Best Lobsters"

When your customer comes in and makes this request of you, you cannot do either her or yourself justice unless you hand her a tin of lobsters that you can guarantee.

The lobster must be whole meat only, very choice, only claws and tails. In short—perfection.

Hand her a tin of **Loggie's**

Golden Crown

or

Golden Keys Lobsters

and she gets what she wants—**the best.**

Years in business, the same brands always, never the slightest deteroiration in quality, no matter what the conditions,—these are our recommendations to you.

Also, NOTE WELL, we stand behind every Tin and will refund for any and every package found unsatisfactory.

YOUR JOBBER HAS THEM.

W. S. Loggie Co., Limited

Chatham, - N.B.

WHEN YOU WANT

the best in all kinds of Smoked, Salted, Fresh or Frozen Fish, and desire prompt delivery and satisfactory treatment write

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Send us your order for balance of Lenten Requirements.

WE CAN PLEASE YOU



CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat Put up in ¼ gross cases

Bulk in 7-lb. Pails, ½ doz. in crate.

25-lb. Pails and 75-lb. Tubs.

Capacity one ton per hour. Sold by all wholesale dealers.

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We buy only the choicest sardine herring, haddock and kippered herring. We have also several traps of our own for catching sardines.

"In their raw state" the supply is the very best procurable and we guarantee the purity, excellence and quality of the finished product.

Skilled help, a modern plant and the most improved methods are ever at our command.

Mr. Wholesaler—Write us regarding our prices and for list showing the number of tins to case.

The Brunswick Brand is the leading Canadian Brand.

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BLACK'S HARBOR, N.B.

AGENTS—Grant, Oxley & Co., Halifax, N.S.; C. H. B. Hillcoat, Sydney, C.B.; J. L. Lovitt, Yarmouth, N.S.: D. Rattray & Sons, Quebec: Leonard Bros., Montreal; Arthur M. Loucks, Ottawa; C. De Carteret, Kingston; James Haywood, Toronto; Chas. Duncan, Winnipeg; R. G. Bedlington & Co., Calgary; Drexel & Co., Vancouver; J. Harley Brown, London, Ont.

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Improve and make more profitable
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Designers and Manufacturers of Modern Store Fixtures

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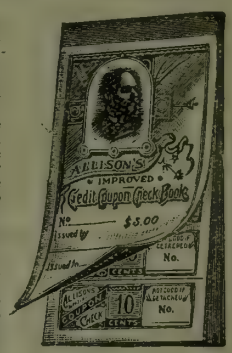
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They systematize business, make credit customers easy to handle, and prevent the loss of many a dollar.

They are now successfully and profitably used in every corner of the United States, and their fame has spread to all quarters of the earth.

HOW THEY WORK

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For sale by the Jobbing trade everywhere.

Manufactured by ALLISON COUPON CO.
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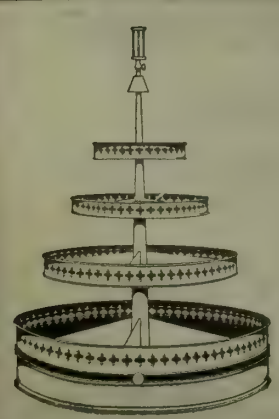
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Full directions in pamphlet with each bottle. $2.00 a bottle at dealers or delivered. Horse Book 9 D free.

ABSORBINE, JR., for mankind, $1 a bottle, removes Painful Swellings, Enlarged Glands, Goitre, Wens, Bruises, Varicose Veins, Varicosities, Old Sores, Allays Pain.

W. F. YOUNG, P.D.F., 204 Monmouth St., Springfield, Mass.
LYMAN, SONS & CO., Montreal, Canadian Agents.

When writing advertisers kindly mention having seen the advertisement in this paper.



Vegetable Display Stands

They keep green truck fresh, crisp and attractive. They prevent waste and increase sales and profits.

They are used by Retail Grocers and in markets where there are city water systems.

If you have no city water, write us anyway, we have something interesting to show you. . . .

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CLASSIFIED WANT ADS get right down to the point at issue. If you want something, say so in a few well-chosen words. Readers like that sort of straight-from-the-shoulder-talk, and that is the reason why condensed ads are so productive of the best kind of results.

CLASSIFIED WANT ADS are always noticed. They are read by wide-awake, intelligent grocers, who are on the look-out for favorable opportunities to fill their requirements.

TRY A CONDENSED AD IN THE CANADIAN GROCER.



OUR GROCER REFRIGERATOR

REFRIGERATORS

We manufacture the best line of Refrigerators for Grocery Stores, Restaurants, etc., on the market. Prices the lowest.

Ask all leading Hardware Merchants about them, or write us direct for circular.

We are the largest makers of Refrigerators under the British Flag.

The Ham & Nott Co., Limited

BRANTFORD, - CANADA



COMBINATION GROCER AND BUTCHER

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The Financial Post of Canada

is a Weekly Newspaper for Investors, published every Saturday.
Its weekly summary of stock fluctuations is the most complete published in Canada.
Its editorial comment on market movements is based on facts obtained at first hand from "The Men Behind."
Its special articles on the making of investments are interesting, practical and authoritative.
It is endorsed by Canada's leading bankers and financial authorities and carries the advertisements of a large proportion of the important financial institutions and brokerage houses.

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A regular perusal of "The Financial Post" leads to more careful selection of investments and consequently to greater profit from your invested funds.

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The Elgin National Coffee Mills

40 Sizes and Styles

They are the
Fastest Grinders
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Ask any wholesale grocer, tea and coffee house or jobber for prices



WOODRUFF & EDWARDS CO.

MAKERS

ELGIN, ILLINOIS, U.S.A.

What the up-to-date Merchant wants is PROTECTION

We will GUARANTEE TO PROTECT one end of your business

If you use our System of Weighing you will never give overweight

The merchants of Canada who have studied our system of weighing have adopted it, and it is certain that you will find some progressive merchant in your locality using a Famous Dayton Scale. Ask him why. The answer is always the same—because it saves money.

Now, if this system will save you money, it is certainly worth trying, and in order that every merchant who cares to study this system of correct weighing may have the chance to do so, we have engaged special men to demonstrate these scales. It does not cost the merchant anything to have this scale demonstrated to him. All you have to do is to drop us a card, and we will give you a chance to have the scale demonstrated to you and your clerks. Remember, you will be under no obligation to buy.

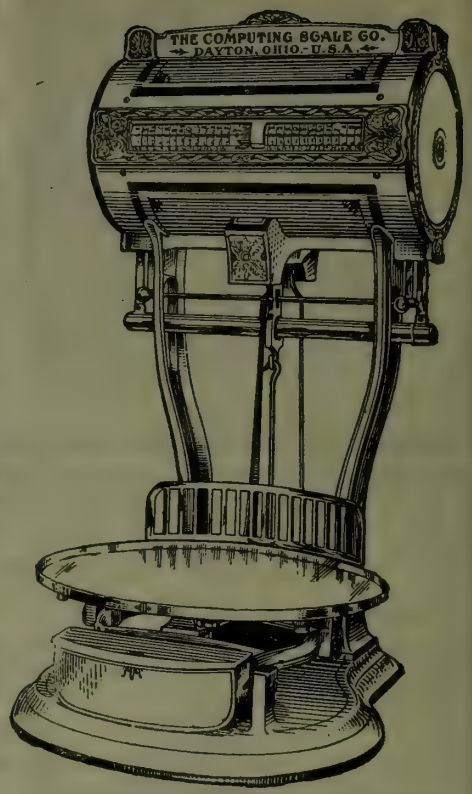
We ask every merchant to be careful not to buy any **Imitation** of the **Dayton** There is only one system, and that is the **Dayton.**

Send in a card and have a chance to study this wonderful system.

Made in Canada—by Canadian workmen—a Canadian guarantee—with a Canadian factory behind it.

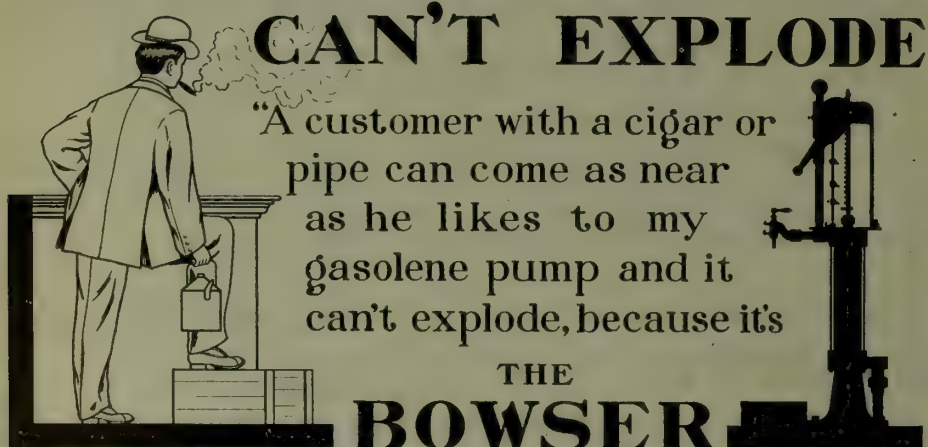
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NOTE THE LOW PLATFORM

CAN'T EXPLODE



"A customer with a cigar or pipe can come as near as he likes to my gasolene pump and it can't explode, because it's

THE
BOWSER

This absolute safety which the Bowser gives you is alone worth its price.

But cost doesn't figure, for the Bowser pays for itself by stopping all leakage, evaporation and waste.

Put in a Bowser and sell gasolene. It means money in your pocket.

Bulletin 5056 tells you why. A postal will bring it, free. Write now.

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A Great Tea Expert

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W. H. GILLARD & CO.

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1-lb. tins, 2 doz. in case $2 00
½-lb. tins, 3 " " 1 25
¼-lb. tins, 4 " " 0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
½-doz.	5lb.	19 75



MAGIC BAKING POWDER

Cases.	Sizes.	Per doz
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
4 "	12 "	1 45
2 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case $4 55
1 "	12 "	
1 "	16 "	



ROYAL BAKING POWDER

Sizes	Per Doz.
Royal—Dime	$ 0 95
" ¼ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ¼ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
3 lb.	13 20
5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

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Crown Brand—
1 lb. tins, 2 doz. in case $1 20
½ lb. " 2 " " 0 80
¼ lb. " 4 " " 0 45

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Baking Powder—
1-lb. tins, 3-doz. in case, per doz. 2 00
½-lb. " " " 1
¼-lb. " " " 0 8

Blue.

Keen's Oxford, per lb. $0 17
In 10-box lots or case 0 16
Gillett's Mammoth, ¼ gross box 2 00

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H-O. COMPANY, ROCHESTER, N.Y.

	Per case.		Per case.
Force, 36s	$4 50	Gusto, 36s	$2 [illegible]
Korn-Kinks, 36s	1.45	H-O. oatmeal. 24,	3 10
Presto, 36s	3.40	Buckwheat, 36s.	3.50
Pancake, 36s	3.50	Corn Starch, 36s	2.50
Tapioca, 36s	2.85	Farina, 24s	1.70
Hominy, 36s	2.50		

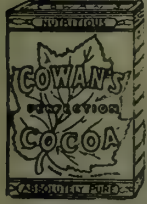


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White Swan Breakfast Food, 2-doz. in case, per case, $3.00
The King's Food, 2-doz. in case, per case, $4.80
White Swan Barley Crisps, per doz., $1.
White Swan Self-rising Buckwheat Flour, per doz., $1.00.
White Swan Self-rising Pancake Flour, per doz., $1.00.
White Swan Wheat Kernels, per doz., $1.40.
White Swan Flaked Rice, per doz., $1.
White Swan Flaked Peas, per doz., $1.

Chocolates and Cocoas.

THE COWAN CO., LIMITED.



Cocoa—
Perfection, 1-lb. tins, per doz. ... $4 50
Perfection, ½-lb. per doz. ... 2 40
Perfection, ¼-lb., per doz. ... 1 30
Perfection, 10c size 0 90
" 5-lb. tins per lb. ... 0 37
Solu le, bulk, No. 1, per lb. ... 0 20
Soluble, bulk, No. 2, per lb. ... 0 11
London Pearl, per lb. ... 0 22
Special quotations for Cocoa in bbls., kegs, etc.

Unsweetened Chocolate— Per lb.
Plain Rock, ½'s & ¼'s, cakes, 12-lb. bxs 0 36
Perfection Chocolate, 20c size, 2 dozen boxes, per dozen ... 1 [illegible]
Perfection Chocolate, 10c size, 2 and 4 dozen boxes, per dozen ... 0 90

Sweet Chocolate—
Queen's Dessert, ½'s and ¼'s, 12-lb. bxs., per lb ... $0 40
Queen's Dessert, 6's, 12-lb. boxes ... 0 40
Vanilla, ½-lb., 12-lb. boxes, per lb ... 0 35
Parisian, 8's ... 0 30
Royal Navy, ½'s ¼'s, boxes, per lb ... 0 30
Diamond, 7's, 12-lb. boxes, per lb ... 0 24
" ½'s " " " ... 0 25
" 8's " " " ... 0 28

Icings for cake—
Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., 2-doz. in box, per dozen 0 90

Confections— Per lb.
Milk chocolate wafers, 5-lb. boxes 0 36
Maple buds, 5-lb. boxes ... 0 36
Chocolate wafers, No. 1, 5-lb. boxes 0 30
Chocolate wafers, No. 2, " 0 25
Nonpareil wafers No. 1, " 0 30
Nonpare l wafers, No. 2, " 0 25
Chocolate ginger, 5-lb. boxes ... 0 30
Milk chocolate, 5c bundles, per box .. 1 35
Milk chocolate, 5c cakes, per box ... 1 35

Chocolate—
Maple buds, 5-lb. boxes, lb. ... 0 34
Vanilla wafers, " " ... 0 35
" " nonpariels, 5-lb. box 0 35
" " 2's, 5-lb. boxes, lb .. 0 28
" " 2's, nonpareils " .. 0 28
Ginger, 5-lb. boxes, lb. ... 0 30
Milk sticks, box ... 1 35
Milk cakes, 5c. size, box ... 1 35

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

10c. tins, 4 doz. to case ... per doz., $ .90
½ " " 4 " " " " 2.40
¼ " " 2 " " " " 4.75
1 " " 1 " " " " 9.00

EPPS'S.

Agents, C. E. Colson & Son, Montreal.
In ½, ¼ and 1-lb. tins, 14-lb. boxes, per lb. ... 0 35
Smaller quantities ... 0 37

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R. S. McIndoe, Agent, Toronto.
Arthur M. Loucks, Ottawa.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
R. J. Bedlington & Co., Calgary, Alta.
Standard Brokerage Co., Vancouver, B.C

Elite, 10c size (for cooking), doz ... 0 90
Prepared cocoa, ½'s 0 28
Prepared ½'s ... 0 28



Mott's breakfast cocoa, i 90 per dz.
" breakfast cocoa, ½'s ... 0 38
" ¼'s ... 0 38
" No. 1 chocolate, ½'s ... 0 32
" Navy " ½'s ... 0 29
" Vanilla sticks, per gross ... 1 00
" Diamond chocolate, ½'s ... 0 24
" Plain choice chocolate liquors 0 32
" Sweet Chocolate Coatings 0 20

WALTER BAKER & CO., LIMITED. Per lb.

Premium No. 1 chocolate, ½ and ¼-lb. cakes ... $0 38
Breakfast cocoa, 1-5, ½, ¼, 1 & 5-lb. tins 0 41
German Sweet chocolate, ½ and ¼-lb. cakes, 6 lb. boxes ... 0 28
Caracas Sweet chocolate, ½ and ¼-lb. cakes, 6-lb. boxes ... 0 35
Auto Sweet chocolate, 1-6-lb. cakes, 3 and 6 lb. boxes ... 0 35
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins ... 0 47
Soluble cocoa (hot or cold soda 1-lb. tins ... 0 38
Cracked cocoa, ½-lb. pkgs., 6-lbs. bags 0 34
Caracas tablets, 100 bundles, tied 5s, per box ... 3 00
The above quotations are f.o.b. Montreal

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—5c., 10c., 20 and 40c. packages packed in 15 lb. and 30 lb. cases. Per lb.
1 lb. packages ... 0 26
lb " ... 0 27
lb. " ... 0 28
1 and ½ b. packages assorted ... 0 26½
½ and ¼ b. " " ... 0 27½
¼ lb. packages assorted in 5 lb. boxes 0 28
½ lb. " " ... 0 29
¼ lb. " in 5, 10, 15 lb. cases 0 30

Bulk—

In 15 lb. pails and 10, 25 and 50 lb. boxes.	Pails.	Tins.	Bbls.
White Moss, fine strip.	0 10	0 11	0 17
Best Shredded	0 18	....	0 16
Special Shred	0 17	....	0 15
Ribbon	0 19	.. .	0 17
Macaroon	0 17	....	0 15
Desiccated	0 16	....	0

White Moss in 5 and 10 lb. square tins, 21c.

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Cocoanut—
Featherstrip, pails ... 0 16
Shredded ... 0 15
In packages 2-oz., 4 oz., 8-oz., lb. 0 28

Condensed Milk.

BORDEN'S CONDENSED MILK CO.
Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
"Eagle" brand (4 doz)	$6 00	$1 50
"Gold Seal" brand (4 doz)	5 00	1 25
"Challenge" brand (4 doz)	4 00	1 00
Evaporated Cream—		
"Peerless" brand evap. cream	4 70	1 20
" hotel size	4 90	2 45





TRURO CONDENSED MILK CO., LIMITED.
"Jersey" brand evaporated cream per case (4 doz.) ... $4 80
Reindeer" brand per case (4 doz.) ... 5 60





Coffees.

EBY, BLAIN CO. LIMITED.
Standard Coffees.
Roasted whole or ground. Packed in damp-proof bags and tins.

Club House	$0 32
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" " " ground	0 17½
Golden Rio	0 14

Package Coffees

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, ½ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

THOS. J. LIPTON retail wholesale

Lipton's "Special" blend coffee, 1 lb. tins, ground or whole	0 40	0 30

JAMES TURNER & CO. Per lb

Mocca	$ 0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

PATTERSON'S "CAMP" COFFEE ESSENCE
Agents, Rose & Laflamme, Montreal an Toronto.

5 oz. bottles, 4 doz, per doz			1 75
10 "	4	"	3 00
Rep. quarts,	1 "	"	6 50
Imp.	" 1	"	9 00

WHITE SWAN SPICES AND CEREALS LTD.
White Swan Blend.



1-lb. decorated tins, 32c. lb
Mo-Ja, ½-lb. tins 30c. lb.
Mo-Ja, 1-lb. tins 28c. lb.
Mo-Ja, 2-lb. tins 28c. lb.

Cafe des Epicures—1-lb. fancy glass jars, per doz., $3.60.
Cafe l'Aromatique—1-lb. amber glass jars, per doz., $4.
Presentation, with 3 tumblers), $10 per doz



THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins ... $0 33
"Gilt Edge" in 2 lb. tins ... 0 32
Canadian Souvenir 1 lb. fancy lithographed canisters 0 30

Cheese.—I

Large size jars, per doz ... $8 25
Medium size jars, " ... 4 50
Small size jars, " ... 2 40
Individual size jars, per doz ... 1 00

Imperial holder—
Large size, doz. 18 00
Med. size " 17 00
Small size " 12 00

Roquefort—
Large size, doz. 2 40
Small size, " 1 40



Confections

THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box 1 [illegible]
Milk Chocolate Sticks, 36 in box, " 1 35
" " 10c cakes, 36 in box " 2 55
Chocolate Wafers No. 1, 5-lb. boxes, lb. 0 33
" " No. 2, " " 0 25
Maple Buds, 5-lb. boxes, lb ... 0 36
Nut Milk Chocolate, ½-lb. cakes, 12-lb. box, lb ... 0 40
These prices are F.o b. Toronto.

MACLAREN'S IMPERIAL CHEESE CO. LTD

Imperial Peanut Butter "Bobs," the Perfect Confectionery.

Large size, cases, 25 cartons ... $3.50 each
Small " " 50 " ... 3.60 "
Assorted, cases, 26 small, 12 large 3.55 "
Net 30 days.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Ltd. Toronto. C. O. Beauchemis & Fils. Montreal
$2, $3, $5, $10, $15 and $20.
All same price one size or assorted.

UN-NUMBERED

Under 100 books ... each 04
100 books and over ... each 03½
500 books to 1000 books ... 03
For numbering cover and each coupon, extra per book ½ cent.

Cleaner.



	Per doz.
4-oz. cans	$ 0 90
8-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agen
The Davidson & Hay, Limited, Toronto

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.
"Vita" Pasteurized Extract of Beef. Per case.

Bottles	1-oz.,	case of 2 doz	$3 20
"	2 "	" 1 "	3 00
"	4 "	" 1 "	4 50
"	20 "	" 1 "	4 75
"	20 "	" ½ "	9 00

THOMAS J. LIPTON
Prices on application.

Infants' Food.

Robinson's patent barley ½-lb. tins $1 25
" " " 1-lb. tins 2 25
" " groats ½-lb. tins 1 25
" " " 1 lb. tins .. 2 25

"Mephisto" and "Purity" Canned Lobsters.





1 flats	$4 40	4 60
½ "	2 30	2 40
"	1 40	1 50

Flavoring Extracts.

SHIRRIFF'S

1 oz. (all flavors),	doz.	1	00
2 "	"	1	75
2½ "	"	2	00
4 "	"	3	00
6 "	"	3	75
8 "	"	5	50
16 "	"	10	00
32 "	"	18	00

Discounts on application.



Jams and Jellies.

SAUGER'S WHOLE FRUIT STRAWBERRY JAM
Agents, Rose & Laflamme, Montreal and Toronto.
1-lb. glass jar, screw top, 4 doz., per doz 2 20

THOMAS J. LIPTON
Prices on application.

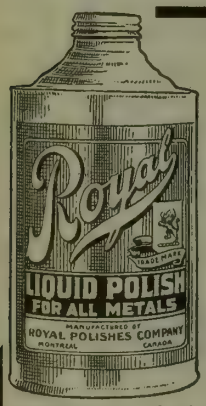
T. UPTON & CO.

Compound Fruit Jam—
12-oz. glass jars, 2 doz. in case, per doz. $1 00
2-lb. tins, 2 doz. in case ... per lb. 07½
5 and 7-lb. tin pails, 3 and 2 pails in crate ... per lb. 0 07
7 wood pails, 6 pails in crate, per lb .. 0 07
30-lb. wood pails ... " 0 06½
Compound Fruit Jellies—
12-oz. glass jars, 2 doz. in case, per doz. 1 00
2-lb. tins, 2 doz. in case per lb ... 0 07½
7 wood pails, 6 pails in crate, per lb .. 0 0



FOR MORE THAN FORTY YEARS we have been making our trade-mark a synonym for highest perfection in Stove Polish. Our facilities have been multiplied and improved. There are four million bricks in our present factory. Original devices of our own are almost exclusively used in producing our goods. This spells out successful Stove Polish making and explains why more housekeepers every year ask for Stove Polish with the trade-mark ***RISING SUN***. It pays you to push them.

MORSE BROS., Props. - Canton, Mass., U.S.A.



Royal Metal Polishes

With spring and cleaning time here there is a good business in metal polishes for the up-to-date grocer.

There is greater profit in ***Royal*** Polishes than in any other. Cost you less—sell for the same price as other polishes, and ***a home product.***

Canada's Leading Metal Polish

Write for samples and prices.

Royal Polishes Company, Montreal

AGENTS:

Ottawa: General Supply Co., of Canada, Ltd.
Winnipeg: H. W. Glassco & Co. Vancouver: Wm. Erichsen & Son
Halifax: J. C. Calder Sherbrooke: E. H. Bowen
And all dealers.



There are no complaints heard about

BLACK KNIGHT STOVE POLISH

It lasts long, wears well, and shines serenely. We are helping by our vigorous advertising campaign to make the merits of this polish, which works so easily and quickly, more widely known.

The F. F. Dalley Co., Limited

Hamilton, Canada Buffalo, N.Y., U.S.A.

BLACK JACK

"THE WONDERFUL PASTE FOR FAMILY USE."

TRY IT.



SOLD BY ALL JOBBERS

¼-lb. tins—3 doz. in case.

Cables—BOYD, TRINIDAD All Codes Used

BOYD & CO., TRINIDAD, B.W.I.

Late Watson, Boyd & Co.

General Commission, Export and Import Merchants

Export—Cocoa, Coffee, Cocoanuts and other Produce.
Import—Codfish, Flour, Oats, Split Peas, and all classes of Provisions.

Correspondence Invited. London and New York, Frame & Co.



The Fresh Fruits are carefully selected

Their delicious flavor appeals to everybody

You should have them in stock.

Agents:

ROSE & LAFLAMME, Ltd., MONTREAL and TORONTO

WAGSTAFFE'S

Fine old English

Pure Orange Marmalade

Season 1909, now ready.

WAGSTAFFE'S

Jams, Jellies and Sealed Fruits

are better than the imported.
Once tried always used.

WAGSTAFFE, LTD.

Pure Fruit Preservers

HAMILTON

	per lb.	
30-lb. wood pails		0 07
Pure assorted jam, 1-lb. glass jars, 2 doz. in case		0 08½ 1 75

Jelly Powders

IMPERIAL DESSERT JELLY



Assorted flavors—gross 10.75.
MacLaren Imperial Cheese Co., Limited

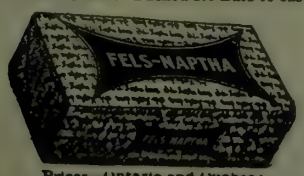


Assorted Case,	Contains 4 doz.	$3.60
Assorted Case,	Contains 2 doz.	$1.80
Lemon (Straight)	Contains 2 doz.	$1.80
Orange (Straight)	Contains 2 doz.	$1.80
Raspberry (Straight)	Contains 2 doz.	$1.80
Strawberry (Straight)	Contains 2 doz.	$1.80
Chocolate (Straight)	Contains 2 doz.	$1.80
Cherry (Straight)	Contains 2 doz.	$1.80
Peach (Straight)	Contains 2 doz.	$1.80

Weight 7 lbs. to case. Freight rate, 3d class.

Soap

The GENUINE. Packed 100 Bars to case.



Prices—Ontario and Quebec:

Less than 5 cases	$ 3 75
Five cases, or over	3 15



THE ROBERT GREIG COMPANY.

White Swan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.



List price

Shirriff's" (all flavors), per doz. 0 90

Discounts on application.

Lard.

THE N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces	$0 10½
½-bbls.	0 11½
Tubs, 60 lbs.	0 10½
20-lb. Pails.	2 20
20-lb. tins	2 10
Cases 3-lb.	0 11½
" 5-lb.	0 10½
" 10-lb.	0 10½



F.O B. Montreal.

Li orice

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" 100 sticks	0 75
Dulce large cent sticks, 100 in box	

Lye (Concentrated)

GILLETT'S PERFUMED. Per case

1 case of 4 dozen	$3 60
3 cases of 4 dozen	3 50
5 cases or more	3 40

Marmalade.

J. W. WINDSOR, MONTREAL



Scotch Marmalade, ½ and 2 lb. glass jars 1, 4, 5 and 7 lb. tins.

Orange Jelly Marmalade, 1 and 2 lb. glass 5 and 7 tins

Preserved Ginger Marmalade,	1 lb. glass jars.		
Pineapple	"	1	" "
Green Fig	"	1	" "
Green Fig and Ginger	"	1	" "
Lemon	"	1	" "
Grape Fruit	"	1	" "

Prices and special quotations.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case, per doz	$1 00
16-oz. glass jars, 2 doz in case "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Pint Sealers (24 oz.), 1 doz in case, per dozen	2 00

SHIRRIFF BRAND

"Imperial Scotch"—		
1-lb. glass, doz.		1 55
2-lb. " "		2 80
4-lb. tins, "		4 65
7-lb. " "		7 35
"Shredded"—		
1-lb. glass, doz.		1 90
2-lb. " "		3 10
7-lb. tins, "		8 25



THOMAS J. LIPTON

Prices on application

Mince Meat

Wethey's condensed, per gross net	$12 00
" per case of 1 doz. net	3 00



ST. CHARLES CO. DENSING CO.

PRICES:

St. Charles Cr eam family size, per case	$4.70
Ditto, hotel,	4.90
Silver Cow Milk	5.00
Purity Milk	4.70
Good Luck	4.00

Mustard

COLMAN'S OR KEEN'S

D.S.F.,	¼-lb. tins	per doz.	$ 1 40
"	½-lb. tins	"	2 50
"	1-lb. tins	"	5 00
Durham	4-lb. jar	per jar	0 75
"	1-lb. jar	"	0 25
F.D.	¼-lb. tins	per doz.	0 85
"	½-lb. tins	"	1 45

Olive Oil

LAPORTE, MARTIN & CIE., LTD.

Minerva Brand—

Minerva, qts. 12's	$ 5 75
" pts. 24's	6 50
" ½-pts. 24's	4 25

Sauces

PATERSON'S WORCESTER SAUCE

Agents, Rose & Laflamme, Montreal and Toronto

½-pint bottles, 3 & 5 doz., per doz.	0 90
pint " 3 doz.	1 75

THOMAS J. LIPTON

prices on application

Soda

COW BRAND



Case of 1-lb. containing 60 packages, per box, $3.00

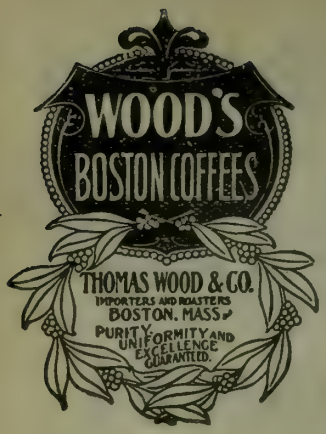
Case of ½-lb. containing 120 pkgs. per box, $3.00

Case of 1-lb and ½-lb. containing 30 1-lb. and 60 ½-lb. pkgs, per. box $3.00

Case of 5c. pkgs. containing 96 pkgs. per box, $3.00

MAGIC BRAND	Per case
No. 1, cases 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " {30 1-lb. " / 60 ½-lb. " }	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	1 45
5 cases	3 75

LITTLE HELPS or GREAT HELPS?



"Every little helps"—yes it does.

But this generation moves very rapidly; more business can be done in an hour than in a day a few years ago.

However many "little helps" a grocer may have, Great Helps are a necessity to establish and round out successful trade; and to the latter belong

WOOD'S COFFEES

—greatest helps for the beginner, greatest for the ripe trader.
"WOODS," as applied to Coffees, means the BEST of the world's products graded and classified.

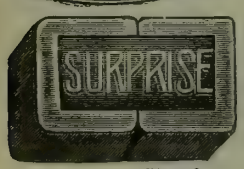
Canadian Factory and Salesrooms:
No. 428 St. Paul Street, - MONTREAL

Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross	$10 20
" black	"	15 30
Oriole soap	"	10 20
Gloriola soap	"	12 00
Straw hat polish	"	19 20

3 doz. to box $3 45
6 doz. to box $6 90
30 days.



1 Box Price $4.00
5 Box Price $5.90
Freight paid on 5 box lots.

Starch

EDWARDSBURG STARCH CO., LIMITED.

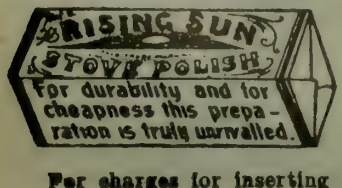
Laundry Starches—	per lb
No. 1 White or blue, 4-lb. cartons	$0 07
No. 1 " " 6-lb.	0 07
Canada laundry	0 05½
Silver gloss, 6-lb. draw-lid boxes	0 08
Silver gloss, 6-lb. tin canisters	0 08
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 06
Canada White Gloss, 1-lb. pkgs.	0 06
Benson's enamel....per box 1 50 to	3 00
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07½
Canada Pure Corn	0 06
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
" " 1 " or blue,	

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40 lb.	$0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 6½
Finest Quality White Laundry—	
1-lb. Canisters, cases of 48 lb.	0 06½
Barrels, 200 lb.	0 7½
Kegs, 100 lb.	0 07
Lily White Gloss—	
1-lb. fancy cartons, cases 20 lb.	0 08
6-lb. toy trunks, 8 in case	0 08
6-lb. enameled tin canisters, 8 in case	0 08
Kegs, ex. crystals, 100 lb.	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 08
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	3 60

Stove Polish.

	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste 5c. size, ½-gross boxes	5 00



JAMES' DOME BLACK LEAD

	Per gross
6a size	$2 40
2a "	2 50

Syrup.

EDWARDSBURG STARCH CO., LTD.

"Crown" Brand Perfection Syrup.

Barrels, 600 lbs	0 03½ per lb.
Half-barrels, 350 lbs	0 03¾ "
Kegs, 150 lbs	0 03¾ "
2-gal. pails 25 lbs	1 25 each
3 " " 38½ lbs	1 75 "
Plain tins, with label	Per case.
2 lb. tins, 2 doz. in case	2 40
5 " 1 " "	2 75
10 " ½ " "	2 65
20 " ¼ " "	2 60

(5, 10 and 20 lb. tins have wire handles.)

Teas.



THE "SALADA" TEA CO.

	Wholesale	Retail.
Brown Label, 1's and ½'s	$0 25	$0 30
Green Label, 1's and ½'s	0 27	0 35
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 44	0 60
Gold Label, 1's and ½'s	0 44	0 60
Red-Gold Label, ½'s	0 55	0 80



EMPIRE PACKAGE TEA

Cases 30 and 50 lbs. each—Black, Mixed, and Green Ceylon.

25c	1s, 20c.; ½s, 21c.
30c	1s and ½s, 23c.
40c	1s and ½s, 28c.
50c	1s and ½s, 35c.
75c	1s and ½s, Vulcan, 50c.

100 lb. lots freight paid.

LIPTON'S TEA

Thomas J. Lipton
75 Front St. East,
Toronto.



Packed in air-tight tins only.

	wholesale	retail
Blue label ¼'s and 1's	0 24	0 30
Orange " ¼'s, ½'s and 1's	0 30	0 40
Pink " ½'s & 1's, tins	0 35	0 50
Red " Dominion blend, ½'s and 1's	0 44	0 60
Gold " Afternoon blend, ½'s and 1's	0 50	0 70



Blue Label, ¼'s	0 21	0 26
Orange Label, 1's and ½'s	0 23	0 40
Blue Label, 1's	0 20	0 25
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, 1's	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—		
Victoria, hf-c, 90 lbs	0 25	
Princess Louise, hf-c, 80 lbs	0 19	
Ceylon Green Teas—Japan style—		
Lady, cases 60 lbs	0 18	
Duchess, cases 60 lbs	0 19	



BLUE RIBBON TEA CO., TORONTO

	Wholesale	Retail
Yellow Label, 1's	0 20	0 25
" " ½'s	0 21	0 25
Green Label, 1's and ½'s	0 24	0 30
Blue Label, 1's and ½'s	0 25	035
Red Label 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, ½'s and ¼'s	0 55	0 80
Embossed, ½'s and ¼'s	007	1 00



	Wholesale	Retail
Pink Label 1's and ½'s	30c.	40c.
Gold Label 1's and ½'s	35c.	50c.
Lavender Label 1's and ½'s	42c.	60c.
Green Label 1's and ½'s	50c.	75c.
Canisters		
Gold Tins, 5's	35c. 1.75	50c. 2.50
Gold Tins, 3's	35c. 1.05	50c. 1.50
Gold Tins, 1's	36c. each	50c. each
Gold Label, ½'s	18c ea. 36 lb.	25c ea. 50 lb.
Red Tins, ½'s	35c ea. 70 lb.	50c ea. 1 00 lb.
Red Tins, ¼'s	18c ea. 72 lb.	35c ea. 1.00 lb



MELAGAMA TEA.

MINTO BROS., 55 Front St. East

	Wholesale	Retail.
Black, green, mixed, ¼s	0 70	1 00
" " ½s	0 55	0 80
" " ¼s	0 44	0 60
" " 1 lbs. & ½s	0 40	0 60
" " ¼s	0 38	0 50
" " 1 lbs, & ½s	0 35	0 50
" " 1 lbs, ½s	0 30	0 40
" " ½s	0 32	0 40
" " ¼s	0 25	0 30
" " 1 lbs	0 24	0 30

We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.

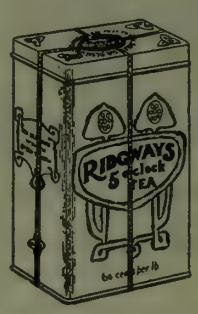


Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c		$0 20
" " ½-lb., " "		0 21
Blue Label, retail at 30c		0 23
Green Label. " 40c		0 30
Red Label, " 50c		0 35
Orange Label, " 60c		0 42
Gold Label. " 80c		55

RIDGWAYS.

London, Vancouver Winnipeg and Ceylon.



	Wholesale.	Retail.
Capital Household, 1's and ½'s	0 30	0 40
Old Country, 1's and ½'s	0 35	0 50
5 o'clock, 1's and ½'s	0 42	0 60
H.M.B., 1's and ½'s	0 75	1 00

Ridgway's Standard Bulk Blend in stock at all our branches in Canada.



THOMAS WOOD & CO.

Montreal and Boston

	wholesale	reta
Wood's Primrose, per lb.	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ½-lb. tins. All grades—either black, green or mixed.

Tobacco.

IMPERIAL TOBACCO COMPANY OF CANADA, LIMITED—EMPIRE BRANCH.

Chewing—Black Watch 5s	36
Black Watch 11s	38
Bobs 5s and 10s	38
Bully 6s	44
Currency 5½s. and 10s.	38
Stag 5s	38
Old Fox 12s	44
Pay Roll Bars 7½s	56
Pay Roll 7s	56
Plug smoking—Shamrock 6s., plug or bar	45
Rosebud Bars 6s.	45
Empire 5s, and 10s	36
Amber 8s. and 3s	60
Ivy 7s	50
Starlight 7s	70
Cut Smoking—Great West Pouches, 7s	51

JOS. COTE, QUEBEC.

Cigars	
St. Louis (union), 1-20	$33 00
St. Louis, 1-40	35 00
St. Louis, 1-100	35 00
Champlain, 1-20	35 00
Champlain, 1-40	36 00
El Sergeant, 1-20	55 00
El Sergeant, 1-40	55 00
El Sergeant, 1-100	55 00
Cut tobaccos.	
Petit Havana, ¼, 1-12—1-6	0 40
Quesnel, 1-4, 1-2	0 65
" 1-9	0 75
Cote's Choice Mixture, ¼-lb tins	0 75
" " ½-lb "	0 70
" " 1-lb "	0 00

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz	$18 00
Absorbine Jr., per dozen	2 00

Yeast.

Royal yeast, 3 doz. 5 cent. pkgs	$1 10
Gillett's cream yeast, 3 doz. in case	1 10

For charges for inserting quotations in this dept. apply to Adver. Manager, The Canadian Grocer, at our nearest office.

TANGLEFOOT FLY PAPER The Standard throughout the world for more than twenty-five years. ALL OTHERS ARE IMITATIONS.





"GLOBE" with Percolator.

This pot speaks for itself. When tea is drawn take the Percolator out and tea remains free from tannin.

We make seven sizes of this, also The Champion Tea Pot. Send for price list.

R. CAMPBELL'S SONS

HAMILTON POTTERY

HAMILTON, - ONTARIO

A SLIGHT DIFFERENCE

IN PRICE ON A CHEAP ARTICLE LIKE

Sal Soda

SHOULD NOT COUNT, WHEN QUALITY IS CONSIDERED

BRUNNER, MOND & CO.'S

ENGLISH SAL SODA

is the PUREST, contains LEAST MOISTURE and therefore GOES FURTHEST of any Washing Soda sold.

WINN & HOLLAND, LIMITED

SOLE AGENTS MONTREAL

FREQUENCY OF SAILINGS

Every twelfth day a Pickford and Black steamer leaves Halifax for Bermuda, The British West Indies and Demerara, and is away thirty-eight days. A delightful trip for moderate cost. Write us.

PICKFORD & BLACK

HALIFAX

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, - 644 Craig Street

MONTREAL.

For best values in

CURRANTS

Get quotations on fruit exported by

J. Caramandani & Co.

Patras, . Greece

Cleaners and Exporters, Est. 1878

Apply to General Agents in Canada:

J. L. Watt & Scott - Toronto

Watt, Scott & Goodacre, - Montreal

TWO CENTS PER WORD

You can talk across the continent for two cents per word in a Canadian Grocer Want Ad.

SALT!

All High-Grade,
for every purpose
for which SALT is used.

VERRET, STEWART & CO.
LIMITED
MONTREAL

We have some of the most delicious

Tender Little Beets

you ever saw

We have them in 2-lb. cans, every can wrapped in tissue

If your customers once used these, they would have no other.

Write us for fuller particulars

J. H. WETHEY, LIMITED
ST. CATHARINES



"A Bunch of Live Ones"

Prunes in 50 lb. boxes, 110/120, 70/80, 60/70, 50/60.
Slab Apricots, 50 lb. boxes. Choice Apricots, 25 lb. boxes.
Peaches, 25 lb. boxes. Canned Pears. Pineapples, all sizes.

These are all snaps
Quality guaranteed

Empire Brand

TEAS. A great bargain in a lot of lines, good appearance and cup quality guaranteed. A post card brings prices and samples if desired. Try it.

4
Free Phones
Use Them

GEO. E. BRISTOL & CO.

Wholesale Grocers

Hamilton, - - - - Ontario

CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

Montreal: 232 McGill St. Toronto: 10 Front St. East. Winnipeg: 511 Union Bank Building. London, Eng.: 88 Fleet St., E.C.

VOL. XXIII. PUBLICATION OFFICE: TORONTO, APRIL 9, 1909. NO. 15



Canadian Jobbers are placing their import orders.

The increased popularity of

Keen's Oxford Blue

is due to only one fact ; it is the most perfect and reliable laundry blue made.

See that your jobber gives you Keen's Oxford Blue.

FRANK MAGOR & CO., 403 St. Paul Street, **MONTREAL**

Agents for the Dominion of Canada

Stocking Starch

¶ You are no doubt thinking of the great possibilities for trade this Spring and Summer.

¶ If you have given thought to the subject, did you plan out **a Starch Campaign ?**

¶ There isn't anything you sell that will pay you better than a judicious selection of the best laundry and cooking starches. They're asked for every day, and if it is ***Edwardsburg "Silver Gloss"*** and ***Benson's "Prepared Corn"*** that you offer, your customers will be best pleased—

Try it this year.

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, Toronto, Ont. Works, Cardinal, Ont. 164 St. James St., Montreal

Good Customers

EAT

Good Pickles



Everything about Maconochie's Pickles is good; they look good; they taste as good as they look; they pay a good profit.

Thousands of grocers have gained good customers by selling Maconochie's Pickles—what is more they have kept their customers, and have been obliged to buy more and ever more of the pickles to meet the demand.

Fresh shipments will shortly arrive from England; ask your jobber for quotations. If he is unable to supply them, write for latest price list and names of distributing jobbers, to our general Canadian Agents:

MacLaren Imperial Cheese Co., Ltd.

Head Office - - . TORONTO

MACONOCHIE BROS. Ltd.

London - - - - England

"The World's Best"

The cook who uses Cox's Gelatine knows in advance exactly what to expect, namely, exactly what she (and all other cooks) want, *satisfactory results.*

There are no adulterations in Cox's Gelatine—no by-products to lessen the purity at the expense of a little extra profit for the maker.

Cox's Gelatine

ONE PACKAGE of Cox's Gelatine makes TWO QUARTS OF JELLY

The Purest, the Cheapest, the BEST.

Cox's Gelatine

For greater convenience to meet most modern requirements it is put up in powdered form. STRONGEST, PUREST, BEST. The maximum of quality at the minimum of price to the grocer who buys and sells it. The Gelatine that established the standard.

ABSOLUTELY PURE

A. P. Tippet & Co., Agents

8 Place Royale
Montreal

84 Victoria Street
Toronto



MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY



Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

HAMILTON

THE MAN ON THE SPOT

"There is many a slip between the enquiry and the reply." The man on the spot gets the order.—That's me.

FACE TO FACE BUSINESS

G. WALLACE WEESE

Manufacturers' Representative. Hamilton, Can.
Offices, Myles' Fireproof Storage Warehouse.

WRITE ME TO-DAY

HALIFAX

J. W. GORHAM & CO.

JERUSALEM WAREHOUSE
HALIFAX, N.S.

Manufacturers' Agents and Grocery Brokers.

WAREHOUSEMEN

can give close attention to few more first-class agencies. Highest references.

MONTREAL

FOR SALE

Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.

J. T. ADAMSON & CO.

Customs Brokers and Warehousemen

27 St. Sacrament Street, Montreal
TEL. MAIN 778 BOND 28

ROBERT ALLAN & CO.

General Commission Merchants
MONTREAL

Fish, Oils, Beans, Peas and Produce.
Agents: "Royal Crown" Skinless Codfish.
Representing Morris & Co. Chicago, Pork and Lard.

PEELS

Gray's (Glasgow, Scotland) finest turned peels. Something above the ordinary in quality. Now quoting very attractive prices for fall delivery.

Write Sole Eastern Canadian Agent:

J. WALTER SNOWDON, 413 St. Paul St., Montreal

D. McL. BROPHY

414 St. Paul St. - Montreal

Broker and Manufacturers' Agent

Open to represent one more up-to-date house desirous of utilizing my excellent connection with the grocery trade.

Correspondence will receive prompt attention

MOOSE JAW

D. STAMPER

GROCERY AND FRUIT BROKER
AND MANUFACTURERS' AGENT

Goods Stored and Distributed
Warehouse, City Spur Track

P.O. Box 793 MOOSE JAW, SASK.

NEWFOUNDLAND

T. A. MACNAB & CO.

MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS

Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's.
Codes: A, B, C, 5th edition, and private.

REGINA

G. C. WARREN

Box 1036 - REGINA

Manufacturers' Agent and Commission Merchant. Direct Importer of all grades of pure Ceylon Teas, and Grocery and Drug Specialties. Dealer in Coffees, Spices, Mustard, etc. Established eleven years. More lines desired.

ST. JOHN

W. S. CLAWSON & CO.

Manufacturers' Agents and Grocery Brokers

WAREHOUSEMEN

ST. JOHN, - N.B.

Open for a few more first-class lines

TORONTO

WHO IS NEXT

Wanting a Car of

White Beans, Currants or Evaporated Apples?

We are Headquarters

W. H. MILLMAN & SONS

GROCERY BROKERS

TORONTO

W. G. A. LAMBE & CO.

Toronto

Grocery Brokers and Agents.

Established 1885.

TORONTO

W. G. Patrick & Co.

Manufacturers' Agents and Importers

29 Melinda St. Toronto

MacLaren Imperial Cheese Co. Limited

AGENCY DEPARTMENT:

Agents for Grocers' Specialties and Wholesale Grocery Brokers

TORONTO, Ont. DETROIT, Mich.

Don Storage and Cartage Co. Limited

81 Front Street East

PHONE M. 2823

Storage facilities unequalled in city — Special cartage delivery — Lowest rate of insurance.

Wholesale Grocery Brokers and Manufacturers' Agents

Connection with Jobbing Trade of Toronto, Hamilton and London. Foreign and Domestic Agencies Solicited. Best of Storage Accommodation.

LIND BROKERAGE CO.
23 Scott Street Toronto

WINNIPEG

CARMAN BROKERAGE Co.

Wholesale Grocery Brokers

141 Bannatyne St. E. WINNIPEG, MAN.

We keep in close touch with the wholesale trade—Winnipeg and West—write us.

C. & J. JONES

WHOLESALE BROKERS
MANUFACTURERS' AGENTS
AND IMPORTERS

62 SCOTT BLOCK - - WINNIPEG, MAN.

Domestic Agencies Solicited
Good Storage Facilities

WATSON & TRUESDALE

(Successors to Stuart Watson & Co.)

Wholesale Commission Brokers and Manufacturers' Agents

WINNIPEG, - MAN.

Domestic and Foreign Agencies Solicited.

(Continued on page 4).



Condensed

MILK

Evaporated

CREAM

Since the inception of these brands, our sales have rapidly increased.

THERE ARE TWO PARTICULARLY GOOD REASONS FOR THIS.

FIRST, Its reputation is based on QUALITY.

One customer writes this week.

"Please send me 5 cases "ANCHOR" Cream, nothing else will do, as Anchor Cream is a favorite here now."

SECOND,— The price is right. Priced to show you a good profit and sold at popular prices.

JUST NOW we are giving 1 case free with 10 cases or ½ case free with 5½ cases. Get busy—ORDER NOW, as this is a special deal and is subject to withdrawal without notice.

EBY-BLAIN, LIMITED

Wholesale Grocers TORONTO

RICHEST IN QUALITY
ABSOLUTELY PURE
MAKES FRIENDS EVERYWHERE

LEADS ALL COMPETITORS
ALWAYS RELIABLE
LONGEST ON THE CANADIAN MARKET
SURE TO PLEASE

THE MOST EXACTING PALATE
ENQUIRE FOR PARTICULARS
AND WE ARE SURE YOU WILL BE A BUYER

RAM LAL'S PURE TEA CO., Limited **266 St. Paul St. Montreal**

HALIFAX

R. B. COLWELL
Representing in
Nova Scotia
Maritime Dairy Co.
Sussex Mineral Springs Co.
Ingersoll Packing Co.
Asepto Mfg. Co.
Ebony Polish Co.
E. D. Smith
Also Dealer in Butter, Eggs and Cheese. Consignments solicited. Highest market prices guaranteed. Quick turnover and prompt returns.
CORRESPONDENCE REQUESTED
265 Barrington St.
Halifax, N.S.

SASKATOON

CLARE, LITTLE & CO.
WESTERN DISTRIBUTORS
Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business Solicited.
PHONE 159 SASKATOON,
P.O. BOX 257. Western Canada

Try a business card in The Canadian Grocer.



It dries them up Common Sense
KILLS { Roaches and Bed-Bugs / Rats and Mice
All Dealers and 381 Queen St. W., Toronto, Ont.
Dealers find Common Sense a very good seller, for the reason that it gives general satisfaction and each customer tells others about same. Write for prices.

THE PEOPLE OF
JAMAICA
are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the
KINGSTON
"GLEANER"
might bring inquiries. Better write for rates to
I. C. STEWART, Halifax

A. Boake, Roberts
& Co., Limited
STRATFORD
LONDON - - ENGLAND
For:—
Vinegar and
Sauce Coloring
Essential Oils
Essences
Oil Lemon
Acid Phosphate &
Phosphate Lime
Precip.
Harmless
Colorings
Herbs, Roots, etc.
CANADIAN AGENTS:—
Andrews, Gillespie & Co.
CORISTINE BLDG.
MONTREAL

To
Brokers and Manufacturers' Agents
Your business card on this page will keep —your name and field of operations before —Manufacturers, Importers and others —looking for responsible representatives. It costs you little and means much to you if you are looking for agencies.
Write for particulars to
THE CANADIAN GROCER
Montreal Toronto Winnipeg



is without a peer in the Canadian market.
No tea is more extensively advertised or better known.
Good tea is a magnet which always draws trade.
Ridgway's Tea will be a trade winner for your store.
CANADIAN OFFICE,
VANCOUVER, B.C.
Agents—Richards & Brown, 314 Ross Avenue, Winnipeg, Man.

ESTABLISHED 1849
BRADSTREET'S
Capital and Surplus, $1,500.000
Offices Throughout the Civilized World
Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.
THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claims as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.
Subscriptions are based on the service furnished, and are available only by reputable wholesale jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices.
Correspondence Invited.
CALGARY, ALTA. HAMILTON, ONT
LONDON, ONT. MONTREAL, QUE.
HALIFAX, N.S. QUEBEC, QUE.
ST. JOHN, N.B. TORONTO, ONT.
OTTAWA, ONT. VANCOUVER, B.C.
WINNIPEG, MAN.
—OFFICES IN CANADA—
THOS. IRVING, General Manager
Western Canada, Toronto

To the Trade:

Do You Know Why

CEYLON TEA

IS SO

Rapidly Displacing the Thin Light Teas, Here, in America?

(Two and Three-Quarter Millions Increase in Direct Shipments Alone in 1908 over 1907.)

First: Because it Takes a Strong, Full-Bodied Tea to Satisfy the Coffee-Educated Palate;

Second: Because of Its Piquant Flavor;

Third: Because of Its Unvarying Excellence;

and

Fourth: Because of Its Cheapness Regardless of Cost.

A Pound of Ceylon Tea
"Goes Twice as Far"
as the Light Thin Tea.

A Corn Exchange

Sometimes, Mr. Grocer, a customer of yours gets a can of corn with a dark streak in it; or cut off so close to the cob that there are unpleasant little husks in it.—Then the goods come back, and in exchange you hand out

OLD HOMESTEAD

Why not sell it in the first place? It's good accident insurance to keep a complete stock of **Old Homestead** canned goods. They are packed in a modern, sanitary factory with up-to-the-minute equipment, and selected from first quality stuff to begin with.

The Old Homestead Canning Co.

Picton **Ontario**

Making the Customers Come Back

That's just what

"Pride of Niagara Falls" Brand Canned Goods

have been doing this Season

They'll keep on doing it. It's all owing to the quality and methods employed in the most modern and sanitary factory in Canada. We have on hand

Select Hand Picked Tomatoes
Refugee Wax Beans

These are not cheap goods but THE BEST. Can be obtained through the following agents:

Eby-Blain, Limited, Toronto. **Frank L. Benedict & Co., Montreal**

F. H. Wiley, Winnipeg, Western Agent.

The Wise Grocer

is placing his order for 1908 pack and buying

"PEERLESS" Brand
Canned Goods

Put up by the Beamsville Preserving Co., Limited.

SOLE DISTRIBUTORS:

WARREN BROS. & CO., - LIMITED
TORONTO and KINGSTON



Tilbury Brand Tomato Catsup

made in Canada's best equipped Canning Factory

A Strictly High Grade Catsup at a Standard Grade Price

A Trade Winner

Selling Agents :

GREEN & CO., 25 Front Street East, Toronto.
RYAN BROS., 147 Bannatyne Avenue, Winnipeg.

The Tilbury Canning Company, Limited, Tilbury, Ont.

Unequalled in Quality

and a Producer of Permanent Profit

QUAKER Canned Goods

THE BLOOMFIELD PACKING CO.

BLOOMFIELD, - ONT.

IF YOU ARE NOT SELLING "MELAGAMA"

In that ***hustling, bustling, busy*** store of yours, give us the extreme pleasure of forwarding you ¼ lb. ***sample package*** free, and if it is not worthy of the enormous sale it has, don't buy it. Most merchants want to procure the ***best*** quality goods on the market. We have had thirty-five years experience in blending Teas and claim to have more ***diplomas*** than any other package Tea being sold. Send usa trial order and be convinced that we have the best quality and one of the most novel systems of advertising our line that is in existence.

MINTO BROS., TORONTO and BUFFALO

MOLASSES AND SYRUPS

GINGERBREAD BRAND MOLASSES
(IN TINS)

2's, 3's 5's, 10's, 20's
1, 2, 3, 5 gal. Pails

GOLDEN SLING SYRUP
(IN TINS)

2's 3's 5's 10's 20's
1, 2, 3, 5 gal. Pails

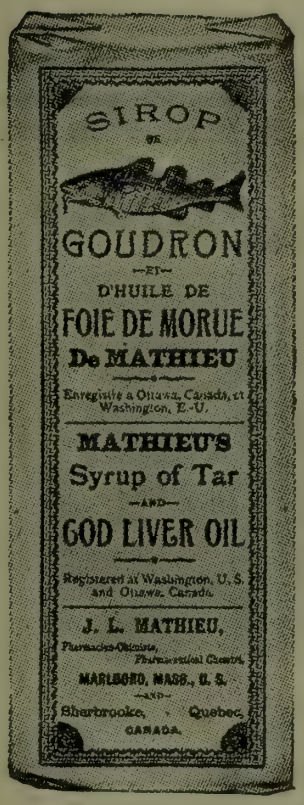
"THE BEST THERE IS"

Agents

C. E. Paradis, - - Quebec	W. H. Escott, - - - Winnipeg.
C. DeCarteret, - - Kingston.	R. G. Bedlington & Co., - Calgary
Jas. N. McIntosh, - - Ottawa	Tees & Pearse, - - Edmonton.
Geo. Musson & Co., - Toronto.	Wilson & McIntosh, - Vancouver
J. W. Bickle & Greening, - Hamilton.	C. Leonard Grant, - P. E. Island
G. H. Gillespie, - - London	

Dominion Molasses Co.,
LIMITED

Halifax, - Nova Scotia



WHY YOU SHOULD SELL

MATHIEU'S SYRUP
of Tar and Cod Liver Oil

REASON NO. 1

Nine out of every ten people when troubled with a cough or cold call for Mathieu's Syrup.

Hence there is no time wasted in selling it. It almost sells itself. This is the result of its exceptional curative properties in all chest and throat complaints — backed up by good advertising.

This advertising consists of

1. Our newspaper campaign.

2. One person recommending it to another, and probably telling him that he got it at your store.

3. Dealers who know a good article when they see it and gladly recommend it to their customers and friends.

Let us have an order from you to-day.

J. L. MATHIEU CO., Props.,
SHERBROOKE, P.Q.

Sold by wholesale trade everywhere
Distributors for Western Canada:

Foley Bros., Larson & Co., Wholesale Grocers and Confectioners, Winnipeg, Edmonton, Vancouver.

L. Chaput, Fils & Cie., Wholesale Depot, Montreal



BALAKLAVA SARDINES

What you want, Mr. Grocer, is perfection in Sardines, as near as it is possible to get to it, coupled with a good profit.

In a few words this is what our proposition is when we offer you ***Balaklava Sardines.***

Order a Trial Case and See

Montreal Agents: C. A. Chouillou & Co. Toronto Agents: Green & Co., 25 Front St. E.

Hamilton Agent: Jos. Somerville. London, Ont. Agents: D. C. Hannah Quebec, Que., Agents: Boivin & Grenier.

The Eastern Canning Company, Port Canada, N.B.

"Chocolate Bordeaux"

The Sweet that All Can Eat

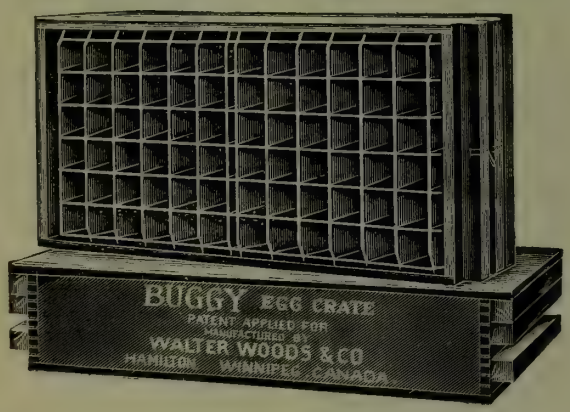
More business is what you are after.
You want something better than just "ordinary demand." You want a **Leader** — one that will take hold and sell again and again without having to coax people to buy. One that excites favorable comment and builds up a steady, **unusual** trade. Scores of merchants control the chocolate trade of their community by selling "Bordeaux," which is distinct in make and flavor. **Nothing just like it.**
If you have the M.B. Co.'s brand, you have the **original and only "Bordeaux."**

The MONTREAL BISCUIT CO., MONTREAL

The Montreal Biscuit Company, Montreal.
Gentlemen:—
Kindly send samples "Chocolate Bordeaux" and full particulars of your special proposition on High-Grade Chocolates.
Yours respectfully,

Kindly fill in your name and address, and mail it at once; your 2c. Investment will be a profitable one.

Buggy Egg Crate



Everybody Says So:

"Just the thing" "Been looking for this"
"Well, how simple" "So handy"

Every Dealer Should Have Them

Walter Woods & Co.

Hamilton and Winnipeg

AN ABSOLUTE NECESSITY



The Canadian Grocer recently contained a timely article on "Development of Refrigerators in the Grocery Business."

Did you read it, Mr. Retailer? If not, you missed much valuable information. It was pointed out that a refrigerator was essential to any grocer carrying food stuffs who wishes to be abreast of the times. There is no make for the use of grocers to equal

THE EUREKA REFRIGERATOR

Our Catalogue will tell you a great deal about it and explain to you the dry system of air circulation. Send for it.

EUREKA REFRIGERATOR COMPANY, LIMITED

54 and 56 NOBLE STREET, TORONTO, Canada

DO YOU WANT

to buy or sell anything, to engage a clerk or secure a situation? Try a Condensed Ad. in The Canadian Grocer, it will bring results. Two cents per word for first insertion, one cent per word for each subsequent insertion. See page 69 for yearly rates.

Heralds for Traveling Salesmen

By A. B. Lever

If you, Mr. Manufacturer or Wholesaler, could at an expenditure of say $15 or $35 a week send a herald into the store and warehouse of several thousand business men announcing the merits of your products and preparing the way for your travelers, would you do so?

I believe you would.

You would be foolish if you would not.

No sane business man would object to someone putting in a good word for him with a customer.

He would probably not hesitate to pay 10 or 15 cents in car fare to every man who would drop into the stores of his customers and give them a little friendly information about what he was making and his travelers were selling.

He would count it as throwing a sprat to catch a mackerel.

Of course this is supposing an impossibility.

No manufacturer could get several thousand men to act as his heralds to go up and down the land proclaiming the coming of his travelers and to sing the merits of the goods they are selling.

But what an army of men cannot do weekly or monthly the trade newspaper can do.

And it can do it at an expenditure of an amount equal to a car fare or two per probable customer.

Did you ever look at it in that way?

If not, sit down at once and figure out the advantages of making the trade paper your herald, issuing through its columns regularly, proclamations that will prepare the way for your traveling salesmen.

"EDINBURGH'S PRIDE"



EVERY BOTTLE OF

Symington's "Edinburgh" Coffee Essence

does credit to the makers and the city of production. Every bottle gives satisfaction and helps to create further demand

Our **ESSENCE OF COFFEE AND CHICORY** gives wonderful value. One bottle makes 40 cups of delicious coffee fit for any connoisseur.

Recommend it for camping parties and Summer outings. It always pleases.

Thos. Symington & Co.
EDINBURGH

Agents for Ontario—
Messrs. W. B. Bayley & Co., Toronto.
Agents for Quebec—
Messrs. F. L. Benedict & Co., Montreal.

British Columbia Buyers

PLEASE NOTE THAT

TODHUNTER, MITCHELL & CO.
TORONTO

Can supply your wants for their well known lines of **Coffee, Cocoa, Chocolate**

FROM VANCOUVER

Write Our Agents

W. HARRY WILSON & CO.
VANCOUVER

What's the Use

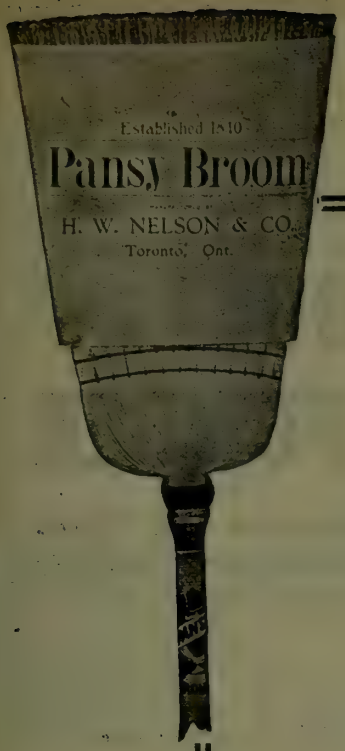
of buying coffee that may be all right this time and "off" the next. That spoils trade.

UNIFORMITY in quality and roasting is our strong point.

Why Not Investigate for Yourself?

CHASE & SANBORN

The Importers Montreal



The Worth is in the Wear

There is where you get it in the high-class, splendid quality, satisfaction-giving brooms which are always found where the name of

The "Pansy" Broom

is seen on the wrapper. It is cheaper by far than the ordinary broom not in price, but in point of service aud durability. It is an article you can well and worthily recommend and easily and profitably sell.

Buy from the makers

H. W. NELSON & CO., Limited

TORONTO, CANADA

Good Coffee

Coffee better than the average.
Coffee superior to others.
Coffee so exquisite in flavor.

That people want it again—and again. That's what

Aurora Coffee

is. The best money can buy. It retails at 40 cents and leaves you a margin for yourself that is worth while—something to justify your buying the brand and introducing it to your customers. Don't lose this chance.

W. H. GILLARD & CO.

Wholesale Grocers *Coffee Importers*

HAMILTON

Branch House—Sault Ste. Marie

WHITE SWAN COFFEE

Must be good when particular grocers have increased their orders

ENOUGH TO TREBLE OUR SALES INSIDE OF ONE YEAR

WHITE SWAN COFFEE

is exactly suited to HIGH CLASS FAMILY TRADE where quality is appreciated

Packed 2 doz. 1-pound tins per case

ORDER NOW

White Swan Spices and Cereals Limited

TORONTO

"Keep up with the Twins"



"Keep up with the Twins"

Handle . . . .

GOLD DUST WASHING POWDER

It will give satisfaction to your customers and satisfactory profits to you.

One-half case free with every five cases assorted Soap and Gold Dust Washing Powder.

THE N. K. FAIRBANK COMPANY, Montreal

BATGER'S LIME JUICE CORDIAL

"A high-grade lime juice cordial affording the dealer a fair profit." The opinion of a large dealer on Batger's Lime Juice Cordial.

ROSE & LAFLAMME, Limited
AGENTS
MONTREAL and TORONTO

BATGER'S

WAIT TO SEE OUR NEW LINES

Before Ordering

XMAS CRACKERS,
XMAS STOCKINGS,
XMAS NOVELTIES,
ETC., ETC.

We are showing a very fine assortment of English Confectionery manufactured by Batger & Co., London.

IF YOU CAN'T AWAIT OUR CALL, WRITE FOR PARTICULARS.

Rose & Laflamme, Limited
Montreal and Toronto

JOBBERS' HEADQUARTERS FOR

JAPAN TEA

S. T. NISHIMURA & CO.

MONTREAL and JAPAN



McLean's White Moss Cocoanut

It takes a good many years and mighty persistent effort to turn out a cocoanut that meets the every need of the housewife, but we have been at it just about long enough to ensure our having succeeded in this respect.

That's why it will pay you best to sell our brand

The Canadian Cocoanut Co., Montreal

The delicious flavor of

Nation's Custard Powder

with Stewed Fruit is an ever pleasant memory.



Agents:

GREEN & CO.,
25 Front St. E. Toronto

W. H. ESCOTT,
Winnipeg

Made by Edward J. Nation & Co., Bristol, England

'CAMP' COFFEE Stands on its MERITS

It Appeals to the Public because of its exquisite flavour and the ease and swiftness with which it can be perfectly prepared.

R. Paterson & Sons Coffee Specialists Glasgow



It should appeal to you because it is the most popular of all coffee essences; because it means quick sales, big sales, and good profits.

Ask your Wholesale House

DAINTY AND DELICIOUS

SHIRRIFF'S JELLY POWDERS

IMPERIAL EXTRACT CO.



REFRESHING AND PURE

Are you

Handling them?

18-22 Church Street - Toronto



THE A 1 SAUCE

A Fine Tonic and Digestive.
An Excellent Relish For
"FISH, FLESH or FOWL."

Simply A 1.
Pleases everyone.
The Public WILL have it.
Sold all over the world.

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BRAND & CO., LIMITED

Purveyors to H.M. the King, Mayfair Works, Vauxhal
LONDON - ENG.

GUARANTEED ABSOLUTELY PURE

MASON'S NUMBER ONE SAUCE

Reduced to sell at
15c per bottle

Prepared by
GEO. MASON
The Original, From
LONDON, ENGLAND

The Mason, Miller Co.
TORONTO, CANADA

Agents Wanted



CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat
Put up in ¼ gross cases

Bulk in 7-lb. Pails,
½ doz. in crate.

25-lb. Pails and 75-lb. Tubs.

Capacity one ton per hour.
Sold by all wholesale dealers.

The CAPSTAN MFG. CO., - Toronto, Ont.

ROWATS'

still hold the Premier
Position for

Imported Pickles and Olives.

Enquire of your wholesaler for our
New 12 oz. Bottle Pickles which retails at 10c.

ROWAT & CO.

GLASGOW SCOTLAND

AGENTS IN CANADA:

Snowdon & Ebbitt, 325 Coristine Building, Montreal, Ontario and Quebec.
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F. H. Tippett & Co., St. John, N.B.
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THE PEOPLE NEED H.P.

Bright "live" aggressive Canadian advertising will send the people to the stores for H.P. Sauce—England's most popular condiment. Stock melts like snow. The people are beginning to appreciate the world's best Sauce, so don't run short of H.P. Our advertising will send the customers; do your part; be ready to supply them, and a large and permanent trade is yours.

"Tasting" bottle with quotation (full ordinary size) on application to our Canadian Agents.

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Georgeson Co., Ltd., Calgary, Alberta. Ellis & Co., Ltd., St. John's, N.F.
Kelly, Douglas & Co., Ltd., Vancouver, B.C.

MIDLAND VINEGAR CO., Ltd. **BIRMINGHAM AND LONDON, ENG.**



One reason for the popularity of

Sterling Brand Pickles

is in their delicious flavor. These famous Canadian-made pickles are made from the best selected vegetables. They are "Best Sellers."

Order from your jobber or direct.

THE T. A. LYTLE CO., LTD.
Sterling Road, - Toronto, Can.

GASTRONOMICALLY PERFECT
and Purity backed up by $5,000

MASON'S O.K. SAUCE



Giant Bottle retails at 25 cents.
Secured profit 33⅓%

Sole Manufacturers
GEO. MASON & CO., Ltd.
LONDON, ENGLAND.

Represented by
S. T. Nishimura & Co.
55 St. Francois Xavier St.
MONTREAL

N.B.—The trade are cautioned to avoid imitations.

ESTABLISHED OVER 200 YEARS

CHAMPION'S IS THE BEST VINEGAR

MADE FROM FINEST MALT

Commands a Preference Over All Others.

LONDON, ENGLAND



Agents for Ontario: Green & Co., Front St., Toronto **Agent for Quebec: J. Walter Snowdon, 413 St. Paul St., Montreal**
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WE ARE OPEN TO DO BUSINESS ON EASY CONSIGNMENT TERMS. *WRITE OUR AGENTS FOR PARTICULARS*



In the eyes of the consumer all condensed milk cans look alike.

It is in the contents of the tins that the careful grocer must look for qualities that will secure and hold his customers' confidence and trade.



Unsweetened

Look to **BORDEN'S BRANDS**

Eagle Brand" Condensed Milk and "Peerless Brand" Evaporated Cream for the best qualities.

EVERY JOBBER SELLS THEM

WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man. Shalcross, Macauley & Co., Vancouver and Victoria, B.C.

BANNER BRAND CONDENSED MILK



We want a few more grocers in every town in Canada to know how much better our Condensed Milk is than any other brands. Write us NOW

John Malcolm & Son

ST. GEORGE, - - - - - ONTARIO

Imperial Evaporated Cream



Being made by experts in a sanitary factory located in the best dairying district in Canada, we feel justified in calling it perfect.

One trial convinces the housewife

The Canadian Condensing Co.

CHESTERVILLE, ONT.

GENERAL SALES AGENTS :—S. H. Ewing & Sons, MONTREAL



Look at This Can

It represents the cleanest, richest and healthiest in the line of evaporated cream, and the brand is

CANADA FIRST

Sterilized by a secret process. Put up in air tight, sanitary cans. It is sure to satisfy your customers and strengthen your trade.

Manufactured by

AYLMER CONDENSED MILK CO., Limited

AYLMER, - ONTARIO

Sanitary Cans

For Hand Filled Goods

Tomatoes, Stringless Beans, Asparagus, Spinach, Etc.,
Apples, Peaches, Pears, Plums, Etc.

Sanitary Enamel Lined Cans

For Color Fruits and Goods of Strong Acidity

Strawberries, Red Raspberries, Black Raspberries, Blackberries, Sour Cherries, Blueberries, Beets, Rhubarb, Etc.

"The Can Without The Cap Hole"
"Bottom Like The Top"

Write for Samples

Sanitary Can Company, Ltd.
Niagara Falls, - - Ontario

DO YOU KNOW

That for 10 cents
you can supply your customers
with a quarter-pound
tin of

WHITE SWAN MUSTARD

which for
pungency and flavor

**IS UNEXCELLED
BY ANY HIGH CLASS MUSTARD
SOLD IN CANADA**

Shows you a profit of 33⅓%
and gives absolute satisfaction

Packed 4 doz. to the case

White Swan Spices and Cereals Limited
TORONTO



HOLBROOK'S
Worcestershire SAUCE

HOLBROOKS LIMITED

CANADIAN BRANCH
40 Scott Street, Toronto
Canadian Manager, H. Gilbert Nobbs

MADE AND BOTTLED
IN ENGLAND.

TWO CENTS PER WORD

You can talk across the continent for two cents per word in a Canadian Grocer Want Ad.

VINEGAR

We carry the FINEST qualities in Domestic and Imported

The Davidson & Hay Ltd., Wholesale Grocers Toronto

ST. LAWRENCE Granulated Sugar

20-lb. Cotton Bags

Convenient and attractive original packages, containing the highest grade of sugar.

No loss of sugar or waste of time filling and weighing packages.

Owing to the superior quality of this sugar, your customers will always be willing to pay a satisfactory price for these 20-lb. bags.

The ST. LAWRENCE Sugar Refining Company, Limited
MONTREAL

Redpath

is

CANADA'S STANDARD

for

REFINED SUGAR

Manufactured by

The Canada Sugar Refining Co., Limited
MONTREAL

PRINCE OF WALES PURE EXTRACTS POSSESS REGAL QUALITY

That is why they are so popular with the housewife.
They please the most fastidious.

Every flavor in 2 oz. 2½ oz. and 4 oz. bottles.

S. H. EWING & SONS, Montreal and Toronto

Grocers' Specialties

Coffee	Prunes
Tea	Raisins
Spices	Ev. Apples
Extracts	Ev. Peaches
Jams	Ev. Apricots
Jellies	Ev. Pears
Syrup	Starch
Molasses	Cereals

Ask for Quotations

The **John King Co., Ltd.**
FORT WILLIAM, ONT.

TRADE MARK KEYSTONE BRAND REGISTERED

Experienced Buyers of Brooms

recognize the fact that the best is always the cheapest in the end, and this is particularly true at the present time. When you get the

Klondike, Jubilee & Sterling

you have the best that high-grade materials, skilled mechanics and an up-to-date factory can produce. Always uniform. Always the best.

STEVENS-HEPNER CO.
Limited

Port Elgin, Ontario

"Gentlemen, It's Quality!"

The Best Trade in Canada Know it and Stock



No other maple syrup is so delicately blended, having that new sap flavor just in from the bush.

Sugars & Canners Limited, - Montreal



Is this Box on Your Shelves?

Its contents have done more towards aiding the laborer, the mechanic, the business man and the housewife in keeping their hands clean than anything ever placed on the market.

SNAP Hand Cleaner

is a profitable line for the dealer to handle and no trouble for him to sell. The people demand **SNAP** and users ask for it again and again. They recognize its superiority and the live **Grocer** should recognize the urgency of supplying the need.

The Snap Company, Limited
Montreal, - Canada

Some Testimonials

To whom it may concern— Chicago, Ill., Jan. 4th, 09.

Some time ago I tried the Kaiser Wax Pad and Iron Cleaner and was so pleased with the work it did, that I recommend it highly and advise every woman who wants to make her work easy, to try the Kaiser Wax Pad and Iron Cleaner and be convinced of its good work. Respectfully,

Mrs. T. Ohmen, Deputy Supreme Commander, L.O.T.M.

The Ancker Thiem Co., City;

Dear Sirs,—I have used the Kaiser Wax Pad and Iron Cleaner for some time and found it the best Flat Iron Cleaner and Waxer on the market. Mrs. H. Martin, 108 Miller St., Chicago.

To whom it may concern— Los Angeles, Cal., Feb. 2nd, 09.

I certainly think and know through its use that the Kaiser Wax Pad and Iron Cleaner is a great labor-saving device in Ironing, which every Modern Housewife who wants to make Ironing easy, should not be without it, on my part I would not part from the Kaiser Wax Pad and Iron Cleaner if it cost ten times as much.

Mrs. J. H. Suchery, 627 S. Gentryl Ave.

To the Ancker Thiem Co., Chicago, Ill., Norfolk, Va., Feb. 18th, 1909.

Dear Sirs,—I cheerfully recommend the Kaiser Wax Pad and Iron Cleaner to all women who have trouble with starch sticking to the Flat Irons—I am so pleased with it, that I would not be without it for any price—the result I get on Collars, Cuffs, etc., make me feel proud that I am now able to do exactly as high grade work with the glossy finish as any first-class Laundry is able to do I have no trouble now with laces, etc., sticking to the hot iron and burn. Mrs. Sarah Landey.

Dear Sirs,—I always had a nervous dread of ironing day—until a friend of mine told me to get a Kaiser Wax Pad and Iron Cleaner, which I did, and since then I can do my Ironing in less than half the time with good results, and Ironing day is a day of pleasure for me now. Mrs. N. Walsch, 980 W. 12th St., Chicago.

To all it may concern— Chicago, Feb. 19th, 09.

I had a hard time to keep a girl on account of so much Ironing and the Irons sticking to the linen, until I bought a Kaiser Wax Pad and Iron Cleaner from my grocer. Now the girl does the Ironing with pleasure and in half the time. Mrs. K. Wurtaugh, 345 May St.

To who this may interest—

Before with the Beeswax and Sand method I could not do my Ironing in a day. Now with the Kaiser Wax Pad and Iron Cleaner, which Waxes and Cleans the Iron with one stroke—and the iron slips so easy over the linen —I am able to do my regular Ironing in half a day. The results and the glossy finish make me smile every time I finish my Ironing. Mrs. F. Hayland, 880 Springfield Ave., Chicago, Ill.

Manufactured by

The Ancker Thiem Co.

Chicago - - - - - U.S.A.



PATENT APPLIED FOR

Agents Canadiens:

HOWE, McINTYRE Co., 91-93 Place d'Youville, Montreal, Que.
W. L. MACKENZIE & CO., Winnipeg and Calgary.
G. C. WARREN, Regina.
WHITLOCK & MARLATT, Moose Jaw.
HOWARD BROS., Brantford, Ont.
W. S. CLAWSON & CO., St. John, N.B.
W. A. JAMES, Vancouver, C.A.
R. GRENIER & CIE, 130 Rue du Pont, Quebec.
R. P. WESTHAVER & CO., 132 Rue Hollis, Halifax, N.-E.

Tartan BRAND

SIGN OF PURITY

Build up your trade with the Best Goods.

TARTAN Tea pays the retailer a handsome profit.

TARTAN Coffee, Spices and Extracts are guaranteed pure.

TARTAN Canned Fruits and Vegetables have the home flavor and are recommended by connoisseurs.

TARTAN Baking Powder, Baking Soda, Syrup, Salmon and Groceries build up your business.

Send us sample orders and see the magic change.

Phone **596**—specially reserved for Long Distance Calls.

BALFOUR, SMYE & CO.

Headquarters for all Fancy and Staple Groceries **HAMILTON, ONT.**



JAMS and JELLIES

The E. D. Smith Brand represents all that is best, purest and most natural in flavor.

THEY ARE THE ACME OF QUALITY.

AGENTS

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Those Who Wish to Rent or Hire

stores or departments, sell or buy businesses or stocks, place or acquire accounts, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises, should not fail to use the Want Advertisement Page of **THE CANADIAN GROCER.** It is the central office of the grocery, fruit, provision, canned goods and foodstuffs trade of Canada.

Free Trip to "Toronto National Exhibition"

and Return, with Six Admission Tickets thrown in for Good Measure.

To anyone, living in Canada, who sends us new, full-year, paid-in-advance subscriptions as per schedule below, will be furnished Free First-Class Railway, or Steamship, Transportation (as preferred) to Toronto and Return, over any Canadian Railway, or Steamboat Line, together with Six Regular Admission Tickets to the Toronto National Exhibition this fall. Tickets good during the Exhibition, subject to the regulations of the transportation company issuing them.

Begin now, and see how easy it is to earn this outing. Subscriptions may be sent in any time before July 15th next, but not later, as the remaining time before the fair is required to complete arrangements for traveling accommodation for those who respond to this offer.

There is no competition, or other element of chance or risk about this offer. The distance you reside from Toronto regulates the number of subscriptions you must send. When you have sent that number you may rest assured that our undertaking will be carried out to the letter. The regular railway time-tables will be used to determine the distance, which is to be calculated by the shortest passenger route. By consulting your railway time-table you will get this information, or we will supply it. Should you fail to secure the full number of subscriptions required, proper remuneration will be made by sending you, in lieu of the tickets, their pro rata equivalent in cash.

Notify us early of your intention to accept this offer; for convenience you may use the form below. This offer is open to ANYONE, whether a subscriber or not.

THE BUSY MAN'S MAGAZINE,
10 Front St. East.
Toronto, Ont.

Gentlemen:

I hereby accept your offer of "Free, First-Class Transportation to the Toronto National Exhibition and Return; together with Six Regular Admission Tickets to the Fair-Grounds," in consideration of which I will undertake to send you the number of new, full-year, paid-in-advance subscriptions to The Busy Man's Magazine, indicated by my X, on the schedule below. I reside no further from the city of Toronto than is indicated in the schedule opposite my X.

Miles from Toronto.		Number of subs.	Mark X
25 to	50	3	
51	100	5	
101	150	7	
151	200	9	
201	250	11	
251	300	13	
301	350	15	
351	400	17	
401	450	19	
451	500	21	
501	600	23	
601	70	25	
701	800	28	
801	900	31	
901	1000	34	
1001	1100	37	
1101	1200	40	
1201	1300	43	
1301	1400	47	
1401	1500	50	
1501	1600	53	
1601	1700	56	
1701	1800	59	
1801	1900	63	
1901	2000	66	
2001	2250	72	
2251	1500	80	
2501	2750	89	
2751	3 00	97	

*Name*_____

*Street*_____

*Town*_____

*Province*_____

*My Ticket to be Via:*_____

*Railway*_____

*Boat Line*_____

Write plainly; this will insure immediate acknowledgment of your communications and safe and prompt delivery of your tickets.

"The Busy Man's Magazine Policy is as Wide as this Great Dominion"

The offer on the opposite page is the broadest one ever attempted by any publication in Canada. Only a magazine with unbounded faith in its merits, in the people and in the country, backed up by ample resources, could attempt such an offer as this. Without restrictions, anyone living in this wide Dominion, whether in Nova Scotia, British Columbia, or any other place between, can have this trip by First-class regular trains. "No special excursion crowding at second-class rates." These tickets will afford you every comfort that any first-class ticket will or can afford during the Exhibition.

The management of this trip is in the hands of a committee who will handle it carefully, liberally, and to the satisfaction of all who accept it. This great offer is made to popularize Busy Man's Magazine, and every detail will be carried out in a manner to insure this end.

Busy Man's is only two dollars per year; any Man, Woman, Boy or Girl can earn this trip at a very small tax on their time. Send in your acceptance and we will send you sample copy and order forms.

This announcement first appeared a few days ago; already we are receiving acceptances from all parts of Canada. Take this offer at its face value, accept it and win the trip. We'll help you and carry out the offer in its entirety.

Busy Man's is a high-class monthly, in which topics and events of immediate interest are ably treated.

It is easy to sell because it bears the imprint of worth on every point that counts in good magazines.

Read what others say of it, in the letters on the margin. Then make up your list of those you think should subscribe, and see them and others without delay. Don't forget the "others," sometimes they are the best.

The Busy Man's Magazine

Toronto - Canada

UNSOLICITED TESTIMONIALS

I consider The Busy Man's Magazine the best I have yet come in contact with.
HENRY WILSON, Toronto.

We have subscribed to many British and American magazines, but found none to equal yours as a Business or Busy Man's Magazine. The articles are so admirably selected that one can start at the first and read right through to the last page and enjoy superior reading all the way.
AULD & CO., South Dunedin, New Zealand

We would not like to miss the future copies of The Busy Man's Magazine.
INGERSOLL PACKING CO.

The Busy Man's Magazine is the best magazine I have had the pleasure of perusing. If my subscription should lapse, do not stop it; jar me up on remitting.
A. B. BURRETT, Amigari

It is pleasing to record that Canada can boast of such a publication, whereby the man, who can devote only a short time to reading each day, may become thoroughly conversant with all that the brightest minds are producing, and what the world's leaders of thought and research are doing, discovering or planning.
Such a publication is The Busy Man's Magazine, which is replete with the latest contribution of the world's centres in political and commercial affairs, science and invention, labor, business, industry, art, etc. The Busy Man's Magazine is a Canadian publication, and places before its readers the greatest amount of instruction and profit in the handiest form and most attractive manner. It indeed fills a long felt want. — Peterborough *Daily Review.*

The Busy Man's Magazine takes first position in my opinion. It has more interesting, concentrated, common-sense information in one issue than most periodicals have in a whole year.
C. C. NASH, D.D.S., Bath.

The articles in The Busy Man's Magazine are just what we want, short and so well written that a busy man can afford time to read them and feel benefitted for the short time given to each article.
WM. THOBURN, Almonte

The Busy Man's Magazine is the only publication that I keep a file of; in fact I have to, because practically every article in the various issues has been blue pencilled by me for future reference. You have certainly succeeded in obtaining all of the articles of value from the principle magazines of the world, and as a consequence I have not only been able to save a great deal of time by reading your magazine, but also a good deal of money. For instance, I had subscribed for 32 different publications. I now find that Busy Man's Magazine covers the gist of the majority of them.
C. EDGAR WOOD,
Sales Manager Dominion Cartridge Company, Montreal.

Classified Advertising

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

Yearly Contract Rates.

100 words	each	insertion, 1 year.....	$30 00
"	"	6 months...	17 00
"	"	3 months...	10 00
50	"	1 year.....	17 00
"	"	6 months...	10 00
25	"	1 year.....	10 00

PERIODICALS.

ADVERTISING writers and business men interested in good printing should subscribe to Canada's only printing trade paper, THE PRINTER AND PUBLISHER. Subscription price $2 per annum. Address, 10 Front Street East, Toronto.

CANADIAN MACHINERY AND MANUFACTURING NEWS, $1 per year. Every-manufacturer using power should receive this publication regularly, and also see that it is placed in the hands of his engineer or superintendent. Every issue is full of practical articles, well calculated to suggest economies in the operation of a plant. Condensed advertisements for "Machinery Wanted" inserted free for subscribers to the GROCER. "Machinery for Sale" advertisements one cent per word each insertion. Sample copy on request. CANADIAN MACHINERY, 10 Front St. East, Toronto.

COMPLETE information on books, stationery, fancy goods, music, photo supplies and kindred lines is given each month in THE BOOKSELLER AND STATIONER, of Canada. Subscription price $1.00 per annum. Address, 10 Front Street East, Toronto.

THE BUSY MAN'S MAGAZINE is the most popular periodical of its kind. Why? Because each issue contains a strong list of original articles of interest to every Canadian. It also reproduces the most timely, instructive and interesting articles appearing in the other magazines and periodicals of the month. The cream of the world's periodical press is too valuable to overlook. BUSY MAN'S is on sale a. all news-stands. Better still, send $2 for one year's subscription. Mail it to-day. THE BUSY MAN'S MAGAZINE, Toronto.

THE market reports make HARDWARE AND METAL a necessity to every hardware merchant, paint and oil dealer in Canada. It is mailed every Friday. Subscription price is $2 per year. Address HARDWARE AND METAL, Montreal, Toronto or Winnipeg.

FOR SALE.

FOR SALE—Town, city, rights for preserving eggs. None better; fortune builder. Start this spring. W., care GROCER, Toronto. (16p)

DUPLICATING DEVICES.

IF INTERESTED in a Duplicating Machine for getting out circular letters, reports, price-lists, etc., or for printing various office forms, write for booklet and samples of work. The "POLYGRAPH" is the newest, latest and best and sells for a lower price than the others. Is unexcelled by any similar device on the market. F. W. Tenney, Canadian Sales Agent, Stair Building, 123 Pay Street, Room 116, Toronto, Canada.

SITUATIONS WANTED.

PRESERVES, MARMALADES, CANNING—Manager with thorough practical knowledge is open for immediate engagement, thoroughly up in costs and general management. Box 303, GROCER office, Toronto.

ADDING MACHINE.

ELLIOTT-FISHER Standard Writing-Adding Machines makes toil easier. Elliott-Fisher Limited, 513, 83 Craig St. W, Montreal and 129 Bay St., Toronto.

BOOKS FOR THE GROCER.

ART AND SCIENCE OF WINDOW DRESSING, by S. W. Roth. Every retail grocer should learn the methods set forth in this book—which is specially written for **Grocers**—on how to make grocery windows attractive and thus draw trade. Every means of successfully displaying goods is treated of in its 14 chapters and 30 illustrations. Price $2.00, postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

COFFEE, its history, classification and description, by J. M. Walsh. This interesting and instructive book deals with the commercial classification and description, adulteration and detection, and the art of blending and preparing of coffee. Price, $2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include special sales, getting holiday business, co-operative advertising, money-making ideas, contests, etc. Price, $2.50 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

TEA BLENDING as a fine art, by J. M. Walsh. This work is especially designed for the use and instruction of those engaged in the tea and grocery business, containing formulae for the scientific and judicious combination of the different varieties and grades of tea. Price, $2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

TEA, its history and mystery, by J. M. Walsh. The contents of this practical and exhaustive work include cultivation and preparation; adulteration and detection; arts of testing, blending and preparing; chemical and medicinal properties, etc. Price, $2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

THE GROCERS' MANUAL—New edition, enlarged and illustrated, 1188 pages. All about Groceries, Provisions, Fruits, Spices, Drysalteries, and Chandlery, their sources, varieties, manufacture, adulteration, &c. Specimen pages free. W. Clowes & Sons, Ltd., 23 Cockspur St., London, S W.

WANTED.

WANTED in every town and village, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine. Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

AGENT WANTED.

WANTED—Manufacturer's agent or jobber in every large distributing center in Canada (where not already represented) to handle our full line of high grade Chocolates and Bon-Bons. Many other leading lines to offer to the right parties. When replying state lines you handle, connections and district covered. The ntreal Biscuit Company, Montreal. [18]

TRY A

Condensed Ad.

IN THE

Canadian Grocer

MISCELLANEOUS.

A MARKET OF BUYERS, backed up by money to spend, is open to you in the Busy Man's Magazine. Every territory in Canada is represented. If you have something to sell, something you want to buy, a condensed advertisement in the Busy Man's Magazine will put you in touch with the classes you want to reach. Four cents per word will carry your message from Atlantic to Pacific. Send copy of your advertisement along with order to cover cost of insertion. Your announcement will appear under a special heading. Busy Man's Magazine, Montreal, Toronto, Winnipeg.

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7,217—National Cash Registers were sold during May, 1908. That's more than were sold during May, 1907. The National Cash Register Company, F. E. Mutton, Canadian Manager, corner Yonge street and Wilton avenue, Toronto.

NOTICE—Users of Pitner Gasoline Lamps are warned against being induced to purchase parts of other makes of lamps to be used on the Pitner. The most vital part of any lamp is its generator, and the Pitner generator has been granted a patent in Canada, the United States and other countries, on the principle of its improved method of generating gasoline vapour. Supplies and parts for the Pitner Lamps can be received by return mail by applying to our representatives or direct to the Pitner Lighting Co., Limited 36-38 Lombard St., Toronto, Ont.

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Messrs. Gordon, McDonald & Co., 6-7 Cross Lane, East, cheap, London, invites correspondence, either from Exporters of Canadian produce or Importers of general groceries. From their long experience in Glasgow, Liverpool, and London, they have a wide and comprehensive knowledge of both trades on every side. All goods imported paid cash against documents. References to Montreal firms with whom we have done business for many years. Cable address, "Donable." Codes—"A B C," fifth edition, Riverside and Adams.

DAVID SCOTT & CO.

Established 1878. 10 North John St.
LIVERPOOL, ENGLAND.
Splendid connections and references. Try us with a shipment of CANNED GOODS.
T. A.—Scottish, Liverpool.



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From $1,000 to $10,000 a year and expenses. If you want to enter the easiest, best paid profession in the world, our free catalogue "A Knight of the Grip" will show you how. We place hundreds of our graduates in good positions with the best firms all over the United States and Canada. Write (or call) for particulars today. Address Dept. 287 National Salesman's Training Association
Chicago, Kansas City, New York, Minneapolis, San Francisco.
Write nearest office.

Tea Blending for Retailers

An Expert, writing in The Tea & Coffee Trade Journal, "The Blue Book of the Trade," says:—

There is hardly a dealer who has not experienced the difficulty of maintaining the uniformity of his tea supplies and who does not have frequent occasion to bemoan the fact that he is unable to match his standards exactly. He has to undergo the mortification of frequent complaint and is often obliged to see some regular customer leave his counter in search of satisfaction elsewhere.

An expert blend of tea of a given grade approaches far nearer the ideal of what a perfect beverage should be than any straight tea of the same grade, and the object of blending is not, as many people imagine, to reduce the quality or to disguise inferior teas, but to obtain a flavor that is better and more desirable than that yielded by a single variety. Experienced tea planters will tell you that it is almost impossible to reproduce a tea exactly from even the same plants, and by the aid of identically the same machinery and processes. So many factors enter into the gathering, treatment and marketing of the leaf that before finally reaching the consumer the constantly varying conditions have to be discounted and offset by the aid of the science of blending.

There are as many shades of quality and character in tea as in the colors of the spectrum, and it is as much a work of art to combine and harmonize the former by means of the scientific blend as it is for the successful painter to be able to grind his pigments so as to produce a harmonious color scheme.

A perfect blend of tea is the mingling of tea characteristics having an affinity for each other, so that they will pass imperceptibly into one another and unite so harmoniously that there shall be no appreciable line of division and that the qualities so combined cannot easily be separated. How different, therefore, is a blend to a mere mixture? A mixture is generally an incongruity and a clashing of ill-assorted constituents, while a blend is the very opposite. It is this haphazard practice of "mixing" teas and the confusion of the terms "mixing" and "blending" that has led to the popular misconceptions of the subject and has retarded the adoption and practise of the true art of blending.

Estabrooks' blended teas in bulk are the result of scientific blending of teas by the most capable experts in the business, men who have spent their lives blending and testing teas.

The smooth, even combination of strength and flavor excels any straight tea at the price and besides they are guaranteed always uniform in quality. You can order them by number or letter and be absolutely sure of getting an exact match for the previous shipment.

You will find it to your advantage to try a chest of Estabrooks' blended teas in bulk, when next you buy, if you are not already handling them. They are packed in chests and half-chests, black, green and mixed, at all prices. Write to-day for trial order or for prices and samples.

3 Wellington St. E., Toronto, Ont.
315 William St., Winnipeg, Man.
Branches

T. H. ESTABROOKS
St. John, N.B.

Canned Goods—"Soleil Brand"

We are now taking orders for ***Canned Vegetables and Fruits*** of the ***"Soleil" Brand*** for the 1909 crop.

Our Travellers are now on the road with price lists. Do not give your orders before seeing them. We have on hand a complete variety of all ***"Soleil" Brand Canned Vegetables*** and ***Fruits,*** 1908 crop. We invite you to buy now all you need for your requirements until the new crop is ready. We will sell you for immediate delivery or for shipment at the opening of navigation so that you may not miss a sale of these goods by being short of them.

"Soleil" Brand Canned Goods are the best in regard to quality, prices and attractiveness of packages.

Canadian Canned Goods

We carry a full and very complete assortment of Canadian Canned Goods to offer for immediate delivery or at opening of navigation; also all kinds of Dried Fruits, Nuts, Etc.

TEAS

Notwithstanding the large shipments of teas from Canada to cover the deficiency in the United States supply, and the increase from 2c to 5c per lb. in prices, we have decided to maintain our prices at the same level, which is lower than that of any competitor.

We have the largest and best assorted stock of Teas in all lines of ***Japan, Siftings, Fannings, Ceylon Green, Young Hyson, Gunpowders,*** and ***Black Teas,*** and we are able to supply all the requirements of the trade.

We specially recommend the teas of "Princess Louise" and "Victoria" brands as unrivalled qualities for the money. We pay the freight on quantities of 200 lbs. or over in assorted lots or otherwise. ***We defy any competition as to prices.***

We will supply samples with pleasure. Ask for them.

Molasses

We are now taking orders for the new crop to be delivered in May and June next. The prices for this new crop are below those ruling at present. Do not place your orders before you see our travellers.

For all information, prices, etc., write, phone or wire at our expense.

Laporte, Martin & Co., Ltd.

Wholesale Groceries, Wines and Liquors

Montreal

YOU KNOW WHAT IT MEANS

To Keep a Large Stable of Horses, and Work for Only One of Them. The Rest Soon Eat their Heads Off.

The grocer who handles Bulk Teas is in the same position as the owner of the large stable. He carries far more tea in stock than his trade demands. He is selling some, to be sure, but his interest and insurance account, and the deterioration which sets in with age in all kinds of tea, just about eats up the profit he makes. Is it not a very much more sensible idea to carry a well assorted stock of

"SALADA"

packed as it is in lead packets, for which there is an active and ever increasing demand. You are then in the position of the man who has a pair of horses and plenty of profitable work for them.

This is the position you are in if you handle "SALADA" and "SALADA" only.

"SALADA" Tea Co., Toronto and Montreal

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Plea for Better Trade Relations With West Indies

Impressions Gained From a Trip of Member of the Campbell Milling Co., West Toronto, to the Sunny Island of Cuba—The Possibilities of Future of the Vast Plateau—Immense Cigar Factory at Havana—Thinks Canadian Government Should Aid in Promoting Trade with British Islands.

By D. A. CAMPBELL.

In these later years when the struggle of commercialism has rolled back the horizon to include most every nook and corner of the civilized and uncivilized world, probably no country has been so sharply drawn into the limelight of the world's attention as Cuba. Other than knowing that from here came the world's best cigars, most of us were content in the knowledge that Cuba geographically was in the south, and agriculturally was a seething hotbed of revolution. But while in the latter instance our impression was correct a few years ago, Cuba to-day has emerged from her period of suffering and war, and now offers to the business man, to the settler, to the investor and to the prospector the greatest possible inducement to come and develop.

Cuba is a larger country than would be imagined. Not unlike Italy in shape the total distance from one end to the other is over 700 miles, while the width is only forty-eight miles across from Havana. Her population, of which Havana and Santiago together comprise nearly a quarter, is something over 2,000,000.

I took the train from Santiago to go to Havana, a distance of 540 miles. The Cuban Railroad Co., which operates this line, furnish almost as satisfactory a service as can be found anywhere at home. With the exception of dining cars, luxury, including first-class observation cars, Pullmans and good roadbed, is complete. The trip occupying about twenty-six hours, of which about four are wasted in stops, is delightful to one from a northern country, in the complete diversion it offers from what one is accustomed to see in the north.

Plateau Like Our Prairie.

Cuba is of peculiar formation. Its low lands are comparatively very limited. An immense flat plateau stretches its unbroken length from one end of the island to the other. Although at an altitude of many hundred feet above the ocean level, this plateau is not unlike our Western prairie land. The country for the greatest part is a wasted land but not a barren waste. Indeed, the luxuriance of its tropical vegetation is very potent.

The stations, around which are a few palm-roofed shanties, are far apart and in between, the stretches of dark forest or rich grass on the wasted plain are wonderful. Trees with giant limbs like the oak stretch for miles, interspersed with royal palms, cocoanut trees, bamboos, palm bushes and ferns, so thick that it would be impossible to pass through them. And trying to force a passage would be further obstructed by thick vines which creep everywhere, even to the tops of the highest trees. Low flowering bushes with thick dark grass complete the impossibility. The whole is a tangled, warped, overgrown mass, struggling for the survival of the fittest.

Orange and Pineapple Patches.

In isolated spots between, the settler has come in, and his work in clearing the land is a herculean task. But when the clearing is accomplished, a rich clay soil is exposed, and soon the chaos and waste of virgin nature resolves itself into serrated orange groves or patches of pineapple, or perhaps in the grazing country herds of cattle browse in nutritious fields. From chaos comes order, and from profligate waste, reward for enterprise.

No one can foretell the future of this vast stretch of table-land that has lain through the centuries high, dry and wasted in the summer sun. Of course, in spots the rock runs to the surface, or perhaps the soil covering the rock is too thin in places to properly sustain cultivated vegetation. But no pot of honey is without its fly, and no land is so rich as to boast of unqualified fertility. And I say that seeing the wonderfully rich natural vegetation on this thinly populated island, it would take a virulent optimist to foretell the development of, say, twenty-five years of unremitting colonization.

Land Must Be Cultivated.

Like the awakening of most virgin countries, Cuba has, and is, suffering some setbacks. American and Canadian speculators have in this case been the instruments, and Cuba's reputation is sustaining a reverse. A colony of American settlers came to land in La Gloria on the northern side of the island, and their success has not been as imminent as was expected from the prospectuses issued by the land speculators who foisted their shark land on the individuals comprising the colony.

But, despite the dissatisfaction of some few, the very fact that the speculation was under way, evidences, even if in a small way, the coming value of Cuba. And then again, most of the colonists were derelicts in health from nature's stormy blast in the north, who came south enthused by the tales of balmy sunny days in a palmy island, where nature heaped her rich blessings on them while they sat under a bamboo tree eating pineapple fritters. But not so with nature here, or anywhere else. The land must be cleared, and that is hard work. Then the settler must cultivate and prepare the soil, and plant, and sow, and work, and then, and not till then, will nature smile and do the rest.

The climate is delightful on this high plateau. The dry season and the wet season come and go with nature's usual precision. The wet season is not disagreeable nor unhealthy in the highlands, nor is the dry season without its comforts, for the nights are cool, and the breeze fresh from the ocean plays in the rustling palms, or sweeps the waving grass, thus ameliorating the sun's hot rays.

Poor Prospects from Cuban Rule.

Railways cover the island, or are being built as the settlers need them, while steamboats ply the shores from end to end. And despite the dissatisfaction of the few, the country during the present invasion of the Americans is going ahead rapidly. But alas, the American troops are leaving now, the assurance of American institutions is disappearing with the evacuation of her soldiers, and probably under Cuban self rule, the country will sleep herself back to oblivion. I was talking to a man on the train, who, while realizing the untold possibilities of the country, wept at the prospect of Cuban rule, and he told me of one instance which exemplified the progress of the few years of American rule. He bought four thousand acres of land in the heart of Cuba for thirty thousand dollars, and to-day he said, and not boastfully, that the same land was worth fully two hundred thousand dollars, and not through speculation, for he has planted and raised oranges and pineapples on the land, and he says he knows its value.

The Americans stepped in and in a few short years made the Cubans adopt hygienic methods of sanitation in their cities, thereby making them habitable and beautiful instead of being pest holes for the ravages of dirty diseases. They also built the railways, started the steamers, built highways, framed the fiscal laws, maintained peace and order where was brigandry and robbery, and in untold ways put the country on her feet.

In Havana, the Capital.

Havana is reached at last after the long ride through the interior, and here I spent nearly a week. I had the pleasure of being shown through Bock & Co.'s cigar and cigarette factories, where 80,000 cigars and over a thousand miles of cigarettes are turned out weekly, giving employment to over twenty-five hundred people. To give a more comprehensive idea of the magnitude of this great industry in Havana, I might say that the big sum of one thousand two hundred and fifty dollars a day is paid in revenue stamps on the

cigarette boxes. Then I went through the huge sugar mill at Providencia, where one thousand bags of unrefined sugar are manufactured daily for shipment to the refineries in the States.

Canadian Capital Invested.

But what struck me most forcibly in Havana was the aggressiveness of American institutions already flourishing in this city. Quick to realize the boundless commercial possibilities of this coming country, the Americans during their period of control so framed the fiscal laws as to give great preference to the products of their home industries. But while they largely control the visible evidences of prosperity, they are not alone in sharing all of it. Canadian capital is invested in railways, steamboat lines, ranches, fruit farms and sugar mills, and one Canadian Bank has eleven branches in Cuba (The Royal Bank of Canada) and were offered, I was told, over $1,000,000.00 for their goodwill alone in Cuba.

But while viewing the golden prosperity the United States are enjoying commercially in Cuba, it struck me that just as they through aggressive persistence have carved out for themselves this wonderful market for the output of their factories, so we Canadians could and should do something at once to build up and enhance our interests in the other West India Islands, where we have already some prestige through being sister colonies in the great British Empire. Nearly everything we manufacture in Canada would find a market in the British West Indies, while the fruit, sugar, tobacco, spices and many other products of these rich islands would readily be purchased in Canada.

Whether the fault lies with our own Canadian Government, or with the Island Governments themselves, I do not know, but surely the opportunity is ripe for a reciprocal trade arrangement. For in speaking to representative business men in Nassau (Bahamas), where I visited after leaving Cuba, I gathered that they were willing and waiting for some such measure.

Let me complete this article with a request that the "Canadian Grocer," than whom a more fitting advocate could not be found, assiduously pursue this question and endeavor to awaken our Department of Trade and Commerce to a realization of our opportunity to duplicate the Americans commercial conquest of Cuba.

NEW CANNING COMPANY.

A new company, the Eastern Canning Company, is now doing business in Port Canada, N.B., having engaged in the packing of sardines. The company possesses a large, modern and sanitary factory, complete in every respect, even to the making of their own tins on the spot. While they will devote their chief attention to the production of sardines, the concern will also pack other sea foods, and will endeavor to supply the trade in all parts of Canada. Their sardines are appearing on the market under the brand Balaklava. C. A. Chouillou & Co., Montreal, are agents for the concern in that city, while Green & Co. look after their interests in Toronto.

Goods to be Displayed During the Month of April

Housecleaning Preparations and Utensils Now Required — Maple Products, Canned Goods, Confections and Seeds Among the Other Necessaries Called for by the Purchasing Public— Suggestions for Window and Interior Displays.

April is the month of sunny days, the great changing month of the year. It marks the end of extreme cold, and heralds the approach of warm weather.

It may be called the alteration month, par excellence, of the year. The housewife usually does her spring cleaning some time during this month ; she puts out of sight many things suggestive of winter, and replaces them with more summery things. Double doors and double windows are taken off, the lawn mowers are dug out of the garret and given a preliminary run and put in order. Gas stoves begin to come in for some attention instead of the kitchen range which has served the double function of a heat producer and cooker during the winter months.

Change in Displays.

When all these facts are taken into consideration, it is necessary for the wide awake grocer to take advantage of the prevailing convergence of affairs, and suit his stock and displays to the requirements. In so doing he must strive to keep his stock seasonable and force this fact upon the public's attention. Since April is the house cleaning month, all sorts of tools required in this semi-annual upheaval of the home will be required by the housekeeper. A window display of them can be arranged. Don't make the mistake of thinking that striking displays cannot be made, with these apparently homely materials. Originality and taste will overcome this difficulty. If one of the clerks show special talent along these lines, give him an opportunity to develop these traits and encourage him. Many a business has been made larger, owing to the creative ability of one of the employes.

Begin at Your Own Store.

Just here, however, it might be well to point out a mistake which might be easily made. Don't suggest housecleaning to others unless your own store is clean, and has had its spring ransacking, otherwise the strongest arguments along these lines lose their force. People will think that the grocer is strong on advice to others, but evidently is insincere as he cannot profit by it himself. Too much stress cannot be laid upon this, as women who are largely the grocers' customers, are very susceptible to appearances. It is a trained sub-consciousness with them. They know, more by instinct than observation, whether a store is clean or not. When their prejudices are once aroused they are irretrievable. Tradesmen know only too well that they love well, and hate in a like way.

Maple Products Seasonable.

A nice display of maple goods is always seasonable and attractive at this time of the year. Maple products are put up now in attractive packages, and can be displayed to good advantage. If the goods are pure have a card saying so ; if compound do likewise. Avoid giving people a wrong impression or selling goods under false pretences.

Dried fruits are being used largely at this time of the year, also canned goods. A series of boxes of the former can be opened and placed at the most effective angle, in the window, bearing cards, stating the price. A large card neatly printed can be placed above these with something like this on it : "Fresh Fruits are expensive at this season—Try some of our dried fruits."

A man with originality can make all sorts of attractive windows with canned goods. Their brilliant labels make them specially adaptable to this sort of thing. Flags, names, designs, etc., can be worked with them in the form of bed displays. An enterprising dealer some time ago, reproduced in miniature, a Norman castle, and on the towers he had small flags, with the name of the brand on it. Innumerable are the uses to which they can be put with the aid of a little creative ability.

April is a good month to paint the outside of the store. The dust of the street, which is such a great consideration in an operation of this kind, does not enter into the problem, so largely in this month as it will later. April is a good month to begin active operations in any contemplated additions on new buildings. The days are getting longer, so that workmen can do their full day's work, and can also work in comfort outside.

What about new customers ? In April and May people begin to think of greener pastures, and in a few cases actually move to the country. It is a good plan to put in operation any campaign for securing new trade before they leave.

Once people get in the habit of coming to a certain store or ordering from a certain store, so long as they are well treated they will invariably patronize it when they return in the autumn.

See to Confectionery.

The confectionery department is one which requires more attention during this month than some others. Candies are in good demand. It may be called the sweetmeat season. Some grocers carry candies in a perfunctory way, so as to be like others. They think confectionery is necessary to complete their equipment of stock. So it is, but it is more. They are a source of proportionately greater revenue than many of the time honored lines indispensable to a grocery store. Candy is a luxury and delicacy, consequently it should be taken care of very carefully. Make the surroundings as tempting as the candy. When these two essentials go hand in hand, the results will be gratifying to a large degree.

In April, people are beginning to think of their garden plots. The grocer should anticipate these leanings, and have his seeds on display. Most seed dealers send very attractive advertising matter with their products which can be used to advantage. They brighten the store up and make people think of the approaching summer, which is just what you want them to do.

The Canadian Grocer

Established - - 1886

THE MACLEAN PUBLISHING CO., LIMITED

JOHN BAYNE MACLEAN - - PRESIDENT

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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GOOD WISHES FOR THE FUTURE.

The Canadian Grocer wishes all its readers a happy Easter time. The season which recalls to mind the most important episode in the Christian era has once more rolled around and with it the assurance of the beginning of spring and the revival of trade. The Easter season marks one of the important mile-posts in the cycle of the business year and merchants should make the best of it. They have greater reason this Easter to look forward to a return of those buoyant trade conditions which existed a few years ago.

That this will be so we have the assurance of the manufacturers, who, probably better than any others, are able to gauge the pulse of business. The advances made in the customs receipts in March over the same month of the past year in many towns and cities throughout the Dominion is another evidence of the passing of the depression and the advent of better times.

It is therefore the duty of every merchant to aid in the coming of these better times by instilling in those with whom they come in contact the spirit of enthusiasm and optimism that they may forget the past and live within the present.

HOW TO BOOM YOUR TOWN.

Editorials and double-headed articles have been appearing recently in a number of the newspapers setting forth the slogan of "boom our town." This is a splendid idea. But the merchants must remember that it is chiefly up to them to do the booming of their home towns. They have got to see that the business of their community is done with them and not from mail order houses a hundred or two hundred miles away; and the best method of keeping the trade where it should belong is by advertising in the home newspaper.

All this talk of booming business will be of little avail unless the merchants realize the responsibility placed on them and in order that they may be instrumental in accelerating prominence to their city, town or village they must advertise themselves and see that the money in spent in the community in which it is earned. Otherwise trade is bound to recede, population to decrease and a "dead" place is the ultimate result.

MAPLE SYRUP SEASON OPENS.

The weather has become favorable to a good flow of sap, and sugaring operations have commenced in earnest in Quebec. Some of the leading grocery stores in Montreal are showing genuine maple sugar, and syrup of this season's make. A resident of the Eastern Townships stated that the prospects for a good season are bright. Very frequently when the season opens too early, a protracted run, with serious interruptions, impairs the quality of the make very much. The season, when the proper weather conditions prevail rarely lasts more than one month or five weeks at the longest. The maple for a long time, in common with other Canadian trees, was sacrificed indiscriminately for lumber and various other commercial purposes. The increasing value however, of this tree as a yearly revenue producer, is securing for it a large degree of immunity from the encroachments of the lumberman.

THE LAND OF CUBA.

The Grocer desires to call the attention of its readers to the article in this week's issue written by D. A. Campbell, of the Campbell Milling Co., West Toronto, on his impressions from a trip through the island of Cuba. He lucidly leads one through the luxuriant vegetation, the orange groves and the pineapple patches and tells of the enormity of the cigar industry in the Cuban capital from where comes the world-famed fragrant weed.

Later in his story he points out the foot-hold the United States have on the trade throughout the island and advocates that Canada follow in the steps of the country to the south by promoting better trade relations between the Dominion and the British West Indies. He claims that nearly everything we manufacture here would find ready markets in the British possessions among the group and that Canada could easily reciprocate by purchasing the cigars, tobaccos, fruit, sugar and spices that make these tropical islands known throughout the world.

The story is one that gives a great amount of information, is written in a most facile style and it should be carefully read by everyone connected with the trade.

CANNED GOODS SITUATION.

The season of 1906 was the banner one for canned goods in Canada. Business in all lines during that year was at its best and since that time it seems to have receded somewhat. This condition of affairs, however, is not expected to continue for any length of time as the large canners anticipate a good season in 1909. The pack in 1908 was something under ten per cent. greater than during the previous year so far as one large canning concern was concerned, but while the sales are governed to a great extent by the pack, yet the pack is not necessarily governed by the sales.

Until the autumn of 1907 sales continued to be good from the season before but in 1908 they were less than in either the two years preceding.

In referring to the outlook one large canning company said: "We look forward to a better business this year than last as far as the volume of business goes, but we are afraid that it will be a few years yet before we catch up to 1906 again."

Wholesale dealers and brokers in Toronto say that there is a shortage in peas and that there will possibly be a shortage in corn. Their impressions seem to be that the canned goods pack of 1908 will be pretty well cleaned up before the new goods are manufactured and placed on the market.

GROCERS SHOULD SELL FLOWERS.

On many occasions in the past The Grocer has advocated the carrying of flowers by the retail grocers, and our advice has been taken by a large number. Usually such arrangements can be made with florists whereby it is impossible for the grocers to lose money, as will be observed from correspondence from St. Catharines appearing in this week's issue.

It is there pointed out that two merchants have begun the sale of flowers and that so far the investment—if it can be called an investment—has proven profitable. These firms simply give space for the flowers in their stores and

obtain a commission of fifteen per cent. on the sales made. No loss from unsold stock is occasioned because the florist agrees to take back all unsaleable goods.

Besides being profitable the carrying of flowers becomes another asset. The additional attractiveness lent to a store in which some handsome flowers are kept is a positive force towards the popularity of that store even if none of them are sold. Only a few of the patrons of a grocer ever enter the store of a florist so that the former has probably ten opportunities to make flower sales to the one of the florist.

THE CURED MEAT TRADE.

It is interesting to note the changes that have occurred in the hog situation during the past few years and to reflect upon the causes of these changes. It is not very long ago since the English market absolutely governed our prices here, but the rapid increase of our population and the fact that other countries are supplying England with a good deal of bacon has changed the aspect of things.

The prices of cured meats in England during the past winter have been lower than prices here so that there was little occasion for an export trade. Canadian demand has been good, with the supply scarcely sufficient. The fact seems to be that with the prevailing high price of hogs during the past year, the packers have not gone into the industry as extensively as they might have done. Prices of cured meats are therefore high and apparently too high to meet the competition from other countries into Britain.

Considering these conditions, and especially the development of the home market for cured meats it might be well if the Government paid more attention to the trade in Canada. While we are lax in our export trade, nevertheless, the home market is the more important and we should give it the preference.

GIVE TRAVELERS A HEARING.

"My desk is right here in a big open office," said a leading stove manufacturer of Toronto to our representative the other day.

"You may wonder at this, but it has many advantages. I can easily see every one coming into this establishment, and am, therefore, in a position to know if they are getting prompt, polite and proper attention. Every move in the place is under my scrutiny, and the only inconvenience is that there is considerable noise at times owing to so many clerks and typewriters in the office, but one gets used to the buzz. We have only two private or walled-in offices in the whole factory. One is for the auditor and there is another for any one who desires to discuss some private matter. Heads of departments complain at times that they are placed in too open and exposed a position. Now I tell them it is their duty to meet all people who wish to see them and treat them courteously. I do not believe in dodging anybody and resorting to all kinds of subterfuges to get rid of undesirable callers. All traveling representatives and others are accorded a friendly welcome and one remarked to me a few days ago: 'Well, I always like to come and see you. I get a kind greeting even if you do not give me an order. I wish that I could say the same of everybody on whom I call.'"

When one of the heads of this firm expressed a desire for a more private office the other day I promptly told him it was his duty to meet everyone who had any business to transact with him. I brought the lesson home by remarking that we ourselves had twelve or fifteen travelers on the road and he should treat others in the same way as we like to have our own representatives treated. This made the point, and the application of my remarks clear, and he added: "I see things differently now. I certainly would not like to have our own men accorded a gruff, indifferent reception or to be kept waiting an unnecessary length of time on some flimsy excuse."

"I want to tell you," continued the speaker, "that I spent several years on the road and I have at times gone many miles to call on a hardwareman, and then, perhaps, he would not see me or else would give me a churlish reply, intimating by act, if not by word, that my call was not welcomed and the sooner that I took my departure the better pleased he would be. Now, here is a point which I wish The Canadian Grocer would impress upon its subscribers, and it is this, the man who refrains from or neglects seeing a traveler, probably thinking he is saving time, that he has stock enough already or business is too slow to place further orders, is making a grave mistake. The traveler is his best friend, whether he is a customer of the firm or not, and can often give him pointers which are valuable and timely on the way the market on certain classes of goods is shaping, whether there is going to be an advance in price, whether anything new is coming out, and how the future appears generally. The traveler is the best barometer of business and probable changes in prices, and unless the merchant places himself in the closest contact with all avenues of information in his particular line, he is bound to lose money and some other man in the trade not so short-sighted will reap the benefit. It is a narrow, selfish policy for any up-to-date business man to refuse to see a traveler even if he does not require anything. He can often pick up valuable information and trade pointers which will repay him many times over for the few minutes taken up in conversation or in looking over samples, and inquiring prices."

THE VALUE OF ENTHUSIASM.

If there is any one quality we need in order to sustain ourselves at the top notch of business efficiency, it is enthusiasm.

You may know your business thoroughly, you may have everything your own way, but if you lack enthusiasm you lask the one thing that makes for progress.

Enthusiasm keeps a man plugging away at his job when others would quit. It keeps him going at full speed when croakers say that he hasn't a ghost of a chance to make good. It turns defeat into victory when the battle has gone against you. Enthusiasm characterizes the man who never knows when he is licked.

Keep at it, and don't get discouraged. Nothing worth while in this world comes easy, but enthusiasm will land you where you want to be, if you keep hammering away until you get what you want.

BUSINESS MAXIMS.

By Plato, Jr.

¶ It is as easy to go through the eye of a needle as to get credit on a bad reputation.

¶ Business men who always have their eyes open for new ideas never tumble into ruts.

¶ A daylight bill that would let sunshine into dark and musty stores would be an excellent thing.

¶ Merchants who are more anxious to shine in society than in their trade societies are not shedding light where it will do most good.

¶ Merchants who have not time to read their trade paper have not time to think; and an unthinking merchant is like an ox team to a span of trotting horses.

Some Interesting Ontario Grocery Correspondence

London Wholesalers Predict Good Year — Maple Syrup Appears on Many of the Country Town Markets—Chatham Merchants to Organize Debt-Collecting System — Half-Holiday Question at Guelph.

LONDON.

April 7.—Wholesale trade gives pronounced evidence of improvement, while retailers, both in the city and surrounding country, have a similar story to tell. Brokers report sugars very firm. Advances, they say, in raws in England, are affecting the United States markets. Teas keep very high. If the expected duty on teas fails to go through there may be some "sore" Canadians—i.e., those who sold out all their spot teas to United States buyers. Prices of all staples are firm.

In an interview Col. A. M. Smith, of A. M. Smith & Co., wholesale grocers, said, "Business is good throughout the whole of western Ontario. Orders are coming in well, and collections are in fine shape." T. B. Escott said, "Trade has been quiet since the new year, but there is a noticeable improvement, and we are looking for a good season, as indications point that way." C. R. Somerville reports business fully as good as it was a year ago and that was good. A. E. Silverwood, manager of Flavelles Limited, said, "The shipping season to the West has opened earlier this year than we have ever known it to. Last week we sent a carload of eggs to the western markets. As a rule, we do not begin shipping eggs until the end of April. There is a big demand in the western markets for butter, eggs, cheese and poultry, and reports from all our shipping points are of the most encouraging nature.'

Maple syrup was plentiful on the market Saturday at prices ranging from $1.10 to $1.25 per gallon. Despite the heavy roads and stormy weather a fair market was in evidence. Eggs continue at a purchasable price, 18 and 19 cents buying the best. Butter remains at 25 and 26 cents a pound.

T. A. Rowat & Co., have removed to their new premises, 250 Dundas Street, and now have one of the finest, best-stocked and most attractive grocery stores in London.

The Canadian Packing Co. will not rebuild their burned factory here nor will they go to Chatham. The mayor and Manager Rechnitzer had a conference a day or two ago, after which his worship gave out the following statement: "Mr. Rechnitzer told me that the company were not going to rebuild their plant in Chatham, or London, or anywhere else for the time being. Mr. Wragge, one of the English directors, has been in the city for some time looking over the situation with Mr. Rechnitzer, and they have come to the conclusion that it would be unwise to rebuild now. The reasons given are that the price of hogs is too high, and that the farmers are not raising enough of them at a reasonable price to admit of exporting the finished product at a profit. Under the present conditions of the market, they considered it unwise to build a plant worth $250,000." The company seeks an exclusive franchise to establish an abattoir here, but the council claims it has no power to grant such.

The employes of D. S. Perrin & Co. have organized a baseball club, with these officers: T. McFarland, honorary president; Wm. Evans, president; J. McCormick, manager; A. Gregory, captain; F. Clarke, secretary; J. Saunders, treasurer; J. Orr, mascot. The team challenge any wholesale team in London.

At Monday night's meeting of the city council a petition from the Retail Grocers' Association, asking that tea peddlers be required to pay either a peddlers' license of $30 or a business tax, was referred to the license committee.

J. D. Tytler, broker, has been seriously ill for over two weeks, but is now reported on the mend.

The following changes in the grocery business are announced: J. Bloomfield, corner Kent and Richmond Sts., has sold to a Mr. Lackey formerly with the C.P.R.; Wm. M. Griffin, corner Picadilly and Maitland Sts., has disposed of his business to Mr. Willis, until recently in the insurance business, and G. S. Brock's store will hereafter be conducted by W. Humphries.

CHATHAM.

April 7.—Considerable ice has been imported by boat and rail from other districts, in an effort to meet the situation resulting from the complete ice famine of the past winter. C. E. Lister, of the Maple City Creamery, has brought in a great deal by boat, this being the first boat load of ice to arrive in Chatham for from 20 to 25 years. The prospect is that prices to the general public will be doubled this summer.

G. Jewell, formerly of this city, has started a meat business in Windsor.

The market question is to the fore again, this time in the Legislature at Toronto. It will be remembered that, while the civic by-laws in times past have been effective in excluding grocers and other retailers from buying on the market before 10 o'clock, the local magistrate has refused to convict wholesale buyers under the same by-law, holding that the statute did not specifically authorize their exclusion, merely specifying "grocers, butchers, hucksters and runners." As a result, G. W. Sulman, M.P.P., has brought a bill before the Legislature adding the name "wholesaler" to the list. The bill has been recommended by the municipal committee. It is alleged that the buyers to whom most objection has been taken are those who come from Detroit. Local grocers have in the past been divided on the question of the 10 o'clock restriction; but they think that, if they are excluded, the restriction should be made general.

N. M. Blackburn, who recently left for a holiday trip to Detroit, has, it is reported, accepted a position there. Mr. Blackburn was for 20 years with John McCorvie's staff.

Thos. O'Brien, for some time past associated with the cigar manufacturing business of O'Brien Bros., here, is leaving for Winnipeg, where he will on April 15 take a position with a wholesale tobacco firm.

Tunis W. Roach, until recently a member of E. R. Snook's grocery staff, passed away very suddenly recently, death being due to heart disease. Mr. Roach was in his 54th year, and leaves a wife and family. He was well known as a lover of horses. The funeral on Sunday was largely attended.

Richard Reaume, 72 St. Clair Street, has entered the ranks of the advertising grocers, and is making some attractive announcements through the local press. A year or more ago there were only three or four regular advertisers among the fifty or more local grocers. Since then advertising has gained in popularity, especially among grocers off the main street.

The city board of trade, at a well-attended meeting last week, unanimously decided to petition the Dominion Government in favor of an extension of the present tariff privileges to beet sugar manufacturers, permitting them to import a a preferential rate raw sugar for refining purposes, in the proportion of two pounds for every one pound manufactured from Canadian-grown beets. The importance of the beet industry to this section was strongly felt. It was announced at the meeting that a Michigan beet sugar factory had practically decided to locate in Chatham in the near future. A matter of considerable importance was that of rural telephone connections with the adjoining county. It was decided to appoint a committee to call a conference of representatives of the adjoining townships, with a view to encouraging the building of rural lines centreing in Chatham. A Blenheim rural line comes within four miles of Chatham, and farmers, while able to telephone to Blenheim merchants, 12 miles distant free of charge, they must pay toll to reach their natural market in Chatham. The disadvantage under which Chatham merchants labor is obvious.

The debt collection proposition discussed at the last meeting of the retail merchants is reported to be progressing favorably in the hands of the special committee, comprising Messrs. Cunningham, Hodges and Poile. Mr. Cunningham's view at the last meeting was that, instead of making the scheme a two months' experiment as proposed by Mr.

Murdock, it be placed on a firmer basis. He thought that the experimental nature of the scheme would tend to weaken it, and that it should be extended to cover a full year, or at least the balance of the present year. The committee is working along this line, and has secured propositions from various parties to take charge of the work. Though nothing definite has yet been arranged, a full-fledged proposition will likely be laid before the next meeting of the retail merchants on the second Tuesday in this month. It has been noted here that Brantford merchants are at work along the same line, taking up a scheme similar to the Guelph scheme on which our own arrangements are being modeled. It has been suggested that a representative of the Guelph association be invited to visit Chatham and discuss the practical workings of the scheme with the local merchants.

Mr. Vansickle has opened a new grocery on Gray St.

Dresden grocers are reported to be in the throes of an egg war, and so extreme has the situation there become in their rival efforts to corner the egg market, they are buying as high as 19c. while they have to retail to patrons at 16c, which is the prevailing retail price throughout the county.

Dresden is to have a new grist mill. Clifford Morrison, formerly in the grocery business here on Thames St., is one of the proprietors of the new enterprise.

The first few cars of a shipment of 80 cars of raw sugar for the Wallaceburg Sugar Company arrived last week, and refining operations have now commenced.

Armstrong & Co., of Wallaceburg, have bought the grocery and general business of W. E. Evans, at Whitebread, and will take possession May 1. The property includes store, stock, residence and 31 acres of land. Armstrong & Co. will also erect an elevator. Mr. Evans is leaving for the Northwest.

Duchene & Co., butchers, of Wallaceburg, who recently suffered a loss by fire, will not resume business until September.

Geo. R. Dobson, of Comber, has purchased the general store at Highgate previously conducted by David Logan.

Del Davis, who recently bought the Hargrove Bros. store at Sombra, is putting in a plate glass front.

Wm. J. Cain, of Port Lambton, who recently sold his store to Breise & Huffman of Muskoka, has repurchased it. The former purchasers are remaining in Muskoka.

Forbes & Simons, of Wallaceburg, are engaged in enlarging their store and making a number of improvements, necessitated by the increase of business under the new management.

Simon Garrod, for many years in the butcher business at Blenheim, left last week for Red River. Prior to his departure his friends tendered him a banquet at the Erie House and presented him with a gold locket and chain.

F. C. Peck, the Jeannette's Creek grocer, is starting a joint stock company to handle produce.

The large general firm known as J. S. Richardson & Co., which was Tilbury's first store, has been incorporated as the J. S. Richardson Co., Limited, Mr. Richardson retaining the direction of the business. The business saw its beginning in 1879, and has experienced a steady growth.

The Amherstburg early-closing agreement, which covered the past winter, terminating on March 31, proved very satisfactory to the merchants of the town, and many would have been glad to continue. From now on, however, early-closing will be in practice only on Tuesdays and Thursdays.

The Heinz Pickling Co.'s branch at Leamington has 500 acres under contract, 200 being devoted to cucumbers. This is much more than the company anticipated.

W. T. Gregory, the Essex tobacco man, is introducing a new variety of tobacco known as the "Big Mammoth." It is grown largely in Tennessee, being chiefly used for the manufacture of chewing tobacco.

BARRIE.

April 7.—The store lately vacated by Thos. McEcheran on Bradford Street has been stocked with groceries by G. Guest, who opened up this week.

Harry Wyles, Owen Stret, has sold his stock of groceries to James Crossland, who formerly was with E. J. Armson.

This week sees a brightening up of business, with the fine weather and Easter week. Splendid displays of fancy fruits and vegetables may now be seen in the various stores such as pineapples, tomatoes, cucumbers, strawberries, lettuce, radish and green onions.

Tomatoes are selling exceptionally well just now as the stock is fine and the price is moderate so that the people can afford to buy them at fifteen cents a pound. Berries are retailing at 20c for the pint box and pineapples at from 25c to 35c each as to size.

There is a scarcity of good dairy butter here at present although quite a quantity of held cold-storage stock is around and consequently the price of the same jumped on Saturday last to from 23 to 25c wholesale. Easter eggs are being retailed at present for eighteen cents, although that is a cent to one and a half higher than last week. Chickens are very scarce and dear, selling as high as seventeen cents a pound. Old fowl sold at 12c to 13c a pound.

Stan. Hinds reports everything booming in Gow Ganda and he has already disposed of two cars of goods.

ST. CATHARINES.

April 7.—Bradley & Son and Frank Wilson have recently begun selling cut flowers. This is a new departure for grocers, but one likely to bring additional profits to those adopting it. The above mentioned firms report favorably on results so far. A local florist is the source of supply. He brings the cut and potted flowers as required to the store and stipulates the prices at which each line is to be sold. He guarantees the store against loss, by taking back any unsold flowers. The grocers do the displaying and advertising at their own expense as their part of the bargain. The total amount of flowers delivered to each store is charged at retail prices. The florist at the end of each week deducts the unsold stock from the total delivered and allows a commission of 15 per cent. on sales.

McLean Bros., of James St., made a special window display of Christie Brown & Co.'s fancy biscuits during the past week. A large framed picture of this biscuit factory was used as the center of the display. In front were arranged fancy glass jars containing many of the more expensive lines of biscuits. Both sides and the entire back ground were composed of glass front tins showing at a glance the assortment of fancy biscuits handled by the firm.

Fresh eggs are coming in now in quantities. One store, Sherwood & Son, has a window display of eggs priced at nineteen cents per dozen.

George B. Darker has secured a store on St. Paul St., formerly occupied by Reid & O'Neil, as tailors, and will open a grocery shortly. Mr. Darker, until about three years ago, was one of St. Catharines' successful dry goods merchants. Poor health demanded that he retire from this business and take a holiday. For the past few years he has engaged in fruit farming. With the return of health he again felt the attraction of the retail business and he disposed of his farm and now, as above stated, will try his fortune as a grocer.

GUELPH.

April 7.—Will the retail merchants of Guelph concede to their employes the half-holiday, or will they not? Last year some of the storekeepers closed their stores during the months of July and August, on the Thursday afternoon and other storekeepers did not. Did it prove advantageous to either party? The merchants, or at least some of them, who observed the Thursday afternoon holiday say they lost no trade over the spec. Of course the stores which kept open would do some business and possibly the business which would have been done in the morning had the customers been informed that the store would be closed during the afternoon.

J. A. McCrea had a very fine "Bovril" window display this week and W. H. Fielding is showing a "Biscuit" window.

With the arrival of spring, trade keeps getting busier and things are moving along nicely. Easter is almost upon us and eggs are very cheap, 18c per doz.

Geo. Williams is showing a fine line of spring vegetables of rare quality.

The market on Saturday was large, and prices were generally on the "step up." Eggs sold at 16c to 18c per doz. Butter was firm at 24c and 25c per lb. Prices on potatoes are on the upward move and sold at 60c and 70c per bag. Apples sold at $1.50 to $2 per bag and a few baskets brought 40c to 50c. Chickens sold at $1.50 per pair. Maple syrup, one of the signs of spring, made its first appearance. The prices ran from 30c to 40c per quart.

PETERBORO.

April 7.—White & Gillespie have added a new sign to tfioe front of their store and over the street entrance they have a "golden cow" to signify the special dairy lines which they carry in addition to their complete line of groceries.

From all reports there are going to be quite a number of changes in the ownership of many grocery stores here and already several are in the course of construction.

Herbert Williams, of Havelock, has purchased A. Sinclair's butcher business and also Elias Williams' grocery store. He took possession on Monday.

The citizens are pleased to see the prices of eggs and butter on the ebb tide. The merchants have fallen into line and are giving the farmers a close run.

Easter beef is reported by the cattle men to be plentiful and with everything else of good quality the close of Lent should see a fitting celebration of the Easter season.

Maple syrup made its first appearance on the market on Saturday last selling at $1.50 a gal. The grocers now have a good supply and the farmers report that if the weather is favorable they will have a copious flow of sap during the next few weeks. The citizens did not seem to stop at the increased price.

The grocers are preparing their windows for appropriate Easter effects.

The customs house receipts for March exceed those for the same month last year by $4,000.

Everything points to a good business year. Prospects in the building lines are becoming brighter every week.

A letter received here from Elk Lake, states that the advent of spring will break up the roads and leave the new country cut off from supplies. The men are beginning to fear a scarcity of rations during the five weeks of expected isolation. J. M. Laing, President of the Gow Ganda Board of Trade, states that conditions will not be as alarming as expected. At present flour is $7.50 per cwt., beef 15c. per lb., bacon 20 cts. per lb., beans $5.00 a bush., butter 15c. a lb. and eggs 60 cents a dozen.

BRANTFORD.

April 7.—The committee which was formed at the last meeting of the Grocers' Association, to see if arrangements could be completed to establish a collecting system similar to the one now in operation at Guelph, decided to interview all the merchants in the city, to see how many were favorable to the scheme. If the number is sufficient to guarantee the salary of a collector, a large meeting will be held in the City Hall next week.

A letter which was read at the last meeting of the Brantford Grocers' Association from the ex-president, Henry Moore, who is now in Los Angeles, California, contained some interesting items of the cost of things in that city. These are a few of them : Large white grapes, 5c. per lb.; large navel oranges, 10c. pail ; apples, 5c. per lb ; potatoes, $2.00 per bag ; butter, 40c. per lb ; eggs, 35c. per doz.; oats, 65c. per bushel ; hay, $25 per ton ; bran, $1.75 cwt.; coal, $14 per ton.

The Brantford grocers will soon have to decide whether or not they will have two phones. The Canadian Machine Telephone Company have announced that they will be ready to start by May 1st., after an expenditure of $100,000 in plant and equipment. They would like to hear the merchants' verdict in other places where they have two phones.

The committee appointed to purchase books for the use of the clerks and those interested in salesmanship, have handed over to the public library eight volumes, which they feel confident will prove profitable reading.

J. C. Struthers & Co., the east ward grocers, have purchased the butcher business joining their store, from Mr. Sowden.

R. Cusden, who has been in charge of the Brantford Co-Operative store for the past three or four months received a week's notice that his services were no longer wanted and left last Saturday night.

INGERSOLL.

April 7.—Although the season has not been favorable to a good flow of sap a small quantity of maple syrup was offered for sale at the market recently. While there was some of the genuine, simon-pure maple product there was also some of exceedingly doubtful origin. It so happened that one maker of the delicious fluid has a reputation for turning out the best that the national tree can produce, and his supply was exhausted in short order, while many prospective purchasers were compelled to look elsewhere to gratify their desire for a taste of "new syrup." And right here it might be said that every municipality ought to have one inspector or more if necessary, to inspect the offerings on the market. It is not often that attendants at the Ingersoll market get humbugged, but this is really what happened to some of the purchasers of a certain lot of maple syrup. The syrup in question, which by the way, the maker positively guaranteed as "absolutely first-class in every respect" was either a concoction or of last year's "vintage" and it possessed such a sour flavor that it could hardly be considered edible. There could be no doubt as to the maker not being aware of the quality of the syrup and the pity is that he was not made an example of. It would seem that the incident would furnish scope for a lively discussion by the merchants and others who are interested in the town's welfare. It is surely widely known by this time that the laws in regard to fraud are very stringent. It is to the interest of merchants as a whole that only the best of everything in the way of produce is offered for sale on the market. While in many respects the merchants may be better judges than ordinary people, they, too, are not immune from being bitten in the same manner as were several people on Saturday last. Had a merchant been so unfortunate as to have laid in a supply of the syrup alluded to he would soon have had complaints from his customers and of course it would be up to him to smooth matters over in the best possible way and probably at no small cost, as many merchants now make it a practice of returning the money or exchanging goods in cases of this kind. But further than this, there should be a well defined movement in the direction of a rigid inspection on every market, and vendors who resort to fraud in any form should be hauled into the police court and shown no more sympathy or consideration than is characteristic of their own actions when they gave about fifty cents worth of actual value for a dollar. It is a poor way in which to build up a business and it is needless to say that with several who got "stung" the vendor of the maple syrup in question will no longer have a market, in fact he can consider himself lucky that he got off without proccedings being taken against him.

An important business change took place recently when Mr. F. McDougall, late of McDougall, Brandon & Austin, general merchants, Fenelon Falls, purchased the old established grocery business of Beattie & Co. Mr. McDougall has been in business in Fenelon Falls for thirty-five years. The new business will be conducted under the same management and as Mr. McDougall is energetic and wideawake to the requirements of the people in the line of groceries he will doubtless receive very liberal patronage.

ST. THOMAS.

The regular meeting of the Retail Merchants' Association was held on Tuesday evening, March 24th. It was unanimously decided to continue closing the stores at 1 p.m. on Wednesdays, during July and August, as has been done for several years past. It was also decided to request our representatives in the Dominion Government to urge the continuance of the present tariff on sugar in favor of the home made beet article, instead of booming the German beet to the disadvantage of Canadian industry. The formation of a grocers' section was still further postponed. There was a large attendance and quite a lot of business transacted.

TORONTO.

April 7.—On Thursday, March 25, James S. Clark, East Toronto, passed away. Mr. Clark came from Aberdeenshire, Scotland, over twenty years ago, and started work with Wm. Milligan. He continued with that firm until 13 years ago, when he accepted a position with Swan Bros. He was known to almost everyone around the fruit market and the St. Lawrence market.

The bowling tournament held by the Retail Grocers' Association of Toronto last Monday night at the Minerva alleys, Bathurst Street, was a successful event. Many of the members attended and enjoyed a few hours of pleasant rivalry trundling the bowls along the alley instead of handing out eggs and oranges from behind a counter. The best of good-feeling attended the event and although all couldn't win everybody was delighted with the evening's amusement. Handicaps of from 20 to 100 pins were given by the special committee arranged to look after the tournament. The winners were J. Gilbert, 452 ; D. Radcliffe, 450 ; J. C. Beaumont, 444 ; J. S. Bond, 429 ; A. V. Bradley, 422 ; T. J. Clark, 409 ; Bailey Snow, 397 and D. McLean, 397. The scorers were Chas. Kimpton and J. Oke. The prizes ranged from $3.00 down to 50 cents.

Business Items From the Western Provinces

British Columbia Strict in its Desire to Hold its Fruit Reputation — Large Amount of Canned Goods go West From Eastern Provinces—First Potatoes Planted at Edmonton.

VANCOUVER.

April 6.—Potatoes have become a bigger feature than ever in the local market. When the cold snap was on, it was thought that many would be frozen and dealers who bought in at $21 a ton raised the price to $35 for Ashcrofts, the best grade. When the ten days' frost passed, and potatoes began to come in, it was found that there were considerable around, and the price dropped away down. Lately, it has been discovered that the amount frozen was larger than was known and the potatoes now being received are showing it. The result is, that those who have good potatoes on hand have jumped the price to $40, and even locals are bringing $35. This is pretty high, in fact, the highest on record, and one or two dealers are even talking of the price going as high as $50.

With the advance of spring, which is very backward this year, butter is going down in price. A carload of Alberta creamery is on the way to the coast, and it is said this will sell about 30 cents. This being the case, those with Australian butter on hand are trying their hardest to get it cleaned out. It was bought at 29 cents, so that it cannot be sold at a profit to meet the Alberta article, which is very good in quality and fresh. Moreover, the Australian is made with hardly enough salt, which interferes with the keeping.

The Blue Funnel liner Oanfa, which is in port this week, brought in another shipment of sugar from Glasgow. The price quoted on this is "25c lower than the local article."

The very large amount of rain in some of the districts of California has resulted in the early cabbage coming in being rather soft, in short, the early vegetables are not quite up to the mark of former seasons. Reports have reached here from the south, though, that it is anticipated that Californian strawberries will be earlier this year than usual.

Some of the importers of apples from the south are complaining of the stringency of the local regulations. About 400 boxes have been condemned lately, because of codlin moth. The provincial regulations are very strict, and are being carried out to the letter. British Columbia has been kept clear of fruit pests, and it is the intention of the authorities to try and keep it clear. All imported fruit is subjected to the closest scrutiny, and if infected it is destroyed. The provincial inspector and his staff have issued notices that all orchards and trees must be sprayed and those owners found disobedient will be proceeded against. Not only that, but the treatment will be undertaken by the province at the expense of the owners, and where the infection is very bad, the orchards will be destroyed.

Florida tomatoes are on the market, but are pale in color and somewhat shrivelled with the shrinkage consequent upon long delivery. Mexican tomatoes have come north, but have not reached here. They are so far not as good in quality as those from Florida.

Charles Rawlinson who for eighteen months has been running a grocery store in Nanaimo, has accepted the position of manager for the A. R. Johnston Company, of that city.

Percy Richardson, of the Army and Navy cigar store, Victoria, B.C., will open a factory and bonded warehouse for the manufacture of specially blended tobacco for shipment east and to England. Branch offices in Montreal, London and New York are now being established. The enterprise is the outcome of a special blend, for the formula of which Mr. Richardson has declined $5,000. The blend is known as Dudleigh's mixture, and the demand has become steady from England and the east. A large order was shipped a few months ago to Lord Milner, and the manufacturer is daily in receipt of orders ahead of the supply.

A. Hobson and G. Bell, of Hobson & Bell, grocers, Revelstoke, B.C., have dissolved partnership. Mr. Hobson will conduct the business.

The Slocan and Arrow Lakes Farmers' Institute have decided to place the marketing of this year's crop of berries in the hands of the Nakusp Produce Company, a company recently organized of the merchants of Nakusp. Last year, considerable confusion was experienced, and in consequence many crates of berries were spoiled, owing to the lack of a proper organization to handle the product. With the present arrangements, the grower of small fruits will be assured of a ready market, and will be relieved of the inconvenience experienced by individual shippers.

According to the report of the Chilliwack Creamery Association, which is to hand, there was distributed in this snug little valley last year by the two creameries operating there over $100,000. This is a considerable amount from one source. The report shows that for the year 1907, the total output of butter was 257,662 pounds, while for last year it was 264,903. The average selling price was 9-10 of a cent less, being 28.6 cents in 1908, but there was an increase in the total distribution of $722.71, the total in 1908 being $65,881.86. The officers appointed for this year are: President, F. C. Kickbush; vice-president, W. S. Hawkshaw; directors, E. D. Barrow, A. E. Willis, R. Hamilton, J. S. Mercer and A. J. Street; auditor, G. H. Raine.

EDMONTON.

April 6.—Trade in the city has been rather dull for about two weeks past owing to the bad state of the roads. The snow has all disappeared and left the main arteries into town in bad shape on account of the mud making the hauling extremely bad.

Ground is being broken for the excavation for the new butter and cheese factory to be erected by the Edmonton City Dairy Co., Limited, near the Cameron House on the Strathcona side of the river. It will be of a substantial character and will be the largest in the province. The estimated cost will be about $9,000.

The record for early potato planting in Edmonton this year, as far as known is held by Dr. I. J. Lane, Rolland St. On Thursday afternoon, March 25, he put in the ground a number of early potatoes. The doctor has for some years been an adept at raising early vegetables but this year's record is better than any previous one. His plot of land on the side of the hill facing south is especially well suited for early planting.

With the approach of spring the city council will take up once more the question of the erection of a suitable market building in Edmonton. This question was again brought to the attention of the council by the presentation of a resolution passed by the Edmonton local union of United Farmers of Alberta. In this resolution they asked the city council to consider the erection of a suitable market building and to pass a by-law setting aside two days each week as regular market days, the idea being that farmers and others upon payment of a small fee, should be entitled to sell their produce on the market. They suggested that Tuesdays and Saturdays, from 8 a.m. to 5 p.m. would be suitable market days.

With the growing importance of Edmonton many new manufacturers are being attracted here. A number of applications have been made recently to the city council for concessions by firms desiring to start business. The Twin City Manufacturing Co., of Strathcona, the Traub Manufacturing Co. and the Watt Manufacturing Co. are some of the firms desiring to open here. The more factories the better, for by giving employment to a large number of men it will help a long way to increase business in our city, which heretofore has been dependent on the surrounding agricultural population.

The retail clerks of the city intend taking steps shortly to consider the question of a weekly half-holiday during the four summer months. A committee for each line of business, including grocers, dry goods, hardware, jewelers and others has been appointed to get the employers interested and while it is not expected that the small stores outside the business section will close, the committees are confident all the stores on the main business streets will fall in line.

The demand for eggs for the Easter trade is becoming pretty strong and they have been coming into town so plentiful lately that there is no fear of a shortage this season. Prices for fresh laids are twenty-five cents and by the case twenty-two.

WINNIPEG.

April 6.—An easterner entering a Winnipeg grocery store would probably note that the stock of canned goods was very heavy as compared to the stock usually

carried in the east. This has been true ever since business began in Western Canada. This province cannot grow its own fruit, at least for many years to come, and the eastern packers will always have a good opening here for shipments. It is true that vegetables are grown here to a great extent but as yet few vegetable packing houses are found in Western Canada, the increase in the growth of vegetables has injured the canned goods trade to some extent, but the increase in the production has not exceeded the increase in consumption. The greater mass of people depend upon the grocery to supply vegetables in canned form. Regarding fruit, the trade is more substantial still. Nurserymen tell us that fruits may be grown here in abundance if the proper varieties are used. But this country will have to wait many years before anything but shipped fruit will be used to any great extent. There has been a change, however in the canned goods trade of late. Many consumers have taken to preserving large quantities of goods for their own use. One grocer stated that a certain hotel which for years bought hundreds of dollars worth of canned goods from him every season had preserved enough vegetables and fruits for their winter and spring use. This has been the case with many consumers in the city during the past year or more. It seems that a more economical method has been adopted by consumers in buying the fruits and vegetables than in buying the canned product. The extent to which this will be the case depends upon the prices of the raw materials.

Robert Ward, for a number of years the proprietor of a grocery and confectionery business on Nassau St., has sold to H. T. Stone, of this city.

The Easter trade promises to be good and all retailers are prepared with a large stock of goods. The Easter season means much to the produce trade, which will be lively since butter and eggs have reduced in price considerably.

CALGARY.

April 6.—Spring activity is evident on every side. Business is good, building active, and immigration is of the largest and very best class that has ever come to Alberta. Travelers report hotel accommodation at a premium in some of the towns on the main line east of Calgary. The weather, which is now quite springlike, is still favorable to the fall wheat crop, all reports of which indicate that it has wintered well. Live stock have come through the past winter in splendid condition, and barring spring storms, (which may come), the losses will be almost nil.

There is at present a very vigorous movement on foot among the retail clerks in Calgary to have a by-law passed to cover a weekly half holiday during the summer months. Several meetings have been held but so far nothing definite has been decided upon. The proprietors are not over enthusiastic in the matter, as they feel it is not strictly in their interests to close up half a day each week. It was customary in the early days when Calgary was a small town, to have a half holiday, but in view of the city's present size and importance as a point of supply, not to its citizens only, but for a large part of the province also, it must, in a measure, interfere with business when the retail stores are closed half a day each week. Then, too, there are many strangers constantly coming in who are not familiar with our customs, and who would be inconvenienced to find the retail stores closed. The clerks certainly deserve all the consideration possible, and holidays too, and if the merchants can arrange to give each employe, say a two weeks' holiday during the summer, this, we believe, is far ahead of the weekly half holiday. We believe, also, that it has not proven satisfactory in the majority of places where it has been tried, for reasons which are well known to most retailers. This, we think, would be a good subject for discussion in The Grocer. In our opinion early closing on Saturday night would be a reform which the retail grocery clerks would do well to take up.

Notes From the Maritime Provinces and Quebec

Line of Steamers Between St. John, N.B., and Bermuda Suggested—Views of Halifax Tea Merchants on Prices Since Announcement of Payne's Proposal—Sugar and Molasses Arriving From the South.

HALIFAX.

April 6.—It was reported here early this week that there would be a probable advance in the price of tea, in consequence of the clause in the Payne Bill now before the House of Representatives at Washington, which provides for the placing of a duty of eight cents per pound on tea. This caused quite a flurry among the tea importers of the United States, and sent them seeking supplies of tea at the near markets. A

A large quantity of tea has been bought up in Halifax as well as in other places, but this activity in the tea markets will not make any difference in Halifax so far as prices are concerned. Several of the large wholesalers were asked for their opinions. H. Bryant, of Bryant & McDonald, said that they had shipped some tea to the United States since the announcement had been made about the duty, and that they could easily send five times the amount without being any way short, or in any way affecting the price in Halifax. Montreal, he said, was differently situated, for if they imported any tea at this time before the St. Lawrence opened the freight charges would be higher, and the price likewise affected. O. E. Smith, of J. E. Morse & Co. said that they were prepared to ship almost any quantity of tea to the United States without the local market being affected. This week Morse & Co. shipped six thousand pounds of tea direct to Boston. Shipments have also been made by other firms.

The butter market remains in an unsettled condition. Many of the dealers still have large stocks on hand, and the supply of fresh-made butter continues to come in rapidly. Low prices prevail and are generally expected to continue so.

That there will be no change in the steady condition of the cheese market until the new make comes into the market about the first of May, is the general expectation.

Eggs are in good supply and the demand is heavy. Fresh-laid stock is quoted at 18c.

Some fine apples were marketed this week for the Easter trade, and they are finding a ready sale though the price is high. The varieties are russets and northern spys. The latter were of exceptional quality and they netted five dollars per barrel. Navel oranges are a little lower, but Jamaicas are stationary. The trade is looking for an increase in prices, as the crop is said to be not good this year. They are quoted from $4.50 to $5 per barrel repacked.

The steamer Boston arrived here from the West Indies early this week and landed ten thousand bags of sugar for the Acadia Sugar Refinery.

The new crop of molasses is now coming along, and the imports this season promise to be heavy. The schooner Edyth, from the Barbadoes, arrived here this week, and discharged 419 puncheons, 105 hogsheads and 55 barrels for the Dominion Molasses Company.

Henry G. Bauld, the senior member of the wholesale grocery firm of Bauld Bros., accompanied by his wife and three daughters, will leave shortly on a visit to Scotland. Mr. Bauld will make a brief stay only, but his family will remain in the Old Country for three years.

C. W. Harshman, manager of Harrington's, Limited, grocery, of Sydney is visiting Amherst, Sackville and Halifax for the purpose of making connections for the purchase and supply of oats feed, etc., for this department of the big grocery concern.

ST. JOHN.

April 6.—In the produce line during the past week, pork went off half a cent, and butter and eggs are also cheaper. Tub butter is quoted at eighteen to twenty-two cents a pound and roll butter at twenty to twenty-two. Hennery eggs sell from twenty to

twenty-two cents a dozen and case eggs from eighteen to twenty cents. The dealers say the price for Easter will be higher if anything. In the grocery market it is pretty quiet. Yellow eyed beans are dearer, and so is pure lard and the general tone in other lines is firm.

In the fresh fish market there is a scarcity of haddock. Bloaters have advanced and are now held for from eighty-five to ninety cents a box.

The F. E. Williams Company have disposed of their fruit business to Charles Knodell and Brody De Boo and the business will in future be carried on under the name of Knodell & De Boo. The pork packing and general wholesale and retail grocery and meat business will be continued by the Williams Company as heretofore. F. E. Williams said he had disposed of his fruit business so that he might be able to devote more attention to his rapidly growing pork packing business. Both members of the new firm have been in the employ of the Williams concern.

The community suffered a distinct loss last week in the death of William Peters, jr., president of C. H. Peters Sons, Ltd., dealers in feed, flour, grain, etc., and tanners. Mr. Peters had been ill for twenty-two months with Bright's disease. He had all his life been connected with the tannery branch of the business and was regarded as one of the city's best business men. He is survived by his wife, four sons and one daughter, also six brothers, four of whom are in the grocery, feed or tannery business. The funeral on Saturday last was very largely attended.

T. H. Estabrooks, of Red Rose Tea fame, with his wife and daughter; W. C. Cross, manager of Hall & Fairweather, wholesale grocers, and his wife and S. H. White, one of the leading merchants of Sussex, returned home last week after a very pleasant trip to Bermuda. Speaking of business on the island, Mr. Estabrooks said that practically everything used there with the exception of bananas and garden stuff, has to be imported and he is of the opinion that the local merchants could do a very much larger business with the island if there was a direct line of steamers from this port. There is a fortnightly service now, via Halifax, but with direct steamers, Mr. Estabrooks claims the trade would greatly increase. There is a good opening for a market in dairy produce and various lines of manufactured food products. The articles which Canada principally exports to Bermuda just now are hay, grain and other like staples.

The contracts for supplying the county jail for the coming year were awarded last week. The contractors are the same as last year. J. & W. Shaw will supply the bread, M. & H. Gallagher, groceries; F. S. Purdy, meats.

Charles Robinson, baker, is having a new two-storey brick building erected on Celebration Street, and will occupy it with his bakery.

The trouble between the Charlotte county Weir Owners' and Weir Fishermen's Union and the packers at Eastport has been adjusted. The agreement provides that from opening of the fishing season on April 15 to July 31, the price for herring will be $8 a hogshead at the weirs. From August 1 to the end of the season it will be $4 a hogshead. Last year the union price was $6 a hogshead all the year round.

MONTREAL.

April 6.—At the annual meeting of the St. Lawrence Sugar Refining Company, which was held April 2, the following named directors were re-elected: A. Baumgarten, T. Labatt, B. McNally, James Crathern, Robert Hampson and E. A. Reincke, of New York. A satisfactory annual report was presented. At a subsequent meeting A. Baumgarten was elected president.

Fred D. Crosby, of the Crosby Molasses Company, St. John, was in Montreal last week.

D. G. Whidden, of the Sweet Milk Condensing Co., Laurentides, Que., was a visitor to the city last week.

Robert Aderman, representing Maison Otard-Dupy, Cognac, brandies, spent a few days in Montreal recently, interviewing the trade, with A. G. Gardner, manager of J. M. Douglas & Co., Canadian agents.

Henry Mortlake of Cincinnatti, Ohio, passed through Montreal recently, on his way to the Cobalt district, where he goes to personally inspect some mining properties which he owns. Mr. Mortlake has been engaged in the grocery business all his life, first in a retail way, and subsequently in a wholesale connection. He retired from active business five years ago, and has devoted his time to his several interests outside of the grocery business. In discussing the situation of this business, in the United States, he said: "Of course, competition is yearly becoming more and more keen, and the existence of large combinations, who control the foodstuffs, largely of the States, have made the smaller man hustle for his money. I believe though that legislation will be, and is being enacted, which will in a large degree curb the power of these institutions, and give the small retailer a better show." When asked his opinion of Dr. W. H. Wiley, the U. S. analyst, he said: "That man is all right, and good results are coming from his work. He is very much maligned in some quarters, but this is to be expected in every case where a man undertakes great reforms. He certainly has not handled those who have come under his eye with kid gloves. He is a big, forceful man, and those who have been transgressing the law have learned to fear him."

N. B. Smith, of Smith & Proctor, Halifax, is in Montreal this week.

A. P. Tippet, returned Tuesday from a week's stay in Toronto.

A representative of The Grocer, in discussing the meat cutters installed now in many stores, elicited some new and interesting facts concerning these machines. One grocer casually remarked that they were no good but inquiries among other grocers elicited opinions quite the reverse of this. It seems that these machines are like hundreds of other things—they must have a certain amount of attention, and reasonably good care be taken of them to do good work. Under such conditions they never fail. If, however, they are improperly sharpened, and wrongly adjusted, they will not do the best work. This however is the fault of the operator and not of the machine. A man with an ordinary amount of mechanical ability, can operate them satisfactorily and keep them in good condition. The uniformity of their work, and minimum cost of handling, also speed of action, are strong factors in their favor.

Some of the local grocers have been complaining of the action of collection agents, whom they claim are more difficult to get the money from, than the original debtors. The grocers in the United States, have long complained of their operations, but Canada has not suffered to any extent in this way yet. A word to the wise is all that is necessary. It must be understood, however, that all collection agencies are not to be avoided. There are many good men and the services of an honest firm are often invaluable to the grocer in rounding up the delinquents.

Buyers in Montreal during this week included:—

G. Lalonde, Pointe Fortune, Que.
J. R. Menard, Ste. Justin, Que.
G. Daoust, Ste. Anne, Que.
Theo. Bourdon, Chateauguay, Que.
H. Fourangeau, Varennes, Que.
M. Paquet, Papineauville, Que.
J. Dumaine, Shawinigau Falls, Que.
E. Duchesne, Grandes Piles, Que.
J. A. Lanctot, St. Isidore, Que.
F. Gloutnay, St. Hilaire, Que.
S. Fontaine, Marieville, Que.
L. Robert, St. Bruno, Que.
J. Dufour, Chateauguay, Que.
J. B. Lefebvre, Ste. Therese, Que.
J. C. Lafennesse, Ste. Marguerite.
C. A. Forget, Ste. Agathe, Que.
P. E. Forget, Labelle, Que.
A. St. Pierre, Mitchell, Que.
G. Gagnier, Ste. Martine, Que.
A. Labelle, Rosemere, Que.
F. Robert, St. Hubert, Que.

THE HOTEL CECIL.

The recent completion of the new wing to the Hotel Cecil, Ottawa, makes Walter Walby the proprietor of one of the finest hostleries in Canada. It is now an ideal traveling man's home. The Cecil, since its establishment, has catered first, last and all the time to the commercial traveler. Mr. Walby, for seventeen years associated with the best Ottawa hotels, saw the splendid opening there was in that city for a house that would strive to secure and hold the trade of the commercial men. He established the Cecil, and his splendid success is proof of his wise foresight. The new wing is even more up-to-date than the rest of the house, which is quite modern. Comfortable rooms, neither too large nor too small, but just home-size, well ventilated, and above all things clean, make the Cecil a first-class house, when these features are supported by an excellent cuisine.

Running water, numerous toilet rooms, rooms with bath, electric lights, elevator service, sample rooms, all things demanded in a modern hotel by the commercial traveler are found in the Cecil. Another pleasant feature about the Cecil is the courteous attention one receives from the whole staff. There is just that much concern for one's welfare and enjoyment to be appreciated.

It is worth while going to the Cecil one trip, anyway, just to see for one's self if all the nice things said about it are true. One finds there has been no exaggeration.—Advt.

DEATH OF JOSEPH HUDON.

Passing of a Man Interested in the Grocery Trade for Half a Century.

Another pioneer of the grocery trade in Canada has disappeared through the death of Joseph Hudon, president of the Montreal wholesale grocery firm of Hudon, Hebert & Co., Ltd. He died suddenly, from heart failure, early last Saturday morning, April 3, at his home in Montreal.

While for fifteen years past the late Mr. Hudon was not actively associated with his partners in the management of the firm's business, he was, nevertheless, known to all and highly respected in grocery circles, especially among the older business men, with whose interests he was closely identified until the early nineties.

Born at St. Pie, near St. Hyacinthe, Que., seventy-three years ago, Joseph Hudon spent but a few years of his industrious life in his native village. He came to Montreal with his father, Victor Hudon, who established in the old days in Montreal the wholesale grocery known as Victor Hudon & Co.



JOSEPH HUDON.

Victor Hudon practically retired in 1865 and Joseph became associated with the late Charles P. Hebert, and these two, starting the business of Joseph Hudon & Co., took over the interests of Victor Hudon, and this was the beginning of the partnership of two clever business men who made possible the development of the present firm of Hudon, Hebert & Co., Ltd.

In 1883 the firm name changed, and thereafter the business was conducted under the style, Hudon, Hebert & Co., until January 31, 1906, when a joint stock company was formed, and the word "Limited," was added to the firm name.

Mr. Hudon worked hard when he was young. Fifteen years ago he practically retired although he still retained his interest in the business. He left the entire management of it with Charles P. Hebert and the latter's two sons, Albert and Zeph. During the past ten years he travelled extensively, staying in Europe as long as two years on one trip. On the death of Charles P. Hebert, Mr. Hudon, who was then in Europe, was elected president of the company, but the office was, for him, quite nominal.

His partner's death, on July 17, 1906, was a severe blow to Mr. Hudon. Together he and Charles P. Hebert had toiled and slaved; had gone through their apprenticeship, working from early morning until late at night, side by side, one helping the other. There were stronger ties than mere business friendship between these two strong characters. A quiet, hard-working man, of a retiring disposition, Mr. Hudon made, and held, good friends. They may not have been as numerous as those of many another man, because of his distaste for mingling with strangers and participating in public affairs, but those who enjoyed his friendship were ever assured of the strongest admiration and enduring loyalty. He expected and received the same.

The funeral took place on Thursday morning, and was largely attended.

Albert Hebert will probably succeed Mr. Hudon as president of the company. He, his brother Zeph, and L. Brault are the surviving partners of the firm.

ACQUITTED ON FIRST CHARGE.

On Saturday morning of last week, ex-secretary W. A. Coulson, of the Retail Merchants' Association of Western Canada, appeared before Magistrate McMicken in the Winnipeg Police Court, to answer to the charge on which he was arrested a short time ago. Through his counsel, R. A. Bounan, he pleaded "not guilty" and elected for summary trial. The crown announced that there was no evidence to offer and Mr. Coulson was accordingly discharged. Immediately on his discharge Mr. Coulson was served with another summons on the information of A. E Ham. The second charge is that he unlawfully undertook a contract of fire insurance on behalf of the Retail Merchants' Mutual Fire Insurance Company of Western Canada with the E. Penner Co., Gretna, without being licensed or registered under the Manitoba Insurance Act. An investigation of the affairs of the Retail Merchants' Association is in progress in Winnipeg at the present time, a number of country merchants being in attendance at the association offices in Winnipeg for the purpose.

WOMEN BOOM RAISINS.

Representatives from the various women's clubs in Fresno, Cal., says a despatch to the New York Journal of Commerce, have taken a hand in the Raisin Day enterprise at the invitation of the committee.

The plan which seems to please them most is that each club member buy neat little boxes of raisins, fill them with Raisin Day literature and recipes and send them to friends in the East.

Miss Hatch, president of the Parlor Lecture Club, has gotten into communication with the presidents of the State and national federations of women's clubs and they will put the matter before the various clubs. The local clubs will pass resolutions indorsing Raisin Day.

Many Fresno people have endeavored to make raisin pie within the past few weeks, since the raisin agitation was started, but it seems that very few have been able to make a success. A recipe has been received by the Raisin Day committee which, it is claimed, will now accomplish the end desired.

CANADIAN PACKING COMPANY.

Chatham, April 5.—So far as can be learned, there is little if any likelihood of the Canadian Packing Co., recently berned out in London, finally locating in this city.

It was rumored this morning that the company was in negotiation with officials here with a view to locating. Enquiry, however, shows that this rumor is entirely without foundation.

Mayor Westman, who is closely in touch with the local industrial situation was interrogated regarding the matter.

"I have heard nothing from the company since last Wednesday," he replied. "I telegraphed them then with reference to sending a deputation, and they replied that it was no use."

He added that the company had practically decided not to rebuild, from what he could learn.

Negotiation with such industries is now under the ban of the Chatham board of trade. At a meeting last week, the following resolution was passed:

"That hereafter this board of trade leave industries now located in Canada alone."

It was felt that in negotiating with industries such as the Canadian Packing Co., Chatham had injured other cities without helping herself, and that these negotiations were being used as a lever to induce other localities to grant concessions. The resolution was carried unanimously, an indication of the attitude likely to be taken by leading citizens in the future.

Enquiries at London indicate that the stated decision of the company not to rebuild is merely temporary, due to the fact that the present dearth of the proper class of hogs would render an investment of $250,000 unprofitable.

A GIFT FROM THE ORIENT.

The Canadian Grocer acknowledges and highly appreciates a gift from Ceylon, India, sent through the courtesy of Col. R. Wayne Wilson, of New York. It is a box of tea—the finest of hill-grown Ceylon tea—specially selected and packed for presentation to the United States fleet which called at the port of Ceylon a short time ago. The members of the fleet were given the tea by the Thirty Committee of the Planters' Association. The box in which it is packed is truly oriental in its decorations and on the top appear the British and United States flags unfurled above the coat-of-arms of Ceylon.

The little son of David Hill, grocer, of Richmond Hill, Ont., who came to Toronto with his father on Wednesday, was struck by a Metropolitan car and severely injured.

Canadian General Markets and Market Notes

See also Provisions, Cereals and Fruit, Vegetables and Fish Departments on pages following.

QUEBEC MARKETS

POINTERS—
Sugar—Steady.
Beans—Firm.
Maple Products—Deliveries heavy.
Tea—Stocks Getting Light.
Dried Fruits—Moving Well.

Montreal, April 7, 1909.

The week has been a very brisk one. This is due to the holiday season largely, and the favorable turn the weather has taken. The market has not shown any startling changes during the week. Sugar remains steady, under reduced demand. Dried fruits and canned goods are going into consumption freely. Maple products are arriving in large quantities, and a drop is anticipated. Fish has had a good call, also fruits. Other lines are practically unchanged. Collections are reported fairly good.

A genuine spirit of optimism is observable everywhere. Navigation, it is expected will open two weeks earlier this year than usual. This will be a great factor in better business for the year.

SUGAR—The sugar market is having a quiet time just now. There seems to be nothing which points to any changes in the near future. The primary markets are distinctly tranquil.

Granulated, bbls	$4 70
" ½-bbls	4 85
" bags	4 65
" 20-lb. bags	4 75
" Imperial	4 40
" Beaver	4 40
Paris lump, boxes, 100 lbs	5 55
" " 50 lbs	5 65
" 25 lbs	5 85
Red Seal, boxes	5 35
Crystal diamonds, bbls	5 85
" " 100 lb. boxes	5 95
" " 50 lb. "	6 05
" " 25 lb. "	6 25
" " 5 lb. cartoons	5 40
Extra ground, bbls	5 10
" " 50-lb. boxes	5 30
" " 25-lb. boxes	5 50
Powdered, bbls	4 90
" 50-lb. boxes	5 10
Phoenix	4 65
Bright coffee	4 60
No. 3 yellow	4 50
No. 2 "	4 40
No. 1 " bbls	4 30
No. 1 " bags	4 25

SYRUPS AND MOLASSES — The molasses market is very firm, and the demand is much larger than the supply. Offers from Barbadoes are few, and far between. Reports from the primary markets state that the market is very firm. The small shipments which have come forward have been absorbed by Newfoundland. Syrups are steady and unchanged.

Barbadoes, in puncheons	0 44 0 46½
" in barrels	0 46½ 0 48½
" in half-barrels	0 47½ 0 49
" fancy	0 49
New Orleans	0 22 0 32½
Antigua	0 30½
Porto Rico	0 40
Corn syrups, bbls	0 03
" ½-bbls	0 03
" ¼-bbls	0 03
" 38½ lb pails	1 75
" 25 lb pails	1 25
Cases, 2 lb tins, 2 doz per case	3 40
" 5-lb. " 1 doz. "	3 75
" 10-lb. " ½ doz. "	3 65
" 20-lb. " ½ doz. "	3 60

MAPLE PRODUCTS—Deliveries of fresh sugar and syrup are heavy, so a drop may occur at any time. The weather has opened up well, for sugar making, and as a result stock is beginning to pour in.

Compound maple syrup, per lb	0 04½ 0 05
Pure Townships sugar, per lb	0 07 0 08
Pure syrup, 8½lb. tin	0 60 0 67½

TEA—The tea market is about bare of supplies. The anticipated duty in the United States may fail to materialize, so there is not much interest being shown in the market now. If a heavy demand should suddenly spring up some sky high prices would result for what few teas are scattered around the market.

Choicest	0 40 0 50
Choice	0 35 0 37
Japans—Fine	0 30 0 35
Medium	0 25 0 28
Good common	0 22 0 25
Common	0 20 0 21
Ceylon—Broken Orange Pekoe	31 0 40
Pekoes	0 20 0 22
Pekoe Souchongs	0 20 0 22
India—Pekoe Souchongs	0 19 0 20
Ceylon green—Young Hysons	21 0 25
Hysons	0 20 0 23
Gunpowders	0 19 0 22
China greens—Pingsuey gunpowder, low grade	0 14 0 18
" " pea leaf	0 20 0 31
" " pinhead	0 30 0 50

COFFEE—Coffee is selling normally, and nothing which is out of the ordinary has happened during the week.

Mocha	0 18 0 25
Rio No. 7	0 09 0 11
Santos	0 12 0 15

DRIED FRUITS—All lines of dried fruits are moving well with the exception of raisins, which are not getting the attention which they should get at this time of the year. Figs and dates are selling well. The former is in small compass. Reports from Greece state that currants are fairly plentiful there yet.

Figs—	
Bag figs	0 03½ 0 05
Tapnets	0 03½ 0 05
Elemes	0 08 0 14
Dates—	
Hallowees, per lb	0 05 0 06
Sairs, per lb	0 05
Malaga Raisins—	
London layers	2 25
"Connoisseur Clusters"	2 50
" ½-box	0 75
"Royal Buckingham Clusters," ½-boxes	1 30
" boxes	4 75
"Excelsior Windsor Clusters"	5 75
" ¼'s	1 60
Australian raisins	0 07 0 08
California Raisins—	
Fancy seeded, 1-lb. pkgs	0 09 0 10
Choice seeded, 1-lb. pkgs	0 08½ 0 09½
Loose muscatels 3 crown	0 08 0 09
" " 4 crown	0 09 0 10
California Evaporated Fruits—	
Apricots, per lb	0 12 0 14
Peaches, "	0 11 0 14
Pears, "	0 13

Prunes—	per lb.
Prunes 25-lb. boxes, 30-40s	0 10 0 12
" " " 40-50s	0 09 0 10
" " " 50-60s	0 08½ 0 10
" " " 60-70s	0 08 0 08½
" " " 90-100s	0 07
Currants, fine filiatras	0 06½ 0 07
" Patras	0 08 0 08½
" Vostizzas	0 08½ 0 09½

SPICES—The Easter season has stimulated the sale of all lines slightly. Trade is fairly evenly distributed among all varieties. The primary markets are all fairly steady. No changes in prices have been announced by the spice houses during the week.

	Per lb.
Peppers, black	0 14 0 20
" white	0 20 0 27
Ginger, whole	0 15 0 20
" Cochin	0 17 0 20
Cloves, whole	0 18 0 30
Cloves, ground	0 20 0 25
Cream of tartar	0 23 0 32
Allspice	0 13 0 18
Nutmegs	0 30 0 60
Cinnamon, ground	0 15 0 19
" whole	0 14 0 16

RICE AND TAPIOCA—Rice, it is thought, has reached a low water point and dealers are buying fairly briskly for stocking purposes. Tapioca is meeting with only a fair sale.

Rice, grade B, bags 250 pounds	2 90
" " " 100 "	2 95
" " " 50 "	3 05
" " pockets 25 pounds	3 03
" " ½ pockets, 12½ pounds	3 15
" grade c.c., 250 pounds	2 85
" " 100 "	2 85
" " 50 "	2 95
" " pockets 25 pounds	2 95
" " ½ pockets, 12½ pounds	3 05
Tapioca, medium pearl	0 04½

BEANS AND PEAS—Beans are firm, and there seems to be every prospect of them remaining so. The newest quotations on Austrian stock point to this fact, as they are quoted exceedingly high. Rangoons did not come up to expectations, so they are not looked upon as much of a factor in the market. Peas are steady and unchanged.

Ontario, pickers	2 00 2 15
Peas, shelling	1 40 1 50

EVAPORATED APPLES—This market is weekly getting into smaller compass and price remains firm.

Evaporated apples, new	0 03 0 08½

FURS—Nothing new is reported during the week in this market.

Mink	5 00 6 05
Marten, pale	4 00 6 00
" dark	8 00 20 00
Fox, red	4 00 6 00
Lynx	9 00 15 00
Otter	15 00 25 00
Fisher	7 00 12 35
Weasel	0 25 0 25
Muskrat	0 15 0 25
Canadian coon	0 75 1 25
Skunk	0 40 1 00
Bear, large	8 00 10 0
" small	3 00 5 00

CANNED GOODS

MONTREAL.—Canned fruits are moving well, also canned vegetables. Meats are meeting with a better sale, than for some time. Canned fish have sold well during Holy week. Canned pork and beans are somewhat slow.

TORONTO.—Among the good sellers as reported by the wholesale men are canned fruits and vegetables. Apples and other fruits are moving well. The consumption of canned vegetables in Canada during a year is enormous and just now tomatoes and corn are adding considerably to the list. The season of 1909 is expected to be a good one for canned goods. Last year's pack will be pretty well consumed before new goods arrive.

ONTARIO MARKETS

POINTERS—
Sugar—Market easier.
Molasses—Firm.
Tea—Export to U. S. ceased.
Currants—High prices possible.
Rice—Slight decline.

Toronto, April 8, 1909.

The wholesale houses report business as rather quiet during the past week. They find that merchants in country towns claim trade to be somewhat dull on account of the condition of the roads which are preventing the farmers from making their usual trips. Some

lines of goods are, however, moving freely including dried fruits, molasses and canned goods. Prunes, peaches, apricots and raisins are being paid considerable attention.

The sugar market is a shade easier than last week and dealers in raws are more anxious to meet buyers than they were a week ago. The prices however in Canada are likely to remain firm.

A despatch from the currant centre in Greece says that the new crops will be affected by unfavorable weather and that this may possibly cause firmer prices.

There is now no tea crossing the border into the United States. All has gone that Ontario merchants didn't want and none of them are worrying over being short.

Collections are better and although the trade has been somewhat quiet this condition of affairs is not expected to continue for long.

SUGAR—The sugar market is a fraction easier this week but the difference is only slight. Holders of raws are not being so firm in their pretentions and are able to meet the buyers, conceding from a thirty-second to a sixteenth of a cent for April shipment. This resulted in sales of 150,000 bags of Cuban raws at 2 5/8 cost and freight New York. European prices are easier under a small decline. In spite of this it is the opinion of local brokers that the tone of the market will continue firm.

"Crystal Diamonds," barrels	5 95
" " half barrels	6 05
" " boxes, 100 lbs	6 15
" " " 50 lbs	6 25
" " " 25 lbs	6 45
" " 5-lb. cartons, boxes 100 lbs	8 10
St. Lawrence Crystal Diamond Dominos, 5 lb. cans	8 40
Paris lumps, in 50-lb. boxes	5 85
" in 100-lb. "	5 75
" in 25-lb. boxes	6 95
Red Seal	7 10
St. Lawrence granulated, barrels	4 80
Beaver granulated, bags only	4 50
Redpath extra granulated	4 80
Imperial granulated	4 50
Acadia granulated, (bags and barrels)	4 70
Wallaceburg	4 50
St Lawrence Golden bbls	4 30
Bright coarse	4 70
No. 3 yellow	4 60
No. 2 "	4 50
No. 1 "	4 40

Granulated and yellow, 100-lb. bags 5c. less than bbls.

MOLASSES AND SYRUP—There is not much syrup moving from the wholesale houses, but the market in molasses is good. The price of the latter is firm and a shade higher; not due to the demand but to the primary markets. Considerable quantities of Barbadoes are arriving in the east. New maple syrup has made its appearance but not yet in large quantities.

Syrups—		
Medium	0 30	0 35
Bright	0 40	0 45
	Per case	
2 lb. Tins, 2 doz. in case	2 40	
5 " " " "	2 75	
10 " " ½ " "	2 65	
20 " " ¼ " "	2 60	
Barrels	0 03½	
Half Barrels	0 03¾	
Quarter "	0 03¾	
Pails, 38½ lbs. each	1 75	
" 25 " "	1 95	
Maple syrup—		
Gallons, 6 to case	4 50	
½ " 12 "	4 80	
Quarts, 24 "	4 80	
Pints, 24 "	2 50	
Molasses—		
New Orleans, medium	0 31	0 33
" bbls	0 29	0 31
Barbadoes, extra fancy		0 45
Porto Rico	0 45	0 63
West Indian	0 31	0 30

TEA—The passing of tea from Canada into the United States which caused some activity a few weeks ago is now at an end. All the tea that Canadian holders wanted to send has gone across and it was principally the kind that was undesirable for sale here. Tea merchants therefore on this side of the line benefited by the demand from the United States. Some brokers here claim that the kinds of tea wanted in Canada are scarce. The finer grades are in good demand. A cable from London received on Tuesday stated that the market had advanced on the flavory sorts.

Whether or not there will be a duty imposed on tea by the United States government will likely be known within the coming week. The probability is however, that there will be a change from Payne's proposals.

DRIED FRUITS—Prunes are still good sellers. This market has been so unsettled recently that wholesalers scarcely know what the outcome will be. The call for apricots has also been good notwithstanding the prices. Tapnet figs are a minus quantity and bag figs are also almost off the market. There has not been much movement in this market. Currants are a shade firmer. A despatch from Greece to a local broker states that the weather is somewhat unfavorable for the new crop and that there was a possibility of higher prices later on. There is just now considerable call for Valencia raisins, but dates are quiet.

Prunes—				Per lb
30-40's, 25-lb boxes				0 10½
40-50's, 25-lb. boxes				0 09½
50-60's " "				0 08½
60-70's " "				0 07 0 07½
50-70's, 50-lb. boxes				0 07½
80-90 " "				0 05½
90-100 " "				0 06½
Apricots—				
Standard				0 12
Choice, 25-lb boxes				0 13
Fancy, " "				0 15
Candied and Drained Peels—				
Lemon	0 10	0 11	Citron	0 17 0 20
Orange	0 10½	0 12		
Figs—				
Elemes, per lb				0 08 0 10
Tapnets, "				0 03½ 0 04
Bag Figs				0 03½ 0 04
Dried peaches				0 07½ 0 08½
Dried apples				0 07½
Currants—				
Fine Filiatras	0 06½	0 07	Vostizzas	0 08½ 0 09
Patras	0 08	0 08½		
Uncleaned, ½c less.				
Raisins—				
Sultana				0 07½ 0 09
" Fancy				0 11 0 12½
" Extra fancy				0 14 0 15
Valencias,				0 05½ 0 06
Seeded, 1-lb packets, fancy				0 08
" 16 oz. packets, choice				0 08
" 12 oz. " "				0 07
Dates—				
Hallowees	0 05½		Fards choicest	0 08
Sairs	0 05		" choice	0 07½

NUTS—The market in nuts has nothing in it that could be called a feature. The car of filberts which arrived last week have been distributed.

Almonds, Formigetta	0 12½
" Tarragona	0 13
" shelled	0 30 0 32
Walnuts, Grenoble	0 14
" Bordeaux	0 11
" Marbots	0 12
" shelled	0 28
Filberts	0 10
Pecans	0 16 0 18
Brazils	0 16
Peanuts	0 10 0 12

RICE AND TAPIOCA—A decline of a quarter of a cent is noticeable in Rangoon rice this week, but otherwise this market is the same as last week. Sago and tapioca are not being given a great deal of attention.

	Per lb
Rice, grade B	0 0
Standard B, from mills, 500 lbs. or over, f.o.b., Montreal	2 95
Rangoon	0 03½ 0 03¾
Patna	0 05½ 0 05¾
Japan	0 05½ 0 06½
Java	0 06 0 07
Sago	0 05 0 06
Seed tapioca	0 06
Tapioca, medium pearl	0 0

SPICES—Spices are getting their usual attention with no changes in prices from last week's quotations.

Peppers, black pure	0 14 0 20
" white pure	0 22 0 30
" whole, black	0 18
" whole, white	0 28
Ginger	0 18 0 25
Cinnamon	0 25 0 40
Nutmeg	0 85 0 90
Cloves, whole	0 25 0 35
Cream of tartar	0 22 0 33
Allspice	0 16 0 19
" whole	0 17 0 20
Mace ground	0 80 0 90
Mixed pickling spices, whole	15 0 20
Cassia, whole	0 20 0 25

BEANS—The price of beans seems to be the cause for the quietness in this market. At any rate consumption is not brisk and the prices remain as quoted last week.

Beans, hand picked	2 25
" prime No. 1, "	2 00
" Lima, per lb	0 07½

EVAPORATED APPLES—It was expected locally that the price of evaporated apples this season would have been higher than 7½ cents. The market however continues quiet.

MANITOBA MARKETS

Winnipeg, April 5.—Although the retailer claims he has not been greatly encouraged in business during the past two weeks, the wholesalers have reaped an abundant harvest. The heavy Easter stock laid in by the dealers has kept local wholesalers extremely busy. The "out of town" shipments have been very large, and have surpassed all anticipations and records of previous years in the corresponding season.

The Easter season is very welcome to many retailers since it will relieve the monotony of the rather quiet period of the past few weeks. The weather has been disagreeable for many days and the streets have been in a bad condition. The country roads are almost impassable, and no one can censure the local producers for refusing to plod through the dreaded "Red River Valley mud." The farmers, however, have made an extra endeavor to land the egg supply for the Easter trade. A feature of this week's market is the weakness in the canned goods trade.

SUGAR—Retailers report sales in smaller lots since the recent advance. The market generally is only moderate. Next week will see sugar moving freely and remain so until after the Easter festivities. The prices are quoted as follows:

Montreal and B.C. granulated, in bbls	5 30
" " in sacks	5 25
" yellow, in bbls	4 90
" " in sacks	4 85
Wallaceburg, in bbls	5 10
" in sacks	5 15
B.C. gunnies granulated, 5-18's to bale, per cwt	5 25
" " 5-20's " "	5 25
" icing	5 90
bar sugar	5 90
Icing sugar in bbls	5 90
" " in boxes	6 10
" " in small quantities	6 30
Powdered sugar, in bbls	5 65
" " in boxes	5 85
" " in small quantities	6 15
Lump, hard, in bbls	6 20
" " in ½-bbls	6 30
" " in 100-lb cases	6 20

SYRUP AND MOLASSES — Last week's advanced prices remain steady in syrup. The trade is destined to be very good this season and heavy ship-

ments are leaving this city. The trade in molasses has revived somewhat.

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 31
" " 5-lb tins, per 1 "	2 75
" " 10-lb tins, per ½ "	2 58
" " 20-lb tins, per ¼ "	2 70
" " ½ barrel, per lb.	0 03½
" " Sugar syrup, per lb.	0 04
Beaver Brand, 2 lb tins, per 2 doz case	3 25
" 5 " " 1 "	3 75
" 10 " " ½ "	3 45
" 20 " " ¼ "	3 35
Barbadoes molasses in ½-bbls, per lb	0 04½
New Orleans molasses in ½-bbls, per lb.	0 03½
Porto Rico molasses in ½-bbls., per lb.	0 04½
Blackstrap, in bbls., per gal.	0 31
" ½ " "	0 33
" ½ gal. bets., each	2 25

MAPLE PRODUCTS—These are selling slowly at the following reduced prices:

Sugar, 25 lb. boxes, ⅛s. and ¼s	3 00
Syrup, gallons, ½ doz. to case, per case	5 40
" ½ " 1 doz. to case, "	6 65
" ½ " 2 doz. to case "	6 00

FOREIGN DRIED FRUITS—There has been a noted steadiness on the market this week in these lines. It is expected that currants and prunes will advance, but as yet no changes are quoted. It has often been said in the West, "You cannot build railroads without prunes." It is a fact that immense shipments of prunes are being ordered for construction camps.

Smyrna Sultana raisins, uncleaned, per lb.	0 07
" " cleaned, per lb.	0 08½
Trenor a Valencia raisins, f.o.s., per case, 28's	2 05
" " " 14's	1 00
" " selects " 28's	2 25
" " " " 14's	1 10
" " layers " 28's	2 35
" " " " 14's	1 25
California raisins, choice seeded in ½-lb. packages per package	0 05½
" " fancy seeded in ½-lb. packages per package	0 05½
" " choice seeded in 1-lb packages per package	0 06½
" " fancy seeded, 1-lb. packages, per package	0 07½
Raisins, 3 crown muscatels, per lb.	0 05½
" 4 " " "	0 06½
Prunes 90-100 per lb	0 05
" 80-90 "	0 05½
" 70-80 "	0 06½
" 60-70 "	0 06½
" 50-60 "	0 08½
" 40-50 "	0 08
" 30-40 "	0 09
Silver prunes	0 09
Currants, uncleaned, loose pack, per lb.	0 06½
" dry cleaned, Filiatras, per lb.	0 06½
" wet cleaned, per lb.	0 07
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 08
Pears, per lb.	0 08½
Peaches, standard, per lb.	0 07
" choice	0 07½
Apricots, standard, per lb.	0 10½
" choice, per lb	0 11½
Plums, black pitted, per lb	0 11½
Nectarines, per b	0 09½
Dates, new, per lb	0 06

RICE AND TAPIOCA—The general quietness of the trade has been noted in the moderate selling of these commodities. Puffed rice, which is on the market as a cereal, has replaced the ordinary rice to a great extent.

Japan rice, per lb.	0 04
Patna " "	0 04½
Rangoon rice, per lb.	0 03½
Tapioca, per lb.	0 04½

EVAPORATED APPLES—Very little is selling at present and no definite price can be quoted, but they can be had now for 7½c per pound. It is expected the price will revive when the camp goods begin to move more freely.

HONEY—Supplies are hard to obtain. Prices are quoted as follows:

Honey, 2½ lb. tins, in case 24	3 85
" 5 " " 12	3 75

SPANISH ONIONS—New stock is quoted at $1.15 per crate.

NUTS—Shelled walnuts are selling well for confectionery purposes. The Easter market is good on all nuts. There is no word to date of the expected duty on shelled and unshelled walnuts.

Shelled Walnuts, in boxes, per lb.	0 26
" " small lots, per lb.	0 28
" Almonds, in boxes, per lb.	0 28
" " small lots, per lb.	0 30

ROLLED OATS—There is no advance over last week's prices, but the market is quite firm. In fact the market is firm on all cereals and it will not be a surprise if advances are recorded soon.

Rolled oats, 80 lb sacks, per 80 lbs	2 27
" 40 " " 80	2 35
" 20 " " 80	2 40
" 8 " " 80	2 70

CORNMEAL—This is popular here as a breakfast food, and the market is always quite good.

Cornmeal, per sack	1 90
" per ½ sack	0 95
" per bale (10, 10's)	2 15

BEANS—The recent advance has caused a dull trade in this commodity. Hand-picked are quoted at $2.35 per bushel.

POT AND PEARL BARLEY — Pot barley is quoted at $2.55 per sack; pearl barley at $3.75 per sack, and $1.95 per half sack.

BROOMS—Housecleaning has not begun yet, and when it does many retailers will find that they have not enough in stock. To-day is the first fine day for weeks, and this morning there were brooms on almost every delivery wagon in the city. There is no change in price.

TUBS—It is rumored that a decline will be reported soon. We quote the prevailing prices as follows:

Tubs—	
Eddy's tubs, No 0, per dozen	11 25
" " " 1 " "	9 10
" " " 2 " "	7 50
" " " 3 " "	6 40
" " nests of 3, No. 0, 1, 2, per nest	2 35
" " " 3, No. 1, 2, 3, per nest	1 95
" " " 4, No. 0, 1, 2, 3, per nest	2 85

FRUITS—The majority of dealers seem to be over-stocked with canned goods at the present time. It is a common sight to see these goods being "pushed off" in the show windows. The prices quoted are quite rigid to the wholesaler but many retailers are selling at cost.

	Group No. 1	Groups No. 2 & 3
Apples—3's standard, per case	$2.44	$2.34
" gals, standard, per case	1.55	1.52½
Cherries—Red, pitted, 2's	4.18	4.08
" black, pitted, 2's	4.18	4.08
" white, pitted, 2's	4.38	4.28
Currants—Red, 2's	4.18	4.08
" black, 2's	4.18	4.08
Gooseberries—2's	4.58	4.48
Lawtonberries—2's	4.18	4.08
Peaches—Yellow, 2's	4.18	4.08
" yellow, 3's	6.54	6.44
" pie, unpeeled, 3's	3.34	3.24
" pie, unpeeled, gals	2.42½	2.40
" pie, peeled, gals	3.30	3.27½
Pears—Flemish Beauty, 2's	3.68	3.58
" Flemish Beauty, 3's	4.74	4.64
" Globe l.s., 2's	2.73	
" Globe l.s., 3's		4.14
Plums—Damson l.s., 2's	2.28	2.18
" Lombard l.s., 2's	2.28	2.18
" Green Gage l.s.	3.08	2.98
Raspberries—Red, 2's	4.18	4.08
" red, gals	3.80	3.77½
" black, 2's	4.18	4.08
" black, gals	3.80	3.77½
Strawberries—2's	4.18	4.08
" gallons	3.80	3.77½

VEGETABLES.

Asparagus—2's	6.28	6.18
Beans—2's	2.08	1.98
Corn—2's	2.08	1.75
Peas—No. 4 standards, 2's	1.88	1 88
" Early June, 2's	1.98	1 88
" Sweet Wrinkle, 2's	2.18	1.85
" Extra fine sifted, 2's	3.08	2.75
Pumpkins—3's	2.14	2.04
Succotash—2's	2.63	2.58
Tomatoes—3's	2.44	2.10
Tomatoes—2's	2.08	1.74

GREEN FRUITS AND VEGETABLES—These lines are opening well. The past week has been much better than anticipated, and greatly exceeds the trade for the corresponding week of last year. California cabbage is not likely to come on the market, the demand in other quarters having raised the price to the wholesaler.

Tomatoes, Florida, per case	4 00
Lettuce, per doz	0 50
Radishes, per doz.	0 50
Parsley per doz	0 60
Pie plants, per lb.	0 15
Oranges, per box	3 25 3 50
Lemons "	4 00 4 50
Apples, Spy, per bbl.	7 00 7 50
" Ben Davis, per bbl.	5 50 6 00
Bananas, per bunch	2 50 3 50

MEATS—Canned meats have moved slowly during the past two weeks. There have been some marked declines, also a few advances. The advances are limited to corn beef, sausage and pigs' feet. Chipped smoked beef and sliced bacon are not on the market and cannot be quoted.

Clark's 1 lb., pork and beans, plain, per case	2 40
" 2 " " " "	1 90
" 3 " " " "	2 45
" 1 " tomato sauce, per case	2 45
" 2 " " "	1 90
" 3 " " "	2 45
" 1 " Chili "	2 45
" 2 " " "	1 90
" 3 " " "	2 45
Soups, per doz.	1 20
Corned beef 2's per doz.	2 70
" " 1's "	1 50
Roast beef	
" 1's, per doz	1 50
" 2's, "	2 70
Potted meats, ½'s, per doz.	0 55
Veal loaf ½ lb., per doz.	1 25
" 1 lb. "	2 35
Ham loaf ½ lb. "	1 25
" 1 lb. "	2 35
Chicken loaf ½ lb. "	1 25
" 1 lb. "	3 50
Lunch tongue 1's, "	3 30
Sliced smoked beef ½-lb. tins, per doz.	1 55
" " 1-lb. tins, "	2 85
" " 1-lb. glass, "	2 45
English brawn, 1's, per dozen	1 60
" " 2's, "	2 75
Cambridge sausage, 1's, per dozen	1 85
" " 2's "	3 15
Geneva sausage, 1's, per dozen	2 00
" " 2's "	3 65
Boneless pigs feet, 1's, per dozen	1 65
" " 2's "	2 75
Lunch tongue, 1's, per dozen	3 30
" " 2's "	6 60
Paragon ox tongue, 1½'s, per dozen	7 15

EGGS—The usual drop toward the Easter price is considerable this week. Dealers are paying from 18c to 19c per dozen. It is expected that they will not recede further until after Easter, then the drop will undoubtedly be considerable.

BUTTER—An extra effort is being made to get rid of the superfluous No. 2 butter. It is going out in lots from 10c to 15c per lb. The good creamery is jobbing from 22c to 25c per lb., which is a decline from that quoted last week.

Grocery Trade Changes Throughout Canada

Businesses That Have Recently Been Disposed Of—Registrations, Assignments and Deaths—New Companies Formed.

Ontario.

W. C. Scott, grocer, Ottawa, is selling out.

The Empire Tea Co., Toronto, has sold to E. C. Dannem.

A. J. Smith, grocer, Toronto, has sold to McDonald Bros.

T. O. McPherson, grocer, Milton, has been succeeded by B. G. Lucas.

Phil Wiltse, general merchant, Athens, Ont., advertises his business for sale.

The Maple Grove Cheese and Butter Co., Lambton, has obtained a charter.

R. E. A. Stinson, general merchant, Moorefield, Ont., has sold to H. McKay.

Wm. A. Johnson has purchased the grocery business of D. H. Edmonds, Tilbury, Ont.

Geo. Dron, West Toronto, has purchased the grocery business of Frank Tates, Drayton, Ont.

J. P. Hart, general merchant, Hillsburgh, Ont., has sold his stock to R. J. Goring, Wellandport.

John Kerr & Co., Neepawa, Ont., have opened a general store on Hamilton Street of that place.

The Norton Manufacturing Co., manufacturers of tin cans, Hamilton, has sold to the American Can Co.

Quebec.

Mrs. Gilbert Hamel, tea merchant, registered.

Daly & Premont, grocers, Quebec, have registered.

Roy & Roy, grocers, Chambly, Que., have registered.

Clement & Desrosiers, grocers, Montreal, have registered.

Hughes Bros., general merchants, Bishop's Crossing, Que., have registered.

H. F. Pacaud & Co., manufacturers of baking powders, etc., Montreal, have dissolved.

New Companies.

The Standard Packing Co., Montreal, has been given a Canadian charter to carry on the business of general packers of meats and provisions, spices, etc.

The Boeckh Bros., Company, Limited, has been given an Ontario charter to manufacture brushes, brooms, matches. The head office will be in Toronto and the provisional directors are J. C. Boeckh, C. McCoy Farringer, A. W. Wills, H. J. Kirkpatrick and Gordon Hunt.

The Ontario Mercantile Co. has been granted a provincial charter to carry on business as general merchants, buying and selling general merchandise. The head office will be at the village of Otterville, and the provisional directors of the company are, William Draney Paxton, Everette William Kay, Alexander McFarlane, Richard A. Hawes and Jas. Banslaugh Addison.

BUYERS IN TORONTO.

Among the buyers in Toronto during the week were: J. F. East, Kleinburg, Ont.; Allan Hill, Everet, Ont.; David Hill, Richmond Hill, Ont.; Mr. Galbraith, Milton, Ont.; P. L. Parker, Sudbury, Ont.; L. A. Whitmore, Edgley, Ont.; G. T. Broad, Wilford, Ont.; John Hill, Peterboro, Ont.; John Naughton, Elgin Mills, Ont.; Horace Davidson, Unionville, Ont.

HINTS TO ADVERTISERS.

Attractiveness of package, and advantageous prices, make "Soleil" brand canned goods, for which Laporte, Martin & Co., Montreal, are agents, the right kind for the grocer to stock. Inland navigation will soon be open, so requirements for canned goods and teas should be sent in immediately. Orders for new crop molasses will be accepted by Laporte, Martin & Co., now, for May and June delivery.—Advt.

CUT IN SALT PRICES.

An item appeared recently in the New York Journal of Commerce to the effect that the International Salt Company of the United States had made cuts in prices of from 75c to $1.25 per ton in view of the competition between this company and the independent manufacturers. Inquiries were made by The Grocer as to whether this would affect prices in Canada or not and it received a reply in the negative.

QUEBEC CLERKS MEET.

At the annual meeting of the Clerks' Association of Quebec City, the following officers were elected for the ensuing year:—President, J. O. Belanger; vice-president, E. Lauzier; secretary, E. Hebert; asst. secretary, Eug. Tremblay; treasurer, J. Larose; asst. treas., J. Bergeron; auditors, M. M. Mailly and Simard; commissioner, H. Brochu.

NO DUTY ON TEA.

Just before going to press it was announced from Washington, D.C., that the proposed duty on tea into the United States had been cancelled. When the bill reached the committee of the whole this portion of it was knocked off.

PERSONAL NOTES.

J. S. Carmer, manager of the Sanitary Can Co., at Niagara Falls, Ont., called at the Toronto office of The Grocer on Tuesday.

G. W. J. Ante, formerly employed with Ald. P. Radigan, 32 Main St., Galt, left a short time ago for Regina where he had accepted a position in the grocery department of the R. H. Williams & Sons store.

R. A. Forest, manager of the Cie Francaise des Pates Alimentaires, Montreal, is in Quebec this week.

TRADE NOTES.

In last week's issue of The Grocer an error in a name occurred and notwithstanding the words of the immortal Shakespeare we desire to have it corrected. "Jas. Lintirie" should have read "Joslin Pirie." Mr. Pirie is manager of the Dominion Brokerage Co., Calgary and Edmonton, Alta.

The E. D. Marceau Company, Montreal, teas, coffees and spices, will remove from their present premises, corner St. Paul and St. Gabriel Sts., to 43 St. Gabriel St., on May 1. The new quarters will be much more convenient, and satisfactory in every respect. The new warehouse the firm will occupy will be a four-storey building.

Wolverine

Show Case



The best show case made in America for the money.

Price, $4.50 per foot
f.o.b. Detroit

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141 Bannatyne Avenue, Winnipeg, Selling Agent

No. 100.
This case is finished in golden oak—Beveled plate top —Shipped K.D.—

Made by
Michigan Show Case Co., Detroit, Mich.

General Stores

All general storekeepers handling hardware should subscribe for the one paper in Canada, published in the interests of the Hardware and Metal, Stove and Tinware trades.

Hardware and Metal

will give you each week full information regarding market changes. It will give you ideas for displaying your goods which enable you to increase the hardware end of your business.

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The MacLean Publishing Co., Limited
MONTREAL TORONTO WINNIPEG

Fixed Prices Not in Restraint of Trade, Says Court

Price-Cutters Judged to be Liable if They do Not Maintain Values Fixed by Maker of Goods—Rights of Manufacturers Sustained by California Supreme Court.

New York Journal of Commerce.

The Supreme Court of California has just rendered a decision in the famous suit of Charles P. Grogan, manufacturer of olive oil, against H. G. Chaffee, the cut-price grocer of Pasadena, who continued to advertise and sell Grogan's olive oil at less than the minimum retail selling price named in the sticker upon the case.

In its effects this decision is one of the most important rendered in grocery circles in many a day. It is a complete justification by the State's highest court of the legality of the "fixed price" principle involved in the so-called "Pacific Coast" plan of marketing goods sold through the retail grocers and recognizes the right of the manufacturer to control the price of his product through all channels of trade down to the consumer. It means the elimination of the piratical price-cutter who, by competition, forces the legitimate grocer of his neighborhood to sell goods at ruinous prices. It gives to every manufacturer the right to protect the legitimate trade against the trader who buys highly-advertised staple commodities upon which the manufacturer has built a reputation, and, by cutting the price almost to cost, seeks to capture all the trade of his neighborhood.

The Plaintiff's Claim.

In its decision the court says in part:

The case stated by the complaint is this: The plaintiff has for ten years been engaged in the manufacture and production of pure olive oil by a process of his own discovery. The oil so produced is sold and used for food, medical and commercial purposes, as plaintiff has extensively advertised to the public the fact that he manufactures a pure olive oil, and that such oil is guaranteed to be pure and wholesome. In his advertising the plaintiff has used certain designs copyrighted by him, and these designs are placed on every bottle or package of oil manufactured and sold by him as a trade-mark. By reason of these methods of advertising and dealing the plaintiff's oil has become well known, and a large quantity thereof is sold throughout the United States, and more particularly in the city of Pasadena, and elsewhere in the county of Los Angeles.

The plaintiff has affixed to every package of his oil a notice stating "that the article is sold upon the condition that the purchaser, if he retails these goods will maintain my fixed retail selling price on them; and that, if he wholesales them, he will sell them subject to the same conditions." This notice specifies the fixed retail selling price at $1.35 per half-gallon can and $2.50 per gallon can. All persons buying said olive oil agree not to sell or deliver any of it at a price less than that provided for in the notice.

Defendant's Allegations.

The defendant is a retail grocer, engaged in business in the city of Pasadena. He has bought of plaintiff olive oil under the express contract and condition that the same should not be sold at a price or prices less than those fixed by plaintiff. He has, however, refused to comply with his contract, and sells and offers for sale said oil at a price of $1.20 per half-gallon, and has advertised such offer by publication in a newspaper, and by posters, and notices posted in the windows of his store. This conduct has been continued by defendant notwithstanding plaintiff's demand that he comply with his contract. The complaint alleges that plaintiff has sustained irreparable damage, that it is impossible to ascertain the damage sustained and to be sustained, and that there is no adequate remedy at law. The prayer is for an injunction restraining defendant from advertising, selling or offering for sale the oil at prices less than those fixed by the contract, and for damages.

In support of the ruling sustaining the demurrer it is urged that the contract relied on by plaintiff is unenforceable as being in restraint of trade.

We have here no question of an attempted monopoly. "A monopoly exists where all, or so nearly all, of an article of trade or commerce within a community or district is brought within the hands of one man or set of men as to practically bring the handling or production of the commodity or thing within such control to the exclusion of competition of free traffic therein."

The Contract Valid.

The contract here relied on does not relate to any olive oil except that manufactured by plaintiff. There is no suggestion that this comprises all, or any large proportion, of the olive oil manufactured or sold in the market, supplied by plaintiff. While plaintiff alleges that he manufactures oil by a process of his own discovery, there is nothing exclusive in the product resulting from this process. All that he claims for his oil is that it is pure and wholesome. The court must assume, as a matter of common knowledge, that others may and do manufacture pure olive oil in considerable quantities.

Under these circumstances we see no reason why the contract alleged by plaintiff should not, as between the parties to it, be held to be valid. It violates no canon of public policy. By its terms the buyer is not precluded from engaging in any lawful trade. He may sell other olive oil at any price and on any conditions satisfactory to him. The producer was, in the first instance, under no obligation to sell his oil, and when he did sell it had the right to exact, as part of the consideration for the sale, a promise by the purchaser that he would not sell it at less than a stipulated price. There is nothing either unreasonable or unlawful in the effort by a manufacturer to maintain a standard price for his goods. It is simply a means of securing the legitimate benefits of the reputation which his product may have attained. Contracts similar to the one under discussion have been considered in a number of cases, and have generally been upheld where, as here, they had no tendency to create a monopoly.

The tendency of the modern decisions has been to view with greater liberality contracts claimed to be in restraint of trade. It is not every limitation on absolute freedom of dealing that is prohibited. As is said by the Supreme Court of the United States in Gibbs vs. Consolidated Gas Co., 130 U.S., 396, 409, "Public welfare is first considered and if it be not involved, and the restraint upon one party is not greater than protection to the other requires, the contract may be sustained. The question is whether, under the particular circumstances of the case, and the nature of the particular contract involved in it, the contract is or is not unreasonable." So, in People's Gas Light Co. vs. Chicago Gas Light Co., 20 Ill. App., 492, the court says: "The tendency of the courts is to regard contracts in partial restraint of competition with less disfavor than formerly, and the strictness of the ancient rule has been greatly modified by the modern decisions."

As the owner of property has the right to withhold it from sale, he can also, at the time of its sale, impose conditions upon its use without violating any rule of public policy.

Violation of Rights.

The necessary result of what we have said is that the complaint must be held sufficient. It is alleged that the defendant bought oil under an express agreement that he would not sell it at less than given prices and that he had sold

THE FARMER LOOSENS UP.

The Canadian Grocer, Toronto, Ont.:

Gentlemen,—In your article in this week's GROCER on "Merchants Suffering from Farmers Hoarding their Money," I feel there is a great deal of truth and might say that this was very forcibly brought home to me to-day in a manner to which I did not at all object. Had just finished reading the article when a well-to-do farmer of the type depicted came into the store and I handed it to him asking him to read it. He came around to me in a little while saying, "Say! I never looked at this thing from the store-keeper's point of view before. How much do I owe you?" Out came the inevitable cheque-book, and he settled then and there. Think it would pay some of our grocer friends to show that article to some of the intelligent "slow but sures."

Enc'osed please find cheque for renewal to GROCER which is nearly expired. Yours truly,

J. P. NAUGHTON,
Naughton Bros.

Elgin Mills, Ont.,
April 2nd, 1909.

and threatened to sell it at less than such prices. This is a violation of plaintiff's right under his contract. Whether this contract could be enforced against persons who might come into possession of plaintiff's oil, with notice of the restriction imposed by him on its sale but without having made any direct agreement to respect restriction, is a question not here presented.

It is suggested rather than argued by respondent that the agreement relied on by appellant is unlawful under the provisions of the statute of 1907, entitled "An act to define trusts and to provide for criminal penalties and civil damages, and punishment of corporations, persons, firms and associations, or persons connected with them, and to promote free competition in commerce and all classes of business in this State; approved March 23, 1907, commonly known as the Cartwright Act."

It seems clear that the combination denounced by the act is one between persons occupying similar relations to the article in question—between persons, that is to say, each of whom would in the absence of agreement or combination be in a position to sell the article at any price which might seem proper to him. A sale or delivery by A to B on the condition that B shall not sell below a certain price is not a combination of "capital, skill or acts" between A and B. A has sole control of the subject of the agreement and may, as has been pointed out, sell or refuse to sell. There is no question of competition as between the parties. If the act were to be given the sweeping consideration contended for, it would make unlawful a contract whereby a manufacturer or owner appoints an agent to sell his goods and fixes the price at which such agent may sell. To prohibit transactions of this character was certainly not within the intent of the legislature. The agreement here involved is equally beyond the scope of the act.

FINISH WITH BANQUET.

As a wind up to the Retail Grocers' Hockey League of Fort William, Ont., for the season of 1909, a complimentary banquet was tendered the players last week by E. Scannell, the Honorary President and A. Ferguson, the President of the league. A splendid toast list had been arranged and many bright speeches marked the occasion.

The Loyal Toast was received with the singing of the National Anthem, "Canada" was responded to by W. W. Brown, of Owen Sound, and "Our City" by Messrs. Montgomery and Gilker. Captain Bonin of the Centre Grocers' team, and Mr. Aitken spoke for "The Retail Grocers," and J. G. McIntosh and Mr. Montgomery replied for "The Travelers." "The Ladies" were championed by Messrs. Elliott and McIntosh, while the final toast, "Our Host," was responded to by A. Bronfman, of the Mariaggi Hotel. E. Scannell officiated as toastmaster.

The banquet marked a most pleasing and appropriate finish to the Grocers' Hockey League.

TEN BUSINESS COMMANDMENTS.

A Liverpool concern has placed on the desk of each of its clerks the following ten commandments:

First—Thou shalt not wait for something to turn up, but pull off thy coat and set to work.

Second—Thou shalt not go about thy business looking like a "bum," for thy personal appearance is thy best letter of recommendation.

Third—Thou shalt not try to make excuses, and rebuke those who chide thee.

Fourth—Thou shall not wait to be told what to do.

Fifth—Thou shalt not fail to maintain thine own integrity, or do anything which will lessen thine own self-respect.

Sixth—Thou shalt not covet another fellow's job, nor his salary, nor the position which he got through hard work.

Seventh—Thou shalt not fail to live within thine own income.

Eighth—Thou shalt not fail to blow thine own horn on the proper occasion.

Ninth—Thou shalt not hesitate to say "no" when thou meanest "no."

Tenth—Thou shalt give every man a square deal. This is the last and greatest commandment, and there is none like unto it. Upon it hang all the law and the profits of business.

Your Recommendation

of Fels-Naptha soap does you good as well as us. Every good article you speak for makes your "word" more valuable and Fels-Naptha is good. It has made good on merit.

BOULEVARD SHOE DRESSING



For Ladies' and Children's Boots and Shoes

YOU SHOULD SELL IT BECAUSE:

It gives a beautiful finish.
It requires no rubbing
It is guaranteed not to injure the leather.
It is neatly put up in four-ounce bottles.
It will certainly be asked for again.
It has never brought us a complaint.
It can be had at all jobbers.

Manufactured only by:

The American Dressing Co., Ltd.
Montreal

What about Trade Extension?

The shrewd business man is always open to a suggestion for increased business. Here's one! The Great North West!!

You may not be aware of it, but it is a fact that the great grain growing areas of Western Canada are filling up at an enormous speed.

This fact creates a splendid market for all grocery lines.

As the largest brokerage house in Western Canada, having track warehouses in Winnipeg, Calgary and Edmonton, we have unequalled facilities for covering the Western market.

Are you represented here? Let us introduce your goods for you.

This matter is worth corresponding about by manufacturers and shippers in Eastern Canada, Great Britain and elsewhere.

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CALGARY WINNIPEG EDMONTON

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Direct Importers of

VANILLA BEANS
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Warehousemen, Forwarding Agents and Wholesale Brokers

We make a specialty of distributing car lots. Goods stored at reasonable prices. Our facilities are unequalled. Warehouse situated in the wholesale district. Consign your cars to us, and we will look after everything. This is our business, having been established for years. If interested, we will gladly furnish you with a list of satisfied customers.

Reference—Bank of Ottawa, Winnipeg

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TORONTO and MONTREAL
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(WINTER PRESSED)

Highly Recommended by the Leading Chefs for

Table and Kitchen Use

Guaranteed under the Pure Food Act.

Chaussé & Co.

Managers of
Kentucky Refining Co., Incorporated

Write for Prices and Samples

322 East Notre Dame Street

Phone M. 3938 **Montreal**

WE HAVE A VERY
NICE LOT OF

Choice Sugar Cured Hams

PICKED OUT FOR
THE EASTER TRADE.

These Hams are made from Good Canadian Hogs, no imported stock among them.

They have been selected and Cured under supervision of Dominion Government Inspectors.

They will be higher in price later on, no question about that. Better let us have your order now.

The "STAR BRAND" beats the World.

F. W. Fearman Co.

LIMITED

HAMILTON, CANADA.

Plain Figures that prove the Superior Quality of

TRURO QUALITY BRANDS

Reindeer Milk

and

Jersey Cream

	Butter Fat
Reindeer Milk	8.61
Highest of other Brands	8.00
	.61

Reindeer Milk 7½% richer

Jersey Cream	8.05
Highest of other Brands	7.10
	.95

Jersey Cream 13% richer.

Figures taken from Government Bulletin No. 144

The Truro Condensed Milk Co., Ltd., Truro, N.S.

Your Provision Business

can be mightily "gingered up" by handling goods that are "wanted" again. That's the distinguishing characteristic of

Ryan Brand Pork Products

They prove so delicious that your customers want them continually. And, remember, the government food inspector has put the stamp of approval on them.

GET OUR PRICES NOW!

The Wm. Ryan Co.

LIMITED

70-72 Front St. East Toronto

Produce and Provision Situation of the World

Swine Breeders Want to Send Deputation to Denmark — Farmers Apparently After a Trip—Not Enough Hogs Being Produced is the Whole Trouble — The butter and Cheese Markets.

The peculiar condition of our cured meat situation has attracted the attention of the "Swine Breeders' Association" which resulted in sending a deputation to Ottawa, to interview the Hon. Sydney Fisher, Minister of Agriculture, and ask him to appoint a commission to visit Denmark and Ireland for the purpose of investigating their methods, by which they outrival us in the English market. They consider the condition of our export trade is serious, but the arguments they use seem to be more to get a trip at the expense of the government than to raise more hogs. From the straight talk of the minister of agriculture it is evident that he understands the situation.

If the farmers produced the hogs, and they could not find a market for them, and they had to accept very low prices, then their arguments might carry weight. But the fact is that all the hogs raised by the farmers are readily bought up, at unusually high prices, and are all required to supply our own market. They also find fault with the government for not raising the duty from 2c to 4c. on imported hogs from the States, in order to protect the hog industry, although as a fact there are no hogs imported at all to interfere with their prices. They also claim that on account of the high price of feed they cannot raise hogs at a profit, and yet it is a fact that the Danes import a good deal of their feed from Canada, and in spite of this, produce bacon to compete with us in the English market. They also want to look into the co-operative packing system, with a hope of finding out to what extent our packers are bleeding them. A few years ago co-operative packing houses were started in different parts of Ontario, but a number of them, if not all, have failed. It seems that the farmers either want a trip or put the blame on somebody except on themselves—where it belongs. The whole trouble is that the farmers are not satisfied with a reasonable profit, and are continually harping on the idea that the dealers were making too much profit for themselves, and not giving it all to the farmer. Let them raise the hogs and the whole trouble will right itself.

Reports arriving from England state that really fine butter is very scarce there, and that the price of fine butter is unaltered. There is, however, a weakness in the lower grades observable. Some of the stock arriving from the antipodes shows bad condition and is being avoided by the English buyers. As a result of this, they are confining their attention to the Danish and Scandinavian stock, until the Irish creameries begin to augment the Danish shipments, when easier prices are expected. Siberian butter is in small compass. Some Canadian stock, which should have appeared earlier on the British market, is now making its appearance and outside this there is no Canadian stock showing.

The English demand for cheese is good for both Canadian and New Zealand stock. The cheese trade on both sides of the Atlantic has been disappointing this season. Competition is being carried to such lengths, that all profits have practically disappeared. This is regrettable, as it is not resulting to Canada's credit in the English market. New Zealand, Australia and other exporting countries are employing all kinds of measures to promote the trade with the old country, while Canada's is going behind. Higher prices still are expected all over the world, before the new make comes onto the market.

MONTREAL.

PROVISIONS—Prices remain firm, at the advance of a week ago for live hogs. Supplies are fairly large, for which the demand continues exceedingly good, and sales of selected lots were made at $7.90 to $8 and straight lots at $7.75 to $7.85 per 100 lbs. weighed off cars. A fairly active trade, continues to be done in dressed hogs and prices are unchanged. Abattoir fresh killed, sold at $10.50 to $11, and Manitoba dressed at $10 to $10.25 per 100 lbs. The demand for hams and bacon is steadily increasing, and an active trade will be done this week, as buyers are providing for their Easter requirements. No change in lard, pure or compound, has been recorded during the week.

Compound Lard—		
Tierces, 375 lbs	0 09	
Parchment lined boxes, 50 lbs	0 09½	
Tubs, 50 lbs	0 09½	
Wood pails, 20 lbs. net	0 09½	
Tin pails, in cases	0 09	
Heavy Canada short cut mess pork, in bbls	23 00	23 50
Selected heavy Canada short cut clear boneless pork	24 00	24 50
Very heavy clear pork		25 50
Plate beef, 100-lb bbls		7 75
" 200 "		15 00
" 300 "		22 00
Pure Lard—		
Tierces, 375 lbs	0 13½	
Boxes, 50 lbs., grained	0 13½	
Tubs, 50 lbs., "	0 13½	
Pails, wood, 20 lbs., parchment lined	0 13½	
Tin pails, 20 lbs., gross	0 13½	
Cases, tins, 10 lbs. each	0 13½	
" " 5 "	0 13½	
" " 3 "	0 14	
Dressed hogs, fresh killed	10 50	10 75
" " Manitoba	10 00	10 25
Country dressed	9 00	9 50

BUTTER—The butter situation is easier. A few factories are opening this week. Fall creamery is still plentiful, and holders are now sacrificing in view of the arrival of the new stock. These two conditions have depressed the market considerably. Receipts for the season have been 423,262 packages against 416,833 packages for the corresponding time of last year.

Fall creamery, solids		0 21
Fresh Creamery, solids, lb		0 21
" " prints, lb	0 22	0 22½
Dairy, tubs, lb	0 14	0 15
Fresh large roll	0 17	0 18

CHEESE—The local market is strong. Export stock is completely exhausted. An advance would not be a surprise, as it will be some time before the new stock will make its appearance. Receipts for the season, since May 1, 1908, have been 1,959,676 boxes against 2,053,998 boxes for the corresponding period of last year. Export prices are 12¾ to 14 cents.

Cheese, old	0 15½	0 16
" large	0 13½	0 14
" twin		0 14
" small		0 14

EGGS—Receipts are increasing very rapidly, and market is showing an easier undertone. Country buyers should get the price down to 16 to 16½ cents by this time next week. It is expected that after Easter packing will commence.

New laids	0 20

HONEY—One jobber reports a little business in buckwheat honey, otherwise the market is dull and featureless.

White clover comb honey	0 13	0 15
Buckwheat, extracted	0 08	0 09
Clover, strained, bulk, 30 lb. tins	0 10	0 11

POULTRY—Dull and featureless owing to small supplies.

Spring chickens, per lb	0 17	0 18
Young ducks, per lb	0 12½	0 14
Turkeys, per lb	0 19	0 20
Geese, dressed	0 10	0 11
Ducks	0 12	0 14

TORONTO.

PROVISIONS—Scarcity of hogs is the troublesome feature of the provision trade, which puts the business on the "bum" as one packer stated. Some of the packing houses are running on short time, which adds to the cost of manufacturing, and consequently reduces the margin of profit to the packer. The demand is good, and prices are firm and well maintained.

Long clear bacon, per lb	0 12½	0 12½
Smoked breakfast bacon, per lb	0 15	0 15½
Roll bacon, per lb	0 11	0 11½
Light hams, per lb	0 14	0 14½
Medium hams, per lb	0 13½	0 14
Large hams, per lb		0 13
Shoulder hams, per lb	0 10½	0 11
Backs, plain, per lb	0 16	0 16½
" pea meal	0 16½	0 17
Heavy mess pork, per bbl	20 00	21 00
Short cut, per bbl	23 50	24 00
Lard, tierces, per lb	0 13	0 13½
" tubs "	0 13	0 13½
" pails "	0 13½	0 13½
" compounds, per lb	0 08½	0 11
Dressed hogs	9 50	9 75
Live hog, f.o.b.	6 75	7 00

BUTTER—"How is the butter market this week?" "Well, it is not altogether sick, but it is tired. It has not fairly recovered yet from its worst condition," was the answer to The Grocer's query. There is any quantity of last summer's creamery in the market, which was held on speculation, and which has now to be sold at whatever it will bring. Much of this butter, although well made is off flavor, and is sold at a loss of from 5 to 7c a lb. A very excellent lot of packed creamery was noticed, which is put up in large packages of over 100 lbs. This, being better than the smaller packages, shows that butter should be put up in larger packages if it is intended to be held for some time.

	Per lb.	
Creamery prints	0 25	0 26
Creamery solids	0 20	0 21
Farmers' separator butter	0 21	0 23
Dairy prints, choice	0 18	0 19
" " ordinary	0 15	0 16
" tubs, choice	0 16	0 17
Large rolls	0 16	0 17
Baking butter	0 13	0 15

CHEESE—The stock is very light and prices are firm, and any old cheese that will be on hand when the new stock comes in will likely go up higher, as some old cheese is always in demand.

Cheese, large, prime	0 14	0 14½
" twins	0 14½	0 14½

HONEY—The season for honey is over and nothing is doing in this line.

60-lb. tins	0 11	0 11½
Smaller sizes, tins and bottles	0 10½	0 12
Combs, doz.	1 50	2 50

POULTRY—There is considerable poultry in the market this week, and prices are firm. The stock is very irregular, apparently picked up in small lots where some birds for some reason had to be weeded out of the flocks.

Spring chicken, dressed	0 16	0 20
" " alive	0 13	0 17
Hens, per lb., dressed	0 12	0 14
Turkeys, per lb., dressed	0 25	0 30

EGGS—This is the greatest egg week in the year and as the requirements have to depend largely on this week's receipts, there is considerable speculation going on as to how the prices will go. Some are afraid they will not have enough, and yet are afraid to buy. However, one thing is certain: that eggs will not drop enough to cause very heavy losses, if any. Eggs do not now, as they used to do some years ago, drop from 25 and 30c down to 10 and 12c. They are now 19 to 20c and they are not likely to go below 17c to the retailer.

Fresh Eggs	0 18	0 20

GOOD AND BAD BUTTER.

Another Communication on the Question as to Whether Butter is Improving or Not.

By M. Moyer.

Chief Dairy Commissioner J. A. Ruddick has evidently misunderstood me, according to his letter in The Canadian Grocer last week when he says that he did not agree with me, that the average quality of butter in Ontario is not as good as it was 25 years ago.

I said that about 25 years ago the first special effort was made to improve the quality of our butter, and through the aid of the government the effects were soon felt and the butter was much improved. Yet 25 years after such an experience, we have tons of butter unfit for human food.

On the whole, butter is certainly much better than it was 25 years ago, but it is an undisputed fact that the quality of butter has been gradually growing worse during the last several years, and this is what I am complaining about and what should be looked into. There is no excuse for this, and the cause should be discovered and the trouble remedied.

Some claim that the butter is not worse, but the people's tastes have been developed and a higher quality is required to suit their wishes. This, however, seems to be a weak excuse when the butter is before you in its rankest form and utterly bad. The fact of the matter I claim is carelessness on the parts of the farmers caused through lack of the ever necessary education that must come from the consumer to the producer.

The proposed legislation under which the government will assume supervision over creameries, cheese factories and over their managers, might perhaps be extended to cover all who are handling butter. If the government takes the power to say whether a creamery is in a sanitary condition, or a manager understands his business why not go a step further and in some way have supervision over the many dairies all over the country. This, at once, may be considered impossible, and that the principle is too domineering. What is wanted in the interests of all classes is good butter, and that can only be obtained by paying the maker according to the quality of the butter.

We do not need to send inspectors to see that our tailor shops are properly equipped or whether the tailor holds a certificate of qualification. If he does not do good work the people will not buy his goods. This is the only education he needs, and if the farmer would get this education he would soon become wise. If the clothes of say 100 tailors were all paid for at the same price, and then thrown in one lot and sold at the same price, how long would they all do good work. This is the position the farmer is placed in. All the butter is bought by storekeepers at the same price and the good must help to bear the loss of the bad. If the government will give us a law by which a plan can be devised to give the good butter makers a fair chance, I think the trouble can be overcome.

CANADIAN BACON HOG.

It is of a Leaner Type Than the Hog Which Produces the Best Hams.

A recent issue of the "Daily Consular and Trade Reports" issued by the Department of Commerce and Labor of the United States says :—"Consul W. H. H. Webster, of Niagara Falls, transmits a Canadian press clipping which states that the Dominion hog raisers and packers have been forced, through lack of market facilities for fat hogs, to produce the leaner bacon type, which can be sold to advantage on the British market and is suitable for the export trade."

"This is true," said an authority when interviewed, "but this hog is not only suitable for export trade. It is the hog that produces the bacon, of which Canadians, as well as the Englishmen are so fond so that very little of it can be spared for export. A bacon hog is not a ham hog, and through the introduction of this hog more bacon is used, and the hams are principally boiled and sold that way. This has proven to be the most profitable hog here, although in the States they count more on a hog with better hams."

IMPORT CANADIAN TEA.

New York, April 5.—The very large number of samples of tea being received at the Appraiser's Stores here from Buffalo, Rouse's Point, Charlotte and other ports of entry on the Canadian boundary indicate that tea is being brought into the United States from Canada in considerable quantities.

No importation can be entered, however, until a sample is examined by an expert and pronounced to be equal to the standards of strength and purity as prescribed by a specially appointed Government board.

Tea examiners are stationed at New York, Chicago, San Francisco, Seattle and other important customs points, and since the Ways and Means Committee reported favorably a tax on tea, they have been particularly busy with samples forwarded from the Canadian boundary points.

So far, it is learned, no very large number of rejections have been made by reason of the importations being adjudged below standard, but the examiners are keeping a strict watch and will see to it that the standards as prescribed are rigorously maintained.

In the tea trade it is a disputed point whether or not the importers of Canadian teas are using good business judgment and stand to make or lose money.

The tea trade feel that President Taft's recent pronunciamento against adding to the cost of the necessaries of life has materially strengthened their position. Some of the well informed are beginning to believe that the duty was fixed simply to arouse the public at large to the necessity of increased revenues, and that later the tea provision will be removed from the bill.

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News of the Flour, Feed and Cereal Markets

Quiet Business Done in Eastern Canada in Flour But Export Trade is Good—Great Scarcity of Bran in Quebec—Falling Off in Cereal Trade With Approach of Spring.

April 6.—Trade in flour during the week has only been fair. The eastern markets in Canada have not been as good as usual, and in Ontario also trade is quiet. This condition of affairs, however, is not expected to continue, for as soon as the buyers get accustomed to the prices business is likely to revive. Some millers report a splendid export demand while others have had enquiries. No changes have occurred in prices, but another advance would not be a surprise.

As usual at this time of year, the cereal trade is declining somewhat. Cereal goods do not move well in the warm weather, especially rolled oats. The prices are, however, holding their own in view of the firm figures at which wheat and oats are being maintained. The supply of Ontario wheat is reported light, too, and one firm stated it had difficulty in securing what it needed. Collections are said to be improving.

In the feed market bran is represented as being very scarce and the demand is hard to supply.

MONTREAL.

FLOUR—There is still a difference in the prices of the big millers. Trade is reported as fairly good. No changes have occurred in the quotations.

Winter wheat patents	5 50
Straight rollers	4 70 4 80
Extra	4 00 4 10
Royal Household,	6 00
Glenora	5 40
Manitoba spring wheat patents	5 80 6 00
" strong bakers	5 30 5 50
Five Roses	5 80
Harvest Queen	5 30

ROLLED OATS—Rolled oats are moving fairly freely. Prices remain as last quoted.

Fine oatmeal, bags	2 72½
Standard oatmeal, bags	2 60
Granulated " "	2 60
Golddust cornmeal, 98-lb bags	2 10
White cornmeal	2 00 2 05
Rolled oats bags	2 55
" bbls	5 35

FEED—The scarcity of bran is the chief feature of this market. All the millers are imposing certain restrictions on its sale by way of forcing the dealers to take a certain amount of flour. One firm stated they were selling none outside their own customers for any consideration. No quotable changes have taken place in prices.

Ontario bran	21 50 22 00
Ontario shorts	25 00
Manitoba shorts	24 00
" bran	22 00
Mouillie, milled	25 00 27 00
" straight grained	30 00 32 00
Feed flour	1 50 1 60

TORONTO.

FLOUR—The Manitoba wheat flour has not yet advanced in price on account of the differences of the western millers, and the winter wheat variety is firm since the advance mentioned last week. Locally, the trade has been quiet during the week but the export was good and at advancing prices. The London market is, of course, the objective point. The dull season here just now is to be expected. The Eastern Canadian trade, as one miller remarked, had "collapsed," but as soon as buyers get accustomed to the prices he thought there would be a revival of interest in the flour market.

Manitoba Wheat.

1st Patent	5 70 5 80
2nd Patent	5 40 5 50
Strong bakers	5 10 5 30

Winter Wheat.

Straight roller	5 00
Patents	5 20 5 40
Blended	5 50

CEREALS—"People don't eat much rolled oats during the warm weather you know," remarked one of the cereal millers on being asked regarding the trade conditions. There is, therefore, a dullness in the cereal trade due to the opening up of the spring, but this is usual at this time of year. Wheat cereals move better than the others during the summer. On account of the high prices of grains the dull season has yet had no effect on the cereal prices.

Rolled wheat in barrels, 100 lbs	2 80
" oats in bags, per bag 90 lbs	2 60
Oatmeal, standard and granulated, in bags 98 lbs.	2 85
Rolled wheat, car load	2 65
" oats "	2 40
Oatmeal, car load	2 65

PERSONAL ITEMS.

Frank J. Hodgson, of the Montreal Biscuit Co., was in Toronto during the week and called at the Toronto office of The Canadian Grocer.

Charles Forbes, representative of the Le Moniteur Du Commerce, Montreal, was a caller at the Toronto office of the Grocer during the week.

J. C. Ecklin, clerk with McLaren and Dow, Fort William, Ont., spent last week at his home in Goderich, Ont. While returning he called at the Toronto office of The Grocer.

The Grocer takes pleasure in acknowledging the receipt from Frank D. Cockburn, manager in Montreal, of Comfort Soap of picture postal cards showing scenes in the Bermuda Islands. Among them are pictures of the Bermuda banana tree, the harvesting of the onion crop and a Bermuda washerwoman—with a footnote as to the kind of soap used. Mr. Cockburn has also sent three handsome photographs of Bermuda scenes including a rubber tree. He is now in the south to recuperate after a recent accident.

Steelton, Ont., March 1st, 1909.

The Canadian Grocer, Toronto, Ont.:

Gentlemen,—Enclosed you will find $2.00 for my subscription to the GROCER for 1909. I find the paper very instructive and think it well worth the money. Yours truly,

F. W. McDOWELL.



Is this box on your shelves?

If not you are overlooking an important matter.

The people are asking for them every day.

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Gorgie Mills
EDINBURGH.

SUGAR BEET BUSINESS.

Wallaceburg Sugar Co. Likely to Declare Handsome Dividend—Industry Becomes Profitable.

Advance reports bearing on the forthcoming meeting of the Wallaceburg Sugar Co., to be held in May, indicate that the beet sugar business has in recent years been attended with profits. It seems that the above company under good management has been getting along favorably since they began business and that they have been making improvements to their establishment. During the first five or six years their profits were used for the betterment of their buildings but this year they will be able to pay a handsome dividend. It is true that the present law permits the importation of two pounds of raw beet-sugar for each one pound taken from Canadian soil but outside of that fact the growing of the sugar-beet and the refining of the beet sugar has been of considerable importance to business in Ontario.

The success made by the Wallaceburg Sugar Company illustrates, to a certain extent at least, that the beet-sugar industry is not likely to decline. The company has now a substantial plant and since they have acquired the Ontario Sugar Co.'s factory at Berlin the growing of beets should increase.

A couple of years ago the law regarding the importation of raw beet-sugar was placed on the statutes and it expires at the end of the present calendar year. A continuation of the same tariff will, however, be requested and at the present time a memorandum has been drawn up for the Minister of Finance giving reasons for the continuance.

From a consideration of the situation it seems that the request of the beet-sugar men should be granted by the Dominion Government, leaving the customs tariff the same as established in 1907.

The memorandum points out that the refining of a ton of beet-sugar during 1907-08, including the payment of the grower and the making of the sugar ready for use was found to be, at the factory at Wallaceburg, $74.32. It also states that before the last tariff arrangement, the manufacturers of the beet-sugar could operate the factory and refinery for the short period of 100 days a year, whereas now the privilege given enables him to operate the year round. It keeps the capital and plant at steady earnings and enables the manufacturer to retain the services of his accounting staff, his experts and laborers without the loss or distraction inherent to a short campaign and a long vacation in any kind of human industry; and it maintains for him the conditions which establish a continuity of trade from year to year.

Frank E. N. Boulter, son of Wellington Boulter, the Picton canner, died in Detroit on Monday.

CORN GROWERS MEET.

Chatham, April 7.—Following on the recent corn growers' gathering in Essex, a similar meeting of Kent corn growers was held at Fletcher last week, many farmers being present. The object of the meeting was to discuss the selection and growing of the proper type of the different varieties of seed corn for the eastern market. J. H. Williams, of Fletcher, was chairman, and addresses were given by A. McKenney, B.S.A., of Essex, secretary of the Ontario Corn Growers' Association, and representative local farmers. Unity among the farmers seemed to be the keynote of the various discussions.

A large number of delegates favored holding the next provincial corn exhibition in a location more central than Essex, opinion being chiefly divided between Chatham and Tilbury. The location will be settled by the executive. A series of evening meetings will be held throughout the corn-raising districts of Kent in the course of the next two weeks.

The action of the Ontario Department of Agriculture in aiding the farmers to grow better and more produce is a direct benefit to merchants in villages and country towns and should be endorsed by them.

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Its History and Mystery

BY

JOSEPH M. WALSH

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FRANK L. BENEDICT & CO., Montreal Agents.

Why it pays the dealer to concentrate on Christie's Biscuits—

YOU may have the brightest and cleanest store in your town. The first impression people get of it may be most favorable.

That first impression is important, but it won't go far unless backed up by the *right* goods.

For instance, a woman is attracted to your store by its appearance of cleanliness—by an atmosphere that seems to indicate the best of everything. When she gets inside let her see, prominently displayed, such standard lines as Christie's Biscuits and her confidence is won.

If she's thinking of biscuits, "Christie's" is the first name that comes to her mind. Other brands *may* be good, but she *knows* that Christie's *are* good—and that they cost no more.

By the use of your own personal recommendation you may persuade her to try another brand, on which your profit is slightly larger. What is the result?

This customer figures that you have deliberately deceived her, and unless she's very dull she will see your motive at once. Right here is where your store gets a black eye—and loses trade.

For sound business reasons, it will pay you to always give Christie's Biscuits the preference. In the first place they sell quicker than any others, and in the second place you can always rely on them giving thorough satisfaction.

Concentrate on Christie's and you'll find the volume of your biscuit trade increase to such an extent that the little extra profit per box on other brands will present no temptation.

Besides, Christie's Biscuits help you sell more than biscuits.

Christie, Brown & Co., Limited

DAILY CAPACITY 30,000 LBS.



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BISCUIT MANUFACTURERS

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MACKINTOSH'S EXTRA CREAM TOFFEE

AN OLD ENGLISH CANDY

Arriving this week from Messrs. John Mackintosh, Ltd., Halifax, Eng., a large consignment for the spring demand.



SPECIAL OFFER

Until April 15th ONE CARTON FREE WITH FIVE

5c pkgs. Toffee, 32 in ctn., $1 12
10 " " 16 " 1.12
Bulk slabs (in tray) 4 lbs. for 1.12
4-lb. ctns. Toffee Caramels, 1.12

With free deal, cost will average 23c. lb., expressage prepaid.

Order direct, with name of Wholesaler.

WM. H. DUNN

Sole Importer for Eastern Canada

396 St. Paul St. MONTREAL

27 Front St. E. TORONTO

The Grocer's Encyclopedia From Week to Week

The History of the Ginger Plant and the Varieties of the Spice Produced—Obtained From the Root of a Tree—How it is Adulterated—The Uses of Ginger.

GINGER.—This well-known spice is obtained from the knotty fibrous roots of Zingiber officinale, a reed-like perennial plant, native of China and the East Indies, but also found growing wild in East Africa and Mexico, and now cultivated in several tropical countries, especially in Jamaica. The sorts commonly met with are Jamaica, Cochin, Bengal, Tellichery, Japanese and African, and these range in value from $450 to $140 per cwt. They may be bought in various conditions, whole, ground, washed, unwashed, spent, scraped and cut.

A number of tea planters in Madras have taken up the culture of ginger. As the movement is yet in its infancy, it is as yet impossible to say if it will be a financial success. It flourishes best on rich well-drained clayey loam, from small pieces of the tuber planted about four inches deep and nine to twelve inches apart. In Jamaica it is planted in March or April, after which the whole ground is soon covered with long green leaves, nearly like maize leaves, and little flowers slightly tinged with green appear in September, when the stems of the plant are three to four feet high. The flowers and leaves rise from separate stems; those of the former are shorter than those of the latter, and only average from six to twelve inches in length. The flowers having withered and seeded, the roots are dug up about the latter end of January. If left too long in the ground, the tubers put forth stems, and then become fibrous, but if taken up earlier they are only about five or six inches long, very succulent and suitable for preserving. The real roots of the ginger plant are the thin fibers which are given off from the knotty tubers, races, or "hands," as these are termed in commerce. The yield per acre is about 4,000 lbs. Ginger may be cured as either bleached or unbleached.

The black or stone brown whole ginger of commerce usually consists of the older, tough or horny roots and have been simply discolored by scalding them in water and then drying in the sun. They are of inferior strength and flavor.

LEITCH ANCHOR BRAND OAK LAKE

The Whole Day Long

The goodness of **ANCHOR BRAND FLOUR** is proverbial; it gives "every man's wife" the opportunity to make good bread. This, of course, means larger consumption, but you don't mind that, and your children will not be running Across the Way for "a piece"; they will stay right at home THE WHOLE DAY LONG.

Manfd. by

Leitch Brothers Flour Mills

OAK LAKE, MANITOBA

The Bleaching of Gingers.

Whole white ginger is usually of a superior quality, selected and prepared from the best and soundest "hands" and joints, by scraping off the outer dark colored part and then carefully drying without scalding. The bleaching or coating of gingers is usually performed after they reach the first markets, and is effected by burning sulphur or chlorinated lime, and then covering with the sulphate or carbonate of calcium, so as to protect it from the ravages of insects. The chief sorts are Cochin, Jamaica and African. The best Cochin is the unbleached new, dry, plump and heavy and pale buff colored. It is chalky or mealy inside, without worm holes, and cuts softly and evenly. African ginger, while unsuitable for many purposes on account of its coarse appearance, dark color, harsh flavor and inferior aroma, it really yields the highest percentage of oleoresin, viz., 6 to 9 per cent.. and the most pungent essence.

Varieties of the Spice.

Whole ginger, especially coarse African, is largely employed in making ginger beer, ginger essences, extracts, etc.

Washed ginger is or should be ginger which has been cleaned in acidulated water to protect it from worms.

Green ginger is ginger which has been sliced up into thin flakes.

Spent ginger often sold to grocers as washed ginger, consists of whole ginger, which has been boiled and steamed, or otherwise exhausted in making cordials, ginger beer, etc. Frequently the best ginger is treated with a solvent, generally an alcohol, whereby the extractive matters capable of being extracted are obtained, leaving only the woody fibre and starchy matters. The extract is largely used by extract manufacturers and confectioners. It generally falls into the hands of parties who either bleach it, and dry it, or grind it up into powder. This is finally palmed off on the retailers either as genuine whole ginger, or mixed with pickling spice. If ground it is either sold separately or mixed with other ground ginger, but, of course, these uses are illegal, and subject the retailer to a fine. Sometimes it is ground up and mixed in ground pepper.

Spent ginger, of course, lacks the more valuable properties of the vital constituent, namely, the essential oil, and has little taste or smell of ginger, but it may contain certain ill-defined resinous bodies and have a slightly pungent taste. When whole, a hard, horny shell of dark color may be noticed on cutting ginger, that has been boiled and redried, while if it has undergone alcoholic extraction, usually weak spirit of wine, it will probably have a light, crumbly, disintegrated appearance.

Ginger Adulterants.

All the authorities are agreed that the percentage of soluble ash is the all-important factor for determining the proportion of exhausted or spent ginger in a suspected sample. Ginger cannot be extracted by water, or by weak spirit

Quit Taking the Other Man's Dust

IN EVERY race there's but *one* first. The others must take his dust. Running your business, are *you* content to plod along in the wake of "the other fellow" without striving to forge ahead or lessen the distance between? Who wants to be an "also ran?"

¶ There is no better way to increase your profits than to increase your patrons, and there's no better way to increase your patrons than to sell *better* flour. When you talk FIVE ROSES, you will notice a responsive flutter of the purse strings; the trade *worth having* cannot overlook FIVE ROSES. You'll notice also that they come back a little *sooner* for they eat *more,* and they always come back *without* it—you're never asked to refund on ROSES!

¶ The Keewatin millers are not novices. As a matter of business-building fact, they have made an art of flour-making and practise it along the lines which have made FIVE ROSES *the model for a host of imitations* and the expressions "just as good as ROSES" the highest praise that "near-good" flourmen have yet discovered for their product.

¶ To sell FIVE ROSES is evidence that *you* are building on the solid foundation of meritorious goods, that there is no attempt to build up a clientele upon the flimsy basis of shoddy goods and loud promises never fulfilled. *Invariably to sell good flour is to eventually corner the good trade.*

¶ Good goods make you dissatisfied with the other fellow's leavings—*the trade he doesn't care to keep.* FIVE ROSES means you are headed for the front—that *you* don't propose to take *any* man's dust. You can't exaggerate the merits of good goods, and that' all we claim for FIVE ROSES—that it *is* good flour, *so good that it has no second.* In flourdom there's but *one* FIVE ROSES—the others are "followers," they take *our* dust. *Make them take yours!*

¶ Not only the *best,* but the *best known.* Better than what you are now selling. You wouldn't want your customers to know *that,* would you?

LAKE OF THE WOODS MILLING COMPANY, Limited

Address the nearest office

Montreal, Toronto, Ottawa, London, St. John, N.B.
Winnipeg and Vancouver

Read Our Next

(7)
You Couldn't Sell us Soft Wheat
(7)

April 16, 1909



Five Roses Flour

of wine without removing a corresponding proportion of this substance, and the normal proportion of this substance never falls below a certain figure. The lowest on record is 1.41 per cent., and it is the only one. The next lowest are 1.70 and 1.71, so that 1.70 is a very low standard indeed to base upon. The average is 2.18, and the maximum 3.05 per cent. of soluble ash. The common adulterants to be expected in ground ginger are tumeric, wheat flour, husk of mustard seed, sago, etc.

The coloring compounds used consist of equal parts of potato flour, and wheat flour, to which finely ground tumeric, of best quality, is added. The chief use of ginger is as a condiment or spice, but it is also used as an aromatic and stomachic medicine. The stimulant aromatic and carminative properties render it of much value in atonic dyspepsia, especially if accompanied with much flatulence, and as an adjunct to purgative medicines to correct griping. Externally applied as a rubefacient, it has been found to relieve headache and toothache. The rhizomes collected in a green state, washed, scraped and preserved in syrup form a delicious preserve. Cut up into pieces like a lozenge, and preserved in sugar, ginger also forms a very agreeable sweetmeat.

WILL THEY WIN OR LOSE?

Results of Speculation on Supposition That Coffee Would be Taxed.

The failure of the Payne Tariff Bill to propose a duty on coffee and to endorse one on tea, has been keeping dealers in these lines in the United States and in other countries guessing as to the results attending the announcement. As originally drawn the bill had a schedule imposing a heavy tariff on coffee, and it was estimated that the coffee speculators who were rushing shiploads of the fragrant bean to the United States would make $25,000,000 to $40,000,000. But after the conference in Washington the night before the terms of the bill were made known the coffee clause had been knocked out. It then looked as if the great coffee coup had been transformed at one blow into a gigantic fiasco.

Now it has been discovered that the Payne bill has a little joker bearing on the coffee question. Perhaps the speculators will still be able to make millions under the new tariff law.

Syndicate Behind Movement.

A despatch from St. Louis, Mo., to the New York Commercial states that Cyrus F. Blanke, head of the C. F. Blanke Tea and Coffee Company, one of the biggest importing firms in the Middle West, has declared that if coffee is taken from the free list and a tariff placed on it it will enable two of the three largest coffee syndicates in the United States to clean up from $20,000,000 to $30,000,000 within sixty days after the schedule, as proposed, becomes effective.

The ultimate consumer will have to pay for this "killing," Mr. Blanke declares. He says these coffee syndicates are behind the movement to have Congress impose a four per cent. tariff and through their efforts misleading information has been placed in the hands of representatives.

"A New York syndicate, composed of three of the greatest importing corporations, is active for a tariff because it will gain them millions," he said. "Between them they now have in New York or en route from their warehouses in Europe nearly four million bags of coffee. With a strong movement on foot to put a tariff on coffee the supply the syndicate owns in Europe is being shipped to New York to get it into the country before such a tax goes on.

"The result of a tariff will be that other United States importers cannot get coffee from Brazil without paying the regular export tariff, the special tax and the tariff for entrance to this country. Opposed to them is this vast supply in New York in the hands of these syndicates."

It therefore seems that the people are very much puzzled over this coffee tax and as to whether the speculators will win $25,000,000 or lose it is just now a live question across the line.

AN IMPORTANT CHANGE.

The announcement that the American Can Company has acquired the Norton Can Company has been confirmed by the heads of the company in Hamilton. An official statement from the firm says the plant and business has been sold to the American Can Company, of New Jersey, and that the owners would take posession on Thursday of last week. Kenneth Bethune and H. P. Nichols, formerly with the Norton Company, will be retained as local representatives of the new owners, and W. C. Breckenridge the president of the old company, will shortly retire. Large additions to the plant are contemplated.

The Board of Trade of Port Hope, Ont., at its last meeting decided on an aggressive advertising campaign with a view to obtaining more industries. The Publicity Committee reported having taken initial steps for the proposed invasion of the United States.

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BLACK WATCH

The Big Black Plug Chewing Tobacco.



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Destined to Supply a SPECIAL Need

Sure to Become the Busy Housewife's SPECIAL Friend

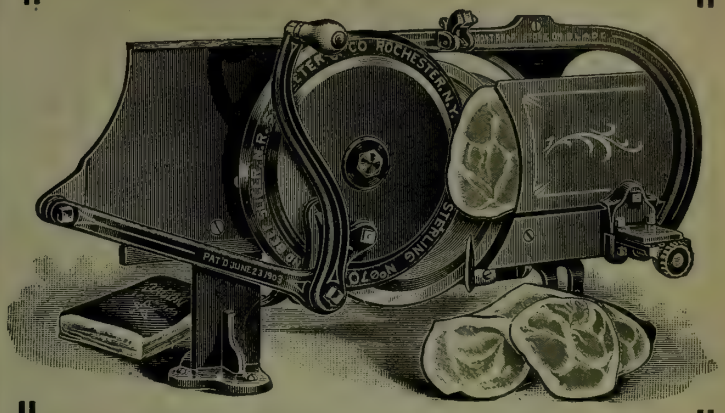
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Navel Oranges

Prices are much higher at the Coast and will advance here at once. Owing to small sizes being short will have to look to other varieties for low-priced fruit. Will fill all orders to best advantage, lots of seasonable Vegetables and Fruits.

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LEMONS
"St. Nicholas"
AND
"Home Guard"
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Fresh supplies arrriving weekly.

Ask your Wholesaler.

J. J. McCabe
Agent
32 Church Street - Toronto

Canadian Fruit, Vegetable and Fish Markets

Holiday Times Brighten up the Fruit Market—Steamers Expected at Montreal—Canadian Vegetables Increase in Value—Splendid Week for Fish.

MONTREAL.

GREEN FRUITS—The holiday season has brightened business up very much. All the fruit men report good business. Apples have strengthened 50c, and all varieties are very scarce. Strawberries are arriving more freely, and are selling at 40c. Lemons are 25c cheaper this week. California and Florida oranges are from 10 to 30c higher. Other lines are unchanged.

Almeira grapes, extra choice		6 75
California navels, 96, 126, 150, 288 size		2 85
" " 150, 17 , 200, 216 size		3 00
Floridas, 126, 15 , 176 200		3 25
Mexican oranges, 176, 200, 216, 250 size		2 25
Valencia " 420 size		4 00
Cal. blood oranges, 150 to 216 size		4 25
Grape fruit	2 25	4 25
Lemons, choice, 300 size	2 00	2 25
Bananas crated	1 75	2 25
Pineapples, extra fancy, 24 size	4 00	4 50
Cranberries, per box of 40 qts		3 50
Spies, XXX		6 50
Ben Davis, XXX		5 75
Strawberries		0 40
Cocoanuts, bag		4 00

VEGETABLES—Trade in vegetables is getting more brisk. Many of the local jobbers have gone to New York, for the purpose of making better arrangement for bringing shipment of goods to this market. In some cases prices have shaded off considerably, while in others, they have gone forward. Stock arriving from the south has been fairly free, consequently a shading off has taken place, while Canadian stock has appreciated in value. This is about the logical state of affairs at this time of the year. Marrows and squash have practically disappeared from the market. Spanish onions are scarce. Florida celery at $3.25 to $3.50 a crate has made its appearance.

Mushrooms, lb	0 75	0 90
Cucumbers dozen		3 00
New carrots, bunch	0 15	0 20
Tomatoes, crate	2 75	4 00
Oyster plant doz		0 75
Artichokes bbl	2 50	3 00
Leeks, dozen		1 50
Parsnips, bag		1 00
Sweet potatoes, basket		2 50
Cal. cauliflowers, crates, single		3 50
" " crates, double		7 00
Parsley, box		2 75
Sage, per doz		0 60
Savory, per doz		0 50
Celery, crate		6 50
Florida celery	3 25	3 50
Water cress, large bunches, per bunch		0 15
Spinach, barrels		3 00
Green peppers, crate		5 00
Beets, bag		1 00
Carrots, bag		0 90
Spanish onions, large cased	4 50	5 00
Lettuce, early		0 40
Lettuce, Boston, box		2 20
Radishes, doz		0 50
Horse radish, per lb		0 15
Cabbage, bb's		3 00
" new, crates		4 50
Montreal potatoes, bag		1 00
New Brunswick potatoes		1 00
Onions, large bag		1 50
Red onions, barrel		4 00
Turnips, bag	0 60	0 70
Squash, doz		2 50
Brussels sprouts, quart		0 25
String beans, basket		6 50
New beets, crate		3 50

FISH—Three fish days in Holy Week have made things hum in the fish business. Generally prices are fairly low for this season, and most lines are in good supply. Oysters and lobsters are coming forward freely and are selling well.

Fresh and Frozen Fish.

Codfish	0 04	0 04½
Qualla salmon		0 08
B.C. salmon, frozen		0 09
Fresh halibut		0 09
Mackerel, "	0 10	0 12
Dore, "	0 08	0 09
Steak cod	0 05	0 06
Grass pike	0 08	0 09
Whitefish, lb	0 06	0 09
Lake trout	0 09	0 10
American live lobsters	0 18	0 20
Haddock		0 07
Large sea herring, per 100	1 50	1 60
Striped bass		0 16
Smoked—		
Haddies (exp) 15 lb. bxs., per lb	0 07	0 07½
Bloaters, per box, large, Yarmouth		1 10
Smoked herring, per box	0 16	0 18
Prepared—		
Skinless cod, new, 100 lb. cases		5 25
Shredded cod, ½ lb. cartons, 2 doz. cartons in box, per box		1 80
Dry cod, in bundles 112 lb., per pound		0 06
Boneless cod, 1 & 2 lb. bricks, 20 lb. boxes		0 06
Boneless cod, 20-lb. boxes		0 06
Boneless cod, 20-lb. boxes		0 09
Boneless fish, 20 lb. bxs., 2 lb. blocks		0 05
Boneless fish, 25 lb. bxs., loose		0 04½
Pure cod in crates, 1 and 2 lb. bricks		0 03
Salted and Pickled—		
No. 1 Labrador herring, brls		5 50
" " " ½ brls		3 00
Large green cod, 200 lbs. bbl		6 00
Oysters, bulk, per gallon		1 30
Standards, bulk		1 40
" selects		1 50
" quart tins, sealed		0 40
Paper pails, per 100 qt. size		1 50
Standards, 4 gals		6 80
Selects "		7 60

TORONTO.

GREEN FRUITS—There is considerable activity in the market this week, prices are firm and in some cases higher, especially California navel oranges which are scarce on account of the rainy weather interfering with picking, and are about 25c dearer. Louisiana strawberries made there first appearance in good shape and are sold at 15c a box. This box is called a pint, but for some reason the bottom does not seem to be where it should be to hold good measure. The steamship "A Ciampa" is due in Montreal soon with 4,600 boxes of lemons and 3,800 boxes of oranges. The steamship "Fremona" has also left the Mediterranean ports for Montreal, but what she has on, is not reported. All fruits from southern Europe arrive in good condition and keep our market well supplied.

Apples, Spies	6 50	7 50
" Russets	3 50	4 00
" Baldwins	4 00	5 00
" Greenings	4 00	5 00
" Tolman Sweets	3 00	3 50
Oranges, Valentias, 420, ordinary		3 75
" " 420, large		4 50
" " 714		5 00
" California navels	3 00	3 50
" Messina bitter oranges	2 25	2 50
Lemons, Messina	2 75	3 25
Bananas	1 75	2 00
Grape Fruit, Florida, box	3 25	3 50
Pineapples, Florida, crate	4 25	4 50
Strawberries, Cal	0 55	0 60
" Louisana, pt		0 15
Cranberries		3 50

VEGETABLES—All kinds of new vegetables are coming in freely and the demand increases with the summer like appearance of the weather. The market is fairly active, and a happy feeling prevails among the dealers. While they are almost too busy to give attention to so unprofitable a customer as the "Grocer" representative, they show a cheerfulness which is at least encouraging, if they do not give just what he wants as an exact report of the state of the market. Cabbage is scarce, but celery is more plentiful. This may be a little against the Dutchman, but his time comes later when he can buy three

heads for 5c. The Irishman is in for 5c more for his potatoes.

Beets, Canadian, old, per bag	0 45	0 50
" Florida, new, per dozen	....	1 00
Parsnips, per bag	0 75	0 80
Potatoes, Ontario, per bag	0 80	0 85
" sweet, hamper	2 00	2 25
" Bermuda, per bushel	....	3 00
" " per barrel		10 00
Lettuce, Boston head, doz	....	1 25
Onions, Canadian, dried, bag	1 35	1 50
" Spanish, crate	5 00	5 50
" " sma'l crate	....	1 75
" Bermuda, per case	....	3 75
Tomatoes, California, small basket	0 75	1 00
" " per case	....	3 25
" Floridas	....	3 25
" small	....	0 75
Carrots, per bag	0 45	0 50
" new, per bunch	....	1 20
Cabbage, Florida, new	3 50	3 75
" Canadian, old, per barrel	....	2 25
Cauliflower, per case	....	4 00
California celery, per case	6 50	7 00
Florida celery, per half case	3 00	3 25
Turnips	0 35	0 40
Radishes, per dozen	0 40	0 45
Spinach, per bushel	....	1 50
Egg plant, per doz	....	3 00
Green peppers, per doz	....	1 00
Cucumbers, per dozen	2 00	2 25
Asparagus, per bunch	0 25	0 75

FISH—This is the great fish week of the year and all dealers are hard at work—scarcely taking time to look at the fisher for prices. Venturing, however, to ask amidst the rush and hustle "How is the fish market this morning?" the reply comes prompt and quick without the least slackening up in his work: "Better than ever—never been so booming before—make enough money to last us a year." "Are you still selling frozen fish?" "Some houses may, but that is not us." Fresh caught white fish and trout are still scarce, although more are expected every day. Prices on the whole are about the same. The held stock is sold out very well and not much more will be offered this season.

Herring, medium, per lb., fresh caught	0 05	0 07
" sea, per 1.0	1 00	1 25
" lake, per keg	4 00	4 25
Whitefish, frozen	0 09	0 10
Trout, "	0 09	0 10
Whitefish, fres caught	0 13	0 14
Trout, " "	0 13	0 14
Cod	0 07	0 08
Cod, fresh caught		0 08
Halibut	0 09	....
Halibut, fresh caught	....	0 12
Haddock, frozen, per lb	....	0 07
" fresh caught	....	0 07½
Sea salmon, Silverside	....	0 09
" Steelhead	....	0 13
Pike	0 05	0 06
Pickerel, yellow	0 08½	0 09
Herring, Digby, smoked, bundle 5 boxes	....	0 85
" Kippered, 15-lb. box	....	1 25
Smelts, per pound. No. 1	0 09	0 10
" " extra	0 12	0 14
Oysters, Long Island	....	1 50
" " medium selects	....	1 75
" " extra	....	1 85
" shell, per 100	....	1 50
Finnan Haddie, smoked, 15-lb. package	0 07½	0 08
Boneless cod, quail on toast	....	0 05½
" " imperial	....	0 06
" " steak	....	0 07
Shredded cod, doz	....	0 90
Arcadia 24 packages 1 lb. box	....	3 12
" 12 packages, 2 lb. box	....	2 40
Acadia cod, cake	....	2 40
" tablets, box	....	1 60
Bloaters	1 15	1 25
Qualla	0 08	0 09
Catfish, dressed	....	0 10
Gold eyes	0 5	0 05½

Delmere D. Butler, clerk in the Cash Bargain Grocery, Brantford, Ont., was a visitor at the Toronto office of The Grocer last week.

E. L. Matte, Estivan, Sask., has purchased the store building in Bienbart, Sask., belonging to F. O. Karnagel and will open a general store there.

The Indians of Sooke, B.C., report that the lobsters imported to the Pacific coast last year are alive and thriving, and that the nucleus of a good colony is being established at a number of the bays between Victoria and Race Rocks.

TO ALL

OUR FRIENDS

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GUELPH ONTARIO

Too Many Lobster Canneries, Says Commissioner

About 700 in Canada and 217 in Nova Scotia — Evidence Heard Before Special Committee on Marine and Fisheries—Appointment of a Special Administrator of Fisheries Alone is Advocated—Possibilities of Canadian Trade With Europe in Live Lobsters.

That the Dominion government is desirous of probing into the fishing industry of Canada is seen by the appointment recently of the special committee on Marine and Fisheries and the evidence taken before it during its sitting last month. The particular industry considered was that pertaining to the lobster and Prof. Prince, Commissioner of Fisheries, was called upon to answer numerous questions relating to peculiarities of the lobster and the best methods for its propagation.

It appears that the lobster fishing on the Atlantic coast has been carried on too extensively. Prof. Prince believed there should be some kind of a permit issued to fishermen so that fishing might be kept under control and thought that there should be restrictions to the number of packing licenses. He would restrict the number of traps as in all other fisheries. There was a marked decline in the number of lobsters during the past two or three years which he attributed to temporary fluctuation. In some places the number had increased due to the same fluctuations occurring in all fisheries.

One of the members of the committee stated that the fishermen were going further out to sea and really striking at the mother home of the lobster and wanted to know the effect of their going outside the old limits in which they used to fish.

To Preserve the Supply.

Prof. Prince answered that if the lobster fishing could be kept out a little distance—but not so far as to cause the capture of too many of the full grown females—it would enable the schools of small immature lobsters, which came in shore to be better protected. This would tend to enhance the supply.

The discussion next followed into the channel as to the necessity or otherwise of appointing a man to look after the administrative work of the fisheries department, independent of marine affairs.

"The fisheries of this country have been growing in complexity and extending in every direction," replied the Professor. "Fisheries that did not exist 15 or 20 years ago are now large industries. On the Pacific Coast and in the Northwest the fisheries are coming to the front and it seems to me it is absolutely essential that there should be some division between Marine and Fisheries."

The marine affairs, being more important, had overshadowed the fisheries in the administrative work and both branches, thought Prof. Prince, had grown so that they were almost unwieldy in the hands of one deputy minister. In the United States there was a head official who looks after the fisheries and has no other work to do.

Restricting Packing Licenses.

"Will you tell us what the purpose is in restricting the number of licenses granted to pack lobsters?" was asked.

"The restriction of licenses for canning lobsters is in line with that of the issue of all fishery licenses, and implies that the authority which issues these licenses exercises a certain amount of discretion based on knowledge of the possibilities of the fisheries in the locality concerned. Every license issued by a fisheries department, in this country or in any other country, implies that the department is exercising a certain amount of control and discretion and can grant or refuse licenses."

He thought the number of lobster canneries had reached the maximum in almost every locality and that to discourage the building of new canneries or the operation of new canneries was a good step in regard to the preservation of lobsters.

Lobster Canneries in Nova Scotia.

There are now more than 700 lobster canneries in Canada of which number there are 217 in Nova Scotia. Five or six years ago there were about 20 more than that.

In view of the fact that so many lobsters are shipped alive now to the United States, it was asked as to whether it would make any difference in the number of lobsters actually caught if greater facilities for canning were available. This was answered by stating that the canning of lobsters had been a paying industry and that there is such a very large demand for lobsters that everyone who has gone into it has been able to make money and the tendency is therefore for more to enter the occupation. Instead of the live lobster trade taking away from the canning industry, the latter has grown alongside of the former which was really going to end the lobster supply. Personally he was of the opinion that ultimately the live lobster trade will entirely do away with canning altogether and in a few years. It was the tendency in all food product industries to ship the product in what might be termed the nearest to the natural condition instead of in its manufactured condition.

"That being the case, do you not think that your argument in respect to the increase of these canneries is weak?"

"No," replied Prof. Prince, "that is not the case because the live lobster trade requires large lobsters and the canneries will pack all the small ones, so that you have them destroyed in increased numbers on that account."

Europe Demands Live Lobsters.

He thought that 8 or 10 cents a lb. would be the outside price of lobsters for canning whereas a live lobster would bring two or three times that amount sold by weight. As much as 40 cents each have been paid for live lobsters in some years, which is exceptional of course. There is far more money in the live lobster trade because, of course, in the weight of the live lobster the shell and everything else is counted in. There is an immense demand in Europe for live lobsters which has really not been developed and I anticipate that within a very few years it will increase. Norway is shipping practically every lobster it produces to London, and realizes five times the amount per lobster that our men earn. There is no reason in the world, he thought, bearing in mind the improved transportation facilities contemplated by the government such as a direct line to France—we already have direct lines to London—why live lobsters should not be shipped from Canada to those markets where better prices are got. The market of France cannot be glutted, for example, because there is a demand for all the lobsters that can be shipped to that country.

"The Boston market," he said, "is easily glutted because Massachusetts and Maine are its sources of lobster supply and they ship a very large amount of lobsters into their own markets. In Maine and Massachusetts there is no canning now. I think there is not a single lobster cannery in the United States at the present moment, I think I am right in that, and they find it pays better and preserves the lobster better to adopt the live lobster trade rather than the canning business. There is, of course, the method of boiling lobsters first and shipping them in cold storage. That method has been introduced latterly. The lobsters have been boiled and chilled and shipped in that way and it seems to me there is a great field open for shipping lobsters in that form to our own cities and the Old Country, where the lobster is quite a rarity. The same thing, I anticipate, will take place in the case of lobsters which was witnessed with respect to salmon. A few years ago salmon in England was a luxury which very few could enjoy. Now immense quantities are being shipped from British Columbia, of chilled or frozen salmon. I think the same thing can be done with lobsters, that you can create a demand for lobsters which does not at present exist to the full extent. I think that if lobsters were sent into those European markets a great many people would buy them who do not do so at present because they are too costly.

"Lobsters are more expensive in Canada than in the United States, but some canners and dealers in Nova Scotia, and indeed other provinces, have been selling direct to French and English buyers and are doing far better than they did when shipping them through United States buyers. There are certain big lobster combinations in the United States that sometimes get control of a large number of canneries, for instance such as the Portland Packing Company, but it would be difficult to dislodge them. The Portland Packing Company has control of a large number of our canneries but that company has acted very wisely in some ways by helping the department in lobster protection. My own feeling is that if our canners could deal directly with the buyers in Europe they would reap far larger results. Of course, I known the difficulties in the way. Some lobster men have asked my advice and I have advised them to take a trip to London to study the conditions of the market for themselves. Some of them have done so and it has proved a bene-

ficial trip for them. But there is one primary necessity: they must ship a good article and I am afraid that some of the lobsters packed in Canada would not stand the test if sold in London."

SOUTH AFRICAN FRUIT.

Obstacles in Shipping to Canada Now Successfully Overcome.

At a time when green fruits are entirely off the market on the Northern Hemisphere Southern Africa promises to fill that space, so that fresh peaches, pears, plums, etc., may be eaten in Canada all the year round.

Only a few years ago, the possibility of accomplishing this was, even in the minds of the most sanguine, very doubtful. Three years ago the first attempt to bring fruit here was made, but it was not encouraging. Many difficulties have since been overcome and this year, for the first time, they have been landed in Toronto in first-class condition. The time required to bring them this great distance is about 30 days, and it took a great deal of experimenting to find out just at what stage of ripeness to take them from the trees, and also how, and in what kind of cases to pack them. It was even found that the wood of that country was not suitable for boxes to pack them in. The wood there is pitchy, and has an aroma which is absorbed by the fruit and causes a taint.

These difficulties are, however, all overcome and as that country is admirably adapted for the cultivation of fruit, and rapidly developed through the aid of the Government, South Africa will, in the near future, be one of the greatest fruit producing countries of the world. The transportation from such a distant country is unavoidably heavy, but this also will be largely reduced through shipping arrangements which are partly completed.

The rapid development of this industry in South Africa is remarkable, and much credit has been given to the late Cicil Rhodes, who may be considered as the pioneer in stimulating this industry to its rapid and remarkable growth.

NEW MANITOBA STRAWBERRY.

This year Manitoba will probably see the production of the first strawberry which that province can call its own. The new fruit was originated by W. Buchanan of the Buchanan Nursery Co., Winnipeg. This berry is described as being of large size and quality and a prolific fruiter. The plant is vigorous and hardy. The "Dakota," another new strawberry originated by crossing the wild Manitoba berry with a large cultivated variety, is also being offered this season. It is said to retain the hardiness of the wild berry, while giving fruit much larger.

The Northern Wholesale Fruit Co., Saskatoon, Sask., has registered.

Fruit Traveler is Held Up by the Regina Police

Represented British Columbia Firm and is Asked to Pay Transient Traders' License of $100—Finally Convinces Officer of the Law That He Does Not Need a License—Cause of Interference Said to be Due to Tactics of United States Fruit Agents.

Regina, April 3.—J. S. Fee, the traveling salesman for the Vernon Fruit Co. of B. C., who sells Canadian fruit throughout the province of Saskatchewan, had an encounter with the city police on Monday which first of all annoyed him excessively, and afterwards moved him to great mirth.

Mr. Fee received a car of apples from his firm Monday morning and proceeded forthwith to sell them to the local wholesale firms. He had hardly commenced upon his business as a commercial traveler before a city constable called upon him at his hotel and informed him that he could not begin to sell his goods unless he paid the $100 license which the city by-law requires from those who peddle goods within the city limits. After a considerable amount of explanation, the city police intimated to him that he could continue his business, and that he was not considered to be a peddler within the meaning of the by-law.

The incident of itself would not be worthy of very much comment as it might have been an error on the part of the police or the city authorities, but J. S. Fee claims that it happened as the outcome of an organized policy on the part of some fruit firms who deal, for the most part, in United States fruit. He stated that the persons who were at the back of the attempt to take $100 away from him are the same people who endeavored recently to get the city council of Saskatoon to place a tax of $300 upon all travelers who dealt with merchants in the city in the fruit line. The application was refused.

Fruit Prices Lessened.

Independent of the fact that if each of the cities of the west levied a fine of $100 upon each commercial traveler, the majority of travelers would be compelled to go out of business, J. S. Fee commented upon the curious state of affairs which made it possible for the representative of a firm which sold Canadian produce to be held up in this manner; while no attention of the same nature was given to United States firms, whose goods were almost entirely imported, also, he stated, that the opposition which the Canadian firms have brought to bear upon their rivals had brought down the price of oranges almost two dollars a box within two years, and that without such competition, the price of fruit would be considerably higher throughout the entire west.

Arousing Interest.

The matter of the tentative interference by the city police with J. S. Fee, while Mr. Fee was engaged in the pursuance of his mission as a commercial traveler, seems to have caused more interest among the wholesale shippers of the city than it appears to warrant at first sight.

On Monday afternoon, J. S. Fee interviewed the chief of police and the city clerk. He convinced them that he was not a person who was liable under the transient by-law and that he should not be mulcted in the sum of $100, the license which the city imposes upon transient traders, A transient trader is a person, who does not have a regular place of business in the city, but who sells goods, in either large or small quantities to the wholesale merchants of the city.

The episode is at an end as far as the present time is concerned, or, to be more accurate, as far as the present shipment brought in by J. S. Fee is concerned.

FRUIT AND EGG PRESERVATION.

The Former Packed in Granulated Sugar—Mixture With Which to Coat Eggs.

By Maxwell Blake.

A correspondent in Stirlingshire, Scotland, writes me that he has recently conducted some successful experiments in reference to the packing of fruit for transit, without the aid of

Highest price paid for
DRIED APPLES
O. E. ROBINSON & CO.
ESTABLISHED 1886
Ingersoll - Ontario
Would you like our Weekly Circular

SEASON 1908-9
Dried Apples
Shipments Solicited
Settlements Prompt
W. A. GIBB COMPANY
HAMILTON
JAMES SOMERVILLE, Manager

DAWSON'S Banner Brand of Jams, Marmalades and Jellies is the very best.
THE DAWSON COMMISSION CO., TORONTO

refrigeration ; his method being simply to pluck the fruit at height of sun, to avoid all adhering dampness, and immediately pack in prepared cases containing granulated sugar. Care must be taken that the sugar utilized for the purpose is also quite devoid of moisture, and the cases should be so constructed as to be as nearly as possible impervious to atmospheric vapors. Both the sugar and the cases, as may be inferred, should be designed for and admit of constant re-use. My informant promises that successful results will follow the adoption of this method, although his experiments have been on such a small scale that he is unable to supply me with the fuller details of relative cost and exact structure of case.

The great fluctuation in the price of fresh eggs in Great Britain, ranging from 15 cents per dozen in summer to 60 to 75 cents per dozen in winter—and procured with difficulty even then—gives popularity to the economical practice of artificially preserving them during the cheap season ; the most successful method employed by the householder being as follows :

"Mix together in an earthenware jar 9 parts of boiled water, which has been thoroughly cooled, and 1 part of glass water. Glass water is obtained by fusing 2 parts of quartz sand with 1 of sodium carbonate, adding one-tenth part of small coal. Place the cool cleaned eggs into a jar and cover well with the liquid, continually adding sufficient liquid to keep the eggs entirely covered as others are added. Water glass can be purchased in this country of chemists, and generally bears on the labels the exact proportion to be used, varying from 3 to 10 per cent. Eggs preserved in this way are less brittle in the shell than those preserved in lime water, and will sometimes boil without cracking if a small pin-point aperture is made in them."

The proportions used for the lime preservative in Scotland are 20 gallons of water, 4 of lime, and 1 of salt. Allow to stand for a few hours, then pour it over the eggs in the same way as the water glass. A little lime should be added from time to time, during the period of preservation ; otherwise, the solution will lose its strength. The eggs preserved in this way become rough and brittle and must be handled carefully when taken out for use.

When eggs are only required to be preserved for two or three months they keep very well packed in dry salt or bran. The meat of the egg may shrink and rattle within the shell when shaken, but its edibility is not impaired. Coating the egg with vaseline or butter will also keep it for a short time, or any application which effectively seals the pores of the shell and excludes air will prolong the freshness of eggs. If it is even momentarily submerged in boiling water, the albumen thereby becomes sufficiently coagulated to prevent the entrance of air. In some of the rural parts of this country eggs for home consumption are smutted over with a mixture of sulphur and lampblack, a cheap and effective preservative.

If you've done a good business in a dirty store, don't think it has been on account of the dirt.

Revival Among the Western Retail Merchants

Meeting Held to Discuss the Tangled Affairs of the Association and a Receiver Appointed—Country Merchants Dissatisfied With Way Business Has Been Carried on—Reorganization Likely to be Effected.

Winnipeg, April 3.—The Retail Merchants of Western Canada met in the rooms of the association on Tuesday, March 30th, for the purpose of disentangling the affairs of the association. The feeling was quite strong that some misuse had been made of the funds, but no specific instance could immediately be shown whereby a case of criminal negligence could be laid.

Lawyer Carper, of Potts, Carper & Thompson, went carefully over the affairs of the association to show as clearly as possible the condition of things as they had been left. The story was a long one showing how the funds of the association had been used. It pointed out that an elaborate pure food show had been held in Winnipeg in 1908, the expense of which had been charged to the association. The cost of this show was about $2,200 to the association.

It was of extreme interest to most of those present to hear such startling things, as the Ottawa Old Boys being royally entertained at their expense and the "Western Retailer," their organ, being sold for $500. It also appeared that no bank books had ever been in possession of the association, and if any bank books were used they were not in the name of the association. The attempts of the members to straighten the affairs were absolutely futile, and it was moved and carried that the association call for a permanent receiver. This being done no action could be taken by the merchants, and it was verbally agreed that the National Trust Co., into whose hands the matter will go, shall sift all the evidence, and then with one or more specific cases, the matter may be laid to the charge of some person.

Another feature of the proceedings was the investigation of the Retail Merchants' Mutual Fire Insurance policies. Policies had been issued to the extent of $70,000 and were stated to be absolutely worthless since the so-called insurance company was operating without a government licence. Premiums had been taken in year after year on policies that were not worth their own paper. The Winnipeg Fire Insurance Co. had been carrying the Merchants Mutual Co. until the government granted the charter of incorporation. The government, however, refused to incorporate the company, and they continued to operate under the charter of the Winnipeg Fire Insurance Co., but distinct from it.

Merchants May Reorganize.

The matter of re-organization was discussed by those present. In this connection acting-secretary A. T. Connell read a letter from past-president Paynter signifying his willingness to accept, if desired, the presidency of the future organization. Mr. Paynter is not a Winnipeg man, but is much esteemed here, and such an action on his part called forth many eulogistic remarks from those present.

A lengthy discussion took place as to whether the new association should be a western board of the Dominion Retailers' association. Some of those present favored this proposal, while others looked askance at the idea of the headquarters being in the east, fearing that the western board would not possess sufficient autonomy and independence. The latter favored the formation of a western association intact in itself and with its headquarters in the west.

The method of reorganization was discussed briefly. A, R. Leonard, the temporary receiver of the association spoke very severely of the past method of organization. W. A. Coulson, he said, was paid a salary as secretary and in addition received 50 p.c. commission as organizer and canvasser for members. The expense from the earliest beginning was altogether too heavy and in the opinion of Mr. Leonard quite unnecessary. It was suggested that the leading merchants in the various centres throughout the west be notified of the intention to reorganize and if possible to effect a local organization, in order that a general organization at some convenient time, might be the more easily brought about. Such a movement would be void of expense and apparently effective.

Some Dissatisfied.

A. G. Munro of Morden said that the country merchants were so dissatisfied with the past organization that it would be a difficult matter to bring them in again. Something must be done, however, he said, in the matter of organization to save the country merchant from the catalogue houses which were fast undermining the small retailers and forcing not a few out of business.

The last item of business was the discussion of George Lowman's motion to the effect that the presidents of the different retail sections be requested to meet, looking toward an organization of all the western retail merchants. The following men from the country were selected to meet with the presidents : Messrs. Paynter, Hiebert, Hunter, McLaren, Bain, Munro and Brown. The motion was carried and it was verbally agreed that a mass meeting of merchants be held in Winnipeg during the exhibition week.

TRADE NOTES.

Mary A. Kitchen, merchant, Hilton, Ont., has assigned to Wm. A. Smith.

Ernest R. Ebbitt, of Snowdon & Ebbitt, Montreal, has returned from Quebec.

W. P. Downey, Montreal, is back from Europe, where he spent a month on business.

Spence and McLeod's general store at Port Elgin, Ont., was broken into last week by thieves and canned goods, jackknives, silk ties, and silk handkerchiefs are among the missing articles.

In the Goods and in the Packing

are found those qualities which have given Canadian sea foods so wide a market and the turnover, heavy though it is, is annually growing.
No brand is so widely called for as the

Famous Brunswick Brand

The progressive retailer has here an excellent money making opening. He can convince himself by trying a tin at our expense and, when convinced, it is easy to push goods in which he has every confidence and faith and convince others.

Our goods will stand the test.

They never disappoint.

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AGENTS—Grant, Oxley & Co., Halifax, N.S.; C. H. B. Hillcoat, Sydney, C.B.; J. L. Lovitt, Yarmouth, N.S.: D. Rattray & Sons, Quebec: Leonard Bros., Montreal; Arthur M. Loucks, Ottawa; C. De Carteret, Kingston; James Haywood, Toronto; Chas. Duncan, Winnipeg; R. G. Bedlington & Co., Calgary; Drexel & Co., Vancouver; J. Harley Brown, London, Ont.

Get the idea out of your head that Sardines must come from France—

It's exploded long ago.

Time was when everyone wanted French Sardines—

It's different now.

The very finest best selected pure olive oil pack Sardines come from Norway and the premier brand to-day is

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Order from Your Wholesaler

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Lobster

Our sole attention is given to the production of a choice canned lobster. We have no other business. If we cannot give you the regular quantity you require, no other packer can.
1909 prices now out.

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PRODUCER
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WALKER BIN FIXTURES will

Build up a new business,
Put new life into a dead business and
Improve and make more profitable
the best grocery business in Canada.

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

The Walker Bin & Store Fixture Co., Limited

Designers and Manufacturers of Modern Store Fixtures

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ALLISON Coupon Books

They systematize business, make credit customers easy to handle, and prevent the loss of many a dollar.

They are now successfully and profitably used in every corner of the United States, and their fame has spread to all quarters of the earth.

HOW THEY WORK

A man wants credit. You think he is good. Give him a $10 Allison Coupon Book. Have him sign the receipt or note form in the front of the book, which you tear out and keep. Charge him with $10 — no trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on until the book is used up. Then he pays the $10 and gets another book. No pass books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best.



For sale by the Jobbing trade everywhere.

Manufactured by ALLISON COUPON CO.
Indianapolis, Ind.



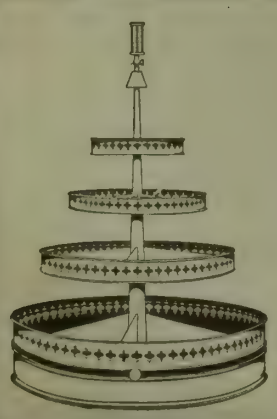
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Removes Bursal Enlargements, Thickened, Swollen Tissues. Curbs, Filled Tendons, Soreness from any Bruise or Strain. Cures Spavin Lameness, Allays Pain Does not Blister, remove the hair or lay the horse up. $2.00 a bottle, delivered. **Book 4 D free.**

ABSORBINE, JR., (mankind $1.00 bottle.) For Synovitis, Strains, Gouty or Rheumatic Deposits, Varicose Veins, Varicocele, Hydrocele. Allays pain. Book free.

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They keep green truck fresh, crisp and attractive. They prevent waste and increase sales and profits.

They are used by Retail Grocers and in markets where there are city water systems.

If you have no city water, write us anyway, we have something interesting to show you. . . .

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CLASSIFIED WANT ADS get right down to the point at issue. If you want something, say so in a few well-chosen words. Readers like that sort of straight-from-the-shoulder-talk, and that is the reason why condensed ads are so productive of the best kind of results.

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TRY A CONDENSED AD IN THE CANADIAN GROCER.



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REFRIGERATORS

We manufacture the best line of Refrigerators for Grocery Stores, Restaurants, etc., on the market. Prices the lowest.

Ask all leading Hardware Merchants about them, or write us direct for circular.

We are the largest makers of Refrigerators under the British Flag.

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Its weekly summary of stock fluctuations is the most complete published in Canada.
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Try a can of ***QUAKER SALMON*** yourself, and if you do not say it is the best you ever ate we don't want your business.

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Mathewson's Sons

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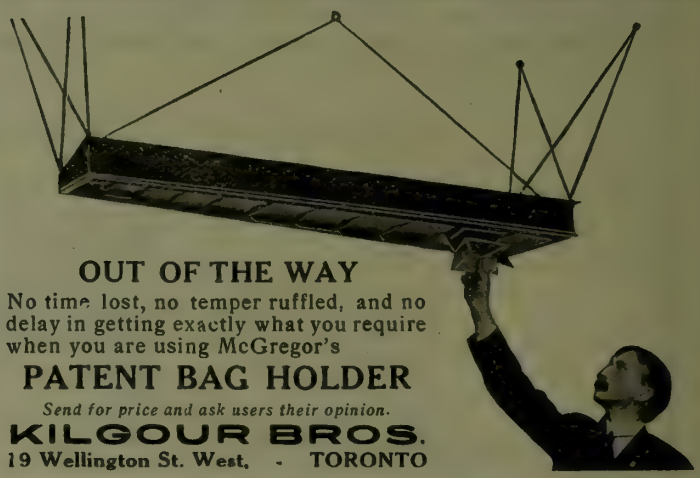
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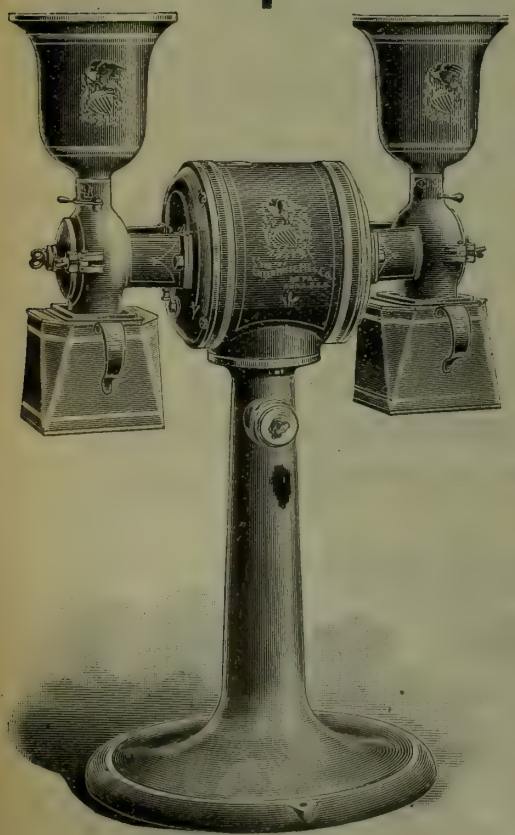
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Send for price and ask users their opinion.

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The LATEST "Enterprise" Electric Mill

New ideas applied to rapid grinding of coffee by electric power make these new "Enterprise" Pedestal Mills *by far the best on the market to-day.* They are **Direct Connected.** They lose no power in transmission. The grinders are on the motor shaft. The double Mill shown here, No. 0852, is for alternating current; can also be furnished for direct current. One Mill is fitted with tooth grinders which *cut* the coffee, the other mill fitted with ribbed grinders for pulverizing. Each hopper holds six pounds. The Mill will granulate 3 pounds of coffee per minute, and pulverize ½ pound per minute. The cans or receivers are enclosed as a protection against dust. The Mill is self-cleaning. This compact, graceful 1 H.P. Mill is already in great demand. We invite correspondence and will send facts, illustrations and prices of our 45 sizes and styles of Rapid Grinding and Pulverizing Mills on request.

We supply grocers also with Meat and Food Choppers, Self-Measuring Pumps and Faucets, Smoked Beef Shavers and other "Enterprise" Specialties. You should have our latest catalogue. If you haven't it, write.

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W. H. GILLARD & CO.

Diamond—

1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
¼-doz.	5lb.	19 75



MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 80
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	



ROYAL BAKING POWDER

Cases.	Sizes.	Per Doz.
Royal—Dime		$ 0 95
"	½ lb.	1 40
"	6 oz.	1 95
"	½ lb.	2 55
"	12 oz.	3 85
"	1 lb.	4 90
"	5 lb.	13 60
"	5 lb	22 [illegible]

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
3 lb.	13 20
5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—

1 lb. tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Baking Powder—

1-lb. tins, 3-doz. in case, per doz.	2 00
½-lb. " " "	1
¼-lb. " " "	0 8

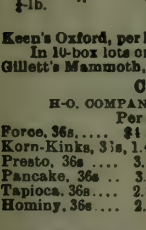
Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Gillett's Mammoth, ½ gross box	2 00

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H-O. COMPANY, ROCHESTER, N.Y.

Per case.		Per case.	
Force, 36s	$4 50	Gusto, 36s	$2 85
Korn-Kinks, 36s	1.45	H-O. oatmeal, 24, 3	10
Presto, 36s	3.40	Buckwheat, 36s.	3.50
Pancake, 36s	3.50	Corn Starch, 36s	2.50
Tapioca, 36s	2.85	Farina, 24s	1.70
Hominy, 36s	2.50		



WHITE SWAN SPICES AND CEREALS LTD.

White Swan Breakfast Food, 2-doz. in case, per case, $3.00

The King's Food, 2-doz. in case, per case, $4.80

White Swan Barley Crisps, per doz., $1.

White Swan Self-rising Buckwheat Flour, per doz., $1.00.

White Swan Self-rising Pancake Flour, per doz., $1.00.

White Swan Wheat Kernels, per doz., $1.40.

White Swan Flaked Rice, per doz., $1.

White Swan Flaked Peas, per doz., $1.

Chocolates and Cocoas.

THE COWAN CO., LIMITED.



Cocoa—

Perfection, 1-lb. tins, per doz	$1 50
Perfection, ½-lb. per doz	2 40
Perfection, ¼-lb., per doz	1 30
Perfection, 10c size	0 90
" 5-lb. tins per lb.	0 37
Soluble, bulk, No. 1, per lb	0 20
Soluble, bulk, No. 2, per lb	0 18
London Pearl, per lb	0 22

Special quotations for Cocoa in bbls., kegs, etc.

Unsweetened Chocolate—	Per lb.
Plain Rock, ½'s & ¼'s, cakes, 12-lb. bxs	0 36
Perfection Chocolate, 20c size, 2 dozen boxes, per dozen	1 80
Perfection Chocolate, 10c size, 2 and 4 dozen boxes, per dozen	0 90

Sweet Chocolate—

Queen's Dessert, ½'s and ¼'s, 12-lb. bxs., per lb	$0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ½-lb., 12-lb. boxes, per lb	0 35
Parisian, 8's	0 30
Royal Navy, ½'s, ¼'s, boxes, per lb	0 30
Diamond, 7's, 12-lb. boxes, per lb	0 24
" ½'s " " "	0 25
" ¼'s " " "	0 28

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., 2-doz. in box, per dozen 0 90

Confections—	Per lb.
Milk chocolate wafers, 5-lb. boxes	0 36
Maple buds, 5-lb. boxes	0 36
Chocolate wafers, No. 1, 5-lb. boxes	0 30
Chocolate wafers, No. 2, "	0 25
Nonpareil wafers, No. 1, "	0 30
Nonpare l wafers, No. 2, "	0 25
Chocolate ginger, 5-lb. boxes	0 30
Milk chocolate, 5c bundles, per box	1 35
Milk chocolate, 5c cakes, per box	1 35

Chocolate—	
Maple buds, 5-lb. boxes, lb.	0 33
Vanilla wafers, "	0 35
" " nonpariels, 5-lb. box	0 35
" " 2's, 5-lb. boxes, lb	0 28
" " 2's, nonpareils "	0 28
Ginger, 5-lb. boxes, lb.	0 30
Milk sticks, box	1 35
Milk cakes, 5c. size, box	1 35

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

10c. tins,	¼ doz.	to case	per doz.,	$ .90
½ " "	¼ "	"	"	2.40
¼ " "	½ "	"	"	4.75
1 " "	1 "	"	"	9.00

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb. 0 35

Smaller quantities 0 37

JOHN P. MOTT & CO.'s.

R. S. McIndoe, Agent, Toronto.
Arthur M. Loucks, Ottawa.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
R. J. Bedlington & Co., Calgary, Alta.
Standard Brokerage Co., Vancouver, B.C

Elite, 10c size (for cooking), doz	0 90
Prepared cocoa, ½'s	0 28
Prepared ⅓'s	0 28



Mott's breakfast cocoa, 10c. size	90 per dz.
" breakfast cocoa, ½'s	0 38
" " " ¼'s	0 38
" No. 1 chocolate, ½'s	0 32
" Navy " ½'s	0 29
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 24
" Plain choice chocolate liquors	0 32
" Sweet Chocolate Coatings	0 20

WALTER BAKER & CO., LIMITED. Per lb.

Premium No. 1 chocolate, ½ and ¼-lb. cakes	$0 38
Breakfast cocoas, 1-5, ½, ¼, 1 & 5-lb. tins	0 41
German Sweet chocolate, ½ and ¼-lb. cakes, 6 lb. boxes	0 28
Caracas Sweet chocolate, ½ and ¼-lb. cakes, 6-lb. boxes	0 35
Auto Sweet chocolate, 1-6-lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins	0 47
Soluble cocoa (hot or cold soda 1-lb. tins	0 38
Cracked cocoa, ¼-lb. pkgs., 6-lbs. bags	0 34
Caracas tablets, 100 bundles, tied 5s, per box	3 00

The above quotations are f.o.b. Montreal

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—5c., 10c., 20 and 40c. packages packed in 15 lb. and 30 lb. cases.

	Per lb.
1 lb. packages	0 26
lb "	0 27
lb. "	0 28
1 and ½ b. packages assorted	0 28½
½ and ¼ b. " "	0 27½
¼ lb. packages assorted in 5 lb. boxes	0 28
½ lb. " "	0 29
¼ lb. " in 5, 10, 15 lb. cases	0 30

Bulk—

In 15 lb. pails and 10, 25 and 50 lb. boxes.	Pails.	Tins.	Bbls.
White Moss, fine strip	0 19	0 21	0 17
Best Shredded	0 18	....	0 16
Special Shred	0 17	....	0 15
Ribbon	0 19	....	0 17
Macaroon	0 17	....	0 15
Desiccated	0 16	....	0

White Moss in 5 and 10 lb. square tins, 21c.

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Cocoanut—	
Featherstrip, pails	0 16
Shredded	0 15
In packages 2-oz., 4 oz., 8-oz., lb.	0 28

Condensed Milk.

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
"Eagle" brand (4 doz)	$6 00	$1 50
"Gold Seal" brand (4 doz)	5 00	1 25
"Challenge" brand (4 doz)	4 00	1 00
Evaporated Cream—		
"Peerless" brand evap. cream	4 70	1 20
" hotel size	4 90	2 45





TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 80
Reindeer" brand per case (4 doz.)	5 60





Coffees.

EBY, BLAIN CO. LIMITED.

Standard Coffees.

Roasted whole or ground. Packed in damp-proof bags and tins.

Club House	$0 32
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" " " ground	0 17½
Golden Rio	0 14

Package Coffees

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, ½ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

THOS. J. LIPTON retail wholesale

Lipton's "Special" blend coffee, 1 lb. tins, ground or whole	0 40	0 30

JAMES TURNER & CO. Per lb

Mocca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

PATTERSON'S "CAMP" COFFEE ESSENCE

Agents, Rose & Laflamme, Montreal an Toronto.

5 oz. bottles,	4 doz.	per doz		1 75
10 " "	4 "	"		3 00
Rep. quarts,	1 "	"		6 50
Imp. "	1 "	"		9 00

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Blend.



1-lb. decorated tins, 32c. lb

Mo-Ja, ½-lb. tins 30c. lb.

Mo-Ja, 1-lb. tins 28c. lb.

Mo-Ja, 2-lb. tins 28c. lb.

Cafe des Epicures—1-lb. fancy glass jars, per doz., $3.60.

Cafe l'Aromatique—1-lb. amber glass jars, per doz., $4.

Presentation, with 3 tumblers, $10 per doz



THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy lithographed canisters	0 30

Cheese.—I

Large size jars, per doz.	$3 25
Medium size jars, "	4 50
Small size jars, "	2 40
Individual size jars, per doz.	1 00

Imperial holder—

Large size, doz.	18 00
Med. size "	17 00
Small size "	12 00

Roquefort—

Large size, doz.	2 40
Small size, "	1 40



Confections

THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box, "	1 35
" " 10c cakes, 36 in box "	2 55
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
" No. 2, " "	0 25
Maple Buds, 5-lb. boxes, lb	0 36
Nut Milk Chocolate, ½-lb. cakes, 12-lb. box, lb	0 40

These prices are F.o b. Toronto.

MACLAREN'S IMPERIAL CHEESE CO. LTD

Imperial Peanut Butter "Bobs," the Perfect Confectionery.

Large size, cases, 25 cartons	$3.50 each
Small " " 50 "	3.60 "
Assorted, cases, 26 small, 12 large	3.55 "

Net 30 days.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Ltd. Toronto. C. O. Beauchemis & Fils. Montreal $2, $3, $5, $10, $15 and $20.

All same price one size or assorted.

UN-NUMBERED

Under 100 books	each 04
100 books and over	each (3½
500 books to 1000 books	(3

For numbering cover and each coupon, extra per book ½ cent.

Cleaner.



	Per doz.
4-oz. cans	$ 0 90
8-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agents

The Davidson & Hay, Limited, Toronto

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.

"Vita" Pasteurized Extract of Beef. Per case.

Bottles	1-oz.,	case of 2 doz		$3 20
"	2 "	"	1 "	3 00
"	4 "	"	1 "	4 50
"	20 "	"	½ "	4 75
"	20 "	"	¼ "	9 00

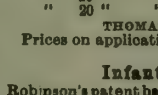
THOMAS J. LIPTON

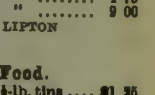
Prices on application.

Infants' Food.

Robinson's patent barley	½-lb. tins		$1 35
" "	1-lb. tins		2 25
" groats	½-lb. tins		1 35
" "	1 lb. tins		2 25

"Mephisto" and "Purity" Canned Lobsters.





Flavoring Extracts.

SHIRRIFF'S

1 oz. (all flavors), doz.			1 00
2 "	"	"	1 75
2½ "	"	"	2 00
4 "	"	"	3 00
5 "	"	"	3 75
8 "	"	"	5 50
16 "	"	"	10 00
32 "	"	"	18 00

Discounts on application.



Jams and Jellies.

SAYGER'S WHOLE FRUIT STRAWBERRY JAM

Agents, Rose & Laflamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz	2 20

THOMAS J. LIPTON

Prices on application.

T. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case per lb.	07½
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 07
7 wood pails, 6 pails in crate, per lb	0 07
30-lb. wood pails "	0 06½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb	0 07½
7 wood pails, 6 pails in crate, per lb.	0 0



TWO MORE $15,000 DAMAGE SUITS.

The daily papers in March, 1909, report two suits of $15,000 damages each, brought by women; one in Port Jervis, N.Y., and the other in Schenectady, N.Y.

The plaintiffs alleged that their injuries resulted from the use of dangerous, inflammable stove polishes. The suits were brought to recover damages for frightful injuries which resulted in dreadful disfigurements.

Remember there is no liability to suits when you sell ***Rising Sun*** Stove Polish in cakes and ***Sun Paste*** Stove Polish in tins. Both are absolutely safe in the hands of the user.

MORSE BROS., Props. - Canton, Mass., U.S.A.

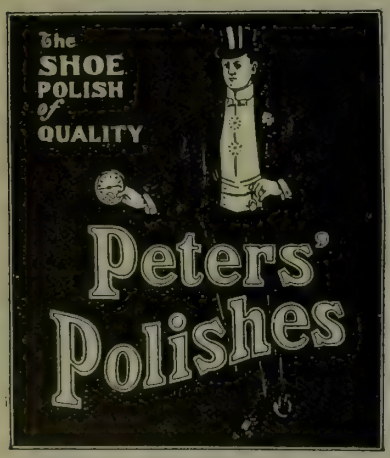
STOVE POLISH

Now is the season for the greatest use of stove polish. This is a line in your business that pays well if you handle reliable goods like

JAMES DOME BLACK LEAD

A stove polish that gives the best satisfaction in its use. Sort up your stock. Sold by all jobbers.

W. G. A. LAMBE & CO., Canadian Agents



PETERS POLISH

A line of shoe polish that has created great enthusiasm among those selling and using it.

Write and get the sale of it for your district. It is a money maker.

M. Peters,
617 Queen St., West
Toronto

——*BUY*——

Star Brand

COTTON CLOTHES LINES

—AND—

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For Sale by All Wholesale Dealers.

SEE THAT YOU GET THEM.

ALWAYS IN DEMAND
IS

Black Knight Stove Polish

All the jobbers handle it, so do nearly all retailers. It is widely advertised by us. By means of our extensive publicity campaign we do the talking and the Polish does all that we claim for it. It's easy to sell.

The F. F. DALLEY CO., Limited
HAMILTON, CANADA - BUFFALO, N.Y., U.S.A.





THEY ARE CANADA'S BEST

A SEASONABLE SELLER

ROSE & LAFLAMME, Limited
AGENTS
MONTREAL and TORONTO

"I luv a rooster for tew things--

One iz the krow that iz in him, and the other iz the spurs that air on him to bak up his krow with."—*Josh Billings.*

We feel justified in crowing over the Spurs the quality of

Paterson's Worcester Sauce

is winning with all dealers who know a good article.

=

ROSE & LAFLAMME, Limited
Agents
MONTREAL AND TORONTO

	per lb.
30-lb. wood pails	0 07
	0 06½
Pure assorted jam, 1-lb. glass jars, 2 doz in case	1 75

Jelly Powders

IMPERIAL DESSERT JELLY



Assorted flavors—gross 10.75.
MacLaren Imperial Cheese Co., Limited

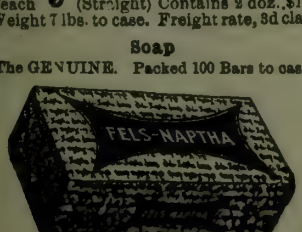


Assorted Case,	Contains 4 doz..$3.60
Assorted Case,	Contains 2 doz..$1.80
Lemon (Straight)	Contains 2 doz..$1.80
Orange (Straight)	Contains 2 doz..$1.80
Raspberry (Straight)	Contains 2 doz..$1.80
Strawberry (Straight)	Contains 2 doz..$1.80
Chocolate (Straight)	Contains 2 doz..$1.80
Cherry (Straight)	Contains 2 doz..$1.80
Peach (Straight)	Contains 2 doz..$1.80

Weight 7 lbs. to case. Freight rate, 3d class.

Soap

The GENUINE. Packed 100 Bars to case.



Prices—Ontario and Quebec:

Less than 5 cases	$ 3
Five cases, or over	$ 3



THE ROBERT GREIG COMPANY.

White Swan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.

List price

'Shirriff's" (all flavors), per doz. 0 90

Discounts on application.



Lard.

N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces	$0 10½
3-pails	0 11
Tubs, 60 lbs.	0 10½
20-lb. Pails	2 20
20-lb. tins	2 10
Cases 3-lb.	0 11½
" 5-lb.	0 10½
" 10-lb.	0 10½



F.O B. Montreal.

Li rice

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper....per lb.	$0 40
Fancy boxes ($6 or 50 sticks)....per box	1 25
"Hinged" 5-lb. boxes.....per lb.	0 40
"Acme" pellets, 5-lb. cans....per can	1 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans.....per can	1 00
Licorice lozenges, 5-lb. glass jars....	1 75
" " 20 5-lb. cans.....	1 50
"Purity" licorice 10 sticks	1 45
" 100 sticks.....	0 75
Dulce large cent sticks, 100 in box....	....

Lye (Concentrated)

GILLETT'S PERFUMED. Per case

1 case of 4 dozen	$3 00
3 cases of 4 dozen	3 60
5 cases or more	3 40

Marmalade.

J. W. WINDSOR, MONTREAL



Scotch Marmalade, 1 and 2 lb. glass jars 1, 4, 5 and 7 lb. tins.
Orange Jelly Marmalade, 1 and 2 lb. glass 5 and 7 tins

Preserved Ginger Marmalade,	1 lb.	glass	jars.
Pineapple	"	1 "	"
Green Fig	"	1 "	"
Green Fig and Ginger	"	1 "	"
Lemon	"	1 "	"
Grape Fruit	"	1 "	"

Prices and special quotations.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case....per doz	$1 00
16-oz. glass jars, 2 doz in case "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Pint Sealers (24 oz.), 1 doz in case, per dozen	2 00

SHIRRIFF BRAND

"Imperial Scotch"—	
1-lb. glass, doz	1 55
2-lb. " " ..	2 80
4-lb. tins, " ..	4 65
7-lb. " " ..	7 35
"Shredded"—	
1-lb. glass, doz	1 90
2-lb. " "	3 10
7-lb. tins, "	8 25



THOMAS J. LIPTON
Prices t application

Mince Meat

Wethey's condensed, per gross net	$12 00
" per case of 1 doz. net	1 00



ST. CHARLES CONDENSING CO.

PRICES:

St. Charles Cream family size, per case	$4.70
Ditto, hotel,	4.90
Silver Cow M. Ik	5.00
Purity Milk	4.70
Good Luck	4.00

Mustard

COLMAN'S OR KEEN'S

D.S.F., ¼-lb. tins	per doz.	$ 1 40
" ½-lb tins	"	2 50
" 1-lb. tins	"	5 00
Durham 4-lb. jar	per jar	0 75
" 1-lb. jar	"	0 25
F.D. ¼-lb. tins	per doz.	0 85
" ½-lb. tins	"	1 45

Olive Oil

LAPORTE, MARTIN & CIE., LTD.

Minerva Brand—

Minerva, qts. 12's	$ 5 75
" pts. 24's	3 50
" ½-pts. 24's	4 25

Sauces

PATERSON'S WORCESTER SAUCE

Agents, Rose & Laflamme, Montreal and Toronto

½-pint bottles, 3 & 5 doz., per doz	0 90
pint " 3 doz	1 75

THOMAS J. LIPTON
prices on application

Soda

COW BRAND

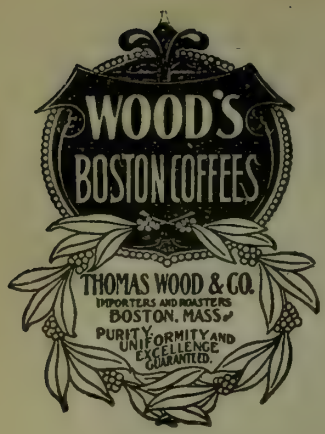


Case of 1-lb. containing 60 packages, per box, $3.00
Case of ½-lb. containing 120 pkgs. per box, $3.00
Case of 1-lb and ½-lb. containing 30 1-lb. and 60 ½-lb. Pkgs, per box $3.00
Case of 5c. pkgs. containing 96 pkgs. per box, $3.00

MAGIC BRAND

	Per case
No. 1, cases 60 1-lb. packages	$ 2 75
No 2, " 120 ½-lb. "	2 75
No. 3, " {30 1-lb. " / 60 ½-lb. " }	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 00

LITTLE HELPS or GREAT HELPS?



"Every little helps"—yes it does.

But this generation moves very rapidly; more business can be done in an hour than in a day a few years ago.

However many "little helps" a grocer may have, Great Helps are a necessity to establish and round out successful trade; and to the latter belong

WOOD'S COFFEES

—greatest helps for the beginner, greatest for the ripe trader.
"WOODS," as applied to Coffees, means the BEST of the world's products graded and classified.

Canadian Factory and Salesrooms:
No. 428 St. Paul Street, - MONTREAL

Soap and Washing Powders.

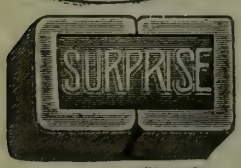
A. P. TIPPET & CO., Agents.

Maypole soap, colors.....per gross		$10 20
" " black.....	"	15 30
Oriole soap.....	"	10 20
Glorioia soap.....	"	12 00
Straw hat polish.....	"	18 20

3 doz. to box..... $3 45

6 doz. to box $6 90

30 days.



1 Box Price $4.00

5 Box Price $5.90

Freight paid on 5 box lots.

Starch

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb
No. 1 White or blue, 4-lb. carton.	$0 07
No. 1 " " 6-lb. "	0 07
Canada laundry.....	0 05½
Silver gloss, 6-lb. draw-lid boxes.	0 08
Silver gloss, 6-lb. tin canisters....	0 08
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal....	0 06½
Benson's satin, 1-lb. cartons.....	0 07½
No. 1 white, bbls. and kegs.....	0 06
Canada White Gloss, 1-lb. pkgs....	0 06
Benson's enamel....per box 1 50 to	3 00
Culinary Starch—	
Benson & Co.'s Prepared Corn....	0 07½
Canada Pure Corn	0 06
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
" " 1 " or blue,	

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 03
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.....	0 6½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb....	0 06½
Barrels, 200 lb.....	0 07½
Kegs, 100 lb.....	0 06
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 08
6-lb. toy trunks, 8 in case.....	0 08
6-lb. enameled tin canisters, 8 in case.....	0 08
Kegs, ex. crystals, 100 lb.....	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.....	$0 08
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	3 60

Stove Polish.

	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes....	10 00
Sun Paste 5c. size, ½-gross boxes....	5 00

JAMES' DOME BLACK LEAD

	Per gross
6a size	$2 40
3a "	2 50

Syrup.

EDWARDSBURG STARCH CO., LTD.

"Crown" Brand Perfection Syrup.

Barrels, 600 lbs.....	0 03½ per lb.
Half-barrels, 350 lbs....	0 03¾ "
Kegs, 150 lbs.....	0 03¾ "
2-gal. pails 25 lbs.....	1 25 each
3 " " 38½ lbs....	1 75 "

Plain tins, with label—

	Per case.
2 lb. tins, 2 doz. in case.....	2 40
5 " 1 " "	2 75
10 " ½ " "	2 65
20 " ¼ " "	2 60

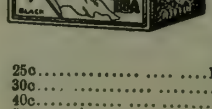
(5, 10 and 20 lb. tins have wire handles.)

Teas.



THE "SALADA" TEA CO.

	Wholsale	Retail.
Brown Label, 1's and ½'s	$0 25	$0 30
Green Label, 1's and ½'s	0 27	0 35
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 35	0 50
Gold Label, 1's and ½'s.....	0 45	0 60
Red-Gold Label, ½'s.....	0 55	0 80



EMPIRE PACKAGE TEA

Cases 30 and 50 lbs. each—Black, Mixed, and Green Ceylon.

25c.....	1s, 20c.; ½s, 21c.
30c.....	1s and ½s, 23c.
40c.....	1s and ½s, 28c.
50c.....	1s and ½s, 35c.
75c.....	1s and ½s, Vulcan, 50c.

100 lb. lots freight paid.

LIPTON'S TEA

Thomas J. Lipton
75 Front St. East, Toronto.



Packed in air-tight tins only.

	wholesale	retail
Blue label ¼'s and 1's	0 24	0 30
Orange " ½s, ¼'s and 1's	0 30	0 40
Pink " ½'s & 1's, tins	0 35	0 50
Red " Dominion blend, ¼'s and 1's.....	0 44	0 60
Gold " Afternoon blend, ¼'s and 1's	0 50	0 70



Blue Label, ¼'s.....	0 21	0 26
Orange Label, 1's and ½'s	0 23	0 40
Blue Label, 1's.....	0 20	0 25
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ¼'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ¼'s.....	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—		
Victoria, hf-c, 90 lbs		0 25
Princess Louise, hf-c, 80 lbs		0 19
Ceylon Green Teas—Japan style—		
Lady, cases 50 lbs		0 18
Duchess, cases 50 lbs		0 19



BLUE RIBBON TEA CO., TORONTO

	Wholesale	Retail
Yellow Label, 1's.....	0 20	0 25
" " ½'s.....	0 21	0 25
Green Label, 1's and ½'s.....	0 24	0 30
Blue Label, 1's and ½'s.....	0 25	035
Red Label 1's, ½'s and ¼'s..	0 30	0 40
White Label, 1's, ½'s and ¼'s..	0 35	0 50
Gold Label 1's and ½'s.....	0 45	0 60
Purple Label, ½'s and ¼s.....	0 55	0 80
Embossed, ½'s and ¼'s.....	007	1 00



	Wholesale	Retail
Pink Label 1's and ½'s	30c.	40c.
Gold Label 1's and ½'s	35c.	50c.
Lavender Label 1's and ½'s	42c.	60c.
Green Label 1's and ½'s	50c.	75c.
Canisters		
Gold Tins, 5's	35c. 1.75	50c. 2.50
Gold Tins, 3's	35c. 1.05	50c. 1.50
Gold Tins, 1's	36c. each	50c. each
Gold Label, ½'s	18c ea. 36 lb.	25c ea. 50 lb.
Red Tins, ½'s	35c ea. 70 lb.	50c ea. 1 00 lb.
Red Tins, ¼'s	18c ea. 72 lb.	25c ea. 1.00 lb



MELAGAMA TEA.

MINTO BROS., 55 Front St. East

	Wholesale	Retail.
Black, green, mixed, ¼s.....	0 70	1 00
" " ½s.....	0 55	0 80
" " ¼s.....	0 44	0 60
" " 1 lbs. & ½s.	0 40	0 60
" " ½s.....	0 38	0 50
" " 1 lbs. & ½s.	0 35	0 50
" " 1 lbs., ½s....	0 30	0 40
" " ½s.....	0 32	0 40
" " ¼s.....	0 25	0 30
" " 1 lbs.....	0 24	0 30

We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.....	$0 20
" " ½-lb., " "	0 21
Blue Label, retail at 30c.....	0 23
Green Label. " 40c.....	0 30
Red Label, " 50c.....	0 35
Orange Label, " 60c.....	0 42
Gold Label, " 80c.....	55

RIDGWAYS.
London, Vancouver Winnipeg and Ceylon.



	Wholesale.	Retail.
Capital Household, 1's and ½'s	0 30	0 40
Old Country, 1's and ½'s.....	0 35	0 50
5 o'clock, 1's and ½'s.....	0 43	0 60
H.M.S., 1's and ½'s.....	0 75	1 00
Ridgway's Standard Bulk Blend in stock at all our branches in Canada.		



THOMAS WOOD & CO.

Montreal and Boston

	wholesale	rete
Wood's Primrose, per lb.. ..	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ½-lb. tins. All grades—either black, green or mixed.

Tobacco.

IMPERIAL TOBACCO COMPANY OF CANADA, LIMITED—EMPIRE BRANCH.

Chewing—Black Watch 5s.....	36
Black Watch 11s	38
Bobs 5s and 10s.....	38
Bully 6s.....	44
Currency 5½s. and 10s.	38
Stag 5s.....	38
Old Fox 12s.....	44
Pay Roll Bars 7½s.....	56
Pay Roll 7s.....	56
Plug Smoking—Shamrock 6s., plug or bar	45
Rosebud Bars 6s.	45
Empire 5s, and 10s.....	36
Amber 8s. and 3s.....	50
Ivy 7s.	50
Starlight 7s	50
Cut Smoking—Great West Pouches, 7s..	51

JOS. COTE, QUEBEC.

Cigars	
St. Louis (union), 1-20.....	$33 00
St. Louis, 1-40.....	35 00
St. Louis, 1-100.....	35 00
Champlain, 1-20.....	35 00
Champlain, 1-40.....	36 00
El Sergeant, 1-20.....	55 00
El Sergeant, 1-40	55 00
El Sergeant, 1-100.....	55 00
Cut tobaccos.	
Petit Havana, ¼, 1-12—1-6.....	0 40
Quesnel, 1-4, 1-8	0 65
" 1-9	0 65
Cote's Choice Mixture, ½-lb tins.....	0 75
" " ½-lb "	0 70
" " ½-lb "	0 80

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz.....	$18 00
Absorbine Jr., per dozen.....	9 00

Yeast.

Royal yeast, 2 doz. 5 cent. pkgs	$1 10
Gillett's cream yeast, 2 doz. in case ..	1 10

For charges for inserting quotations in this dept. apply to Adver. Manager, The Canadian Grocer, at our nearest office.

TANGLEFOOT FLY PAPER The Standard throughout the world for more than twenty-five years. ALL OTHERS ARE IMITATIONS.





"GLOBE" with Percolator.

This pot speaks for itself. When tea is drawn take the Percolator out and tea remains free from tannin.

We make seven sizes of this, also The Champion Tea Pot. Send for price list.

R. CAMPBELL'S SONS

HAMILTON POTTERY

HAMILTON, - ONTARIO

There is only ONE VERDICT

as to the quality of

"Cow Brand" Baking Soda

"Absolutely Perfect in every respect."
"It does all that Pure Soda can do."

Grocers throughout Canada all say the same.

That is why they all endorse it.



CHURCH & DWIGHT

Manufacturers

MONTREAL

FREQUENCY OF SAILINGS

Every twelfth day a Pickford and Black steamer leaves Halifax for Bermuda, The British West Indies and Demerara, and is away thirty-eight days. A delightful trip for moderate cost. Write us.

PICKFORD & BLACK

HALIFAX

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, - 644 Craig Street

MONTREAL.

For best values in

CURRANTS

Get quotations on fruit exported by

J. Caramandani & Co.

Patras, . Greece

Cleaners and Exporters, Est. 1878

Apply to General Agents in Canada:

J. L. Watt & Scott - Toronto

Watt, Scott & Goodacre, - Montreal

Queen City Water White Oil

GIVES PERFECT LIGHT

FOR SALE EVERYWHERE

The Condensed Ads. in The Canadian Grocer bring results

SALT?

Your present stock and your Spring order, what of it?

VERRET, STEWART & CO.
LIMITED
MONTREAL

We have some of the most delicious

Tender Little Beets

you ever saw

We have them in 2-lb. cans, every can wrapped in tissue

If your customers once used these, they would have no other.

Write us for fuller particulars

J. H. WETHEY, LIMITED
ST. CATHARINES



Empire Brand

This Brand is Guaranteed

to give satisfaction. Every article sold under it is specially packed. Not the cheapest but the **BEST.**

Some of the articles packed under it:

Teas, Coffees, Spices, Vegetables, Canned Salmon, Baking Powder, Extracts, Fruits Canned, Jelly Powder, Pickles in bottles, Relish, Celery Salt, Codfish, Icing Sugar, Marmalade, Vinegar in bottles, Rice, etc.

Imperial Vinegar—The very best made in Canada. **We want your order.**

Have You Phoned Us Lately?

4
Free Phones
Use Freely and Oblige

GEO. E. BRISTOL & CO.

Hamilton, - - - - Ontario

CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

Montreal: 232 McGill St. Toronto: 10 Front St. East. Winnipeg: 511 Union Bank Building. London, Eng.: 88 Fleet St., E.C.

VOL. XXIII. PUBLICATION OFFICE: TORONTO, APRIL 16, 1909. NO. 16.



It's time now to talk of Blue—Laundry Blue

The season will soon be in full swing and it will be good business on your part to have

Keen's Oxford Blue

in stock.

You can't have any better blue, for there isn't any.

FRANK MAGOR & CO., 403 St. Paul Street, **MONTREAL**

Agents for the Dominion of Canada

Starch Facts

¶ You know it is wise to look up your stock of Starch at this time.

¶ You also know that it pays to select those brands that will sell without complaint from customers.

¶ If your trade is particular about good results in their laundry or kitchen you will understand why they demand

Edwardsburg "Silver Gloss" Starch and ***Benson's "Prepared Corn"***

It is for you to look into this Starch matter now. There isn't a jobber in Canada that can't sell you our Starches—Ask for and insist upon getting them.

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, Toronto, Ont. Works, Cardinal, Ont. 164 St. James St., Montreal



No Boiling
No Scalding
No Hard Rubbing

What better assurance than these could you give a woman who asks why **"SURPRISE"** is such a popular Soap ?

"SURPRISE" has no padding of filling. It is all soap.

The St. Croix Soap Mfg. Co.

Factory at St. Stephen, N.B.

Branches :—Montreal Toronto Winnipeg Vancouver West Indies

"The World's Best"

The cook who uses Cox's Gelatine knows in advance exactly what to expect, namely, exactly what she (and all other cooks) want, *satisfactory results.*

There are no adulterations in Cox's Gelatine—no by-products to lessen the purity at the expense of a little extra profit for the maker.

Cox's Gelatine

ONE PACKAGE of Cox's Gelatine makes TWO QUARTS OF JELLY

The Purest, the Cheapest, the BEST.

Cox's Gelatine

For greater convenience to meet most modern requirements it is put up in powdered form. STRONGEST, PUREST, BEST. The maximum of quality at the minimum of price to the grocer who buys and sells it. The Gelatine that established the standard.

ABSOLUTELY PURE

A. P. Tippet & Co., Agents

8 Place Royale
Montreal

84 Victoria Street
Toronto



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Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

THE MAN ON THE SPOT

"There is many a slip between the enquiry and the re-p'y." The man on the sp ɔt gets the order—That's me.

FACE TO FACE BUSINESS

G. WALLACE WEESE

Manufacturers' Representative. Hamilton, Can.
Offices, Myles' Fireproof Storage Warehouse.
Write Me To-day.

J. W. GORHAM & CO.

JERUSALEM WAREHOUSE, HALIFAX, N.S.

Manufacturers' Agents and Grocery Brokers

WAREHOUSEMEN

can give close attention to few more first-class agencies. Highest references.

FOR SALE

Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.

J. T. ADAMSON & CO.

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—

27 St. Sacrament Street, Montreal
TEL. MAIN 778 BOND 28

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Fish, Oils, Beans, Peas and Produce.
Agents: "Royal Crown" Skinless Codfish.
Representing Morris & Co. Chicago. Pork and Lard.

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Open for exclusive representation of one or two more reliable houses with good grocery lines. Correspondence solicited. Address

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414 St. Paul St. Montreal

Broker and Manufacturers' Agent.

Open to represent one more up-to-date house desirous of utilizing my excellent connection with the grocery trade.

Correspondence will receive prompt attention.

D. STAMPER

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AND MANUFACTURERS' AGENT

Goods Stored and Distributed
Warehouse, City Spur Track.

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T. A. MACNAB & CO.

ST. JOHN'S, NFD.
MANUFACTURERS' ACENTS
and COMMISSION MERCHANTS

Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's.

Codes: A.B.C, 5th edition, and private.

G. C. WARREN

Box 1036, REGINA

Manufacturers' Agent and Commission Merchant. Direct Importer of all grades of pure Ceylon Teas, and Grocery and Drug Specialties. Dealer in Coffees, Spices, Mustard, etc. Established eleven years. More lines desired.

W. S. CLAWSON & CO.

Manufacturers' Agents and Grocery Brokers.

Warehousemen

ST. JOHN, - - - N.B.

Open for a few more first-class lines

Finest Storage

in Toronto. Our own warehouse.

Lowest possible rates.

Also lowest insurance rates.

—

W. H. MILLMAN & SONS

GROCERY BROKERS

TORONTO

W. G. A. LAMBE & CO.

TORONTO

Grocery Brokers and Agents.

Established 1885.

W. G. PATRICK & CO.

Manufacturers' Agents
and
Importers

29 Melinda Street, Toronto

MacLaren Imperial Cheese Co.
Limited

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Agents for Grocers' Specialties and Wholesale Grocery Brokers

TORONTO, Ont. DETROIT, Mich.

Don Storage and Cartage Co.
Limited

81 Front Street East
TORONTO

PHONE M. 2823

Storage facilities unequalled in city—Special cartage delivery—Lowest rate of insurance.

Wholesale Grocery Brokers
and
Manufacturers' Agents

Connection with Jobbing Trade of Toronto, Hamilton and London. Foreign and Domestic Agencies Solicited. Best of Storage Accommodation.

BLIND BROKERAGE CO.
23 Scott Street Toronto

CARMAN BROKERAGE Co.

Wholesale Grocery Brokers

141 Bannatyne St. E. WINNIPEG, MAN.

We keep in close touch with the wholesale trade—Winnipeg and West—write us.

C. & J. JONES

WHOLESALE BROKERS
MANUFACTURERS' AGENTS AND IMPORTERS.

62 Scott Block - WINNIPEG, Man.

Domestic Agencies Solicited. Good Storage Facilities.

WATSON & TRUESDALE

(Successors to Stuart, Watson & Co.)

Wholesale Commission Brokers and Manufacturers' Agents.

WINNIPEG, - MAN.

Domestic and Foreign Agencies Solicited.

(Continued on page 4.)

Choice
Cohoe Salmon

to sell at 1/2s

10c.

TWO SNAPS

Specials at
85c. Doz.

Canned
Singapore
Pineapple

Whole
Sliced
Cubes
} 1s

to retail at 10c.

EBY-BLAIN, LIMITED

Wholesale Grocers TORONTO

STABILITY

The **"EXCITEMENT"** caused in the Tea Trade through the possibility of a duty being placed on Tea in the United States, has subsided very suddenly, as it is now definitely known that there will be **NO TAX** levied.

We strongly advised our friends in our last announcement **NOT** to speculate on the chance of an advancing market, and that we would make **NO** change in our prices for Package or Bulk Teas.

We trust they all acted on our suggestion. We shall be glad to mail samples and prices of all our Teas on application to

BLUE RIBBON TEA CO., Limited

266 ST. PAUL STREET, - MONTREAL, P.Q.

HALIFAX

R. B. COLWELL

Representing in
Nova Scotia

Maritime Dairy Co.
Sussex Mineral Springs Co.
Ingersoll Packing Co.
Asepto Mfg. Co.
Ebony Polish Co.
E. D. Smith

Also Dealer in Butter, Eggs and Cheese. Consignments solicited. Highest market prices guaranteed. Quick turnover and prompt returns.

CORRESPONDENCE REQUESTED

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Halifax, N.S.

SASKATOON

CLARE, LITTLE & CO.

WESTERN DISTRIBUTORS

Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business Solicited.

PHONE 159 SASKATOON,
P.O. BOX 257. Western Canada

Try a business card in The Canadian Grocer.



It dries them up **Common Sense** KILLS { Roaches and Bed-Bugs / Rats and Mice

All Dealers and 381 Queen St. W., Toronto, Ont.

Dealers find Common Sense a very good seller, for the reason that it gives general satisfaction and each customer tells others about same. Write for prices.

THE PEOPLE OF

JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax

A. Boake, Roberts & Co., Limited

STRATFORD

LONDON - - ENGLAND

For:—

Vinegar and Sauce Coloring

Essential Oils Essences Oil Lemon

Acid Phosphate & Phosphate Lime Precip.

Harmless Colorings

Herbs, Roots, etc.

CANADIAN AGENTS:—

Andrews, Gillespie & Co.

CORISTINE BLDG.
MONTREAL

and Room 32-38 Colborne St., Toronto

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Brokers and Manufacturers' Agents

—Your business card on this page will keep
—your name and field of operations before
—Manufacturers, Importers and others
—looking for responsible representatives.
It costs you little and means much to you if you are looking for agencies.

Write for particulars to

THE CANADIAN GROCER
Montreal Toronto Winnipeg



is without a peer in the Canadian market.

No tea is more extensively advertised or better known.

Good tea is a magnet which always draws trade.

Ridgway's Tea will be a trade winner for your store.

CANADIAN OFFICE, VANCOUVER, B.C.

Agents—Richards & Brown, 314 Ross Avenue, Winnipeg, Man.

ESTABLISHED 1849

BRADSTREET'S

Capital and Surplus, $1,500,000
Offices Throughout the Civilized World

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claims as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale jobbiug and mauufacturiug coucerns, and by responsible and worthy fiuancial, fiduciary and busine s corporatious. Specific terms may be obtained by addressing the Company at any te offices.
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ST. JOHN, N.B.
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WINNIPEG, MAN.
HAMILTON, ONT
MONTREAL, QUE.
QUEBEC, QUE.
TORONTO, ONT.
VANCOUVER, B.C.

—OFFICES IN CANADA—

THOS. IRVING, General Manager
Western Canada, Toronto

To the Trade:

Do You Know Why

CEYLON TEA

IS SO

Rapidly Displacing the Thin Light Teas, Here, in America?

(Two and Three-Quarter Millions Increase in Direct Shipments Alone in 1908 over 1907.)

First: Because it Makes a Strong, Full-Bodied Tea to Satisfy the Coffee-Educated Palate;

Second: Because of Its Piquant Flavor;

Third: Because of Its Unvarying Excellence;

and

Fourth: Because of Its Cheapness Regardless of Cost.

A Pound of Ceylon Tea
"Goes Twice as Far"
as the Light Thin Tea.

Why You Should Handle Old Homestead Brand

You can absolutely rely on its uniform high quality. Uniformity in unbeatable excellence is the claim we advance for OLD HOMESTEAD BRAND—a claim substantiated by every can bearing the Old Homestead Label. Old Homestead quality is maintained by very critical selection of stock. Our inspectors reject everything that does not come up to the high standard we have adopted. When stock has been bought it is packed in a factory that is a model of scientific sanitation and up-to-date processing equipment and methods. From the garden to the can Old Homestead Brand is transferred in the manner that preserves the full, delicious flavor and nutriment of the highest grade fruit and vegetables.

Specify Old Homestead Brand
WHEN ORDERING FROM YOUR JOBBER.

The Old Homestead Canning Co.

Picton **Ontario**

FARMER BRAND

Canned Goods Class by Themselves.

WHY?

Growing our Fruits and Vegetables on our own 3,000 acres of garden land has enabled us to produce goods as yet

UNEQUALLED

If better are ever packed we will have the doing of it.

The Farmers Canning Company, Limited

BLOOMFIELD, ONT.

"PEERLESS" Brand
Canned Goods

are, in quality, just what the brand denotes, beyond question the finest output of any Canadian factory.

Put up by the Beamsville Preserving Co., Limited.

SOLE DISTRIBUTORS:

WARREN BROS. & CO., - LIMITED

TORONTO and KINGSTON



Tilbury Brand Tomato Catsup

made in Canada's best equipped Canning Factory

A Strictly High Grade Catsup at a Standard Grade Price

A Trade Winner

Selling Agents :

GREEN & CO., 25 Front Street East, Toronto.
RYAN BROS., 147 Bannatyne Avenue, Winnipeg.

The Tilbury Canning Company, Limited, Tilbury, Ont.

Unequalled in Quality

and a Producer of Permanent Profit

QUAKER Canned Goods

THE BLOOMFIELD PACKING CO.

BLOOMFIELD, - ONT.

PACKARD'S

"SPECIAL"

SHOE DRESSINGS

Give the Retail Grocer a

Larger Percentage of Profit

than staple lines of groceries

EVERY PACKAGE GUARANTEED

If your wholesale dealer does not keep it in stock, write us.

L. H. Packard & Co., Ltd.

PACKARD BUILDING

9 to 17 St. Antoine St., - MONTREAL

MANUFACTURERS OF HIGH-CLASS

SHOE DRESSINGS



FRENCH GLYCERINE
A Liquid Self Polisher, Retails at 10c



BLACK "O"
A Liquid and Paste combined
Retails at 10c. Tin.

GINGER BREAD

BRAND

MOLASSES

Is the Product of the British West Indies Sugar Cane.

It is sold in tins, pails, barrels and half barrels.

For cooking and table use it is undoubtedly the best.

"THE BEST THERE IS"

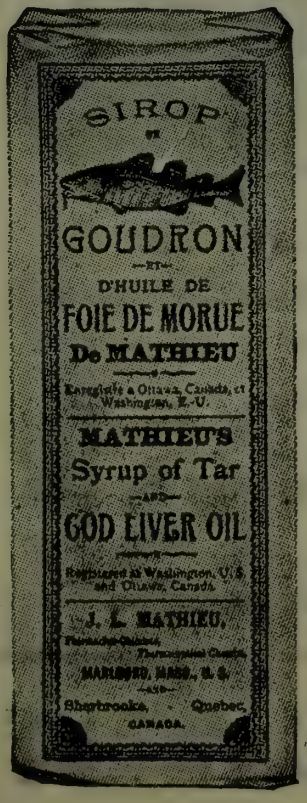
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C. DeCarteret,	Kingston.	R. G. Bedlington & Co.,	Calgary
Jas. N. McIntosh,	Ottawa	Tees & Pearse,	Edmonton.
Geo. Musson & Co.,	Toronto.	Wilson & McIntosh,	Vancouver
J. W. Bickle & Greening,	Hamilton.	C. Leonard Grant,	P. E. Island
G. H. Gillespie,	London		

Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia



WHY YOU SHOULD SELL

MATHIEU'S SYRUP

of Tar and Cod Liver Oil

REASON NO. 2

It gives you a decent margin of profit. This profit is all profit. There is nothing to be subtracted from it at the end of the season. No bad or unsalable stock. No time and trouble spent in persuading people to have it.

Mathieu's Syrup sells all the year round. It is always on the move from off your shelves into your customer's hands.

Mathieu's Nervine Powder is another good Seller. Both are necessities in your business.

MAIL THAT ORDER TO-DAY

J. L. MATHIEU CO., Props., SHERBROOKE, P.Q.

Sold by wholesale trade everywhere
Distributors for Western Canada:

Foley Bros., Larson & Co., Wholesale Grocers and Confectioners, Winnipeg, Edmonton, Vancouver.

L. Chaput, Fils & Cie., Wholesale Depot, Montreal

"CHOCOLATE BORDEAUX"

Once tried, Always used, Never condemned.

There is nothing that will boost your sales and profits more than a careful selection of new goods. It will put new life into your whole line.

When you are offering the same lines that you did last year and the year before, or the same goods that your Competitors are offering, there is no incentive for people to keep coming to your store.

It takes "No time" to sell our justly famous specialty **"Chocolate Bordeaux"** and customers are gratified.

Time, energy and ability are alike wasted in foisting **cheap imitations** upon your customer, your standing with him is injured, your profit is diminished.

If you have nothing better to do, well and good; but if you are an up-to-date Twentieth Century Sweet-handler, you cannot afford to do it.

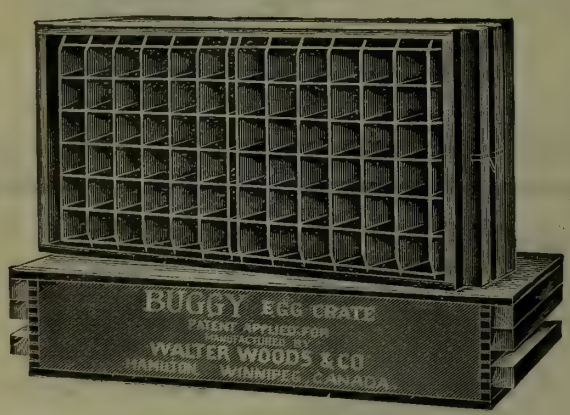
Write for samples. It does not cost you one cent or place you under any obligation to us.

Write to-day

The MONTREAL BISCUIT CO., MONTREAL

Manufacturers of "Sweets that Satisfy"

Buggy Egg Crate



Everybody Says So:

"Just the thing" "Been looking for this"

"Well, how simple" "So handy"

Every Dealer Should Have Them

Walter Woods & Co.

Hamilton and Winnipeg

PRACTICAL — ECONOMICAL — HANDSOME



Eureka Refrigerators are the most practical refrigerators made because they embody every modern convenience to enable you to conveniently handle foodstuffs.

They are the most economical because they have a perfect system of dry air circulation, which is practically a guarantee of perfect refrigeration.

Food stuffs kept in an **EUREKA REFRIGERATOR** retain their freshness for an indefinite period, thus assuring preservation until sold. Moreover, **EUREKA REFRIGERATORS** are extremely easy on ice.

You know how far appearance goes in pleasing customers!

EUREKA REFRIGERATORS

have a strikingly handsome appearance and finish.

Write for Our Catalogue

EUREKA REFRIGERATOR COMPANY, LIMITED

54 and 56 NOBLE STREET, TORONTO, Canada

DO YOU WANT

to buy or sell anything, to engage a clerk or secure a situation? Try a Condensed Ad. in The Canadian Grocer, it will bring results. Two cents per word for first insertion, one cent per word for each subsequent insertion. See page 69 for yearly rates.

Famous
Dayton Scales

The Scale with the Guarantee, and the Guarantee backed up by our Canadian Factory

The scale that saves time, money and worry. The Dayton is the only scale that is fitted with an **automatic thermostat,** which **regulates the scale in every temperature.** No other scale maker can use this **wonderful invention,** as we have all patents on it. **Remember, the Dayton Scale fitted with the automatic thermostat is always right. Hot or cold weather makes no difference with it. Other scales may change in cold weather or hot weather, but the Dayton does not.**

We say to the merchants of Canada: "The Dayton Scale will positively stop the giving of overweight." We can prove it to you. **The thousands of merchants who have bought Dayton Scales prove this every day.**

There are more Dayton Scales sold than all other computing scales combined. There is a reason for this, and the Dayton Scale is acknowledged to be the finest scale in the world.

When you buy, be sure you get the finest, and remember **the Dayton costs no more than the cheaply made grade of computing scales offered on the market to-day.**

Send in your card, and we will have a scale demonstrated to you. You will be under no obligation to buy it.

Do not buy the imitation. Buy the original famous Dayton Scale.

The Computing Scale Co. of Canada
Limited

164 King St. West - Toronto, Ont.

LONG DISTANCE TELEPHONE MAIN 2204

Classified Advertising

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

Yearly Contract Rates.

100 words	each	insertion,	1 year.....	$30 00
"	"	"	6 months...	17 00
"	"	"	3 months...	10 00
50	"	"	1 year.....	17 00
"	"	"	6 months...	10 00
25	"	"	1 year.....	10 00

PERIODICALS.

ADVERTISING writers and business men interested in good printing should subscribe to Canada's only printing trade paper, THE PRINTER AND PUBLISHER. Subscription price $2 per annum. Address, 10 Front Street East, Toronto.

CANADIAN MACHINERY AND MANUFACTURING NEWS, $1 per year. Every manufacturer using power should receive this publication regularly, and also see that it is placed in the hands of his engineer or superintendent. Every issue is full of practical articles, well calculated to suggest economies in the operation of a plant. Condensed advertisements for "Machinery Wanted" inserted free for subscribers to the GROCER. "Machinery for Sale" advertisements one cent per word each insertion. Sample copy on request. CANADIAN MACHINERY, 10 Front St. East, Toronto.

COMPLETE information on books, stationery, fancy goods, music, photo supplies and kindred lines is given each month in THE BOOKSELLER AND STATIONER, of Canada. Subscription price $1.00 per annum. Address, 10 Front Street East, Toronto.

THE BUSY MAN'S MAGAZINE is the most popular periodical of its kind. Why? Because each issue contains a strong list of original articles of interest to every Canadian. It also reproduces the most timely, instructive and interesting articles appearing in the other magazines and periodicals of the month. The cream of the world's periodical press is too valuable to overlook. BUSY MAN'S is on sale a. all news-stands. Better still, send $2 for one year's subscription. Mail it to-day. THE BUSY MAN'S MAGAZINE, Toronto.

THE market reports make HARDWARE AND METAL a necessity to every hardware merchant, paint and oil dealer in Canada. It is mailed every Friday. Subscription price is $2 per year. Address HARDWARE AND METAL, Montreal, Toronto or Winnipeg.

FOR SALE.

FOR SALE—Town, city, rights for preserving eggs. None better; fortune builder. Start this spring. W., care GROCER, Toronto. (16p)

DUPLICATING DEVICES.

IF INTERESTED in a Duplicating Machine for getting out circular letters, reports, price-lists, etc., or for printing various office forms, write for booklet and samples of work. The "POLYGRAPH" is the newest, latest and best and sells for a lower price than the others. Is unexcelled by any similar device on the market. F. W. Tenney, Canadian Sales Agent, Stair Building, 123 Pay Street, Room 116, Toronto, Canada.

SITUATIONS WANTED.

MAN with 20 years' experience in business open for engagement as traveler through Province of Quebec for manufacturing concern. Best of references. Box 305, GROCER office, Toronto. (19p)

ADDING MACHINE.

ELLIOTT-FISHER Standard Writing-Adding Machines makes toil easier. Elliott-Fisher Limited, 513, 83 Craig St. W., Montreal and 129 Bay St., Toronto.

BOOKS FOR THE GROCER.

ART AND SCIENCE OF WINDOW DRESSING, by S. W. Roth. Every retail grocer should learn the methods set forth in this book—which is specially written for **Grocers**—on how to make grocery windows attractive and thus draw trade. Every means of successfully displaying goods is treated of in its 14 chapters and 30 illustrations. Price $2.00, postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

COFFEE, its history, classification and description, by J. M. Walsh. This interesting and instructive book deals with the commercial classification and description, adulteration and detection, and the art of blending and preparing of coffee. Price, $2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include special sales, getting holiday business, co-operative advertising, money-making ideas, contests, etc. Price, $2.50 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

TEA BLENDING as a fine art, by J. M. Walsh. This work is especially designed for the use and instruction of those engaged in the tea and grocery business, containing formulae for the scientific and judicious combination of the different varieties and grades of tea. Price, $2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

TEA, its history and mystery, by J. M. Walsh. The contents of this practical and exhaustive work include cultivation and preparation; adulteration and detection; arts of testing, blending and preparing; chemical and medicinal properties, etc. Price, $2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

WANTED.

WANTED in every town and village, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine. Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

AGENT WANTED.

WANTED—Manufacturer's agent or jobber in every large distributing center in Canada (where not already represented) to handle our full line of high grade Chocolates and Bon-Bons. Many other leading lines to offer to the right parties. When replying state lines you handle, connections and district covered. The o ntreal Biscuit Company, Montreal. [18]

TRY A

Condensed Ad.

IN THE

Canadian Grocer

MISCELLANEOUS.

A MARKET OF BUYERS, backed up by money to spend, is open to you in the Busy Man's Magazine. Every territory in Canada is represented. If you have something to sell, something you want to buy, a condensed advertisement in the Busy Man's Magazine will put you in touch with the classes you want to reach. Four cents per word will carry your message from Atlantic to Pacific. Send copy of your advertisement along with order to cover cost of insertion. Your announcement will appear under a special heading. Busy Man's Magazine, Montreal, Toronto, Winnipeg.

AUSTRALIA CANADIAN MANUFACTURERS and Exporters—An experienced Canadian salesman of exceptional ability, about to locate in the commercial centre of Australia, will handle and introduce manufacturers' and exporters' products on their own terms. What have you to offer? Address Salesman, care CANADIAN GROCER, Toronto. (12p)

HIGH CLASS COLOR WORK—Commercial stationery, posters. The Hough Lithographing Co., Limited. Office, No. 3 Jarvis St., Toronto. Telephone, Main 1576. Art, good workmanship, business methods.

$60,000,000 Shrewd merchants all over the world have paid $60,000,000 for 650,000 National Cash Registers. They've saved more than that. The National Cash Register Co., F. E. Mutton, Canadian Manager, cor. Yonge Street and Wilton Avenue, Toronto.

NOTICE—Users of Pitner Gasoline Lamps are warned against being induced to purchase parts of other makes of lamps to be used on the Pitner. The most vital part of any lamp is its generator, and the Pitner generator has been granted a patent in Canada, the United States and other countries, on the principle of its improved method of generating gasoline vapour. Supplies and parts for the Pitner Lamps can be received by return mail by applying to our representatives or direct to the Pitner Lighting Co., Limited 36-38 Lombard St., Toronto, Ont.

MAPLE SUGAR—Cakes or tins. Written guarantee of purity. Woodman & McKee, Coaticook, Que. (19p)

THE WALES VISIBLE ADDING AND LISTING MACHINE is superior to any other machine for these reasons, among others:—Visible Printing, Flexible Keyboard, Column Space Bar, Automatic Clear Signal, Adjustment for Carbon Copies, Eliminating Keys, enabling the operator by the mere pressure of a key to add without listing or list without adding. 30 days free trial to responsible people. Write us for free illustrated catalogue. Adder Machine Company, Wilkesbarre, Pa.

When writing advertisers kindly mention having seen the advertisement in this paper.

EXPORT TRADE DEPARTMENT.

Firms Abroad Open for Canadian Business.

Messrs. Gordon, McDonald & Co., 6-7 Cross Lane, East, cheap, London, invites correspondence, either from Exporters of Canadian produce or Importers of general groceries. From their long experience in Glasgow, Liverpool, and London, they have a wide and comprehensive knowledge of both trades on every side. All goods imported paid cash against documents. References to Montreal firms with whom we have done business for many years. Cable address, "Donable." Codes—"A B C," fifth edition, Riverside and Adams.

DAVID SCOTT & CO.

Established 1878. 10 North John St.

LIVERPOOL, ENGLAND.

Splendid connections and references. Try us with a shipment of CANNED GOODS.

T. A.—Scottish, Liverpool.



TRAVELING SALESMEN

EARN BIG SALARIES

From $1,000 to $10,000 a year and expenses. If you want to enter the easiest, best paid profession in the world, our free catalogue "A Knight of the Grip" will show you how. We place hundreds of our graduates in good positions with the best firms all over the United States and Canada. Write (or call) for particulars today. Address

Dept. 287 National Salesman's Training Association

Chicago, Kansas City, New York, Minneapolis, San Francisco.

Write nearest office.

What's in a Claim?

unless the claimant can "make good?" We are "making good" every claim we ever made for the

"Pansy" Broom



You will find the "Pansy" just the right size and weight to suit housekeepers. It is made from only the finest quality of broom corn and shows evidence of the greatest broom-making skill. We can give you excellent values in all lines of brooms, but our very best value is undoubtedly the "Pansy."

H. W. Nelson & Co., Ltd.
TORONTO, ONTARIO

Good Coffee

Coffee better than the average.
Coffee superior to others.
Coffee so exquisite in flavor.

That people want it again—and again. That's what

Aurora Coffee

is. The best money can buy. It retails at 40 cents and leaves you a margin for yourself that is worth while—something to justify your buying the brand and introducing it to your customers. Don't lose this chance.

W. H. GILLARD & CO.
Wholesale Grocers *Coffee Importers*
HAMILTON
Branch House—Sault Ste. Marie

WHITE SWAN COFFEE

Must be good when particular grocers have increased their orders

ENOUGH TO TREBLE OUR SALES INSIDE OF ONE YEAR

WHITE SWAN COFFEE

is exactly suited to HIGH CLASS FAMILY TRADE where quality is appreciated

Packed 2 doz. 1-pound tins per case

ORDER NOW

White Swan Spices and Cereals Limited
TORONTO

As Pure as Windsor Salt

$1.00 Sold $25 Worth of Groceries

It was a thirty-mile trip to town and the instructions of Mrs. Smith to husband John were to get a dollar's worth of Windsor Salt at the grocer's—naturally husband John secured his entire list of groceries at the store that was stocked with "Windsor." He spent twenty-five dollars in that particular store.

The reason why Mrs. Smith was determined to have Windsor Salt was and is plainly evident—its uniform excellence, purity, whiteness and dryness. It pays to sell the salt that helps to sell other goods in the store.

Windsor Salt

CANADIAN SALT COMPANY, LIMITED,
Windsor, Ont.

BATGER'S LEMON SQUASH

Great Merit

We find our best sa'esman for Batger's Lemon Squash is its delicious flavor and all round high merit. Made from finest fruits and pure cane sugar.

Keeps sweet and good after being uncorked

ROSE & LAFLAMME, LIMITED
Agents
MONTREAL and TORONTO

BATGER'S

Xmas Goods

Our travellers will see you any day now with a splendid line of BATGER'S

XMAS CRACKERS,
XMAS STOCKINGS,
XMAS NOVELTIES,
Etc., Etc.

And a full assortment of the famous English Confectionery made by BATGER & CO., London.

Await Our Representative

Rose & Laflamme, Limited
Montreal and Toronto

JOBBERS' HEADQUARTERS FOR

JAPAN TEA

S. T. NISHIMURA & CO.

MONTREAL and JAPAN

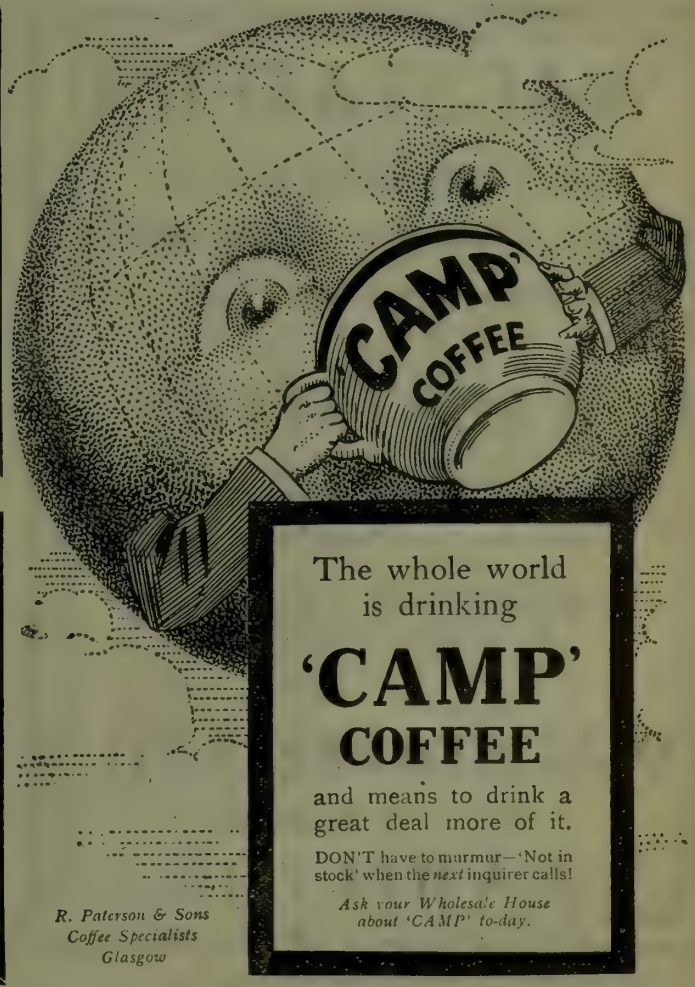


McLean's White Moss Cocoanut

It takes a good many years and mighty persistent effort to turn out a cocoanut that meets the every need of the housewife, but we have been at it just about long enough to ensure our having succeeded in this respect.

That's why it will pay you best to sell our brand

The Canadian Coooanut Co., Montreal



The whole world is drinking

'CAMP' COFFEE

and means to drink a great deal more of it.

DON'T have to murmur—'Not in stock' when the *next* inquirer calls!

Ask your Wholesale House about 'CAMP' to-day.

R. Paterson & Sons
Coffee Specialists
Glasgow

EVERY WOMAN IN MONTREAL

WILL VISIT THE

PURE FOOD AND HOUSEKEEPERS' SHOW

MAY 17 to 29th

at COLISEUM, Guy Street

Have you secured space?

Address: Write now

G. ROBERTSON, COLISEUM, GUY STREET
MONTREAL

Pure, Full-Flavored Jelly

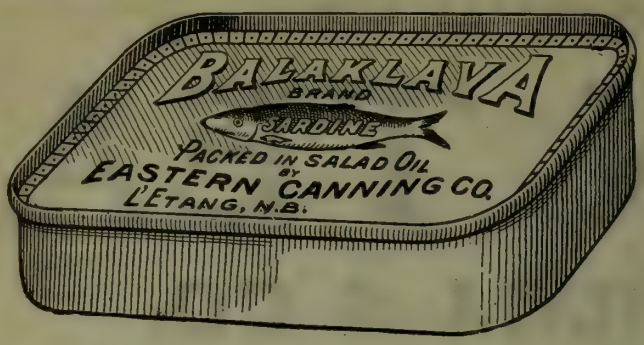
Is what your customers expect to get from Jelly Powders, and that is what they do get when you sell them

Shirriff's Jelly Powders

Don't risk disappointing customers by selling inferior goods.



IMPERIAL EXTRACT CO., 18-22 Church Street TORONTO, CAN.



BALAKLAVA SARDINES

What you want, Mr. Grocer, is perfection in Sardines, as near as it is possible to get to it, coupled with a good profit.

In a few words this is what our proposition is when we offer you ***Balaklava Sardines.***

Order a Trial Case and See

Montreal Agents: C. A. Chouillou & Co. Toronto Agents: Green & Co., 25 Front St. E.

Hamilton Agent: Jos. Somerville. London, Ont. Agents: D. C. Hannah Quebec, Que., Agents: Boivin & Grenier.

The Eastern Canning Company, Port Canada, N.B.

WAGSTAFFE'S

Fine old English

Pure Orange Marmalade

Season 1909, now ready.

WAGSTAFFE'S

Jams, Jellies and Sealed Fruits

are better than the imported.
Once tried always used.

WAGSTAFFE, LTD.

Pure Fruit Preservers

HAMILTON

Lines That Will Sell Well Right Now!

Successful Merchants who have stocked the goods of the Taylor & Pringle Co., Ltd., declare that they sell much better than the ordinary, and are thoroughly satisfactory in every way. Here are our leaders:



Queen Quality Pickles

Sweet, Mixed and Chow

Bulk Pickles, all sizes; Tomato Catsup, Worcestershire Sauce, Pure Apple Cider, Cider Vinegar.

NON-ALCOHOLIC WINES IN PINTS AND QUARTS AND IN BULK IN KEGS

German Sauer-Kraut Pickles in Brine.

RYAN & HOOPER, Toronto Agents

Taylor & Pringle Co., Ltd.

Owen Sound, Ont.



CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat Put up in ¼ gross cases

Bulk in 7-lb. Pails, ½ doz. in crate.

25-lb. Pails and 75-lb. Tubs.

Capacity one ton per hour. Sold by all wholesale dealers.

The CAPSTAN MFG. CO., - Toronto, Ont.

TO MANUFACTURERS' AGENTS:

HARDWARE AND METAL has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address

Business Manager

HARDWARE AND METAL

Montreal and Toronto.



TO SETTLE DOUBT

Drop a postal to our Canadian Agents (mentioned below) for free full-sized tasting bottle of H.P. Sauce.

Try it on your own plate, and then you will see why your customers want it.

Wide-awake grocers are making H.P. Sauce their leading line.

Our bright Canadian advertising tells the people all about H.P. and what it is made of, how good it is for the appetite, palate and digestion.

Large and quick turnover on H.P.

W. G. Patrick & Co., Toronto and Montreal. R. B. Seeton & Co., Halifax, N.S.
Georgeson Co., Ltd., Calgary, Alberta. Ellis & Co., Ltd., St. John's, N.F.
Kelly, Douglas & Co., Ltd., Vancouver, B.C.

MIDLAND VINEGAR CO., Ltd. **BIRMINGHAM AND LONDON, ENG.**



One reason for the popularity of

Sterling Brand Pickles

is in their delicious flavor. These famous Canadian-made pickles are made from the best selected vegetables. They are "Best Sellers."

Order from your jobber or direct.

THE T.A.LYTLE CO., LTD.
Sterling Road, - Toronto, Can.

GASTRONOMICALLY PERFECT
and Purity backed up by $5,000

MASON'S O.K. SAUCE



Giant Bottle retails at 25 cents.
Secured profit 33⅓%

Sole Manufacturers
GEO. MASON & CO., Ltd.
LONDON, ENGLAND.

Represented by
S. T. Nishimura & Co.
55 St. Francois Xavier St.
MONTREAL

N.B.—The trade are cautioned to avoid imitations.

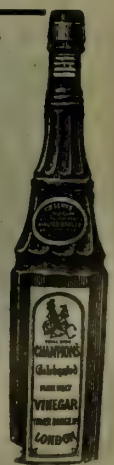
ESTABLISHED OVER 200 YEARS

CHAMPION'S IS THE BEST VINEGAR

MADE FROM FINEST MALT

LONDON, ENGLAND

Commands a Preference Over All Others.



Agents for Ontario: Green & Co., Front St., Toronto **Agent for Quebec: J. Walter Snowdon, 413 St. Paul St., Montreal**
Agent for Northwestern Provinces: W. H. Escott, 141 Bannatyne Ave. East, Winnipeg
Agent for New Brunswick: W. S. Clawson & Co., St. John

WE ARE OPEN TO DO BUSINESS ON EASY CONSIGNMENT TERMS. *WRITE OUR AGENTS FOR PARTICULAR*



Look to

BORDEN'S BRANDS



Unsweetened

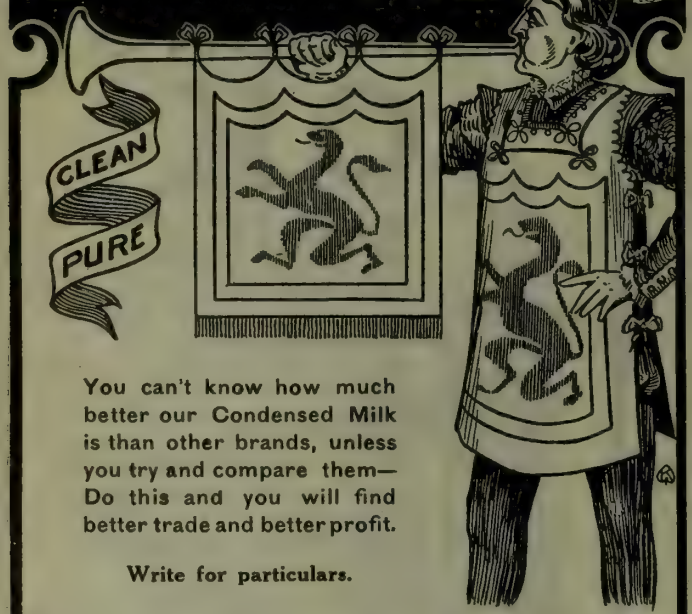
If you are wise you will see that your customers are supplied with **"Eagle Brand" Condensed Milk and "Peerless Brand" Evaporated Cream.**

It's the best and purest—no mere assertion, but a fact based on fifty years scientific study and trial
You can buy them from every jobber in Canada.

WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man. **Shallcross, Macauley & Co., Vancouver and Victoria, B.C.**

BANNER BRAND CONDENSED MILK



You can't know how much better our Condensed Milk is than other brands, unless you try and compare them—Do this and you will find better trade and better profit.

Write for particulars.

John Malcolm & Son

ST. GEORGE, - - - - - ONTARIO



IMPERIAL EVAPORATED CREAM

Steady sales, repeat orders. These are the best criterion by which to judge the merit any line is awarded in the eyes of the consumer.

IMPERIAL BRAND EVAPORATED CREAM

is meeting with popular favor, judging by orders we are receiving. Do YOU sell it?

The Canadian Condensing Co.

CHESTERVILLE, ONT.

GENERAL SALES AGENTS :—S. H. Ewing & Sons, MONTREAL



A Brand That Means Much

is

CANADA FIRST

It is the leading, purest, richest and most digestible product in the line of evaporated cream that any grocer can carry. We help to make its merits known by extensive advertising and the quality of the goods does the rest.

Order from your wholesaler

AYLMER CONDENSED MILK CO., Limited

AYLMER, - ONTARIO



ST. CHARLES CREAM

UNSWEETENED—STERILIZED

THE PUREST AND BEST

Prepared with the greatest care from the highest grade milk obtainable in the famous Oxford County district in Ontario.

Our sweetened brands, Silver Cow, Purity and Good Luck Milk, are the best that science can produce. Persons preferring sweetened milk will find any of these brands of the highest quality and every can guaranteed. A trial will convince you that there is no superior.

We are prepared to make prompt shipment of any of the above brands.



St. Charles Condensing Co.

INGERSOLL, - ONTARIO
CANADA

Grocers' Specialties

Coffee	Prunes
Tea	Raisins
Spices	Ev. Apples
Extracts	Ev. Peaches
Jams	Ev. Apricots
Jellies	Ev. Pears
Syrup	Starch
Molasses	Cereals

Ask for Quo ations

The **John King Co., Ltd.**

FORT WILLIAM, ONT.

Sanitary Cans

For Hand Filled Goods

Tomatoes, Stringless Beans, Asparagus, Spinach, Etc., Apples, Peaches, Pears, Plums, Etc.

Sanitary Enamel Lined Cans

For Color Fruits and Goods of Strong Acidity

Strawberries, Red Raspberries, Black Raspberries, Blackberries, Sour Cherries, Blueberries, Beets, Rhubarb, Etc.

"The Can Without The Cap Hole"
"Bottom Like The Top"

Write for Samples

Sanitary Can Company, Ltd.

Niagara Falls, - - Ontario

DO YOU KNOW

That for 10 cents you can supply your customers with a quarter-pound tin of

WHITE SWAN MUSTARD

which for pungenoy and flavor

IS UNEXCELLED BY ANY HIGH CLASS MUSTARD SOLD IN CANADA

Shows you a profit of 33⅓% and gives absolute satisfaction

Packed 4 doz. to the case

White Swan Spices and Cereals Limited

TORONTO

NEW

MAPLE SYRUP

See Our Travellers.

The Davidson & Hay Ltd., Wholesale Grocers **Toronto**

ST. LAWRENCE Granulated Sugar

Maintains its high standard of excellence. This is proved by the following recent Government analysis:

Laboratory of Provincial Government Analyst,

Montreal, February 22nd, 1909

I HEREBY CERTIFY that I have drawn by my own hand ten samples of the St. Lawrence Sugar Refining Co.'s Extra STANDARD GRANULATED SUGAR, indiscriminately taken from four lots of about 150 barrels each and six lots of about 450 bags each. I have analyzed same and find them uniformly to contain 99-99/100 to 100 per cent. of pure cane sugar, with no impurities whatever.

(*Signed*)
MILTON L. HERSEY, M.Sc., LL.D.
Provincial Government Analyst.

The ST. LAWRENCE Sugar Refining Company, Limited
MONTREAL

Redpath

is

CANADA'S STANDARD

for

REFINED SUGAR

Manufactured by

The Canada Sugar Refining Co., Limited
MONTREAL

PRINCE OF WALES PURE EXTRACTS POSSESS REGAL QUALITY

That is why they are so popular with the housewife.
They please the most fastidious.

Every flavor in 2 oz., 2½ oz. and 4 oz. bottles.

S. H. EWING & SONS, Montreal and Toronto

Tartan BRAND

SIGN OF PURITY

Build up your trade with the Best Goods.

TARTAN Tea pays the retailer a handsome profit.

TARTAN Coffee, Spices and Extracts are guaranteed pure.

TARTAN Canned Fruits and Vegetables have the home flavor and are recommended by connoisseurs.

TARTAN Baking Powder, Baking Soda, Syrup, Salmon and Groceries build up your business.

Send us sample orders and see the magic change.

Phone ***596***—specially reserved for Long Distance Calls.

BALFOUR, SMYE & CO.

Headquarters for all Fancy and Staple Groceries **HAMILTON, ONT.**



E.D.S. BRAND
Jams and Jellies

GUARANTEED ABSOLUTELY PURE. UNEQUALLED IN FLAVOR

AGENTS

W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg ; R. B. Colwell, Halifax, N. S. ; J. Gibbs, Hamilton

E. D. Smith's Fruit Farms, Winona, Ont.

Those Who Wish to Rent or Hire

stores or departments, sell or buy businesses or stocks, place or acquire accounts, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises, should not fail to use the Want Advertisement Page of **THE CANADIAN GROCER.** It is the central office of the grocery, fruit, provision, canned goods and foodstuffs trade of Canada.

Free Trip to "Toronto National Exhibition"

and Return, with Six Admission Tickets thrown in for Good Measure.

To anyone, living in Canada, who sends us new, full-year, paid-in-advance subscriptions as per schedule below, will be furnished Free First-Class Railway, or Steamship, Transportation (as preferred) to Toronto and Return, over any Canadian Railway, or Steamboat Line, together with Six Regular Admission Tickets to the Toronto National Exhibition this fall. Tickets good during the Exhibition, subject to the regulations of the transportation company issuing them.

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51	100	5	
101	150	7	
151	200	9	
201	250	11	
251	300	13	
301	350	15	
351	400	17	
401	450	19	
451	500	21	
501	600	23	
601	70	25	
701	800	28	
801	900	31	
901	1000	34	
1001	1100	37	
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Upon request we will send you copies of the schedule on the opposite side for the convenience of yourself or your friends, together with sample copy of Busy Man's and order book.

If you have energy and desire to see the Exhibition at our expense, gratify both by combining them into subscriptions to the greatest of Canadian Periodicals.

The Busy Man's Magazine

Toronto - Canada

P. S.—Begin now; do not wait until the Exhibition is at hand; get your subscriptions in and your tickets delivered early.

UNSOLICITED TESTIMONIALS

I consider The Busy Man's Magazine the best I have yet come in contact with.
HENRY WILSON, Toronto.

We have subscribed to many British and American magazines, but found none to equal yours as a Business or Busy Man's Magazine. The articles are so admirably selected that one can start at the first and read right through to the last page and enjoy superior reading all the way.
AULD & CO., South Dunedin, New Zealand

We would not like to miss the future copies of The Busy Man's Magazine.
INGERSOLL PACKING CO.

The Busy Man's Magazine is the best magazine I have had the pleasure of perusing. If my subscription should lapse, do not stop it; jar me up on remitting.
A. B. BURRETT, Amigari

It is pleasing to record that Canada can boast of such a publication, whereby the man, who can devote only a short time to reading each day, may become thoroughly conversant with all that the brightest minds are producing, and what the world's leaders of thought and research are doing, discovering or planning.
Such a publication is The Busy Man's Magazine, which is replete with the latest contribution of the world's centres in political and commercial affairs, science and invention, labor, business, industry, art, etc. The Busy Man's Magazine is a Canadian publication, and places before its readers the greatest amount of instruction and profit in the handiest form and most attractive manner. It indeed fills a long felt want. — Peterborough *Daily Review*.

The Busy Man's Magazine takes first position in my opinion. It has more interesting, concentrated, common-sense information in one issue than most periodicals have in a whole year.
C. C. NASH, D.D.S., Bath.

The articles in The Busy Man's Magazine are just what we want, short and so well written that a busy man can afford time to read them and feel benefitted for the short time given to each article.
WM. THOBURN, Almonte

The Busy Man's Magazine is the only publication that I keep a file of; in fact I have to, because practically every article in the various issues has been blue pencilled by me for future reference. You have certainly succeeded in obtaining all of the articles of value from the principle magazines of the world, and as a consequence I have not only been able to save a great deal of time by reading your magazine, but also a good deal of money. For instance, I had subscribed for 32 different publications. I now find that Busy Man's Magazine covers the gist of the majority of them.
C. EDGAR WOOD,
Sales Manager Dominion Cartridge Company, Montreal.

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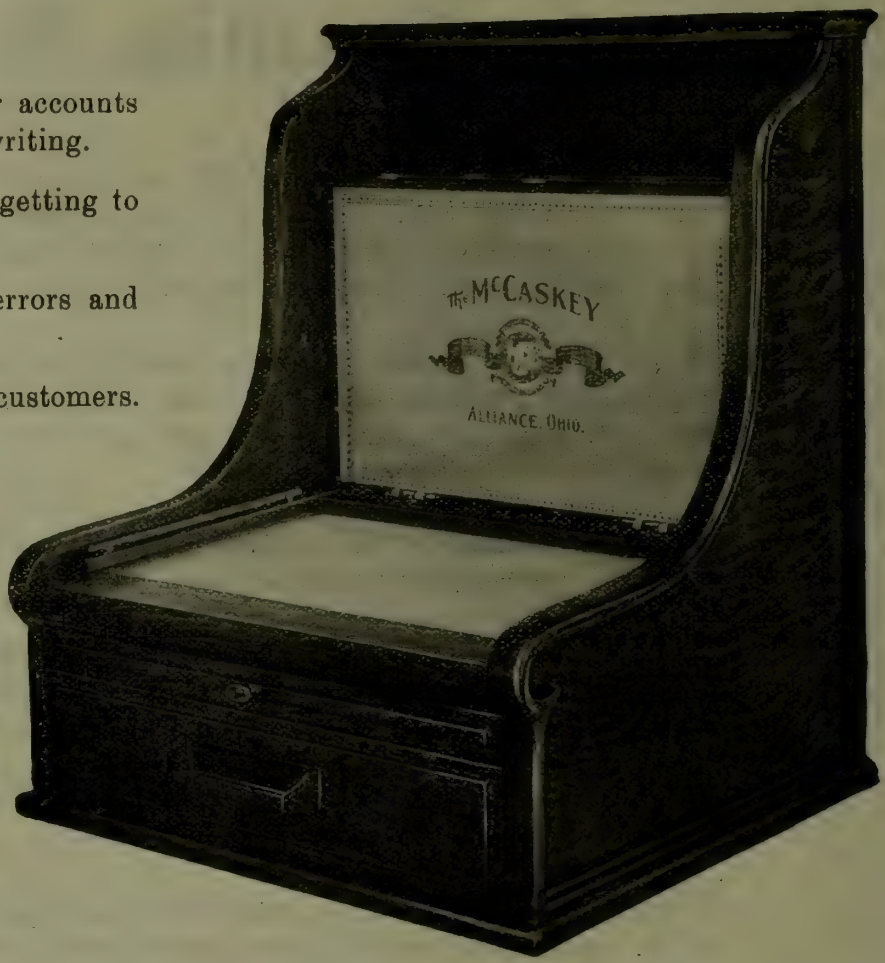
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THE "SALADA" TEA CO., Toronto and Montreal

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Perplexing Trade Questions in Grocers' Conference

Manufacturers, Wholesalers and Retailers Consider the Proper Channels Through which Trade Should Flow — Many Barriers Opposing Better Relationship Among the Three Interests are Broken Down — Manufacturers Fixing Prices to Consumers on Specialties Endorsed — Trading Stamps and Premiums Discouraged—Trade Press to be Supported by all Interests.

New York, April 13.—One of the most significant and, probably, influential conferences ever held in the grocery trade, assembled for a two-days' session at the Waldorf-Astoria last week. It officially represented the National Wholesale, Retail and Manufacturing Grocery Associations and its aim was to reach by amicable discussion some basis which may promote trade harmony.

It will be remembered that at the last annual conferences of the National Wholesalers and National Retailers, the preliminary steps toward such a conference were taken and committees appointed. That was last summer. But nothing tangible could come of it till the formation, three or four months ago, of the American Specialty Manufacturers' Association. This provided the missing link in the harmony chain. Recently Secretary J. T. Austin, of the Manufacturers, acting in concert with Secretary Beckmann, of the Wholesalers, and Secretary Green, of the Retailers, took the matter up definitely and yesterday's session was the result.

The Channels of Trade.

Some of the most perplexing questions in the grocery trade have to do with the relative rights of wholesalers and retailers toward the manufacturer, and vice versa. They cause constant friction. The general trend of manufacturers, just now, is in the direction of selling through "legitimate channels," that is, selling only through the wholesalers. This has roused a protest from certain large retail buyers—notably chain stores, department stores and buying exchanges. Only Monday a session was held in this city by large retailers who were protesting against being cut off from direct purchases on jobbers' terms. In the hope that a discussion might result in a better mutual understanding and, possibly, pave the way for a solution of the trouble, yesterday's conference was held.

After the preliminary explanations of the purpose of the meeting and the filing of the personnel of the conference by the stenographer, the meeting organized with the choice of Mr. Porter as permanent chairman and Mr. Austin as permanent secretary.

Mr. Austin submitted a tentative programme for the guidance of the meeting, and suggested that it be adopted if it met with the approval of the delegates. Copies were passed and after a short deliberation it was unanimously adopted as the outline for the proceedings and discussions. The conference then took a recess till 2 o'clock, when the discussion commenced. The general programme adopted provided the following subjects:

1. Who is a consumer?
   - a From whom should they purchase their goods?
   - b Should volume of goods purchased regulate the price?

   Hotels and restaurants.
   Steamship lines and railroad companies.
   Government.
   Institutions.
2. Who is a retailer?
   - a What is a retailer's fair profit?
   - b Are department stores retailers?
   - c When is a retailer a manufacturing retailer?
   - d What value is a manufacturing retailer to specialty manufacturers?
3. Who is a wholesaler?
   - a What is a wholesaler's fair profit?
   - b When is a wholesaler a manufacturing jobber?
   - c Is the exclusive jobber entitled to a larger margin of profit on specialties than the manufacturing jobber?
4. Should manufacturers fix consumers' prices on specialties?
   - a Should the price be placed on the package?
   - b Are fixed minimum prices without having prices on packages desirable?
5. What is the manufacturers' best selling plan?
   - a Is factory to family plan desirable?
   - b Is the exclusive jobber the ideal distributor?
   - c Should manufacturers sell retailers direct?
   - d Should manufacturers sell chain stores direct?
   - e Should manufacturers sell buying exchanges direct?
6. Should quantity or classification regulate manufacturer's price?
7. Why should not the trade be classified, viz:

   Class A. Exclusive wholesale grocers.
   Class B. Manufacturing jobbers.
   Class C. Wholesale retailers.
   Class D. Chain stores with wholesale headquarters.
   Class E. Retailers' buying associations.
   Class F. Department stores.
   Class G. Retail grocers.
   Class H. Hotels, restaurants, steamships, railroads, institutions, government.
8. Is an association such as the "American Specialty Manufacturing Association" desired by the trade?
9. Should wholesale grocers sign the agreement of the American Specialty Manufacturers' Association?
   - a Is the agreement fair and equitable?
   - b Should the wholesalers send out the notices to their customers furnished by the A.S.M.A.?
   - c Will conformity to the terms of this agreement bring about a betterment of conditions in the grocery trade?
10. Should wholesalers and retailers make staples pay a profit?
    - a Should the A.S.M.A. assist them in making a profit on all specialties?
11. Should the three associations here represented co-operate in securing and enforcing laws and ordinances for the benefit of manufacturers, wholesalers and retailers?
    - a Food legislation.
    - b Net weight bills.
    - c Dating laws.
    - d Anti-trust laws.
    - e Trade agreements.
12. Proprietary brands versus private brands.
13. Terms and discounts.
    - a Should long term credits be discouraged?
    - b Is strict conformity to terms desirable?
    - c What are reasonable terms on canned goods, staples, specialties?
    - d Should cash discounts enter into the cost of goods?
14. Should wholesalers make exclusive contracts with manufacturers that will prevent fair and square trade relations with other manufacturers?
15. Are schemes and dealers desirable?
    - a Trading stamps.
    - b Free deals?
    - c Rebates to retailers from manufacturers?
    - d Subsidizing salesmen?
16. Should the trade in general support the trade press?
    - a Trade papers?
    - b House organs?
17. Should the jobber discourage the establishing of irresponsible retailers in business?
18. Should these associations assist in educating retailers as to the true cost of doing business?

a Advise limited credits?
b Advise keep stock moving?
c The importance of making a profit?
d How can we improve conditions?

Breaking of the Barriers.

While the actual decisions arrived at by the conferees are not such as will probably work immediate solution of the numerous tender spots in intertrade relation, it is probable that the two days of discussion will result in incalculable good for all concerned. It was a frank, face-to-face talk, in which elements of trade, usually scarcely on speaking terms, met and in friendliness and mutual respect sought to arrive at the truth of each other's contentions. At the close all factions agreed that the proceedings had been extremely illuminating, had done a great deal to break down the barriers of selfishness and misunderstanding and would pave the way for future conferences when greater achievements may result.

The three great questions: Who is a consumer—a retailer—a wholesaler? furnished the great main thread of the discussion. Naturally it was impossible to arrive at a conclusion which all would assent to. In the main, there was evidently little difference of opinion where the classification was clearly defined, but it appeared again and again that there were mixed classes which were the basis of much controversy, and as to which neither side appeared to be entirely in the right. It also appeared in the discussion that local conditions vary and tradition and practice in certain localities, to which all elements in those localities assent harmoniously, would cause the utmost hostility and controversy in other sections.

Those Who Are Consumers.

The outcome of the whole question was a vote that it was "the sense of the conference that hotels, restaurants, steamship lines, railroad companies and public institutions are consumers," but —and this was on the amendment of one of the wholesalers—"without regard to their source of supply." This latter was to stamp the classes named academically as "consumers," without jeopardizing the other issues, of where they should buy their goods, a somewhat emasculated definition. Even at that one of the leading jobbers declined to vote for the definition and it turned out afterwards that he did so because such a vote would have placed him under a unique position of inconsistency under the constitution of the National Wholesale Grocers' Association.

This definition of "What is a wholesaler?" as adopted by the National Association, reads: "Any person, firm or corporation, which distributes goods to retailers and wholesalers, but which does not sell to consumers."

Because many of the largest wholesalers do openly sell institutions, hotels, etc., it was manifest why some of the wholesalers declined to vote to designate them as "consumers."

Left for Local Settlement.

It was decided that the question "From whom should hotels, restaurants, etc., buy their goods," be voted to be a local question, to be settled by the agreement of "interested parties" in their several localities. The direct question of whether quantity on such goods should regulate the price was eliminated from the programme. So was the question of what is a jobber's or a retailer's fair profit.

It was settled that a retailer is one who buys in original quantities and makes a business of subdividing into small quantities; a grocer one who buys to sell to the consumer.

The determination of what is a department store was eliminated. So was the warmly debated question as to when a retailer is a manufacturing retailer and what value a manufacturing retailer is to the manufacturer.

A manufacturing jobber was finally agreed to be "a person, firm or corporation who manufactures from raw material a finished product and markets it under his own label."

On the question of whether the "exclusive jobber" is entitled to further consideration than the "manufacturing jobber," there was a strong disposition to vote in the affirmative, but so many refused to commit themselves that it was finally eliminated without determination.

Fixing of Prices.

The conference expressed its opinion that specialty manufacturers should fix the consumers' prices on specialties, but that the price should not be placed upon the package.

There was much discussion regarding the best selling price plan. There was a strong sentiment that the factory-to-family plan was demoralizing and in that connection the following resolution was adopted:

> Resolved That it is the sense of this conference that we are opposed to the "factory-to-family" plan, because it is a trade demoralizer and, in itself, is degrading;
>
> That the conferees representing various interests here acquaint their members with the danger of this movement and that they urge them to instruct their employes to do what they can to educate the public as to the fallacy of the theory that the "factory-to-family" plan means an economy to the family and that the regular channel of distribution is from the retailer to the consumer and the same is the most economical means of delivering goods to the consumer; and is, in that manner, a protection to the consumer.

Premiums Discouraged.

Trading stamps, premiums, free deals, secret rebates to retailers by manufacturers on goods bought through the jobber, were all discouraged.

The following resolution expressed the views of the conference on the "Trade Press":

> Resolved, That it is the sentiment of this conference that the Trade Press should be loyally supported by the associations represented and by the individual members; also that the Trade Press be looked up to as a guide and counsellor in the many important questions which are constantly agitating the grocery trade.

The conference voted to discourage the establishment of irresponsible retailers in business by the jobbers. A vote was also passed recommending that these associations assist in educating the retailers as to the true cost of doing business, especially in limiting credits, keeping stock moving and making a profit.

The conference dissolved in a general spirit of mutual congratulation and expression of cordial good fellowship, and the hope that other sessions may be held.

FINISH OF BIG FINE.

American Sugar Refining Co. Pay Over Remainder of Amount They Are Alleged to Have Defrauded the Government.

By the payment of the sum of $342,960.89 on April 9, the American Sugar Refining Co., of New York, completed the payment to a collector of customs of the United States Government of $1,239,088.38 in reliquidation of duties on sugar entries in consequence of the recent decision of the United States Circuit Court.

Added to the $134,000 fine for conviction of fraud in weighing cases, the Government has thus far recovered from the American Sugar Refining Company the sum of $1,373,088.38. The prosecutions against the sugar trust now pending will, it is believed, result in the additional collection of about $2,000,000.

Parsons, Closson & McIlvaine, counsel for the American Sugar Refining Company, state that the payments were made under protest and that an appeal will be taken. In order to have the privilege of appealing, it is required that the amount assessed by the collector be paid in full.

The United States Government also claims that it has been defrauded out of about $500 000 in duties on importations of sugar weighed at the Jersey City refinery and has also been defrauded of about $500,000 on importations weighed at the refinery of Havemeyer & Elder prior to December, 1901. Legal steps are now being taken by Messrs. Stimson and Denison on behalf of the Government to enforce the collection of these duties, which aggregate upwards of $1,000,000 without including the additional penalties, which would increase the liability by a large amount.

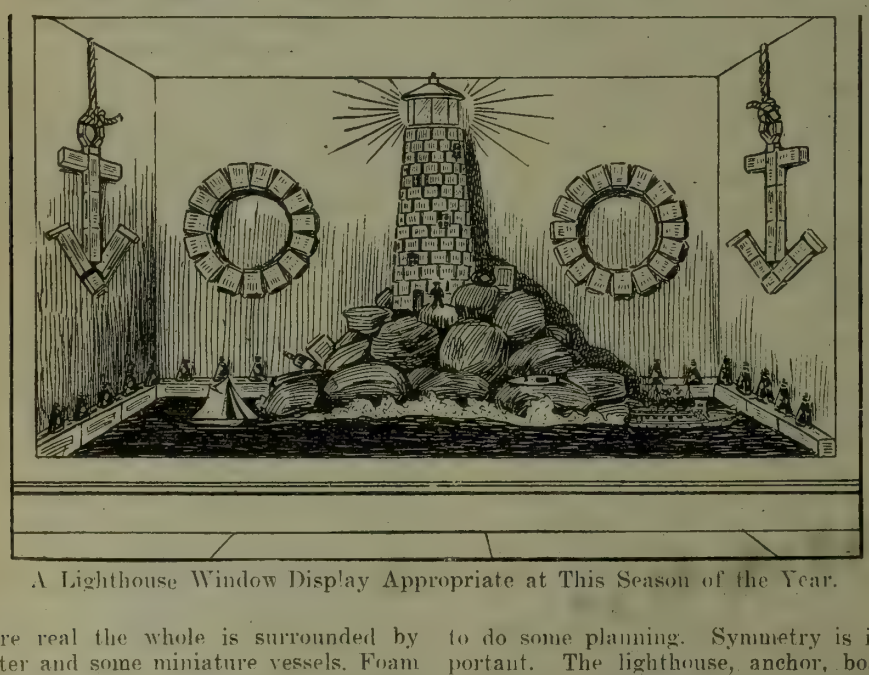
Construction of a Lighthouse Window Display

Anchors, Life-buoys, Boats and Lighthouse the Features—Appropriate at This Season in View of Opening of Navigation—May be Easily Constructed From Cartons.

For a grocery store, and particularly one located in a village, town or city near a lake or river, a "lighthouse" window would be appropriate at this season of the year. Such a display opens a wide avenue of thought for the window-dresser and gives splendid opportunities for him to show his originality and constructive ability.

The ice is now clearing in the rivers and lakes and the boats are getting on their new spring coats of paint in preparation for the opening of navigation. Therefore, now is the time to arrange a lighthouse window display.

The accompanying illustration should serve to present a few good ideas. The display is simple, easily constructed and one that should hold attention. The central feature is, of course, the lighthouse itself, which can be erected out of cartons of almost any package goods sold It rises from the strong, rocky foundation which can be constructed of real stones with little difficulty or with bags of coffee, and to make the situation look more real the whole is surrounded by water and some miniature vessels. Foam at the base of the rocks can be made with the use of a small quantity of cotton-batting.



A Lighthouse Window Display Appropriate at This Season of the Year.

Anchors and Life-buoys.

The anchors on either side, also made of cartons, are suggestive of a lighthouse scene and serve to lend additional effect. At the rear of the window are the life-buoys, which, of course also form an appropriate portion of the scheme.

At night an electric light placed in the cabin on the summit of the lighthouse finishes a display which is bound to attract attention.

Almost any grocer or grocery clerk can construct such a window with comparative ease. It is one seldom used and therefore would present a novelty in any town or city where it has not previously been seen.

Package teas, cereals or soap could be easily worked into a display of this nature. The effect will be all the more striking, however, if only one article is used in a window. It must be simply constructed so that the attention of the intending purchaser will be fixed upon a single article. Where attention is divided it is always more difficult to concentrate. The window-dressing artist should always take this into consideration. It is often desirable, of course, to work in something in a display for the sake of relief or as a background, but that should not necessarily mean an article for sale.

Make Preliminary Plans.

Before beginning the work of constructing a display it is always wise to do some planning. Symmetry is important. The lighthouse, anchor, boats and life-buoys suggest a story in themselves, as every display of this nature should.

CANADA-MEXICO ROUTE.

Elder-Dempster Co. Decide to Run Steamers Between the Two Countries.

That phenomenal ruler, Porfirio Diaz, of Mexico, has in his dreams of empire, pictured a railroad across the narrowest part of his country which would unite the Pacific and Atlantic Oceans. To do this, a railroad would be at least 170 miles long, as the crow flies. His dream has come true and an iron belt now spans this narrow neck of land between these two great oceans. If a map of the western hemisphere is consulted, it will be seen that, if a line be drawn from the eastern and western limit of Canada to a point on the eastern coast of Mexico, at the narrowest part, we have roughly an inverted equilateral triangle. This short railroad represents the apex of the triangle, and the base is indicated by the distance across Canada. Eastern shippers and western consumers find this long railway journey across Canada enhances in an inordinate way the price of goods shipped either west or east. The Canadian Manufacturers' Association discovered that the freight rates charged on English goods shipped from English ports to Vancouver, and other Pacific coast points, via Mexico, were about one-half less than was paid on goods shipped to the same destinations from Eastern Canada, via an all-rail route. These conditions have determined the action of the Elder-Dempster Co. to place steamers on the route.

Although freight will be much longer in transit, the rates will be practically cut in two. It is significent, in showing the great difference there exists in water and rail routes, that before the construction of this railway in Mexico, freight from England in some cases, was sent east by the Orient to Pacific ocean points in America, in preference to sending it straight across the Atlantic and Canada to its destination.

The New York raw sugar importers have been using this route for months past to secure the product of their possessions in the Southern Pacific in preference to the San Francisco route. The Elder-Dempster Co. are now drawing up their schedule of rates for this new service.

From Victoria, B.C., as well as in Montreal, there is a rumor that the Blue Funnel Line is preparing to enter the same field. There is, however, no official confirmation of this report yet. They will put passenger boats into the trans-Pacific service, during the coming season. Heretofore they have confined their attention to the carriage of freight principally.

NEW COMPANIES.

The J. S. Richardson Company, Tilbury, Ont., has been formed to carry on the business of wholesale and retail merchants.

A company known as the Farmers' Feed Company, of Toronto, has been formed to manufacture foodstuffs, fertilizers, proprietary medicines, etc.

An Ontario license has been granted to R. V. Delapenha & Co., incorporated under the laws of the State of New Jersey to grow, import and can food products including their ingredients, in Ontario. Herbert G. Wookey, Toronto is the company's attorney.

Business Items From the Western Provinces

Horse Show and Cattle Sale at Calgary — Winnipeg Grocers Criticize Modern Day Clerks—Condensed Milk Manufacturing Co. in British Columbia Sues Company for Selling Under Fixed Prices.

CALGARY.

April 13.—The first of what is to be an annual horse show is being held here this week, favored with warm, bright weather and a large attendance which assures a successful result financially. The quality of horse flesh on exhibition is quite in keeping with the Calgary district. The breeds most in evidence are Clydes, Percheron, Suffolk and Hackneys. The latter are favorites with a number here since the famous Robin Adair, a hackney of renown, was raised by Messrs. Rawlinson Bros., just west of Calgary. This same horse secured the honors at the New York horse show and has since been sold for a handsome figure to an eastern admirer.

The annual spring show and sale of pure-bred cattle is also being held this



J. A. NOLAN.

A Calgary Grocer Making a Success of His Business.

week. The offerings were not so numerous as in past seasons but the quality is fine. The sale took place yesterday afternoon, and with a good attendance bidding was brisk, and the prices realized were quite satisfactory to all concerned. Forty-four shorthorn bulls averaged $107 per head. Buyers were here from all parts, and the presence of one from the Peace River district would indicate that settlement is steadily pushing into the north country and that quality is appreciated there.

Business has been stimulated by the large influx of visitors from outside points, many of whom are coming from the Middle States.

There are few changes to note in grocery lines. Prices are firm on most commodities, and reports are of a steadily increasing trade with an excellent outlook for a big summer's business. In fresh fruits, bananas and strawberries are coming in freely. The latter are, however, rather too high in price to induce large consumption as they are retailing 25c and 30c for a very small box. California celery is still being offered but the season is now about over.

F. Skinner, of the Charlottetown Condensing Co. is in the city at present booking up business for his company's brands.

WINNIPEG.

April 13.—There is one particular point upon which almost every retail merchant in Winnipeg will agree. At any rate the grocers are quite unanimous in their opinion. It is this—that it is an exceedingly difficult matter to get good clerks. In the average store, said a retailer recently, 60 per cent. of the trade is done by telephone service, and frequently dissatisfaction is expressed by the customer at the method in which the order is taken and filled. When asked what was the cause of this lack of expert clerks, the same dealer said they are not of the same calibre to-day as they used to be. They are not willing to serve apprenticeship, he said, at a moderate wage, but ask top wages from the beginning and then all they endeavor to do is to come as late in the morning as they dare, and leave as early in the evening as they can, and draw their pay on Saturday. Not long ago a young man who came out from Ireland applied for a position as clerk in a grocery store representing himself as a first class clerk. When asked of his experience in the business, he said he had driven a delivery waggon for the past nine months. One of the oldest retailers in the city said it was simply remarkable the change in the nature of clerks in the past twenty-five years. To-day a clerk feels as though he could manage the business after being in service about one year. A few years ago a clerk was willing to serve three years in learning to open the door for a lady customer. There seems, he said, to be that uneasiness in the lives of men to-day to plunge into the business arena by a single bound rather than taking the safer and saner method of mounting the ladder round by round. "It can be taken as a fact," he remarked, "that when inexperienced men enter places of trust, the line of business which they are to serve will deteriorate.

This is an age in which the world is advancing along lines of scientific specialization. Laboratory science is only a phase of the greater and more general science that is required in all branches of life." It would be interesting to hear the opinions of the clerks on these observations.

A considerable quantity of commercial paper fell due on April 4, and as the fourth this year fell on a Sunday the paper did not actually come due until the fifth. Wholesalers, therefore, do not yet know just how the paper was taken care of, as advices from country points have not yet reached them. One of the bankers said that the first of the month paper had been fairly well met. "Normal" was the term used.

Collections have been just fair with the majority of merchants. Those who trade with mechanics, who work only a part of their time, are somewhat unfortunate in this regard. Those who have accounts against spasmodic toilers are quite hopeful however. According to the amount of building and other civic contracts to be done this season there will be little excuse for any unemployed, and many whom the grocer has been carrying for a year or more will have an opportunity of helping the trade by paying their debts. Those who depend upon their day's work to supply food for the next day do not, as a rule, deal in the larger stores.— They reside in certain sections of the city where little grocery stores are numerous. We are inclined to despise these small stores, but they reflect exactly the conditions with which they have to cope. Many of them have amazingly heavy accounts on their books, and they are heroic in the service. They are rendering the city their assistance in feeding those who cannot pay for bread.

VANCOUVER.

April 13.—E. C. Stark, of the B. C. Milk Condensing Co., of New Westminster, was in the city to-day, and stated that his firm has entered action against Dixie, Ross & Co., of Victoria, for cutting the price of their product. This is a question which has agitated retailers and manufacturers for a considerable time, and the outcome of this case will be watched with interest. The regular selling price of the product is two cans for 25c, and Dixie, Ross & Co. sold it for ten cents. The B. C. Milk Condensing Company has entered suit for $2,500 damages, and is applying for an injunction to prevent the firm selling this brand below the regular fixed price.

Competition is keen in this market among the manufacturers of soda biscuits. Christie's used to be 35c, but it was reduced to 30c to keep alongside of Mooney's, Perrin's and others, which were getting a portion of the local trade. Ramsay's also sold at 30c. They were jobbed at a little less than the eastern article, but not enough to make them so they could be sold at 25c. However, some time ago, a cut to 25c was announced, as it was found that the eastern biscuits were beating out.

The commission man has been on more than one occasion the cause of the retailer getting an advantage on certain lines of goods, avoiding the middle wholesaler's price. This is at present evidenced in the Pure Gold goods, which are supplied through a local commission man, and the saving of a few cents per package makes it worth while to the grocer.

Potatoes are climbing up, and locals to-day are worth $40, with the best quality at $45. It is stated by those

who hold stocks that the price will go up to $50, because of the scarcity.

The store of Cashion Brothers, grocers, at Cedar Cottage, was destroyed by fire, the loss being over $3,000, mostly covered by insurance.

There was a rumor in the city early last week that because of the story that eight cents per pound import was to be charged on tea entering the United States, large buying was taking place in Vancouver, and that local stocks were being sold out and even cornered. Chas. J. Peter, manager of the G. F. & J. Galt Company, says the rumors are unfounded and he does not see what gave rise to them.

Whether or not there is any truth in the story that the Swift Company and P. Burns & Company are striving for the command of the meat trade in the West, the fact remains that both sides are strengthening up. The latest move is the purchase of the four meat markets, two in Victoria and two in Vancouver, of R. Porter & Sons, by P. Burns & Co., the price being stated at $300,000. This will mean the advent of the Burns Company to Victoria, which will give them a foothold in all the large centres of the province. The Porter Co. was in existence 37 years.

The farmers of the Duncan district, on Vancouver Island, held a meeting last week and discussed co-operation in egg selling, along similar lines to those of the co-operative creamery, which has been a success on the lower mainland and on the island. Mr. Marker, of Calgary, who assisted in the formation of the creamery ten years ago, addressed the meeting. It was decided to have an egg collecting station in Duncan in connection with the creamery. Among the rules proposed, so as to ensure the eggs being as fresh as possible to the consumer, was: That eggs sold must be clean, that they must be gathered every day, and that each farmer's eggs shall be designated by a number; the eggs are to be tested and to be guaranteed by a man in charge.

The Okanagan Preserving Company is getting ahead with its fruit cannery at Kelowna. It will be two storeys in height, and at the outset will be able to handle 25 tons of tomatoes per day. The specialty of the factory, however, will be the preserving of fruit in syrup in glass jars.

Lieut. Hallett, R.N., of Procter, Kootenay, has returned from a trip to the Old Country, and while in London studied the apple question thoroughly. He interviewed the Covent Garden wholesalers and commission agents and the retailers in fruit shops in different parts and everywhere heard golden opinions concerning the first-class quality of the product of British Columbia. Apples from this province retailed at threepence each for cooking purposes, Baldwins and Jonathans, threepence each, and Spitzbergens at sixpence each. He paid these prices himself. Covent Garden dealers stated that there was a large and increasing demand for certain varieties of apples, such as Cox's Orange Pippins, the yellow Newton Pippin, the Jonathan, and a scarce, but remarkably good cooking variety, the Wellington. The B.C. Gravenstein was in active competition with the product of Nova Scotia, but Lieut. Hallett was told that the competition was on an even basis.

Notes From the Maritime Provinces and Quebec

Nova Scotia Gets Beef From Ontario—Question of Carrying Freight by Street Railway Under Consideration in Montreal—Seed Inspector Visits St. John.

HALIFAX.

April 13.—The Easter trade was good this season, most of the dealers reporting business brisk in all lines. Canned goods were in quite heavy demand, but sales of these goods earlier in the season were slow. It is stated here that several of the dealers still have large stocks on hand, and that there will be no shortage of this class of goods this season. The market is well supplied with fruit, the apples and oranges now offered for sale being of very fine quality. Bananas are fairly good for the season of the year.

The local victuallers imported large quantities of beef from Ontario for the Easter trade this year. Heretofore it has been the custom to buy Nova Scotia beef, but the stock this year was scarce and the price so high that the local men preferred to import beef from Ontario. Outside of a few fowls, all the poultry offered for sale came from Ontario. This stock is costly to the consumer, but the dealers have to handle it as no othere is available. Halifax is now a good customer of Ontario in the meat line, the dealers importing it fresh, corned and smoked, and some of it from as far west as Hamilton.

Vegetables wintered well this year, and the stocks on hand are of good quality. Several vessels have been chartered to bring cargoes of potatoes from Charlottetown to Halifax at the earliest opportunity. Cabbage are scarce and high. Dealers are asking from 15c to 18c per head, and then the quality is only fair.

Better conditions prevail in the fish markets now than at the same time last year. There is an increasing demand due to the lower prices and the market shows general improvement. Inquiries for bank fish have been much better recently, the sale has been good on the whole and the greater part of last season's catch has now been sold. The West India markets have shown a marked improvement recently. The local market is well supplied with fresh fish of all kinds. There is some scarcity of halibut and lobsters. Most of the latter are being sent to Boston, the shipments totalling about one thousand crates per week.

Eggs were in heavy demand last week and all the fresh Nova Scotia stock was quickly bought up. Not as many eggs were marketed as during the previous week and in consequence the price held firm at 18c per dozen. After the rush is over it is expected that the price will go lower, but the commission men are doing their best to keep the price up. Butter is in good supply and the price continues low. Good fresh-made butter can be bought for 21c. There appears to be an abundance of old butter on the market for which there is no sale.

MONTREAL.

April 13.—The death occurred on Saturday, April 10, of J. Alfred Dupuis, of Dupuis Freres. Mr. Dupuis was in his 49th year, and leaves a widow, two sons and two daughters. He was a brother of Recorder Dupuis. He was a native of St. Jacques de l'Achijan, Que. Coming to Montreal when he was eight years old he was educated at the Catholic Commercial College, and commenced his business career with Dupuis Freres. In 1888 he left the firm to take up the duties of a customs official, returning in 1896 as a partner. The late Mr. Dupuis has been in failing health for the last six years, suffering from asthma and internal complications.

L. Lorne Stewart, the agent of John Taylor & Co., Toronto, has moved from 32 Renouf building, St. Catherine St., West, to larger and more commodious quarters, Room 514, in the Coristine building. This move will make Mr. Stewart better able to get around among his customers down town.

A. H. Brittain has been spending a few days in Toronto lately.

Andrews, Gillespie & Co., Coristine building, have opened an office at Room 22, 8 Colborne St., Toronto. H. H. Ridd, late of the Montreal staff, is in charge.

The old question of moving freight by the Montreal Street Railway is again on the tapis. The city council are about to consider this proposition in conjunction with the removal of snow from the streets next winter. As before stated in The Grocer, a number of Montreal merchants have drafted a petition to the city council showing that there are times when it is impossible for them to get freight moved promptly, and asking that an arrangement be made with the Street Railway Company so that it will take up a portion of this work. In regard to the freight matter the company is prepared to take up the

work, but the aldermen fear that the company will not pay the city a sufficient percentage for the privilege. On the other hand, officials of the company state that they do not want to drive a hard bargain with the city, and that if the problem is approached in a proper spirit it can be solved in a few weeks' time.

R. J. Sharpe, with W. P. Downey, 23 St. Peter Street, has left for an extended trip to Nova Scotia, New Brunswick, Quebec and Ontario, in the interests of his firm.

Liptons have closed their demonstration at Dupuis Freres, St. Catherine St. East, and will move to Dionnes, Westmount.

W. J. Wilson, with S, H. Ewing & Sons, Montreal, has returned to Montreal from a trip to the Maritime Provinces.

So great a success have become the tea rooms of the Castle Blend Tea Co. that they have opened a new wing to their establishment on the property recently secured by them at the corner of Stanley and St. Catherine Sts. Not only has this establishment achieved distinction among the feminine portion of Montreal, but gentlemen on their way uptown have patronized it largely for the refreshing beverages which it is noted for. Charles Fuller, manager of the Castle Blend Tea Co., who has had much experience in this connection in England, speaking of the growing custom of afternoon tea among the business men, said recently that it was a natural outcome of the English habit, strengthened by a real demand produced by modern business and social conditions. It was to meet this demand, he said, that the Castle Blend Tea Rooms had been established, and the fact that within a short time the premises had to be enlarged to accommodate patrons was the best proof needed that a real want was being supplied.

Albert W. Bullock, grocer, of Georgeville, and wife, spent the Easter holidays in Montreal.

During the past week the following buyers were noticed in the city: M. J. St. Laurent, St. Ours, Que.; A. E. Dubuc, of Cote, Boivin & Co., Chicoutimi, Que.; J. A. Forest, St. Jacques l'Achigan, Que.; M. Raymond, St. Hyacinthe, Que.; J. Dufour, Chateauquay, Que.; A. Brunet, St. Lazare, Que.; J. D. Rene, St. Jean Baptiste de Rouville, Que.; A. Brossard, Laprairie, Que.; Francois Lamarche, Mascouche, Que.; D. Bougie, of Pointe Clairs, Que.; J. A. Tremblay, St. Lambert, Que.; C. D. Gervais, St. Constant, Que.; J. Brunet, St. Julie, Que.; C. O. Gervais, St. Constant, Que.; Aug. Beausoliel, Terrebonne, Que.; J. P. Rocheleau, Pauline, Que.

ST. JOHN.

April 13.—Manitoba flours have again advanced and are now quoted at $6.95. On Monday the price was raised 35 cents a barrel. Ontario's, which jumped 10 cents last week are selling at $6.10 and it is expected will go still higher. Since the 1st of January Ontario's have advanced 50 cents and Manitoba's have gone up 60 cents.

Business generally, both wholesale and retail is reported good. The schooner trade with Bay of Fundy ports is opening up and the river is expected to be clear of ice and open for navigation in a week or two at the latest.

Easter business was reported very good. Eggs were quoted at 21 to 23 cents and there was a good supply of butter, bacon, poultry, meats and vegetables of all kinds. Some carcasses of spring lamb sold at $3 to $6 according to weight.

The seed business has opened up and sales are reported brisk. The retailers have arranged their stock in racks specially constructed or in pails, tubs, etc., and though the frost is not all out of the ground sales are being made of considerable quantities. The government inspector of seeds was here from Ottawa last week and examined the stocks and reported that the seed shown was exceptionally good.

In the death of Jacob D. Underhill which occurred on April 7, St. John lost a respected citizen. Mr. Underhill was a lieutenant-colonel in the artillery and some years ago was in the grocery business. He was a son of the late B. J. Underhill who was a member of the old grocery firm of Hannah & Underhill. Col. Underhill was formerly in the wholesale grocery and flour business on the south wharf.

For the month of March, the receipts of Canadian potatoes at the Bangor customs house totalled 106,128 bushels. The U. S. government received $26,532 in tariff charges.

Some Interesting Ontario Grocery Correspondence

Brantford Grocers Establish Collecting System Similar to One in Guelph—Many Flowers Sold by Chatham Grocers—Trouble Over the Licensing of Peddlers in St. Thomas—Half Holiday in London Again—Splendid Easter Trade in Ontario.

BRANTFORD.

April 14.—Brantford is to have a collecting system similar to the one now in operation at Guelph—at least that was the decision of those present at a most enthusiastic and representative meeting of the merchants of the city in the K. of P. Hall last evening. F. C. Harp was chosen chairman and in a few brief remarks stated the nature of the gathering and introduced D. A. Scroggie, of Guelph, the ocial collector of the Guelph Retail Merchants' Association, who addressed the meeting. Mr. Scroggie, in his opening remarks, referred to the progressiveness of their association which, he said, was the result of definite plans and hard work. Because they had been successful in one particular field of the work—that of collecting—their fame had spread from ocean to ocean, shown by extracts the speaker read from letters he had received from New Brunswick, New York State and Vancouver. Mr. Scroggie explained in detail their plan of keeping the accounts and that of the monthly reports, which showed accounts received during the month, the amount collected during each month and those who had paid their accounts in full during the month. These reports are typewritten and sent to each member. The collector banks all moneys collected and pays by cheque pro ratio amount collected. Mr. Scroggie related a number of very amusing experiences he has had on his rounds, but stated, the people as a whole are delighted with the opportunity of paying their accounts on the instalment plan, with no extra cost to the people. The most of the merchants seemed to regard the protection as the main feature. They would all like to do business on a cash basis, but when they cannot, they would like to be reasonably sure whom they are trusting, so that they will get their money without trouble. The merchants seem to be the most benevolent people in the city, for they keep hundreds of men when they are not working in order that they may be here when the manufacturers want them. The working man when he is out of work never thinks of going to the manufacturer and asking him to advance his pay, but he does not hesitate going to the merchants and asking for credit until they get to work. It was rather a different matter to finance the scheme for the first year in regard to the amount to assess each member.

In order to get the thing going in Brantford this year an equal assessment will be used—$10 per member—and there were enough willing to join at the meeting to assure it a success. It was moved by Messrs. Thompson and Willitts that a vote of thanks be tendered Mr. Scroggie for his kindness in coming to address them. An executive committee was appointed and it was left in their hands to complete the details and secure the collector.

KINGSTON.

April 14.—The Easter displays of meats in Kingston were about the average. Many fine windows however, were in evidence. Anderson Bros. have built up a phenomenal trade for meats and they may in the near future sell meats exclusively. They claim there is not the percentage in groceries there ought to be, owing to the trade being over run with shops. Anderson Bros. have just completed a cold storage plant.

Lou Glover who has been doing the "Marathon" for about 20 years has sold about a ton of cream of tartar here. When Lou makes his effort to sell

an article he seldom takes out his little book and pencil in vain.

Harold Buck has opened a grocery on Earl Street with a bright new stock of groceries. He is in "hot company" and will gain experience.

James Crawford has secured the contract for supplying the penitentiary. It seems to be simply a lottery tendering to supply ten thousand dollars worth of goods and running chances of rises or declines in prices. A good many learn this by experience.

Mayor Dan Couper has placed in his window an electric coffee mill.

James Ridden secured the contract for the supplying of the Battery. James, it is said, has been offered some good political jobs, but James would not be happy if he wasn't smelling tea or coffee He has spent 98 per cent of his time in the grocery business.

Andrew Maclean, wholesale grocer, is a proud man these days. He has another heir added to the list.

B. McCarey after a sojourn in the North West has settled down again and opened a large grocery on Ontario St. He expects to do a big boot business also.

Mrs. Webster is still demonstrating cocoa here and is doing good work for her firm.

A. Boyd has engaged with J. Gilbert as clerk. There were over thirty applicants and it was a hard matter to choose from the many good ones who sent in applications.

B. W. Robertson is spending Easter with his son George at St. Catharines. George is a graduate of the Guelph Agricultural College and owns a large fruit farm.

W. G. Craig is enjoying the California climate around Pasadena. It is indeed a grand place to spend a few weeks of our winter in the south and come back to meet our spring. The pleasure of snuffing the zephyrs that play through the orange and lemon groves, of feasting the eyes on apricot and peach blossoms, and of rubbing up against eucalyptus, cactus and calla lilies is one not soon to be forgotten. We expect to see a few columns in The Grocer from Mr. Craig's pen shortly.

Samples of coffees from a few merchants were bought by government officials some time ago and analyzed. The result was that a percentage of chicory was found with some and recorded against them on the blue books.

Some merchants make a specialty of good coffee, but do a jobbing trade with small stores when a cheaper grade is demanded and thus get caught. If a grocer gives the consumer a high grade blend of coffee with two ounces of English chicory costing 28c and retailing at 35 or 40c, is he not doing the consumer a greater favor than the merchant who sells a pure coffee mixed with cheaper stuff which costs him 22c. Governments can peg away with their laboratory and analyses all they like but if the man behind the counter is crooked they are wasting time stamping scales, sampling his goods, etc. They should stop the manufacture of compounds if they wish to get rid of them.

This season's maple syrup is coming in freely—good, bad and indifferent. Some looks like and tastes sweetened rain-water. The best comes from Elgin, Delta, Athens and near by villages.

INGERSOLL.

April 14.—W. M. Scanlon who engaged in the bakery and confectionery business here about a year ago, and sold out a few months ago, has purchased a business in Fergus. In his new stand it is understood Mr. Scanlon will carry a general line of confectionery, fruits, tobaccos, etc. Many friends here will wish him success.

A business change of interest took place last week when the Pickard Co., of Niagara Falls, acquired the confectionery business formerly conducted by L. Tanner. The new firm took possession on Saturday.

Considerable judicious window-dressing was noticeable in the grocery stores during the past week. Although always up-to-date in their window displays, the grocers showed exceptional care in arranging their windows for the Easter trade, and they were very attractive and appropriate to the season. This is certainly good advertising as the passer-by will invariably stop to look at an attractive window and many sales are doubtless made as a result.

The maple syrup season has been much shorter than usual, and the output considerably below former years in the territory surrounding Ingersoll. The season was late in opening and it was brought to an abrupt termination by the several frostless nights last week. The drop in the temperature during Saturday and Sunday started the sap flowing again the early part of this week, but the makers predict that the season is practically at an end. The quality of the syrup was never better than this season, but the supply has been altogether too small for the demand. The bulk of the sales have been made at $1.25 per gallon.

Fifteen-cent eggs for Easter are but an echo of bygone days. At the market Saturday hundreds of dozens were offered but the price did not get below sixteen cents, and many sales were made at 18 cents.

HAMILTON.

April 14.—General regret is felt by the grocers' association here that the amendments proposed to the Division Court Act, relative to an easier mode of collection of small accounts, was not considered seriously by the legislature this session. The cost now of suing for an account is high, both for debtor and creditor. In some cases for small sums the cost runs up to three or four dollars, where fifty cents ought to be ample. It seems a pity that a more general expression of opinion in regard to this matter from all Ontario merchants should not be placed before the legislature. The Retail Merchants' Association took the matter up and proposed to look after it, but the grocers here think that the movement lacked energy. No opinion on the matter has been expressed by the Retail Merchants' Association here. They hold only annual meetings, and if the interest in the work is as dead in other places as here, we cannot expect much help from those in power. The Hamilton Grocers' Association have been discussing this question for a long time, and fully intended to send a deputation to the Attorney-General's department to press their cause, but were assured by E. M. Trowern, the secretary of the Retail Merchants' Association, that being on the spot he would let them know when to go down. But alas! the message never came, and they now find that they made a mistake in not following up the job themselves. Better luck await them next session.

At their next meeting Mr. McIntosh will offer a paper on the subject of Canned Goods to the grocers' association. This fact having been announced through the press, Mr. McIntosh has received a large number of suggestions and enquiries from canners, wholesalers and others which have aroused considerable interest, and as he is expected to give an exhaustive opinion on the question, particularly on points that affect the retailer, all the grocers are keeping an open date for that night.

Maple syrup and sugar are coming in very slowly and the price is ruling high. One firm is reported to be selling at $2 per gallon, which is pretty high for this market.

H. P. Boyd, vice-president of the retail grocers' association, has sold his business to Gordon McInnes, late manager for Peebles-Hobson & Co.

Robt. Horton, also of Peebles-Hobson & Co. has opened a fine new store in the west end.

John Lampman, grocer, South Queen St., has purchased a 40 h.p. automobile. This purchase is probably why new stores are starting up in his section. Well, "Jack" worked hard for it and deserves it all right.

PERTH.

April 14.—A representative of one of the large condensed milk companies was in Perth this week. He says, as far as he knows, there is less condensed milk and cream sold in this town than in any town he has visited.

Maple syrup is bringing 75c to $1 gallon. Though the supply is just about the average or below, there is much more for sale than can easily be disposed of. Some farmers unable to sell have had to take syrup home again. A great deal of last year's syrup was carried over. This probably accounts for the "lack of appetite" of Perth people for the maple product. Maple sugar brings 8c to 10c a pound.

H. M. Shaw held a demonstration of some particular lines of jellies and coffee in his grocery department last week.

Bread is 6c per 1½-lb. loaf in Perth. In most surrounding towns we are told it is 5c per loaf.

In considering the cash system of doing business a local merchant looks at it this way: "If at present my bad accounts amount to, roughly, one-half of one per cent. of the business I do,

and when I open an account with a customer, I usually get the biggest part of his business, then the question to me is, Will I lose more or less than that one-half per cent. by adopting a cash system and cutting out my present credit accounts, for these credit customers can get credit somewhere else?''

Croft & Son, of Middleville, advertise that they are going out of business.

Grocers here are complaining about the poor quality of the navel oranges they have received this winter. Many of them arrive lacking the juice. They are spongy and dry and have not their usual sweetness. Some loss is experienced because of this.

J. V. Watson, for some years a clerk with G. E. Armstrong, has given up his position. He has received the appointment of customs officer for Perth district.

LONDON.

April 14.—Retail grocers report business very good during the past week. In the surrounding country, according to travelers' reports, trade was fair.

Brokers state that sugar is still very firm, though there has been no change in prices. Teas of all grades also continue very firm. There is very little Japan in the country, nor will there be before the arrival of the new crop in July. The canned goods market is in a demoralized condition here. There seems to be so much in the hands of canners and wholesalers that they are evidently willing to sell at any price they can get. Currants at the point of growth are reported higher.

The highest honor to which the average London Irishman aspires is that of president of the Irish Benovelent Society, the leading organization of the kind in the city, and one noted for its great charitable work and the splendid picnics which it annually holds. This week the society holds its annual meeting, when the presidential prize falls into the lap of E. J. Ryan, of Ryan & Russell, grocers, an ex-president and now treasurer of the Retail Merchants' Association. Mr. Ryan has filled the office of vice-president of the I.B.S. during the past year and the presidency comes to him by right of succession. That he will fill his new position acceptably to the members as a whole no one who knows Mr. Ryan has the slightest doubt.

John Rennie, for some time traveler for R. C. Struthers & Co., has taken possession of Goodge's grocery, corner of Dundas and Maitland Streets, which business he recently purchased. One of Mr. Rennie's first acts on engaging in his new line was to join the Retail Grocers' Association.

For some years past the grocers of London have closed their places of business every Wednesday afternoon during the months of June, July, August and September. A more is on foot to make the weekly half holiday season begin with the first Wednesday in May. Whatever is done as to this, it is certain the weekly half holiday will be continued by the London grocers during the coming summer.

''Does the handling of daily newspapers and postage stamps pay?'' was asked of a north end grocer to-day. And the answer was: ''Not in themselves, for the profit in both cases is very small. But for the convenience of our customers we carry both stanps and papers, and the benefit to us is that people who come for them, buy other things in the store. These, under different circumstances, might go elsewhere to buy.''

Londoners paid 18c to 19c per dozen for their Easter eggs, which is about 3c lower than a year ago. Best butter sold on the market for 25c to 26c per lb., and poultry brought 12c to 16c per pound.

GUELPH.

April 14.—The week before Easter was marked by special and elaborate preparations by consumers and merchants. Commencing Monday trade became brisker until Thursday and Saturday. The latter day was apparently a record one. Business was fast all day until after 10 p.m., there being no break or slackness. Although it was very cold, there was a large contingent of people from the country, and Wyndham St. showed a very ''animated picture'' to the ''looker-on.''

A. J. Groom is showing some ''good quality'' maple syrup in jars, which is having a good sale.

Geo. Williams had a splendid display of spring vegetables on Thursday and Saturday which had a ready sale. The display reflected great credit upon the responsible party.

Saturday was ''egg day'' on the market and there was a big rush for the Easter supply. There was a large supply of eggs, but it was not equal to the demand, consequently the result was a stiffening in the prices. The market throughout was on the same basis, and there was an upward tendency in the prices all along the line. Eggs went up to 17c and 18c, and butter, in good demand, remained firm at 24c and 25c. Poultry was scarce and high in price. Potatoes sold at 70c and 75c per bag. Maple syrup was offered at $1.40 per gallon and 40c per quart.

ST. THOMAS.

April 14.—Both markets were small on Saturday considering the fact of its being Easter and the produce offered was all disposed of. Eggs were the principal feature and opened at 18c per doz. but the tardy buyers were lucky as they dropped to 15c per dozen before the close. Butter sold readily at from 25c to 28c per lb. Maple syrup sold from $1.25 to $1.40 per gallon, according to quality. One farmer had a large quantity for sale and a neighbor stated that he did not have a maple tree on his place. If a grocer were to offer for sale that kind of stuff he would be fined. There was no change of price in other produce. The millers paid $1.07 per bushel for wheat—the highest price reached here in years. Flour has advanced 10c per 100 lbs.

The by-law depriving the grocers from buying on the markets until ten a.m. has been evaded, it is said, by one firm of grocers. It is stated that another party buys for them and that their wagon has been seen to call and get the load of produce from a man whose duty it ought to be to see that the by-law is enforced. Some of the grocers have interviewed the chairman of the market committee and he stated that an information should be laid before the magistrate. If this is done it is an injustice to the grocers who observe the law and it should not be tolerated.

Our police magistrate has dismissed two more cases brought before him of ''peddling without a license'' and as the Ontario Legislature has, it is understood, put off till next session the amendment of the act, although passed by the committee, no relief is likely and the local merchants who pay their business tax have to suffer from this injustice till next session. If the grocers of Ontario were properly organized and their case fairly presented no doubt action to remedy this condition of affairs would hav met with immediate success and the delay would have been avoided.

There are many good reasons why grocers should have an organization of their own and one of them is to study their relationship with jobber and manufacturer. Other grievances are the paying of cartage at the point of shipment as well as at destination; church tickets, price-cutters, Christmas presents, etc.

The grocers report that Saturday's business was ahead of last year and the local customs receipts for March were also ahead, which spells encouragement.

CHATHAM.

April 14.—Grocers unite in declaring that the Easter business this year was the best on record, Easter week, and particularly the Saturday before Easter Sunday, being far in advance of the corresponding days last year. Grocers are anticipating a big summer, all the signs pointing that way.

Flowers were features of most of the grocery offerings this Easter, and floral window displays proved very attractive. In most cases the flowers were taken on commission for local floral firms, and, though as a consequence of the competition, the floral trade was pretty well divided, most of those handling flowers found that they fairly paid for their trouble. Hitherto, Wm. Anderson has been practically the only grocer to carry a regular line of potted plants.

Fred Ward, of Harry Andrews' grocery staff will be in Petrolia this Thursday, April 15, attending the wedding of his son, Fred J. Ward, to Miss Maude Tanton, formerly manager of Parsons' Fair here.

Saturday saw a busy and crowded market here, with most prices high.

Poultry is expensive just now, chickens ranging as high as 60c each and a few turkeys offering for $2.50. Eggs sold at 16c, and butter at 24c and 25c. Potatoes brought 85c a bag. Live hogs went up to $7.10 per cwt., deliveries being considerable. Fresh vegetables, home-grown, are making their appearance on the market, lettuce, radishes and rhubarb being in evidence.

Reports from the country indicate that the farmers are well advanced with their spring work. Plowing is pretty well completed, and seeding on clay lands is nearly finished in most sections, though on sand it is coming on slowly, being held back by cold weather. Much corn ground has been already plowed. The recent warm spells have had a very beneficial effect upon the wheat which has picked up wonderfully, while one Raleigh farmer reports oats already up. This last is a record breaker.

That, as a consequence of the failure of the ice crop this winter, ice this summer will cost twice as much as last year, was the prophecy made last week by a local ice dealer. All Chatham's ice this year has to be imported.

A movement looking to the establishment of a government experimental cold storage station here for the handling of apples is in progress, and is being actively championed by D. A. Gordon, M.P., in the Dominion House. One grower declared to a Grocer representative that the encouragement of cold storage would probably mean the salvation of the industry, adding that, although Kent had probably more apple trees than any other county, owing to the insufficient means of taking care of the product the county is this spring unable to supply her own demands, let alone to export.

The big gale last Wednesday did quite a bit of damage in this section. In addition to tossing delivery rigs in all directions, it pretty well wrecked the roof of the Tilbury canning factory, and the west wall of the main building, the damage being estimated at $1,000. The fire wall of J. S. Richardson's general store at Tilbury was also damaged to the extent of about $350.

Mitton & Campbell have opened their new grocery and general store at Ridgetown, in the premises formerly occupied by the Northway Company.

The proprietors of the St. Thomas Canning Company purpose establishing a branch at Ridgetown this summer. business men of the town having subscribed money to rent the Harrison building near the Pere Marquette for their machinery. While they expect to put up only tomatoes this year, they will handle peaches if the crop warrants the move.

C. L. Robertson, of Rutherford, has disposed of his grocery and general store to Mr. Talbot, of London.

John Grass, of Ridgetown, advertises that he is giving up the handling of crockery in connection with his grocery business, and is disposing of that line by bargain sale.

The Dresden Basket Factory, which has been carrying on business in the Hicks Block, has been compelled by rush of orders to move to larger premises in connection with the Mahler evaporating factory. A New Idea egg basket, designed to hold 18 dozen eggs and fit benath a buggy seat, has had considerable to do with the rush, though the company manufactures baskets of all kinds.

R. Heyland's grocery, at Dresden, was the scene of a small chimney fire last week, the damage being slight.

Dresden's new flour mill will have a capacity of 250 barrels. The company is capitalized at $50,000, and $20 000 worth of machinery is being installed. The town subscribed $3,000. C. C. Morrison, of Guelph; Leslie Morrison, of Hensall; Jas. Morrison, of Wheatley; John Dodd, of Alton; and Melvin Hunt, of Barrie, are the men behind.

E. H. Ruttan, Wallaceburg, has erected a handsome new awning in front of his grocery.

S. J. Helmer has purchased the Sombra bakery from Geo. W. Meyers, who is leaving for the Northwest.

Wm. Piggott, the South Side, Wallaceburg, grocer, is able to be out again after several weeks' illness.

The Merlin Creamery, conducted by Wm. Parker, opens for business on April 15th.

A milk route is being inaugurated at Wheatley by Geo. R. Robertson.

Snuff tobacco promises to be the next novel product of the south-western counties. A Tennesseean named Wall is now experimenting in the growing in Essex county of a grade of tobacco suitable for the purpose, 20 acres being under cultivation this year.

The Dominion Government has taken a wise and important step in establishing an experimental tobacco station on the farm of A. R. Ferriss, near Harrow. W. A. Barnet, B.S.A., will be in charge. What the Canadian tobacco growers need most is expert instruction on growing and curing the weed—especially the latter—and the experimental farm should have a good effect in improving the quality of the Canadian-grown weed.

That the Tilbury canning factory will operate this year was the statement handed out by Manager H. H. Shaver last week, in contradiction of many widespread rumors. Mr. Shaver says the 1908 output will be doubled this year.

D. M. Edmonds, of Tilbury, recently sold his grocery business to W. A. Johnson, of the same place. Irvine Wallace, formerly manager of the grocery department of the W. C. Crawford store, who recently relinquished that post to accept a position in Amherstburg has been secured by Mr. Johnson to manage his new venture, and will remain in Tilbury.

The Pease evaporating factory at Wallaceburg will henceforth use natural gas as fuel, arrangements for its instalation having been completed.

Wm. McIntosh, a Wallaceburg baker, has left to take a position in Barrie.

Bruce Gonyou has resumed his position in Ruttan's grocery at Wallaceburg, after an extended illness.

Mitton & Campbell, who are this week opening a new grocery in Ridgetown, have made big improvements in the store front.

The old-established grocery and general business of J. S. Richardson, at Tilbury, has been incorporated as a joint stock company, under the name of the J. S. Richardson Co., Limited. Mr. Richardson retains active control of the business, which is the oldest business concern in Tilbury, having been started in an unpretentious fashion in 1879, and since grown to very large proportions.

Henry Everest, who formerly conducted a small grocery in Chatham, on Grand Ave. West, passed away recently, in Pontiac, Mich, aged 73 years.

The news that the committee of the Legislature had approved the bill introduced by P. H. Bowyer, M.P.P., to permit the sale by grocers and general merchants of ordinary household remedies, has undoubtedly proven a source of much gratification to merchants in this vicinity. It was in this county that most of the original prosecutions took place, and many a country merchant who had to cash up $20 and costs for selling five cents' worth of quinine will be glad to learn that the obnoxious restrictions are practically down and out. Incidentally, the stand taken by Secretary Trowern of the Retail Merchants' Association, will hardly meet with the approval of many of the active members of the local branch. Though the restrictions fell most heavily on country merchants, they were deeply resented by members of the grocery trade in this city—and grocers have always comprised about fifty per cent. of the active membership of the local association. Prior to the passage of the act in question—and possibly since—Chatham druggists did a considerable jobbing business in drugs and "patents" with country merchants, and it is doubtful if the measure, originally designed, it is understood, to hit the departmental stores, was much appreciated by the local men who were supposed to benefit. The incident may lend impetus to a certain underlying movement to make the local branch of the R.M.A. a purely city affair.

ST. CATHARINES.

April 14.—Mrs. Jno. Kilroy has disposed of her grocery stock and given up business.

J. T. Petrie is having the Simpson store in Thorold, which he recently purchased, refitted. The store will be thoroughly up-to-date. The grocery section will be fitted with Walker bins and counters. A handsome plate glass front is also being put in. Mr. Petrie expects to have this store opened as a branch store about May 1.

G. G. Gamble, general merchant, of Fenwick, has assigned.

TORONTO.

April 14.—J. Patterson, 19 Howard St. is constantly re-arranging his store, which gives it always a new and attractive appearance.

A. L. Thurston has bought out Mr. Swain, 1232 College St. His bright young daughter is taking an active part in the management of the business.

A grocer was seen the other day waiting on a customer with his pipe in his mouth—he ought to know better.

Geo. Rutledge, a successful young clerk for years in Parkdale, has started a store of his own with entirely new goods. Everything looks cheerful in the store and he is bound to be a winner.

P. D. Dunn opened a new store at 1646 Queen west two months ago and is doing a good business.

J. P. Cowan, from Dundalk, has purchased the business of Mrs. Maybee, 1362 College St., and has prospects of a good business.

A College St. grocer is actually the limit. He has come to the conclusion that The Canadian Grocer is not worth the two dollars and the only reason he gives is that he does not read it.

A west-end grocer recently kindly supplied a customer with goods on credit. In course of time he asked for some money, but instead he claims he received abuse. He then wrote her a letter and demanded payment for his goods, but in answer to this she appeared in the store with vengeance in her eyes and threatened to bring him up in the police court. Getting abuse for his kindness was more than he could stand, and he helped her out of his store. For this he had to pay ten dollars and costs. The sympathy of those who know something about the affair is with the grocer, who feels that he deserved better treatment.

W. J. Sawyers & Son, 429 Yonge St., has arranged a very attractive window with canned milk. The rivalry in the city now is not who can sell the cheapest, but who can have the cleanest and most attractive store and give the best service.

Teasdale Grocery Co. are making a great display of canned apples. This is a good business move as green apples are very scarce and dear, and now, before the fresh berries come in canned apples are in season.

Brittain L. Hill, 668 Bloor St. West, is doing a good business, much better than he expected when he started last June.

OTTAWA.

F. W. Forde took over the store of Forde Bros. on Bank St. on the first of the month.

The Hull Electric Company is being prosecuted under the Meat and Canned Foods Act for unlawfully transporting one dressed hog from Ottawa into Quebec. These Hull people seem to be getting fussy. In Ottawa there is a dressed hog on nearly every end seat of the cars in summer.

Miller & Watson, grocers and butchers, have opened on the corner of Bay and Gladstone Ave.

The store of R. Baird, Somerset St., is closed, the owner having gone west. It will be remembered this store was very badly damaged by fire and water some three weeks ago, and the manager, A. Nellin, has been reducing the stock since that time.

PETERBORO.

April 14.—One of the city's influential grocers states that there has been a great deal of last year's butter sold during the past winter by grocers who have either had it in storage or who have bought it from those who have thus kept it. This butter was purchased last autumn and not a little is reported to have been bought in the early summer, a June make being found. As a result the quality of the butter was not what it should be but sctill a number of the grocers are said to have had no scruples in selling it. The informant states that if the grocers want to build up their butter trade and cut in on the market business they should draw the line at selling an inferior grade.

The time has at last arrived for the show windows of our grocers to give a good place to seeds and many of the grocers have already done so. A few more weeks and the demand will be at its height. Flower seeds, as well as vegetable, are kept in stock.

White & Gillespie being the centre of the dairy supply trade for this city, report a good business so far. The cheese factories are getting ready to open up for the summer and are laying in a stock of requisites for the work. They are selling many cream separators throughout the country, Mr. Gillespie being well known and the firm's integrity being a good advertisement.

The small stores in the outlying parts of the city had their annual sale of hot-cross buns on Good Friday. They objected to the keeping of their stores open on Friday and in vain endeavored to get all their deliveries of orders made on Thursday evening.

The merchants state that the farmers of this section are asking the highest price for maple syrup in the province. The price is 40c a quart or $1.50 a gallon, and the quality is said to be nothing out of the ordinary. The weather has not been of the right kind thus far for a bountiful flow of sap, but there is a chance yet of the season redeeming itself.

It has been learned that Ald. Geo. Gillespie, of White & Gillespie, recently made a secret journey to New York on an important municipal matter.

John T. Donoghue, corner Sherbrooke and Rubidge Sts., has begun to make an addition to his grocery store.

Market prices of butter and eggs last Saturday were 27c and 18c respectively. Butter is expected to remain about these figures, as the supply will just about meet the demand.

Will Grady, a young man who is occupying his own store in the south end of the city, and who was recently married, states that his business is coming along nicely and although practically new in the grocery business he is pleased with his experience so far.

The brightening prospects of the spring have brought increased business to the merchants in general and the grocers report that they have been affected and are looking out for bills being paid better in the near future on account of the building boom that is expected and which is already being realized.

The local flour mills are doing a good business judging from the fact that the Central Milling Company are doubling their capacity and adding the machinery to meet the demand of their increased business. The Peterboro Cereal Co. have also added to their flour department.

R. C. Braund and Mrs. Braund celebrated their crystal wedding on Monday evening, April 12. They received a large number of presents and the congratulations of a host of friends. About 70 people were present at the affair and Mr. Braund and his wife proved themselves most delightful hosts. Mr. Braund conducts a large general store in the south end of the city which he started at about the same time as his marriage and he attributes his success to the help and inspiration received from his wife.

Bert Hunter, who opened a store of his own some months ago, is disposing of it this week and will leave on an extended trip to the West.

Henry Cross proprietor of a small store near the C. G. E. works, has sold his business.

Jas. R. Bell, grocer, was in Toronto on Wednesday on a buying trip.

BRACEBRIDGE.

April 14.—Easter decorations among the different merchants this year were excellent. Among the neat grocery windows noticed were Armstrong & Gillespie, showing a large display of fruits and flowers; Hutchison Bros., an Easter window of bacon, hams, cheese and eggs, making an effective display; Kirk Bros.', windows were pretty with flowers and fruits, and Jos. G. Meyers had a large display of eggs and meats.

All day Saturday the streets were thronged with people. Merchants and clerks were kept on the jump till late at night.

"The best Easter trade ever," they all exclaim.

Some, at least, eat macaroni in this town. We noticed 130 cases of this toothsome foodstuff unloading at Hutchison Bros.' store on Thursday.

Some of us hope for the starting of the movement in Ontario "for more daylight." Your correspondent questioned the merchants, clerks, and other men of this town and all speak greatly in favor of the clock advancing one hour during the summer. It will give the man behind the counter daylight to enjoy the numerous sports and other

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pleasures that at present he is barred from.

A SUBSTITUTION.

The claim is made by the Schram Automatic Sealer Co., of Canada, that their product, the Schram sealer, which was introduced into this country last year is being misrepresented by other firms selling fruit jars. It is stated that some parties are selling what they claim to be Schram jars but which in reality are entirely different. The above mentioned company did a considerable trade in Canada during their first year doing business here and it is probable that it is just another case of a good thing being imitated.

PARTNERSHIP FORMED.

A change has been made in the brokerage business of J. Walter Snowdon, Montreal, he having taken into partnership W. George Borland. The firm will in future be known as Snowdon & Borland and will maintain offices in the Guardian Building.

Mr. Snowdon has been connected with the grocery trade in Montreal for many years, having been for some time sales representative in Montreal of the Quaker Oats Company, and latterly having conducted a brokerage business of his own. He has a fine connection with both wholesale and retail trade.

Mr. Borland began his business experience with the Royal Bank, by whom he was engaged for some years. While there employed he met many influential business men, with many of whom he has had dealings later on in his business career. He resigned from the responsible position of purchasing agent for one of the largest industrial concerns in Montreal, in order to go into the brokerage.

Both young men are progressive, and the partnership will enable them to look after the interests of their principles most satisfactorily. They have several first-class agencies.

PURE FOOD SHOW AT COLISEUM.

A pure food show will be held at the Coliseum, Montreal, beginning May 17 and continuing until May 29. The site selected is an admirable one, being in the heart of the town. The building contains 36,000 square feet of floor space, with no posts. Duquette & Robertson are carrying out the interior arrangements. Somewhat of an innovation will be provided in the shape of a vaudeville performance. A first-class orchestra will also be in attendance. The proceeds of the show will be devoted to charity and in this connection a rather novel scheme has been adopted. One thousand tickets will be sent to each charitable institution, and they are to sell them at 10c each, and keep the proceeds.

Many manufacturers in Toronto and elsewhere displayed an Easter spirit by allowing their employes a holiday from Thursday until Monday. Among the leaders in this regard was E. W. Gillett Company, Limited.

The Grocer's Encyclopedia From Week to Week

The Preparation of Prunes From Plums — How They Are Gathered, Dried and Made Ready for the Market—The Sources of Supply and Differences in the Fruit—France a Great Prune Country.

PRUNES—The word prune, is derived from the latin word prunum, a plum, and may be more specifically defined as the fleshy varieties of the common plum, of firm texture, which are easily dried whole either in the sun or by artificial heat without fermenting at the pit. In fact the common English name, for dried plums is "prunes" but in French "pruneaux." Prunelloes is a name generally applied to the larger, lighter colored and finer flavored of the ordinary prunes, and mostly come from Tours.

Prepared From Plums.

In preparing prunes and prunelloes, the fresh gathered ripe and thick skinned plums are dried first in the sun till soft. Sometimes they are spread on hurdles and then left about twenty-four hours in a slow brick oven. After cooling they are put in a warmer oven and again a third or fourth time till sufficiently dried. Great care has to be exercised that the skin be not broken, and that the fruit be not packed until all surplus moisture between the fruit has entirely disappeared ; for if packed while damp it will mould in the package.

A skilled packer can tell by the touch just when the fruit is fit for packing, and when it is not. Some prunes may be noticed to have a smoky flavor, from having been dried over wood fires, especially those from Servia, Hungary and Bohemia. The Italian or Fallenberg prune is a well-known sort. It has a rich acid flavor, and dark color, with blue tint and is nearly round. Bosnia and Herzegovina prepare 40,000 or 50,000 tons of prunes yearly. They resemble the Italian product, but are not quite so large, and are generally highly cooked.

Prunes are also extensively prepared in Germany, from the Quetsch plum, which is best known as the German prune. These contain considerable acidity, but the most widely celebrated prunes of all are the Catharine variety of French or "Imperial plums," which reach England from Bordeaux. The tree thrives best in clayey and calcareous soils, and does not require loam of profound depth. The finest flavored are prepared around the little town of Brignoles in Provence. They are known commercially as Pistoles, and Pruneaux de Brignoles, and comprise the Pendrigon blanc, and Pendrigon violette. The Pistoles variety is a superior grade to the Brignoles. The centre of the French prune industry, however, is at Agen in the Southwest. Immense quantities are put up in the fertile departments of Lot-et-Garonne, Dordogne and Lot.

The prune d'Agen or d'Ente (date grafted plum) grown in the valley of the Lot, has long been highly esteemed. "Ente" means grafted by a special method. In travelling from Avignon to Furnel through the valley of Lot whole plains are seen covered with these grafted plum trees which furnish the famous Prunes d'Ente and Robe Sergent. They are sun dried, and are exported to the remotest corners of the earth. Other well known varieties are the Reine Claude, Mirabelle, Petit Damas or French St. Julien chiefly used in medicine and used in the valley of the Loire, whence also come the "Tours Prunes" above referred to. Lorraine produces an immense quantity of the kind known as Quetschs, which are one of the best for ordinary preserving, but their flavor is very inferior to their appearance.

Of late years, large quantities of prunes from Servia have been imported into France, and re-exported as French at considerably higher prices.

Differences in Prunes.

The processes employed for curing are very primitive, although plums are one of the chief resources of that country. Every grower cures them at his own orchard. Spain and Portugal also prepare prunes. California raises over 60,000 tons a year, a great number of which are packed and exported in boxes of 10, 25 and 50 lbs. each. The Californian are said to contain a less proportion of stone and skin than French prunes, while the meat and saccharin matter is much greater. They are also said to be superior in flavor, and to keep better and longer without sugaring.

Oregon prunes are large and acid of the Italian type. The Dosch prune is also large and acid but as a rule people prefer the sweeter kinds.

Fruit Gathered at Mid-day.

In France, at Agen, when the prune is rich, full and thoroughly ripe, it is covered with a sort of glaucous powder, called "flower" which greatly adds to its value as a table fruit. The fruit is usually gathered in the middle of the day after the sun has dissipated the humidity of the night, and straw is generally spread under the trees to prevent the fruit from getting bruised or dirty through coming in contact with the soil. Sometimes a canvas cloth is held or suspended under the tree. Only such fruit as readily falls when the tree is shaken, is gathered ; as soon as it is harvested the fruit is taken to a building where it remains a day or two to mature.

In Europe, Bordeaux is the principal export centre of the prune industry. America is now a strong competitor with Europe in this product. The system of drying the fruit, in the latter country has the best results, and several French firms have adopted the American method and found it to answer admirably.

Prunes are a favorite fruit in manufacturing districts both for culinary purposes and dessert. They are considered very nutritious and slightly laxative. Stewed in water they form a good remedy for costiveness and feverishness, as does also the liquor as a drink.

The new season's pack begins to arrive in England toward the latter end of September. The qualities are mostly inferior after a wet summer and the best of them high in price.

The Canadian Grocer

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THE "SHORTS" AND THE MILLERS.

The situation in the wheat and flour trade is rather unique at present. At any rate it is most interesting.

As those who are conversant with the market are well aware, prices of wheat are unusually high and strong, with little or no indication at present of a lower market, as the high prices which are being quoted for next year's crops indicate.

Shorts are being particularly hard hit by the wheat market. Many have sold May wheat at $1.03, and on Tuesday of this week, prices for that option touched $1.27½, or 24½c. above the price for which they had sold. Consequently, they are feeling uncomfortable and are praying for "night or Blucher."

Naturally, in view of these conditions, the situation of the millers is by no means comfortable. The smaller millers are feeling decidedly uncomfortable. To buy wheat to turn into flour with prices now ruling is not at all inviting. Most of the millers are what might be termed "lying low."

Then to make matters still worse for the average miller, there has been a good deal of price cutting during the last few months by the large milling companies. With their large equipment, the large mills are naturally able to manufacture at a lower cost, and taking advantage of this, they are quoting lower prices than the smaller millers can quote. This has so handicapped the latter, that some of them at any rate have been buying flour from the larger millers rather than manufacture their own flour at a loss.

It is evident, therefore, that whatever may be the outlook for high prices for the farmer, for the miller it is not at all bright, for plus the high price of wheat, there is the demoralizing influence of price-cutting.

ILLEGAL LABELLING.

The action of some companies in labelling their products in such a manner as to deceive buyers in the country of their production is something to be strongly condemned. It has been brought to our notice that at least one such case exists in Canada in which a Canadian manufacturer represents part of his goods as coming from a foreign country. Their particular product has a tax imposed on it coming into Canada so that their scheme is readily seen. They seek to enhance the quality and value of their goods by an illegal label and at the same time to create a demand for goods purporting to be manufactured in a superior manner to their own.

From a national standpoint such a scheme should be emphatically opposed. We have Canadian manufactured goods, which may be just as good as any imported, sold as foreign. Such manufacturers are almost bound to lose in the end. Jobbers knowing such goods are being misrepresented will not pay the price and ultimately the consumer will find it out. Why cannot Canadian manufacturers who have the facilities for turning out a good article not let that fact be known? It is more to their credit to do so and to the country's advantage as well. Morally, too, the action is wrong and contrary to the fundamental principles of an honest business.

We are not aware as to the exact nature of the law and the penalties that may be incurred but it appears that each province looks after its own offenders. As such a condition of affairs affects the business of manufacturers of similar products in the various sections of the country it seems advisable that a general law should be enacted to protect home manufacturers as well as importers who pay their legitimate dues. It is an unfair competition and dishonest business.

THE CLERK'S ROAD TO SUCCESS.

There are few men who have served the greater portion of their lives in the grocery trade who will not admit that the various demands upon the clerk are stringent, but absolutely necessary. It almost invariably takes years of work and concentration to develop a good clerk. As one man said a few days ago, "I have been in business for 35 years and I am still learning."

Any who overlook the necessary qualifications are, from the nature of the case, going to lower the standard which the industry has set up by means of its continual progress during the years that have passed.

To refer more particularly to the grocery trade it is not a too sweeping statement to say that a grocery business will probably depend upon the clerk above all else. The business will rise or fall according to the ability of the man behind the counter, who meets or who doesn't meet, the highly specialized requirements of the patrons. He must start at the bottom and work up—the trade demands it. Some may be more fitted to bring about a speedy development, according to the nature of their lives, prior to entering their vocation, but the quicker a clerk grasps the opportunities to show his mettle the more rapidly will he rise towards the summit.

CLEANLINESS IN THE STORE.

There isn't anything in connection with food products that appeals so much to the consumer as "Cleanliness" in the store she visits.

It impresses her at once with the idea that what she buys is clean and good.

There is the comforting feeling that her grocer is paying tribute to her own taste and habits.

Time was when any kind of a grocery store would suit her. There was little or no attention paid to the proper arrangement and display of goods.

With the improved conditions and requirements of modern life and the elevation of taste, things have changed and now the best arranged, best equipped and cleanest store gets her custom.

This elevation is due to the modern grocery store with its bright shelves, clean counters, handsome show cases, silent salesmen, practical refrigerators, computing scales, cash registers, clean windows and bright fixtures.

The inventive genius of the present day store outfitter is seen in the furnishing of the modern grocery store.

The Canadian Grocer since its inception twenty-one years ago has been a strong factor in bringing about these improved conditions in Canada. It has advocated the installation of every kind of practical, useful and cleanly fixture and equipment.

It has pointed out to the grocers the value of such improvements and it is largely due to its educational campaign in this direction that Canadian grocery stores are to-day the equal of any similar stores in the world.

ADVANCE IN FLOUR PRICES.

The bonds binding the price of flour during the past few weeks have been broken, and on Monday there was a general advance in nearly all the large centres in Canada. This has been the feature of the past week's markets and was directly due to the high figure at which wheat has been selling. This advance was not unexpected, but was rather late in arriving, the time having been prolonged on account of a war among some of the stronger western millers.

It is now to be expected that the bakers will raise the price of bread, and the advance in flour warrants a change of two cents in a six-pound loaf. Bread, however, has not yet been advanced, but if the present price of flour is maintained there is every likelihood that it will.

HOTEL INSPECTOR IN QUEBEC.

It is now almost certain that the government of the Province of Quebec will take definite action in the matter of appointing an inspector of hotels. The executive of the Dominion Commercial Travelers' Association has been in close touch with the officials at Quebec, and, to be of further possible assistance to the government, on Saturday morning last formed a special and a strong committee to offer to act with the authorities in any way deemed advisable.

This committee is composed of the men who look after the interests of the association, which is composed of 6,500 men—commercial travelers who are on the road eight to eleven months a year—and as every member of the committee has traveled himself in the past, or is traveling now, their co-operation will enable the government to select a first-class man to fill the new position, and to properly instruct him in his duties.

Great interest in the project is being evinced by both the government and the opposition, both parties seeing that the appointment of a really good inspector, a man who would know his business, would be for the benefit of the public as well as the commercial traveler.

BROOM CORN PRICES UP.

The three advances of twenty-five cents each in the prices of brooms since December, have not, according to prices quoted this week, covered the advance in the price of the broom corn, the material used in the manufacture of brooms.

One manufacturer, for instance, bought two cars of broom corn this week, paying $130 and $135 per ton for the material, whereas, last fall the same stock could be secured for $60 to $65, the advance being over one hundred per cent.

In a standard line of maderate-priced brooms it requires at least 23 pounds of corn to make a dozen brooms and this at present prices of 3½c. per pound would equal about 81c. per dozen, or six cents over the advance made by manufacturers, lines which formerly sold at $2.75 having advanced to $3.50. The manufacturers, therefore, are being hit by the advance as well as the consumers, and as the market is cornered in strong hands, no relief is in sight until a new crop is marketed next fall.

THE EFFECT OF UNITY.

When men associated with any particular line of business get together, they have presented to them the only opportunity of satisfactorily attending to their differences. What hope is there for the manufacturer to work alone and settle his business so that it will meet with the entire approval of the wholesaler and retailer? What hope has the wholesaler to form rules and regulations that manufacturer and retailer will be satisfied with? And a similar question may be asked as to the retailer. The course he decides to pursue will necessarily cross the paths of the others and instead of having business run smoothly along there exists a feeling of distrust among the three.

On another page of this issue there appears a report of the conference held last week in New York, at which were officially represented the National Retail Grocers' Association, the National Wholesale Grocers' Association, and the American Specialty Manufacturers' Association. Men of these three associations met to discuss together the things that could be made beneficial to all concerned. Permeating the debate there was the spirit that the different interests were much in common, that such a conference had the tendency of bringing the various factors into a closer relationship and of clearing the way to a better understanding.

Apart from the business benefits to be derived, the social aspect of such a gathering of men is worthy of consideration. How often are our prejudices against the men we meet on the street changed to admiration for them when we are privileged to come into closer contract! Such an instance has come within the experience of almost every business man, who learns to know how little foundation he has had for many of his secretly formed dislikes.

A conference of men similar to the one referred to cannot fail to be attended with good results. It brings forth in free discussion the grievances of them all, thus presenting the only chance to adjust matters satisfactorily. The manufacturer, wholesaler and retailer, when they unite, do not do so with any idea of formulating plans to practice extortion methods on consumers. They come together to consider what shall constitute the proper channels through which trade shall flow and other problems of general interest. They rub against each other and get new ideas, all of which tend to their private advantage as well as to the advantage of the association to which they belong.

KEEP THE STORE WELL LIGHTED.

The lighting of a store is always a problem. Both daylight and artificial light should be supplied in an ample degree. In the congested quarters of the cities it is not always possible to get sufficient daylight, but it is always possible to have a good quantity of artificial light. When the days get short, the well-lighted store is the one that commands attention, and beginning at the front door, which should always be well lighted, the window should be resplendent, of course, taking for granted the dressing is attractive, otherwise the lights ought to be as dim and few as possible. The efficacy of good lighting in the store itself is obvious. First, there is the psychological effect on the customer when he comes into a flood of light where everything seems to speak a welcome full of warmth. Secondly, in ill-lighted stores dirt and rubbish are more likely to collect and lead to an unsanitary condition. Thirdly, there is the general satisfaction to be derived from working in a well-lighted store, as compared with work anywhere in a dim and insufficient light. Electricity is undoubtedly the best form of light, as it is the cleanest, least cumbersome and most easily taken care of, requiring very little attention Gas and acetylene come next, and coal oil last. There are many kinds of acetylene plants, and some of them give a very brilliant light, but they require considerable attention.

BUSINESS MAXIMS.

By Plato, Jr.

¶ The early bird at the store picks up the wide-awake customer.

¶ He who is always late to business usually ends up a lap behind at the close of his commercial career.

¶ He who is in love with laziness can never expect to win the approving smile of success.

¶ Time has his eye on the loafer who is eternally watching the clock.

¶ The onus for failure in life is usually charged by the lazy man to the discrimination of opportunity.

Canadian General Markets and Market Notes

See also Provisions, Cereals and Fruit, Vegetables and Fish Departments on pages following.

QUEBEC MARKETS

POINTERS—
Dried Fruits—Firm under good demand.
Canned Goods—Moving well.
Sugar—Market quiet.
Molasses—Decline in prices.

Montreal, April 15, 1909.

Business in the country is slack owing to the bad condition of the roads and many of the farmers are devoting their attention to sugar-making rather than patronizing the stores. A comparatively quiet time may be expected for some time now until the opening of navigation, which will be two weeks earlier than usual, as the ice is nearly clear of the river. Dried fruits and canned goods have been moving well. The demand for fish has been better sustained since Easter than for some seasons past. Beans, peas, molasses, syrups and maple products are going into consumption fairly freely. The paper under discount at the banks has not been met as well as expected, as some good customers who never asked favors before, have had to obtain renewals. This is usually a quiet time for remittances and collections, but after the opening of navigation, and the new dairy season, an improvement may be safely expected,

SUGAR—The sugar situation is displaying no novel features this week. Trade is decidedly quiet.

Granulated, bbls	$4 70
" ½-bbls	4 85
" bags	4 65
" 20-lb. bags	4 75
" Imperial	4 40
" Beaver	4 40
Paris lump, boxes, 100 lbs	5 55
" " 50 lbs	5 65
" 25 lbs	5 85
Red Seal, boxes	5 35
Crystal diamonds, bbls	5 85
" " 100 lb. boxes	5 95
" " 50 lb. "	6 05
" " 25 lb. "	6 25
" " 5 lb. cartoons	5 40
Extra ground, bbls	5 10
" " 50-lb. boxes	5 30
" " 25-lb. boxes	5 50
Powdered, bbls	4 90
" 50-lb. boxes	5 10
Phoenix	4 65
Bright coffee	4 60
No. 3 yellow	4 50
No. 2 "	4 40
No. 1 " bbls	4 30
No. 1 " bags	4 25

SYRUPS AND MOLASSES—The arrival of new stock molasses has depressed the market from two to three cents. Choice and fancy are quoted at the same figure. Demand is first-class. Syrups are a little stronger and in good demand, especially the small tinned varietiees.

Barbadoes, in puncheon, choice and fancy	0 37 0 42
" in barrels	0 41½ 0 44½
" in half-barrels	0 42½ 0 45½
New Orleans	0 32 0 35½
Antigua	0 30½
Porto Rico	0 40
Corn syrups, bbls	0 03½
" ½-bbls	0 03¾
" ¼-bbls	0 03½
" 35½ lb pails	1 75
" 25 lb pails	1 25
Cases, 2 lb tins, 2 doz per case	2 40
" 6-lb. " 1 doz. "	2 75
" 10-lb. " ½ doz. "	2 65
" 20-lb. " ¼ doz. "	2 60

MAPLE PRODUCTS—Supplies are large of both sugar and syrup, and demand is good. Ten and a half-pound tins of syrup are being quoted at 70c to 75c this week.

Compound maple syrup, per lb	0 04½ 0 05
Pure Townships sugar, per lb	0 07 0 08
Pure syrup, 8½lb. tin	0 60 0 65½
" " 10½ lb. tins	0 70 0 75

TEA—What few teas that are left are in good demand. While the volume of business is not relatively large, trade may be said to be active.

Choicest	0 40 0 50
Choice	0 35 0 37
Japans—Fine	0 30 0 35
Medium	0 25 0 28
Good common	0 22 0 25
Common	0 20 0 22
Ceylon—Broken Orange Pekoe	0 21 0 40
Pekoes	0 20 0 22
Pekoe Souchongs	0 20 0 22
India—Pekoe Souchongs	0 19 0 20
Ceylon greens—Young Hysons	0 20 0 25
Hysons	0 20 0 21
Gunpowders	0 19 0 21
China greens—Pingsuey gunpowder, low grade	0 14 0 18
" " pea leaf	0 20 0 30
" " pinhead	0 30 0 50

COFFEE—Locally, some coffee which was bought for shipment to the United States, when a duty looked imminent, is being thrown onto the market here. It has not, however, had any effect on prices, which remain steady.

Mocha	0 18½ 0 25
Rio, No. 7	0 09 0 11
Santos	0 12 0 15

DRIED FRUITS—Last week a good general demand was reported and this has been well maintained since. Practically everything on the list is having a call these days. Prices have not altered since last quoted.

Figs—	
Bag figs	0 03½ 0 05
Tapnets	0 03½ 0 05
Elemes	0 08 0 14
Dates—	
Hallowees, per lb	0 05 0 06
Sairs, per lb	0 05
Malaga Raisins—	
London layers	2 25
"Connoisseur Clusters"	2 50
" ½-box	0 75
"Royal Buckingham Clusters," ½-boxes	1 30
" boxes	4 75
"Excelsior Windsor Clusters"	5 75
" ½'s	1 60
Australian raisins	0 07 0 08
California Raisins—	
Fancy seeded, 1-lb. pkgs	0 09 0 10
Choice seeded, 1-lb. pkgs	0 08½ 0 09½
Loose muscatels 3 crown	0 08 0 09
" 4 crown	0 09 0 10
California Evaporated Fruits—	
Apricots, per lb	0 13 0 14
Peaches, "	0 11 0 14
Pears, "	0 13
Prunes—	per lb.
Prunes 25-lb. boxes, 30-40s	0 10 0 12
" " " 40-50s	0 09 0 10
" " " 50-60s	0 08½ 0 10
" " " 60-70s	0 08 0 08½
" " " 90-100s	0 07
Currants, fine filiatras	0 06½ 0 07
" Patras	0 08 0 08½
" Vostizzas	0 08½ 0 09½

SPICES—In discussing the spice situation with a dealer, he stated trade was quiet, owing to the fact that buyers were waiting for better transportation facilities—that is, water, and an improved state of the roads in the country. Spices is one of those commodities which dealers can wait until a favorable time to buy.

	Per lb.	
Peppers, black	0 14	0 20
" white	0 20	0 27
Ginger, whole	0 15	0 20
" Cochin	0 17	0 20
Cloves, whole	0 18	0 30
Cloves, ground	0 20	0 25
Cream of tartar	0 23	0 32½
Allspice	0 13	0 18
Nutmegs	0 30	0 60
Cinnamon, ground	0 15	0 19
" whole	0 14	0 16

RICE AND TAPIOCA—The jobbers report a falling off of business in rice since Easter, which is not significant. Tapioca has suffered some, too, and is quiet now. No changes in quotations have been reported during the week.

Rice, grade B, bags 250 pounds	2 95
" " " 100 "	2 95
" " " 50 "	3 05
" " pockets 25 pounds	3 05
" " ¼ pockets, 12½ pounds	3 15
" grade c.c., 250 pounds	2 85
" " 100 "	2 85
" " 50 "	2 95
" " pockets 25 rounds	2 95
" " ¼ pockets, 12½ pounds	3 05
Tapioca, medium pearl	0 04½

BEANS AND PEAS — Market is steady and unchanged for both beans and peas.

Ontario, pickers	2 10 2 15
Peas, boiling	1 45 1 50

EVAPORATED APPLES—Prices remain firm, and stocks are very low. Demand is only fair.

Evaporated apples, new	0 03 0 08½

CANNED GOODS

MONTREAL.—Canned fruits, with the exception of peaches and pears, are going into consumption rapidly. Vegetables are meeting with only a fair demand. Canned fish, with the exception of sardines, are dead. Meats are very quiet just now.

TORONTO. — Business in canned goods, generally speaking, has been brisk. There is reported a scarcity in two-pound red raspberries, and 2's and 3's in peaches. Gallon apples are moving freely with no change in prices. The scarcity of peas is one of the features of this market, but tomatoes are apparently in large stocks. A local broker disposed of two cars of the latter goods during the week, and also 1,200 cases of canned pumpkin, which, he stated, was selling better than a short time ago. He attributed this to the lowering of the price of eggs, there being more consumed.

The warm weather will bring a better demand for fish. The market in the better grades of salmon in the United States is very firm, and stocks are reported light, there being very little in first hands. Some Toronto wholesalers have difficulty in getting the better classes. With the pink salmon, however, it is different.

ONTARIO MARKETS

POINTERS—
SUGAR—Raws easier.
CANNED PUMPKIN—Selling freely.
DRIED FRUITS—Good demand.
PEPPERS—Firmer in price.
RICE AND TAPIOCA—Quiet.

Toronto, April 14, 1909.

Some disappointments were experienced among wholesale grocers here regarding the extent of their Easter trade. They were expecting a better business

than they realized, and attribute the cause to the poor roads in many sections, and to the fact that the farmers in many of the country districts have been too busy to make frequent visits to their town. The cold spell with Saturday as its centre had a great deal to do with disappointments among some retail men. Collections are reported to be only fair.

Very few changes have occurred in the grocery prices during the week. The feature of all markets was the advance in flour. Raw sugar is a little easier than it was last week, but brokers here do not anticipate any lower prices for refined in the near future. Prior to the last couple of advances, many secured heavy stocks of sugar, so that the demand is not great at the present time.

The announcement that there would be no duty on teas and coffees coming into the United States, does not excite local dealers much. They got rid of some surplus teas and have still plenty to supply the trade. Of course, this elimination of the duties does not become law till the president puts his pen to the bill as amended, and other changes have time to occur.

The strong market in prunes, apricots and dried peaches may be considered a minor feature this week. This is probably due to the low prices of these goods. Canned goods are moving fairly well so far as fruits are concerned. The canned fish season comes strong with the warmer weather in May and June.

SUGAR—The market is a little weaker than a week ago. The raw market is reported steady, at a decline of one-thirty-second, and advices state there has been no pressure on the holders to sell. Heavy rains have occurred in Cuba, which may seriously interfere with the balance of the crop. The visible production to date, is estimated at 1,068,000 tons, as against 1,110,000 tons in 1907—the year of the last heavy crop. Prices in Europe are reported a fraction easier since the holidays, at a decline of three farthings per cwt. in beet sugar. The demand for refined sugar is unusually light, and locally, the recent heavy purchases have not been disposed of.

"Crystal Diamonds," barrels	5 95
" " half barrels	6 05
" " boxes, 100 lbs	6 15
" " " 50 lbs	6 25
" " " 25 lbs	6 45
" " 5-lb. cartons, boxes 100 lbs	8 10
St. Lawrence Crystal Diamond Dominos, 5 lb. cts	8 40
Paris lumps, in 50-lb. boxes	5 85
" in 100-lb. "	5 75
" in 25-lb. boxes	6 95
Red Seal	7 10
St. Lawrence granulated, barrels	4 80
Beaver granulated, bags only	4 50
Redpath extra granulated	4 80
Imperial granulated	4 50
Acadia granulated, (bags and barrels)	4 70
Wallaceburg	4 50
St. Lawrence Golden bbls	4 30
Bright coffee	4 70
No. 3 yellow	4 60
No. 2 "	4 50
No. 1 "	4 40

Granulated and yellow, 100-lb. bags 5c. less than bbls.

MOLASSES AND SYRUPS—There is a firmer tone to the molasses market, although prices can scarcely be quoted at an advance over a week ago. Molasses in cans have to a large extent taken the place of bulk goods, which are a little more awkward to handle. Syrups remain quiet.

Syrups—		
Medium	0 30	0 35
Bright	0 40	0 45
		Per case.
2 lb. Tins, 2 doz. in case		2 40
5 " " " "		2 75
10 " " " "		2 65
20 " " " "		2 60
Barrels		0 03½
Half Barrels		0 03¾
Quarter "		0 03¾
Pails, 38½ lbs. each		1 75
" 25 " "		1 25
Maple syrup—		
Gallons, 6 to case		4 50
" 12 "		4 80
Quarts, 24 "		4 80
Pints, 24 "		2 50
Molasses—		
New Orleans, medium	0 31	0 33
" bbls	0 29	0 31
Barbadoes, extra fancy		0 45
Porto Rico	0 45	0 48
West Indian	0 31	0 30

TEA—The situation in tea this week presents few new phases. It does not now appear that there will be a duty on tea going into the United States. To-day, however, a local broker received a communication from a New York correspondent, which stated that this was not entirely settled. The senate will, he stated, have the revision of the amendments in their hands and that it would be probably six weeks before a final decision was reached. There was, he said, a belief among some that there would still be a duty on coffee, and if so, a duty on tea was inevitable. United States buyers who come to Canada for tea are not likely to lose, whether the duty stays off or goes on.

DRIED FRUITS—There must be an immense amount of dried fruits consumed in Canada, considering the steady demand. Prunes are still moving freely, although the northern construction camps and general merchants laid in large stocks some time ago. Dried peaches and apricots are also good sellers. Currant prices are firm with the primary markets a shade higher. The raisin market is quiet, although there has been a large sale of valencias. Few dates are moving.

	Per lb.
Prunes—	
30-40's, 25-lb. boxes	0 10½
40-50's, 25-lb. boxes	0 09½
50-60's " "	0 08½
60-70's " "	0 07½
60-70's, 50-lb. boxes	0 07½
80-90 " "	0 05½
90-100 " "	0 06½
Apricots—	
Standard	0 12
Choice, 25-lb. boxes	0 13
Fancy, " "	0 15
Candied and Drained Peels—	
Lemon 0 10 0 11 Citron	0 17 0 20
Orange 0 10½ 0 12	
Figs—	
Elemes, per lb	0 08 0 10
Tapnets, "	0 03½ 0 04
Bag Figs	0 03½ 0 04
Dried peaches	0 07½ 0 08½
Dried apples	0 07½
Currants—	
Fine Filiatras 0 06½ 0 07 Vostizzas	0 08½ 0 09
Patras 0 08 0 08½	
Uncleaned, ½c less.	
Raisins—	
Sultana	0 07½ 0 09
" Fancy	0 11 0 12½
" Extra fancy	0 14 0 15
Valencias	0 05½ 0 06
Seeded, 1-lb packets, fancy	0 08
" 16 oz. packets, choice	0 08
" 12 oz. " "	0 07
Dates—	
Hallowees 0 05½ Fards choicest	0 06
Saire 0 05 " choice	0 07½

NUTS—Until next October there will be little doing in the nut market, which at present is rather quiet.

Almonds, Formigetta	0 12½
" Tarragona	0 13
" shelled	0 30 0 32
Walnuts, Grenoble	0 14
" Bordeaux	0 11
" Marbots	0 12
" shelled	0 28
Filberts	0 10
Pecans	0 16 0 18
Brazils	0 16
Peanuts	0 10 0 12

RICE AND TAPIOCA—There is little doing in the rice market and less in tapioca, the demand not being very great. No changes in prices have occurred.

	Per lb.
Rice, stand. B	0 03½
Standard B, from mills, 500 lbs. or over, f.o.b., Montreal	2 95
Rangoon	0 03½ 0 03½
Patna	0 03½ 0 05½
Japan	0 05½ 0 06½
Java	0 06 0 07
Sago	0 05 0 06
Seed tapioca	0 06
Tapioca, medium pearl	0 04½

SPICES—About this time a year ago there was a drop in the prices of peppers, but this year the market is different. All peppers are firm just now. Other spice markets are quiet.

Pepper, ground pure	0 14	0 20
" white pure	0 22	0 30
" whole, black		0 14
" whole, white		0 28
Ginger	0 18	0 25
Cinnamon	0 25	0 40
Nutmeg	0 35	0 90
Cloves, whole	0 25	0 35
Cream of tartar	0 22	0 25
Allspice	0 16	0 19
" whole	0 17	0 20
Mace ground	0 80	0 90
Mixed pickling spices, whole	15	0 20
Cassia, whole	0 20	0 25

BEANS—There seems to be a scarcity in beans at present, and prices have a tendency to be firmer. There are few reported in the hands of farmers and it is possible supplies will be pretty fairly cleaned up.

Beans, hand picked	2 25
" prime No. 1 "	2 00
" Lima, per lb	0 07½

EVAPORATED APPLES—This commodity has not been the fast-selling article expected some few months ago. There are plenty in stock, the price being still at 7½c., but probably easier.

MANITOBA MARKETS

Winnipeg, April 10.—The past week was not a remarkable one in the retail trade here. Monday and Tuesday being Jewish holidays, and Wednesday and Thursday being prior to the close of Lent, the holiday business was restricted. Thursday developed well along some lines. The Easter trade is always more or less limited to eggs, bacon, hams and fruit and such products. That tendency was quite marked this year, and it is on that account that no particular boom can be recorded. To-day is looked to as the great day of the season and if the weather is fine, the volume of business done will surpass any other day's trade for several weeks.

The streets and rural roads have taken on a differeent aspect within the past week, much to the gratification of all particularly concerned. The drivers have discarded their rubber boots, and are better able to keep the conveyances clean, and better still, they do not have to bear those "scoldings" from customers who were often annoyed over "late deliveries." It has been noted also that the city was visited by many farmers and their wives during the past few days, some of them driving in a distance of thirty miles with their produce. Among the more noticeable changes in the market this week are advances in cereals and brooms.

SUGAR—Brown sugar has been the heavy selling product this week for cooking purposes. The prices remain unchanged, but the market is very firm and wholesalers have heard rumors of advances in the near future. If this ad-

vance is made it will be the fourth within six weeks.

Montreal and B C. granulated, in bbls	5 30
" " in sacks	5 25
" yellow, in bbls	4 90
" " in sacks	4 85
Wallaceburg, in bbls	5 10
" in sacks	5 15
B.C. gunnies granulated, 5-18's to bale, per cwt	5 25
" " 5-20's " "	5 25
" icing	5 90
bar sugar	5 90
Icing sugar in bbls	5 90
" " in boxes	6 10
" " in small quantities	6 30
Powdered sugar, in bbls	5 65
" " in boxes	5 85
" " in small quantities	6 15
Lump, hard, in bbls	6 20
" " in ½-bbls	6 30
" " in 100-lb cases	6 20

SYRUP AND MOLASSES—Syrup is selling well. This is a bachelor's table commodity, consequently there is a large demand for it all over western Canada. The trade in molasses has been good during the week, as was expected. The prices are firm as follows:

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 31
" " 5-lb tins, per 1 "	2 75
" " 10-lb tins, per ½ "	2 58
" " 20-lb tins, per ¼ "	2 70
" " ½ barrel, per lb	0 03½
" " Sugar syrup, per lb	0 04
Beaver Brand, 2 lb tins, per 2 doz case	3 25
" 5 " " 1 "	3 75
" 10 " " ½ "	3 45
" 20 " " ¼ "	3 35
Barbadoes molasses in ½-bbls, per lb	0 04½
New Orleans molasses in ½-bbls, per lb	0 03½
Porto Rico molasses in ½-bbls., per lb	0 04½
Blackstrap, in bbls., per gal	0 31
" ½ " "	0 33
" 5 gal. kets., each	2 25

MAPLE PRODUCTS — Probably the greatest surprise in the local market this spring is the lack of demand for maple syrup and sugar. A mother may buy a little sugar for her child if she happens to have one with her in the store, and occasionally she will buy a pint of syrup for tea. These are about the size of the lots sold by retail.

Sugar 25 lb. boxes ½s. and ¼s	3 00
Syrup gallons ½ doz. to case, per case	5 40
" " 1 doz. to case, "	6 65
" ½ " 2 doz. to case "	6 00

FOREIGN DRIED FRUITS — The new French treaty has imposed a duty on dates, but as yet the price has not been affected. The expected advance in prunes and currants has not been made, but the market is firm. We quote the prices as follows:

Smyrna Sultana raisins, uncleaned, per lb	0 07
" " cleaned, per lb	0 08½
Trenor's Valencia raisins, f.o.s., per case, 28's	2 05
" " 14's	1 00
" selects " 28's	2 25
" " " 14's	1 15
" layers " 28's	2 35
" " " 14's	1 25
California raisins, choice seeded in ½-lb. packages per package	0 05½
" " fancy seeded in ½-lb. packages per package	0 05½
" " choice seeded in 1-lb packages per package	0 06½
" " fancy seeded, 1-lb. packages, per package	0 07½
Raisins, 3 crown muscatels, per lb	0 05½
" 4 " " "	0 06½
Prunes 90-100 per lb	0 05
" 80-90 "	0 05½
" 70-80 "	0 06½
" 60-70 "	0 06½
" 50-60 "	0 08½
" 40-50 "	0 [illegible]
" 30-40 "	0 09
Silver prunes	0 09
Currants, uncleaned, loose pack, per lb	0 06½
" dry cleaned, Filiatras, per lb	0 06½
" wet cleaned, per lb	0 07
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 08
Pears, per lb	0 08½
Peaches, standard, per lb	0 07
" choice	0 07½
Apricots, standard, per lb	0 10½
" choice, per lb	0 11½
Plums black pitted, per lb	0 11½
Nectarines, per lb	0 09½
Dates, new, per lb	0 06

RICE AND TAPIOCA—Japan rice, it is stated, will advance on May 15, on account of the new freight tariff. Notification has been issued by the railway companies to the latter effect. The advance will be 10c per 100 lbs. Orders at the following prices will be filled until that date:

Japan rice, per lb	0 04
Patna " "	0 04½
Rangoon rice per lb	0 03½
Tapioca, per lb	0 04½

EVAPORATED APPLES—The market is in a demoralized condition. They are wholesaling at 7½c to 8½c, according to quality.

HONEY—It is reported that there is no honey in wholesale stock and very little in retail. The price is a shade firmer, but it cannot be quoted above that of last week.

Honey, 2½ lb. tins, in case 24	3 85
" 5 " " 12	3 75

SPANISH ONIONS—Very few are in stock in the city and the demand is weak. The price, however, is unchanged at $1.15 per crate.

NUTS—The sale has been good for some days. It is expected that advances will be reported soon. The following prices stand firm:

Shelled Walnuts, in boxes, per lb	0 26
" " small lots, per lb	0 28
" Almonds in boxes, per lb	0 28
" " small lots, per lb	0 30

ROLLED OATS—The market is firm with no advances over last week.

Rolled oats, 80 lb sacks, per 80 lbs	2 27
" 40 " " 80	2 35
" 20 " " 80	2 40
" 8 " " 80	2 70

HOUSE CLEANING TIME

Suggests

The Ideal Duster



THIS SUGGESTION is not because the article depends upon any particular season for its uses, nevertheless the approaching cleaning time creates a profound interest in more useful appliances than have been.

THE IDEAL DUSTER

AS { a high reaching duster
an outside Window Washer
a Polished Floor Duster
a Porch and Grill Duster }

has a principle excelled only by the human hand.

It Is a MECHANICAL HAND, closing automatically, opened by a wire pulling cord. The user may change wiping cloths with practically the same facility as in hand cleaning—without stooping or climbing. THE HAND AND WRIST SHAPE gives the hand action, to wipe tops of doors, mouldings etc., and gives 11 square inches like the hand on top the cloth for surface rubbing—WHEREAS ALL MOPS HAVE ONLY A STRAIGHT LINE RUBBING SURFACE.

The wholesale trade will supply you at prices right to enable you to sell with a proper profit at 50 cents for the Duster complete in the two parts, or with a proper a very proper, Dust Cloth at 60 cents.

The consumption of these Dusters in some towns, where introduced the past year, has been enormous and this demand shows no abatement. Retail Price:

1st section, 5 ft., carrying the head, 35c. 2nd section, 5½ ft. Extension Handle, 15c. Ideal Dust Cloths, 10c. Sold separate or ensemble.

Any dealer can obtain this line with the same facility as

The Tarbox Self Wringing Mop and The Tarbox Pillow-Sham Holder

Tarbox Bros., Mfrs., - Toronto, Ont.

CORNMEAL—The cereal market as reported last week was very good. An advance is quoted in cornmeal this week of 10c per sack.

Cornmeal, per sack	2 0
" per ½ sack	1 00
" per bale (10, 10's)	2 25

BEANS—The recent advance has caused a dull trade in this commodity. Hand-picked are quoted at $2.25 per bushel.

POT AND PEARL BARLEY—A still further advance is quoted on these cereals. Pot barley is quoted at $2.70; pearl barley at $3.90 and half sacks at $2.05. The advance is about 5c per sack.

BROOMS—The expected rise has taken place and these prices will likely remain until the new corn comes in. They are quoted at from $3 to $4.25 per doz., making a total advance of 75c.

TUBS—The following prices remain unchanged. The market is weak.

Tubs—	
Eddy's tubs, No 0, per dozen	11 25
" " " 1 " "	9 10
" " " 2 " "	7 50
" " " 3 " "	6 40
" " nests of 3, No. 0, 1, 2, per nest	2 35
" " " 3, No 1, 2, 3 per nest	1 95
" " " 4, No. 0, 1, 2, 3, per nest	2 85

CANNED FRUITS AND VEGETABLES — Retailers have decreased their old stock and are buying carefully. These goods will move more freely from now on, it is expected. We quote the following unchanged prices:

GREEN FRUITS AND VEGETABLES — Vegetables are coming in slowly. Oranges and bananas are moving satisfactorily, and the trade in these will remain good. The last barrel of apples in the city in the hands of produce men went to a retailer this morning for $5.50. More will arrive soon.

Tomatoes, Florida, per case	4 0
Lettuce, per doz	0 60
Radishes, per doz	0 50
Parsley per doz	0 50
Pie plants, per lb	0 15
Oranges, per box	3 25 3 50
Lemons "	4 00 4 50
Apples, Spy per bbl	7 00 7 50
" Ben Davis, per bbl	5 50 6 00
Bananas, pe bunch	2 50 3 50

MEATS—Since the disturbance in last week's prices there has been no change. Although the trade is not good, some dealers are making a few cents to get rid of old stock and this has stimulated the trade somewhat.

EGGS—The heavy Easter demand for eggs has had a tendency to raise the price. To-day they are firm at 19c and there is little or no difference in quality.

BUTTER—The poorer lot of butter is going slowly at 13c. Few want it for cooking, not to mention it for table use. No. 1 butter, including good dairy and creamery, is quite firm at 25c to-day.

BOULEVARD SHOE DRESSING



For Ladies' and Children's Boots and Shoes

YOU SHOULD SELL IT BECAUSE:

It gives a beautiful finish.
It requires no rubbing
It is guaranteed not to injure the leather.
It is neatly put up in four-ounce bottles.
It will certainly be asked for again.
It has never brought us a complaint.
It can be had at all jobbers.

Manufactured only by:

The American Dressing Co., Ltd.
Montreal

A FACTORY IN CANADA.

The McCaskey Account Register Co., of Hamilton, Ont., is one of the latest additions to the Canadian industrial arena. This concern began the manufacture of registers at Alliance, Ohio, about six years ago, with a force of six employes. To-day they are employing about 650 people.

Their register system was originally intended for handling the accounts of the retail merchant and they have over 50,000 of these registers in use in the United States. The simplicity and ease with which accounts are handled has attracted people in different lines of business so that to-day their registers are in use in nearly all kinds of retail business, also among the professions and in manufacturing establishments.

The McCaskey is known as the original one-writing, total-forwarding system. It eliminates errors and disputes, stops all forgetting to charge goods, saves the merchant hours of labor in the copying and posting of accounts, thus giving him time to look after important details of his business where he can be earning money.

Owing to the demand for these registers from Canadian merchants and in order to save merchants the duty, this company have opened a Canadian factory in Hamilton and are engaging competent salesmen at this time to represent them in all parts of the Dominion.

PERSONAL NOTES.

A. P. Taylor, of the John Taylor Co., Limited, manufacturers of soaps and perfumes, left Toronto last Saturday for a couple of weeks' visit to Atlantic City.

Wm. Meen, of Minto Bros., Toronto, has been confined to his home for the past three weeks with an attack of pneumonia. Members of the family are also ill from scarlet fever, but according to a phone message to The Grocer on Wednesday, Mr. Meen is recovering and will be out again in a short time.

J. C. Horner, of the "Salada" Tea Co., left on Easter Monday for the coast. He will be gone about two months, and will visit all the big centers. Business out west has been on the increase during the past few years and many companies are paying especial attention to that portion of the country.

H. D. McCarty, of H. D. McCarty & Son, grocers, Ingersoll, has been ill for some time. The trade will be pleased to learn that after a course of sanitarium treatment at Battle Creek he is expected home shortly very much improved in health.

BUYERS IN TORONTO.

Among the buyers in the Ontario capital during the past week were the following,: W. I. Colwell, Beeton, Ont.; B. H. Turner, Manitowaning, Ont.; Mr. Towns, Aurora, Ont.; E. W. Hay, Falconburg Station, Ont.; Jas. R. Bell, Peterboro, Ont.; R. A. Dutton, Peterboro, Ont.; W. A. Curry, Alma, Ont.; E. E. Emerson, Mongolia, Ont.; N. A. Malcolm, Malton, Ont.; Lyman Larway, Wexford, Ont.; G. M. Lyons, Weston, Ont.; Horace Davidson, Unionville, Ont.; H. Taylor, Huttonville, Ont.; Wm. Carrol, Hamilton, Ont.; G. McIntosh, Cobalt, Ont.; J. Sargent, Westwood, Ont.

TRADE NOTES.

A company is being formed in Nelson, B.C., to erect a factory for the manufacture of Coledyke baking powder.

Strasburg, Silver & Co., of Aberdeen, Md., U.S., say in their weekly review of the tomato situation that the contract prices of packers for tomatoes this year with the growers will range from $8 to $10 per ton.

The Robitaille vinegar factory, situated in Bijouville, just outside the limits of St. Malo, Quebec, was totally destroyed by a fire which broke out on Sunday morning and which raged with more or less violence during the entire day.

Two of Winnipeg's leading wholesale grocery brokerage houses are about to open branches in Regina. Nicholson & Bain and Tees & Persse have come to the conclusion that the growing importance of the Saskatchewan capital as a wholesale centre makes this step necessary.



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"Because It Has NO SPRINGS"

The **"TOLEDO"** is the most Reliable, Sensitive, Accurate and Durable Scale ever made.

Because it has **"NO SPRINGS"** it is not affected by changes in temperature, therefore always gives correct results.

It never gets out of balance.

Gives correct weights and values, instantly and automatically.

Stops the giving of overweight.

Avoids the danger of giving shortweight and losing customers.

Stops the losses due to mistakes in figuring prices.

Saves money, labor and time.

Because it has **"NO SPRINGS"** it gets for the merchant every cent to which he is entitled.

You can't afford to buy any other scale, because the **"SPRINGLESS TOLEDO"** will outwear any other scale on the market.

Many Styles to Choose From **Write, Phone or Call**

Toledo Computing Scale Co.

Phone Main 4720 **335 Yonge St., Toronto**



ANOTHER GUARANTEE OF FAIR DEALING

This store has installed the Springless Toledo Scales, which guarantees honest weight to all.

There is no Guess Work or Boasting about Red Rose Tea

It is all and more than is claimed for it. By independent tea judges it is recognized as the best standard of quality and value in Canada.

If you buy tea for quality and not merely for price, you will certainly buy Red Rose Tea if you test it against the others.

WILL YOU TEST IT?

Sample and wholesale prices on request.

3 Wellington St. E. Toronto, Ont.
315 William St. Winnipeg, Man.
Branches

T. H. ESTABROOKS
St. John, N.B.



Why YOU Should Sell MOLASSINE MEAL

1. It's the world's foremost horse and cattle food, and if you sell any such food it is in your own interests that it should be the best.
2. A man who once uses Molassine Meal for his stock will be a steady customer, bringing in to you just so much more profit every month than you are now getting.
3. It is widely known and advertised to the farmers, whose trade will be all yours after their first order.

Secure a stock. Try Molassine Meal for your horse. Then you'll know.

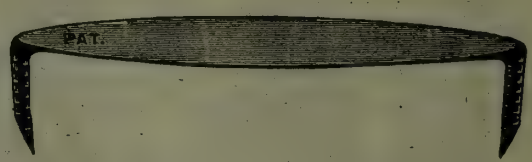
Makes sick horses well. Makes well horses healthier.

Write the Sole Importer

Andrew Watson, Montreal

Note.—Free descriptive booklets to you or your customers

"CEMENT COATED PAIL CLASPS"



The only Pail Fastener that holds the cover securely.

Ask your shipper for his opinion. Sample order will demonstrate their superiority.

Made in 2 sizes, 2¼ and 2¾ long.

Packed in boxes of 25, 50, 100 lbs. each.

For shippers of lard, preserves, jellies, fruit, butter, tobacco, candy and cheese, this is the best device ever put on the market.

J. N. WARMINTON

43 Scott St., Toronto
207 St. James St. Montreal

There's a Market for You in the Golden West

The Western Provinces of Canada are filling up with a prosperous population at an astounding speed. This fact means money to the shrewd manufacturers and shippers of Eastern Canada, Great Britain and elsewhere.

It is **your** opportunity---are you taking advantage of it?

Let us introduce your goods for you, We have better facilities for introducing your goods throughout the West than any other firm.

Our track warehouses are situated at the three main centres of Western Commerce---WINNIPEG, CALGARY and EDMONTON. Our finger is on the commercial pulse of the entire Western Dominion.

Write us about the matter.

NICHOLSON & BAIN

Wholesale Commission Merchants and Brokers.

CALGARY WINNIPEG EDMONTON

Storage for all classes of Merchandise. Also Cars distributed at Calgary, Winnipeg and Edmonton.

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123 Bannatyne Avenue East ***WINNIPEG, MAN.***

Warehousemen, Forwarding Agents and Wholesale Brokers

We make a specialty of distributing car lots. Goods stored at reasonable prices. Our facilities are unequalled. Warehouse situated in the wholesale district. Consign your cars to us, and we will look after everything. This is our business, having been established for years. If interested, we will gladly furnish you with a list of satisfied customers.

Reference—Bank of Ottawa, Winnipeg

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"Get The Best"

The CARTER-CRUME COMPANY, Ltd
TORONTO, - - - - CANADA



"Sun Burst Oil"

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Highly Recommended by the Leading Chefs for

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Write for Prices and Samples

322 East Notre Dame Street

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WE HAVE A VERY NICE LOT OF

Choice Sugar Cured Hams

PICKED OUT FOR THE EASTER TRADE.

These Hams are made from Good Canadian Hogs, no imported stock among them.

They have been selected and Cured under supervision of Dominion Government Inspectors.

They will be higher in price later on, no question about that. Better let us have your order now.

The "STAR BRAND" beats the World.

F. W. Fearman Co.

LIMITED

HAMILTON, CANADA.

Plain Figures that prove the Superior Quality of

TRURO QUALITY BRAND

Reindeer Milk

and

Jersey Cream

	Butter Fat
Reindeer Milk	8.61
Highest of other Brands	8.00
	.61

Reindeer Milk 7½% richer

Jersey Cream	8.05
Highest of other Brands	7.10
	.95

Jersey Cream 13% richer.

Figures taken from Government Bulletin No. 144

The Truro Condensed Milk Co., Ltd., Truro, N.S.

Your Provision Business

can be mightily "gingered up" by handling goods that are "wanted" again. That's the distinguishing characteristic of

Ryan Brand Pork Products

They prove so delicious that your customers want them continually. And, remember, the government food inspector has put the stamp of approval on them.

GET OUR PRICES NOW!

The Wm. Ryan Co.

LIMITED

70-72 Front St. East **Toronto**

Produce and Provision Situation of the World

Provision Prices at Present Time as Compared With Those of the Last Decade of the Nineteenth Century—Calm in the English Butter Market—Cheese in Demand at Rising Prices.

In considering the provision situation it will be interesting to compare the present prices of hogs with what was paid some years ago. To-day dressed hogs are selling at 9¾c and 10c a lb. In 1894 they sold at 4½c; in 1895 at 5c; in 1897 at 6c; in 1898 at 5½; in 1899 at 5¼c, and in 1900 at 7c a lb. Then when farmers, as a rule, were not as well fixed financially and had debts to pay they raised more hogs than they do at the present time. With about double the price now, they are not satisfied and have interviewed the Minister of Agriculture to give them a free trip to Denmark to find out whether the Danes have discovered a process by which they can raise hogs and at the same time sell their grain, which they claim is too dear to feed to hogs and at the same time dispose of them at the "low" price of 10c a lb. It is not only for hogs that the farmer gets far more than he did some years ago. In 1897 the following prices appeared in The Grocer: Potatoes, 35 to 40c a bag; onions $2.50 a barrel; eggs, active at 9½ to 10c a dozen; apples $1.75 a barrel; lard 6 to 6½c a lb.; bacon 10½ to 11c a lb.; creamery butter 19½c a lb., and store packed butter from 8 to 13c a lb. In succeeding issues we shall look further into the condition of the retail grocers and see how much better or how much worse they are off than they were years ago.

Reports from England state that there is an unwonted calm about the butter market which it is not easy to explain. Supplies are not generous and the demand is not much disturbed thereby. For the last six weeks imports have been steadily declining, yet buyers do not seem the least bit inclined to lay in stocks to provide against the time when the market must advance, if the same state of things prevails much longer. The reason is, that they do not believe in the scarcity cry, and they are inclined to buy from hand to mouth, in consequence of the sun having been shining a bit warmly this week with its promise of flush pastures and big milk flow. It is no use talking to butter buyers and telling them that the season is backward and that the home supply will not begin to swell for some time yet. They are indifferent to prophecies and simply wont be quick enough to make the market lively. It may be that the cold-storage has not yet been emptied, though it is currently believed that the supplies in refregerators must have been long since exhausted. If that is the case, it would explain to a large extent the phenomenon of falling imports being accompanied by falling prices—certainly a most unusual thing to contemplate.

Advices from England state that Canadian cheese has at last reached the 70s. quotation. It however is only for the brick red sorts, which are few in number, that this price is plaid. The rest of the cheese offering is in good demand at rising prices, as stocks are getting into very small compass and the new make is a decent way off yet. Finest white, is bringing 63s, to 64s, colored 66s, and deep red 70s.

MONTREAL.

PROVISIONS—There is no change in the condition of live hogs, prices being firmly maintained under a good demand and light supplies. Sales of selected lots were made at $7.90 to $8, and straight lots at $7.80 to $7.85 per 100 lbs., weighed off cars. A fair trade continues to be done in dressed hogs, and prices rule firm, with sales of abattoir fresh-killed at $10.50 to $11, and Manitoba dressed at $10 to $10.25 per 100 lbs. The cured meats and lard business is quiet and prices are unchanged.

Compound Lard—		
Tierces, 375 lbs	0 09	
Parchment lined boxes, 50 lbs	0 09½	
Tubs, 50 lbs	0 09½	
Wood pails, 20 lbs. net	0 09½	
Tin pails, in cases	0 09	
Heavy Canada short cut mess pork, in bbls	23 00	23 50
Selected heavy Canada short cut clear boneless pork	24 00	24 50
Very heavy clear pork	25 50	
Plate beef, 100-lb. bbls	7 75	
" 200 "	15 00	
" 300 "	22 00	
Pure Lard—		
Tierces, 375 lbs	0 13½	
Boxes, 50 lbs., grained	0 13½	
Tubs, 50 lbs., "	0 13½	
Pails, wood, 20 lbs., parchment lined	0 13½	
Tin pails, 20 lbs., gross	0 13½	
Cases, tins, 10 lbs. each	0 13½	
" " 5 "	0 13½	
" " 3 "	0 14	
Dressed hogs, fresh killed	10 50	10 75
" " Manitoba	10 00	10 25
Country dressed	9 00	9 50

BUTTER—Several new factories are opening and new butter is arriving fairly freely. The demand for fall creamery is good at unchanged prices. Rolls are scarce, but demand is light, as there is plenty of old dairy tub on the market. Receipts for the season have been 425,401 packages against 417 212 packages for the corresponding period of last season.

Fresh Creamery, solids, lb	0 23	
Fall creamery, solids	0 21	
Dairy, tubs, lb	0 14	0 15
Fresh large roll	0 17	0 18

CHEESE—The cheese market is steady and unchanged in price. Receipts for the season have been 1,959,870 boxes against 2,054,111 boxes for the same period of last year. Cheese is quoted in an export way at 12¾c to 13c.

Cheese, old	0 15½	0 16
" large	0 13½	0 14
" twin	0 14	
" small	0 14	

EGGS—Receipts are large and prices have lowered one-half to one cent. Demand after Easter is not so large and prices may ease off again. In the country, 16c to 16½ is being paid.

New laids	0 19	0 19½

HONEY—This market is dull and featureless.

White clover comb honey	0 13	0 15
Buckwheat, extracted	0 08	0 09
Clover, strained, bulk, 30 lb. tins	0 10	0 11

TORONTO.

PROVISIONS—The supply of hogs is still not sufficient to meet requirements of the packers. While all are trying to keep their hands employed, they are paying the limit regardless of what profit they should make, but more how to manage to get their money back again. Prices are very firm and an advance is likely to take place in the near future.

Long clear bacon, per lb	0 12½	0 13½
Smoked breakfast bacon, per lb	0 15	0 15½
Roll bacon, per lb	0 11	0 11½
Light hams, per lb	0 14	0 14½
Medium hams, per lb	0 13½	0 14
Large hams, per lb		0 13
Shoulder hams, per lb	0 10½	0 11
Backs, plain, per lb	0 16	0 16½
" pea meal	0 16½	0 17
Heavy mess pork, per bbl	20 00	21 00
Short cut, per bbl	23 50	24 00
Lard, tierces, per lb	0 13	0 13½
" tubs "	0 13	0 13½
" pails "	0 13½	0 13½
" compounds, per lb	0 08½	0 11
Dressed hogs	9 50	9 75
Live hog, f.o.b.	6 75	7 00

BUTTER — The butter market is steady, with a fair demand for good stuff, and looking for buyers for the inferior. With the excellent facilities of holding butter in cold storage a good deal of the surplus has gone out of sight but not out of mind and it is supposed to make its appearance again, when it will be in better demand. Quite a number of cheese factories have started operations, and will take a large portion of the milk which otherwise would be made into butter, and therefore it is not likely that much change in price will take place.

	Per lb.	
Creamery prints	0 25	0 26
Creamery solids	0 20	0 21
Farmers' separator butter	0 21	0 23
Dairy prints, choice	0 18	0 19
" " ordinary	0 15	0 16
" tubs, choice	0 16	0 17
Large rolls	0 16	0 17
Baking butter	0 13	0 15

CHEESE—New cheese is coming in now and as the stock of old cheese is light very fair prices will be paid, at least for several weeks for the new. Although not considered by cheese men to be compared with good old cheese in quality, it is remarkable how many people like a mild soft cheese. New cheese sells at about 13c a lb.

Cheese, large, prime	0 14	0 14½
" twins	0 14½	0 14½
" new	0 12½	0 13

HONEY AND MAPLE SYRUP—It will now be in season to cut honey entirely out and put maple syrup in its place. The honey season is over and maple syrup is in its full swing. The yield this year is somewhat above the average, and of good quality, if you are fortunate enough to get the right kind. The prices run from $1.05 to $1.10 per imperial gallon in tins, and in bulk about 95c.

Maple syrup, in bulk, imperial gallon	0 90	1 00
" " in tins, " "	1 05	1 10

POULTRY—Even with eggs at 20c a dozen, a poultry dealer claims that a hen at from 16c to 20c a lb. is worth more dead than alive. This accounts for the fact that farmers are selling them when it is the duty of every hen to lay eggs.

Spring chicken, dressed	0 16	0 20
" " alive	0 13	0 17
Hens, per lb., dressed	0 12	0 14
Turkeys, per lb., dressed	0 25	0 30

EGGS—This year the usual slump immediately after Easter did not take place, and eggs are quoted the same as last week. This is owing to several

causes. The dealers, as a rule, are all financially strong and are not forced to sell them to get the money to pay for them, and they have also the cold storage facilities to hold them. This being the case they can largely regulate the market and avoid those disastrous drops which used to occur and which often crippled many of the dealers. The egg market is in a healthy condition and prices are not likely to get much lower. The farmer seems to have everybody "by the neck." If eggs are not the price to suit him, he kills off his hens at 20c a lb. and his more unfortunate town friends can do without them or pay the price he demands.

Fresh Eggs..... 0 19

A SUCCESS IN ROSSLAND.

Manager of Co-operative Store Writes From the Pacific Province.

Editor Canadian Grocer,—Being a constant reader of The Grocer, I have noticed that for several weeks past you have given considerable space to the subject of Co-operative Stores, and when I read your editorial in The Grocer received recently, under the heading "Inference to be Drawn," I felt as if I must reply. First any person reading the account of the attempt to form a co-operative association at Picton appearing in a previous issue of your paper, would conclude that the English co-operative movement was a comparatively small concern, and not much of a success at that. There are a few facts in connection with the English movement for fiscal year ending June, 1908.

Membership, 2,500,000; sales, over one billion dollars; profits, over one hundred million dollars; capital, nearly two hundred million dollars. So much for English, now for Canada.

In your article referred to above, "Inference to be Drawn," you say it does not appear that they can thrive in Canada, and the idea of placing money in these concerns should be discouraged whenever possible. Now, Mr. Editor, I would like to know why co-operative associations cannot be successful in Canada? I will own there have been failures—but why? In nearly every case it could be accounted for in two words, "bad management." I do not mean altogether bad management of the actual store business; it may have arisen in different forms such as commencing with insufficient capital, imperfect organizing, bad buying, dishonest employes, managers who did not know the first thing about handling merchandise, and trustees who thought they knew it all. These, and many more causes, could be summed up in the two words mentioned, "bad management."

You apparently know of a number of associations that have failed, but I would like to say a few words about two successful ones; namely, at Trail, B.C., and Rossland, B.C.

The association at Trail has been started some eighteen months and has paid ten per cent. dividend to shareholders on purchases and three per cent. to non-shareholders, besides 5 per cent. per annum on share capital. Some person may think higher prices are charged; not at all. The prices are practically the same as charged by the Trail merchants. This association has, as manager, an up-to-the-minute grocer.

But it is the Rossland association that I am most familiar with, having been manager and secretary since its incorporation. We started business last May with a capital of a little over $3 000 and our first month's sales were a little over $800. To-day our capital is nearly $8,000 and we are doing a grocery business of over $4,000 monthly. We have paid on an average 8 per cent. dividend on purchases to shareholders and 3 per cent. to non-shareholders, besides 5 per cent. per annum on share capital. We try to make an average profit of from 20 to 25 per cent. and run our business on a 10 per cent. to 12 per cent. working basis. We are proof against bad debts. Some person may think Rossland is an outlandish place beyond the reach of competition. I would refer any such person to the issue of The Grocer of March 26, page 34, and last portion of the middle column, where I think they will be convinced we are not here alone. Mr. Editor, can you tell me why our business should not continue to increase, and our association become even more successful?

I. H. STEPHENS.

Rossland, B.C., April 7, 1909.

WHEN TO STOP ADVERTISING.

Will a merchant who is wise
Ever cease to advertise?
Yes—when the trees grow upside down;
When the beggar wears a crown;
When ice forms on the sun;
When the sparrow weighs a ton;
When gold dollars get too cheap;
When women, secrets keep;
When a fish forgets to swim;
When Satan sings a hymn;
When girls go back on gum;
When the small boy hates a drum;
When no politician schemes;
When mince pie makes pleasant dreams;
When it's fun to break a tooth;
When all lawyers tell the truth;
When cold water makes you drunk;
When you love to smell a skunk;
When the drummer has no brass—
When these things all come to pass,
Then man that's wise
Will neglect to advertise.

—Anonymous.

The Canadian Grocer, Toronto, Ont.:

Gentlemen,—Enclosed please find cheque for amount of subscription. I have much pleasure in remitting this amount, as I feel we are getting extra value for our money. We find that your journal is a great help to us in our business. It has many useful writings which I think valuable to anyone in the grocery business. Yours truly, D. M. WAUGH.
Summerside, P.E.I.

CUSTOMS HOUSE SALE

The Subscribers are instructed by R. S. White, Esq., Collector of Customs for the Port of Montreal TO SELL BY

PUBLIC AUCTION

at the Examining Warehouse
65 COMMON ST.
Montreal
on Monday, April 26th, 1909
AND FOLLOWING DAYS

THE FOLLOWING GOODS AS PER CATALOGUE, AND CONTAINED IN THE ABOVE PREMISES,

1—Duty paid goods to December 31st, 1908.
2—Collectors' orders to December 31st, 1908.
3—Goods from Store.
4—Express Unclaimed Goods to December 31st, 1908.
5—Freight Unclaimed Goods to December 31st 1908.
6—Goods over five years in Bond.
7—Seizures.

TERMS: CASH

A Deposit of 10 p. c. will be required on the adjudgment of each lot.

SALE AT 10 O'CLOCK A.M.

MARCOTTE FRERES
MONTREAL - - AUCTIONEERS

QUAKER TOASTED
Corn Flakes represent
Quality and Quantity.
WRITE
W. H. ESCOTT
(Wholesale Grocery)
BROKER
Winnipeg Canada

BARRELS
For Flour, Butter or packing any kind of merchandise, manufactured and for sale by
H. CARGILL & SON
CARGILL, ONTARIO

SALT
Car lots of Fine, Medium or Coarse, in Barrels, Sacks or Bulk.
TORONTO SALT WORKS
128 Adelaide Street E., Toronto

SPRAGUE
CANNING MACHINERY CO.,
CHICAGO, ILL., U.S.A.


USE OVAL WOODEN BUTTER DISHES.
THOMAS BROS., St. Thomas, Ont.

MADE IN CANADA.



MAGIC BAKING POWDER

SOLD and USED EVERYWHERE in the Dominion.

Makes Baking Easy, Dependable and Economical.

All Canadian Dealers Have It. REFUSE SUBSTITUTES.

E. W. GILLETT COMPANY LIMITED

TORONTO, ONT.

A RUSH OF ORDERS

That is what my last advertising campaign brought me from dealers everywhere. The chief features of my present campaign are:

CLARK'S PORK AND BEANS
" POTTED MEATS
" CORNED BEEF
" OX TONGUE

These advertisements are being seen and read from Coast to Coast by housekeepers.

Get ready to meet the demand—overhaul your stock and order without delay.

WM. CLARK

Manufacturer

MONTREAL

DO NOT ALLOW YOUR STOCKS OF

BOVRIL

TO RUN LOW.

When winter sales fall off there will be a good demand for use in the kitchen.

Gravy, containing a little BOVRIL, goes well with all hot dishes, and a few drops of BOVRIL are an improvement to salads of all kinds.

BOVRIL LTD.

27 St. Peter St., - MONTREAL

AGENTS:

R. S. McIndoe, 54 Wellington St. East, Toronto
W. L. Mackenzie & Co., 306 Ross Ave., Winnipeg
A. G. Urquhart & Co., 524 Hornby St., Vancouver
A. B. Mitchell, Mitchell's Wharf, Halifax

The Name

Cowan's

on Chocolate Confections stands for clean, honest manufacture—absolute purity—wholesomeness—and, above all, captivating flavor.

MAPLE BUDS,

CHOCOLATE CREAM BARS,

MILK CHOCOLATE MEDALLIONS,

NUT MILK CHOCOLATE

and many others.

The Cowan Co., Ltd.

Toronto, Canada

CANADA: No better Country



MOTT'S: No better Chocolate

"True, Tried and Trustworthy"

With all of these recommendations to your customers it is a doubtful experiment to suggest the use of any other than

MOTT'S

"DIAMOND" and "ELITE" brands of

Chocolate

Let others experiment. It's their loss, not yours—

Stick to MOTT'S

John P. Mott & Co.

Halifax, N.S.

SELLING AGENTS:

J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver

Arthur M. Loucks, Ottawa — R. G. Bedlington, Calgary



SOFT MINTS—5c. boxes.

ACME PELLETS—5-lb. tins.

M. & R. WAFERS – 5c. bags.

and a complete line of **LOZENGES, ETC.**

Hard and Soft Licorice Specialties

Appropriate for the confectionery, grocery and drug trades.

Price Lists and Illustrated Catalogue on request

AGENTS

ONTARIO, R. S. McIndoe, 54 Wellington St. E., Toronto

PROVINCE OF QUEBEC and MARITIME PROVINCES
W. H. Dunn, 394 St. Paul St., Montreal

MANITOBA, E. W. Ashley, 123 Bannatyne Ave., Winnipeg

VANCOUVER, J. F. Mowat & Co., 354 Water St.

By Royal  Letters Patent

NELSON'S

POWDERED GELATINE

is a perfectly pure Gelatine in powder form, ready for immediate use, without soaking.

NELSON'S

Gelatine and Liquorice

LOZENGES

Should be in your confectionery department.

G. NELSON, DALE & CO., Ltd.

EMSCOTE MILLS, WARWICK, ENGLAND

The above can be had from any of the following agents:
The Smith Brokerage Co., Ltd., St. John, N.B.
Watt, Scott & Goodacre, P.O. Box 1204, Montreal.
J. L. Watt & Scott, 27 Wellington St. East, Toronto.
W. E. Ashley, Winnipeg.
Geo. A. Stone, 34 Inns of Court Buildings, Vancouver, B.C.

News of the Flour, Feed and Cereal Markets

Advance Takes Place in Canada in the Flour Market—Differences Among Western Millers Apparently Settled — Demand From Eastern Provinces, Newfoundland and England—Some Excitement Prevailing—Feed Reported Scarce.

April 13.—As forecasted in The Grocer during the past few weeks, the price of flour has advanced. This condition of affairs was somewhat slow in arriving on account of the war among some of the strong millers of the West, but at last the advance has occurred—due to the increasing price of wheat. The change occurred yesterday and was of a general character. so far as Canada was concerned. In Newfoundland, from where several inquiries have come during the week the prices have gone up about half a dollar a barrel and advices from Winnipeg say that the advance there is 30 cents. Montreal and Toronto prices are also higher from about 30 to 40 cents. Inquiries arrive from London, Bristol and Leeds and orders are being filled at the increased prices. An advance of this nature has generally the tendency to curtail the demand but as yet bakers have not raised the price of bread. "They ought to," said one miller, "and likely will." The dealers in flour throughout the country are now thoroughly stirred up and are taking active interest in the market.

The cereal market is quiet but there is still a shortage observed in shorts and bran.

MONTREAL.

FLOUR—Owing to the strength of the European situation, the flour markets have advanced. One of the large milling companies have put up prices 35c per bbl. and others are contemplating an advance soon.

ROLLED OATS—The rolled oat market is firm, under a good demand. A local jobber stated that the immediate future was hard to forecast. Prices have not changed since last quotation.

Fine oatmeal, bags	2 72½
Standard oatmeal, bags	2 60
Granulated " "	2 60
Golddust cornmeal, 98-lb bags	2 10
White cornmeal	2 00 3 05
Rolled oats bags	2 55
" bbls	5 35

FEED—Shorts and bran continue scarce, especially the latter. Some of the larger firms expressed the fact that they were having difficulty in keeping their regular customers in good humor. Quotations are unchanged, but this may change suddenly now.

Ontario bran	21 50 22 00
Ontario shorts	25 00
Manitoba shorts	24 00
" bran	23 00
Moullie, milled	25 00 27 00
" straight grained	30 00 32 00
Feed flour	1 80 1 40

TORONTO.

FLOUR—The expected happened on Monday of this week. Flour advanced in price from 10c to 40c per bbl., and the western war has apparently subsided. This upward movement in prices seems to be general in Canada. In Newfoundland they advanced 50c a barrel from what they were a week ago. The firm wheat market has been the cause as wheat now is about as high as it ever was. The prices since the change are firm and one miller stated, "We would not shave them a cent." So far as is known, the bakers have not yet advanced the price of bread but it is expected they soon will. Notwithstanding the advance the demand is good, as dealers have been somewhat short.

Manitoba Wheat.

1st Patent	6 00
2nd Patent	5 70
Strong bakers	5 40

Winter Wheat.

Straight roller	5 20
Patents	5 60
Blended	5 60

CEREALS—As the weeks pass by and warmer weather arrives the demand for cereal goods falls away. There have been no material changes in prices during the week, but it is possible an advance may occur in rolled wheat.

Rolled wheat in barrels, 100 lbs	2 85
" oats in bags, per bag 90 lbs	2 60
Oatmeal, standard and granulated, in bags 98 lbs.	2 85
Rolled wheat, car load	2 65
" oats "	2 40
Oatmeal, car load	2 65

CANADA AND THE WEST INDIES.

Good Trade Likely to be Worked up Between These Two Countries, Says Milling Man.

"Trade between Canada and the West Indies is a very live question at present, and one that deserves the consideration of business men in both countries."

So spoke F. W. Thompson, vice-president and managing director of the Ogilvie Flour Mills Company, Limited, Montreal, to The Canadian Grocer, on his return to Canada after a three months' trip to the West Indies.

The greater part of the time he was away Mr. Thompson spent in Nassau. He stated that it was surprising the amount of interest displayed by business men in the Bahamas in the matter of better trade relations between Canada and the West Indies. Sir William Grey Wilson, governor of the Bahama Islands, and a very progressive man, is earnestly endeavoring to promote better commercial relations between the two countries.

That something definite will be done in the near future appears now to be certain, for it is understood that the governors of the different colonies will meet in London next June, when it is likely that a committee will be formed

Quality
Crispness
Delicacy

All three are found in



This biscuit is made of the purest ingredients and every care is taking at our big factoryto ensure purity, sanitation and wholesomeness, so that they are just a little better than all others.

The Mooney Biscuit & Candy Company,
LIMITED
STRATFORD, - CANADA



COX'S
INSTANT
POWDERED
GELATINE

A Pure Powdered GELATINE dissolving instantly in HOT WATER. MANUFACTURED and PACKED by Messrs. Cox under the control of their scientific staff.

Canadian Agents
C. E. Colson & Son, Montreal
D. Masson & Co., "
A.P.Tippet & Co., "

J. & G. Cox, Ltd.
Gorgie Mills
EDINBURGH.

for the purpose of approaching the Canadian Government to discuss the matter.

Mr. Thompson stated that a primary step to facilitate trade would be the establishment of perfectly satisfactory steamship connections between the various islands and the St. Lawrence and Atlantic ports. As to the possibilities of trade development, he thought these were unlimited. The necessities in foodstuffs could be supplied the West Indies by Canada without a doubt, while fruits and other products of the islands, not produced in Canada, would load returning vessels. Of flour alone, not less than 52,000 barrels a year was sent into the islands, and this business was transacted chiefly by American business men because of the better transportation arrangements between the United States and Nassau, as compared to those existing between Canadian ports and the Bahamas.

Wm. E. Nims has purchased the Maple Leaf grocery at Brandon recently managed by B. C. Neil. Mr. Nims contemplates an entire re-arrangement of the interior of the business premises, which will make them more commodious and up-to-date. He will also add largely to the stock heretofore carried, making the grocery one of the most efficient and up-to-date in the city.

Use of Benzoate in Jams and Jellies Condemned

Winona Manufacturer Endorses Views of Government Analyst —Thinks Sugar is Good Enough as a Preservative—Benzoate of Soda Might be Used for Catsup But Amount Should be Stated on Bottle, He Says.

By E. D. Smith.

I was very much pleased, indeed, with a letter in The Canadian Grocer from Mr. McGill, government analyst and chemist at Ottawa, in your issue of the first week in April. It seems to me that Mr. McGill has stated the case very fairly. There can be no question, it seems to me, in the face of his statement, and that of Prof. Wylie, probably the best authority on preservatives in the United States, that benzoate of soda is injurious to health—and benzoate of soda is regarded as the least injurious of all preservatives that are used to preserve pulps, jams, jellies, or other food products.

There are food products in which it is used in very small quantities, such as catsup and sauces, and it may well be that the small quantity of benzoate of soda that would be consumed by an individual in using these, would not affect the health to any appreciable extent, and there are things where some preservative is really needed, perhaps in nothing more than catsup. It is an article that stands on the table or around the house in the bottle exposed to the air, perhaps for several days, and no pure fruits or vegetables that are not preserved by something will stand exposure for several days in a warm atmosphere without fermenting.

This is why it may be necessary to use benzoate of soda in catsup, but I maintain that since this is injurious to health if used in considerable quantities, the quantity put in the catsup or whatever article it is used in, should be stated on the label, and a statute providing for this should be put on our statute books. But when we come to jams and jellies and fruit preserves, there is no earthly excuse whatever for the use of benzoate of soda except to cover up negligence or carelessness, and I think it should be made prohibitive to use any preservative or coloring matter in jams or jellies unless the exact quantity and varieties of these that are used, are stated on the label.

The sugar in jam preserves it if it is pure sugar, and it will keep on the

French Vermicelli and Macaroni
The only factory in Canada producing these goods.
H. CONSTANT
Manufacturer
Sales Agent: L. FONTANEL,
187 Commissioners St., Montreal

SUCHARD'S COOOA
This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes. Delicious in flavor; prices just right.
FRANK L. BENEDICT & CO., Montreal Agents.

Mr. Manufacturer
You will be interested in learning that the undersigned have entered into partnership, taking over the business of J. Walter Snowdon. They are open for one or two more agencies for Montreal City and district. Address:
SNOWDON & BORLAND
34 Guardian Building
MONTREAL
J. Walter Snowdon W. George Borland

BASKETS
You can make money as well as oblige your customers if you handle our
Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.
We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.
The Oakville Basket Co.,
OAKVILLE, ONT.

POT and PEARL
FOR CLOSE QUOTATIONS WRITE
JOHN MacKAY *Caledonia Mills* ***BOWMANVILLE, ONT.***
BARLEY and FEED

EPPS'S GRATEFUL AND COMFORTING
IN ¼-LB. LABELLED TINS. 14-LB. BOXES
Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg
NUTRITIOUS AND ECONOMICAL **COCOA**

The GRAY, YOUNG & SPARLING CO., Limited
SALT MANUFACTURERS
Granted the highest awards in competition with other makes.
WINGHAM *ESTABLISHED 1871*

When writing advertisers kindly mention having seen the advertisement in this paper.

The Quality of Christie's Biscuits and what it means to you—

IN buying goods there are three cardinal points that you consider carefully. They are:

1. How quickly can I turn these goods over and get my money out of them?

2. Are they the best that I can buy?

3. Do I get a fair margin of profit?

The merit of the goods very properly takes precedence over the matter of price, although, of course, the latter is important.

However, quality has more to do with profits than some merchants think.

Fundamentally, quality determines the success of any article, just as the success of every merchant depends upon the quality of the goods he handles.

Christie's Biscuits measure up to the very highest quality standard. There is no acceptable substitute for them on the market. Therefore, Christie's Biscuits are as staple as sugar and salt in the grocery stores that cater to particular trade.

The thousands of merchants, from ocean to ocean, who push Christie's in preference to all other brands of biscuits, have come to realize, through experience, just what Christie Quality means to them.

These merchants have proved that Christie's give them a larger turn-over, and greater aggregate profit in their biscuit departments; also that they build up the paying trade and hold it.

They have proved, too, that Christie's Biscuits sell more than biscuits.

Christie, Brown & Co., Limited

DAILY CAPACITY 30,000 LBS.



Dignard Limited

BISCUIT MANUFACTURERS

MONTREAL

"LUCERNA"

IMPORTED

Swiss Milk Chocolates

will surely please your customers.

To buying agents for certain districts special terms are offered.

Write us for samples, prices, etc.

LUCERNA ANGLO SWISS MILK CHOCOLATE CO.

214 Princess Street, - - Winnipeg



Family trade is more desirable than transient custom. In handling

CARR & CO.'S BISCUITS

you are assuring yourself of the confidence of your best trade. These biscuits are unapproachable in every respect of superior quality.

ASK OUR AGENTS FOR THEM.

CARR & CO., CARLISLE, ENGLAND

AGENTS:

Wm. H. Dunn,	Montreal and Toronto,	Eastern Provinces
Hamblin & Brereton,	Winnipeg,	Port Arthur to Alberta
L. T. Mewburn & Co., Ltd.		Province of Alberta
The Standard Brokerage Co., Ltd.,	Vancouver, B.C.,	British Columbia
T. A. MacNab & Co.,	St. John's,	Newfoundland

table and around the house without spoiling or fermenting, so there is no excuse whatever for the use of any kind of preservative. Some jam makers load their pulp up with benzoate of soda—that is the pulp out of which the jam is made—in order to keep it from month to month in anticipation of the time when they require it for making jam, but as I said before this is absolutely unnecessary, and is only resorted to because of lack of skill or lack of knowledge on the part of the jam manufacturer, and in all fairness to the consuming public when any of these articles injurious to health are used the quantities should be stated and the manufacturer should be held responsible that the quantities are correct as stated on the label.

I hope The Canadian Grocer will use its best endeavors to bring about these improvements, and have things as they are in the United States.

A REPLY TO F. C. HIGGINS.

A London Grocer Advocates Formation of an Ontario Grocers' Association.

Editor Canadian Grocer,—I read with much interest the letter from F. C. Higgins in your paper of March 25 in which he gives the Retail Merchants' Association the exclusive credit for accomplishing so many reforms.

He speaks of the many dead and buried one-line associations, of the past. Let him name some of them. What does he think of the following list of very much alive one-line associations in existence at the present time:

1. The National Retail Grocers' Association of the United States.
2. The National Wholesale Grocers' Association of the United States.
3. The United Master Butchers' Association of the United States.
4. The Retail Implement Dealers' Association of Western Canada.
5. The Retail Hardware Dealers' Association of Ontario.
6. The Wholesale Grocers' Guild of Canada.
7. The Wholesale Grocers' Guild of Ontario.

At the last meeting of the National Retail Grocers' Association, held last May in Boston, nearly every state was represented by delegates from State associations. Surely this is ample proof that there are a few live one-line associations who have organized to look after their own special interests.

I know, Mr. Editor, that you are voicing the sentiments of hundreds of Ontario grocers, when you advocate the forming of an association of retail grocers to further our own special interests. We certainly cannot expect this overworked retail merchants' association to take up our burdens, as they will have their hands full to look after the rest of the retail merchants of Canada.

What do some of our manufacturers care for a grievance sent by a single city or town association?

It is promptly filed and never considered; but if the same request was sent by an Ontario association it would not take them long to send a reply.

Much good also could be done by discussions in open convention.

In conclusion I must say that I think the stand you have taken is the proper one and can assure you that Mr. Higgins' views are not endorsed by many retail grocers who are alive to their own interests.

Hoping that other Ontario grocers will express their views on this important subject, I am,

A LONDON GROCER.

TRADE NOTES.

During the heavy wind storm last week the roof of the Niagara Falls Canning factory was partly torn off and carried for a distance of about two hundred yards. It fell with terrific force on the roof of the Shredded Wheat Co.'s factory, damaging it considerably.

Mrs. Dr. Parke, of Feversham, Ont., has leased the store so long occupied by Mrs. Heitman, corner of Sixth and Hurontario Sts. Mrs. Parke has filled one side of the store with a nice fresh stock of groceries while the other side is devoted to millinery. Having had a number of years' experience with her father in Feversham, Mrs. Parke should make a success of her venture.

Don't Be Wanting In

FORCE

These days it's the "Force"-ful grocer that does the most business. Ever eat "FORCE" yourself? Try a dish—it's great! Our consistent advertising campaign is making new people "try a dish" with the result that grocers everywhere are selling more "FORCE" than ever. And the profit is the same to all grocers—No one has a better chance than you.

THE H-O MILLS

HAMILTON - - ONTARIO

SWISS-FREY CHOCOLATE Co., Limited

SWITZERLAND.

The ORIGINAL makers of HIGH-CLASS Swiss MILK Chocolate, and NUT Chocolate

CONFECTIONS.

Put up in ARTISTIC Packages to RETAIL at 5, 10, 15, 20, and 25 cents each.

Swiss-Frey Milk Chocolate
Swiss-Frey Milk Chocolate Croquets
Swiss-Frey Chocolate au Cafe
Swiss-Frey Chocolate Risotine
Swiss-Frey Nugatine Chocolate
Swiss-Frey Nugatine Chocolate Croquets
Swiss-Frey Hazelnut Chocolate
Swiss-Frey Hazelnut Chocolate Croquets
also,
FREY'S celebrated CHOCOLATE

TORRONE

The Finest NUT Chocolate delicacy made.

FRESH STOCK JUST ARRIVING AT MONTREAL

ORDER direct from our Agents or through your JOBBER

SOLE AGENTS for Canada

CARVETH & COMPANY

Manufacturers' Agents and Importers

600 LINDSAY BUILDING

Montreal - - - Province Quebec

You Couldn't Sell us Soft Wheat

THE LABOURER is worthy of his hire. No man can deliver a dollar's worth of goods and charge fifty cents and make money. Half a barrel of flour is worth only half the money, half the quality only half the price.

¶ A flour cannot be *good* without *good materials*—and good materials cost money. Quality can be shaved at a *dozen* points, and *cheap* wheat means a saving—*but not for your customer.*

¶ You couldn't sell *us* cheap wheat; you couldn't sell us soft wheat, rusty wheat, musty wheat, or smutty wheat. There's only *one* class of wheat fit for FIVE ROSES—the flinty, plump, ripe, red, spring berry so wondrously transparent, with a thin, transparent skin, proclaiming its surpassing strength and purity, only the cream of the Manitoba crop.

¶ We *could* have mixed just a little soft wheat, white wheat, at 20 cents a bushel under our self-imposed standard. That's one way to check competition—*not the FIVE ROSES way.* A little that is pure is worth more than much that is mixed, and FIVE ROSES is *all* pure. If there's anything grown better than *our* ripe, red wheat—our immense facilities, skilled knowledge and money have failed to locate it—and we *began* searching twenty years since!

¶ No matter how seeming strong, any statement *you* can make about FIVE ROSES the flour can back by *proof.* Using FIVE ROSES the housewife has acquired a habit she does *not* want to break—it is *all* she likes in flour. Do you know a man selling ROSES that wants to give it up? The fellow who sells it will be a formidable competitor of *yours;* if you sell it, *you* will be a formidable competitor of the man who doesn't.

¶ What are *you* going to do about it?

Read Our Next

(8)

The Court of Last Resort

(8)

April 23, 1909



Five Roses Flour

LAKE OF THE WOODS MILLING COMPANY, Limited

Address the nearest office

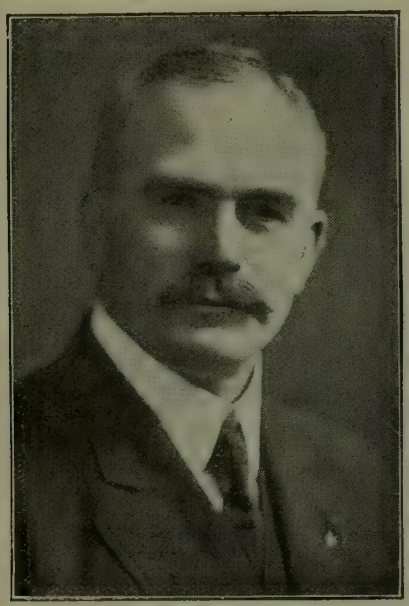
Montreal, Toronto, Ottawa, London, St. John, N.B.
Winnipeg and Vancouver

IDEAS ARE WANTED.

Jas. Roy, the New Secretary of Retail Grocers' Association in Vancouver, Issues Request for Aid.

Vancouver, April 13.—Secretaries of retail grocers' associations in Canada, who have ideas to exchange, or who can give a hint to make an association better, are invited to correspond with James Roy, the new secretary of the Vancouver, B.C., Retail Grocers' Association. Mr. Roy has recently taken over this work and his ambition is to make the Vancouver association second to none. With this object in view he seeks the co-operation of those who have been successful in the maintenance of similar organizations in the Dominion.

Mr. Roy is a Scotchman by birth, and has been in Vancouver for two years. Previous to that time, he spent thirty years in the South of England. Since



JAMES ROY.

coming to this city, he has been with the B. C. Telephone Company. His work there was highly appreciated by the management, and his resignation was received with regret with the assurance of the good wishes of the general manager for success in his new position. His duties with the Telephone Company brought him into contact with the business men, not only of Vancouver but of other cities of British Columbia, and was an excellent preliminary for the work he has now undertaken.

That he has been successful since March 1, when he started in, is demonstrated in that he added a dozen new members to the list before the end of that month. He is taking the initiative in many lines, and has the hearty support of the executive. For instance, despite the extra expense he has added a male clerk to the staff so that the office would at all times have some one in to attend to visitors and extend the hand of welcome to any who might call. This has proven very successful. To get in touch with other secretaries, Mr. Roy issues the following friendly appeal through The Grocer:

"I want to get in touch with you, and to learn about your work. I want to know about your difficulties and how you get over them. Do you suffer from cut prices? How do you fix the matter? Can the members of your association secure a legitimate profit on the goods they sell? How have you been able to beat the deadbeat? Have you a system of account collection? Have you had any trouble with the wholesaler selling to the consumer? Tell me about your work, about your troubles and worries. It will help you to do so and help me also. If you will, I will tell you all I know, what I am doing and what I intend to do."

This is the glad hand that Mr. Roy holds out, and sympathizing secretaries of other associations will meet him in friendship.

DAMAGE DONE BY RATS.

According to a despatch from London, Eng., rats are more numerous and aggressive in England than ever before. This is the opinion of Sir James Crichton Browne, who spoke on this subject at the first annual meeting of the Society for the Extermination of Vermin. He calculates that there is one rat to every acre of land in England and Wales, each rat doing damage at the rate of a farthing a day, making a total loss of $75,000,000, and that this figure is probably short of the mark.

Sir Charles McLaren told the members of the society that at their request he introduced a bill in Parliament last week for the extermination of rats.

It was received with ironical cheers, but whether it was dealt with seriously or not, he believed the publicity given it would be helpful to the society.

Jones & Son have purchased the grocery of Mrs. A. Woods, Galt.

Tell Your Customers That:

SHAMROCK

BIG PLUG

SMOKING TOBACCO

When cut never dries up or becomes hard. The leaves are so firmly packed that the plug remains fresh and moist

CLAY PIPES

A perfect article. Sell it
Insist upon having McDougall's.

D. McDOUGALL & CO., Glasgow, Scot.

If you desire to increase your business buy your

PIPES, TOBACCO, CIGARS, BISCUITS AND CONFECTIONERY

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JOS. COTE

Importer and Wholesale Tobacco Dealer

The greatest assortment of smoker's articles in the Dominion.

Office & Store - - 188 St. Paul St.
Warehouse - - 119 St. Andre St.
Branch - - - 179 St. Joseph St.

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YOUNG'S PATENT PIPE

in Seven Shapes

W. J. GRANT

Sole Agent for Canada

506 Lindsay Building, MONTREAL.

BLACK WATCH

The Big Black Plug Chewing Tobacco.

Already a Big Seller

Sold by all the Wholesale Trade



Just on the Market

"CANADA'S BEST"

SOAP

Is sure to sell on its merits.

Pure, Hard, White—

A Marvellous Cleanser

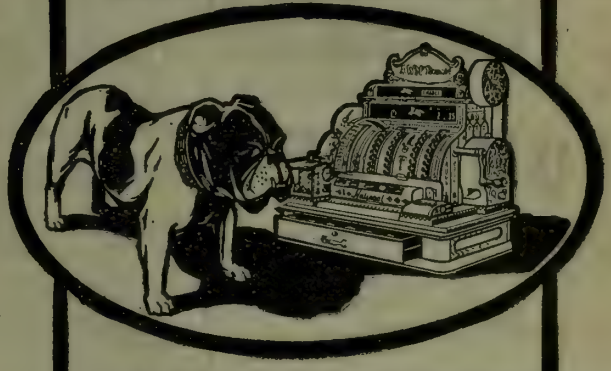
Have our samples reached your Patrons?
Has our Traveller called on you?

Anyway write for Sample and
Introductory prices.

Satisfaction Guaranteed

UNITED SOAP CO., Brantford

JUST YOU GET A NATIONAL CASH REGISTER



AND WHAT YOU HAVE YOU'LL HOLD!

NATIONAL CASH REGISTER CO. 285 Yonge St., TORONTO
Write for Literature. F. E. MUTTON, Canadian Mgr.

Are You Keeping Your Tobacco Stock Up-to-Date ?

IF NOT—WHY NOT?

"Tuckett's Special"

the new 10c. plug is the latest

Order from Your Wholesaler

Manufactured from **Imported Leaf Exclusively**

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

ORANGES

Although prices are little higher, the demand is heavy and can fill your order with our justly celebrated Rose and Volunteer Brands, which are giving good satisfaction.

TOMATOES

are coming in fine shape and at prices quoted are cheap. Have three cars to arrive this week. Lots of Strawberries, Asparagus, Cabbage, Pineapples, etc.

McWILLIAM
Mc. AND E.
EVERIST

25-27 CHURCH ST. - TORONTO

Franc Tracuzzi's

LEMONS

"St. Nicholas"

AND

"Home Guard"

B. L. O. E.

Fresh supplies arrriving weekly.

Ask your Wholesaler.

J. J. McCabe

Agent

32 Church Street - Toronto

Canadian Fruit, Vegetable and Fish Markets

Arrival of the Pineapple Season—United States Importing Canadian Potatoes—Fish Men Nearing Close of a Splendid Season —Preparing to Handle Fresh Caught Fish.

MONTREAL.

GREEN FRUITS—The fruit trade was brisk during last week, and the first part of this, but is quieter just now. Apples are getting into small compass. Strawberries are coming forward more freely, but the prices remain firm. Other lines are unchanged.

Almeira grapes, extra choice	6	75
California navels, 96, 126, 250, 288 size	2	85
" " 150, 176, 200, 216 size	3	00
Floridas, 126, 150, 176, 200	3	25
Mexican oranges, 176, 200, 216, 250 size	2	25
Valencia " 420 size	4	00
Cal. blood oranges, 150 to 216 size	4	25
Grape fruit	2 25	4 25
Lemons, choice, 300 size	2 00	2 25
Bananas crated	1 75	2 25
Pineapples, extra fancy, 24 size	4 00	4 50
Cranberries, per box of 40 qts		3 50
Spies, XXX		6 50
Ben Davis, XXX		5 75
Straberries		0 40
Cocoanuts, bag		4 00

VEGETABLES — Vegetables have been in good demand during the week. The holiday season stimulated trade quite considerably. Some of the local dealers took advantage of the cheap trip to New York to inspect stocks offering there. Some have secured representatives on the spot to enable them to bring forward only the very best stock. Only very slight changes have taken place in prices, mushrooms and sweet potatoes being quoted a shade lower. Other lines are unchanged.

Mushrooms, lb	0 65	0 90
Cucumbers, dozen		3 00
New carrots, bunch	0 15	0 20
Tomatoes, crate	2 75	4 00
Oyster plant doz		0 75
Artichokes, bbl	2 50	3 00
Leeks, dozen		1 50
Parsnips, bag		1 00
Sweet potatoes, basket	2 40	2 50
Cal. cauliflowers, crates, single		3 50
" " crates, double		7 00
Parsley, box		2 75
Sage, per doz		0 60
Savory, per doz		0 50
Celery, crate		6 50
Florida celery	3 25	3 50
Water cress, large bunches, per bunch		0 15
Spinach, barrels		3 00
Green peppers, crate		5 00
Beets, bag		1 00
Carrots, bag		0 90
Spanish onions, large cased	4 50	5 00
Lettuce, early		0 40
Lettuce, Boston, box		2 20
Radishes, doz		0 50
Horse radish, per lb		0 15
Cabbage, bb's		3 00
" new, crates		4 50
Montreal potatoes, bag		1 00
New Brunswick potatoes		1 00
Onions large bag		1 50
Red onions, barrel		4 00
Turnips, bag	0 60	0 70
Squash, doz		2 50
Brussels sprouts, quart		0 25
String beans, basket		6 50
New beets, crate		3 50

FISH—The Lenten demand is over, but there seems to be fairly good business following in its wake, when compared with other years. Fresh lines continue to sell fairly well. The demand for dried, and smoked has fallen off considerably. Prices on some lines have declined and on others a small advance is recorded.

Fresh and Frozen Fish.

German carp		0 07
Codfish	0 04	0 04½
Qualla salmon		0 08
B.C. salmon, frozen		0 09
Fresh halibut	0 09	0 10
Mackerel, "	0 10	0 12
Dore, "	0 08	0 09
Steak cod	0 06	0 07
Grass pike	0 08	0 09
Whitefish, lb	0 06	0 09
Lake trout	0 09	0 10
American live lobsters	0 18	0 20
Haddock	0 05	0 06
Large sea herring, per 100	1 50	1 60
Striped bass		0 14
Buck shad	0 75	0 85
Smoked—		
Haddies (exp) 15 lb. bxs., per lb	0 07	0 07½
Bloaters, per box, large, Yarmouth		1 10
Smoked herring, per box	0 16	0 18
Prepared—		
Skinless cod, new, 100 lb. cases		5 25
Shredded cod, ½ lb. cartons, 2 doz. cartons in box, per box		1 80
Dry cod, in bundles 112 lb., per pound		0 06
Boneless cod, 1 & 2 lb. bricks, 20 lb. boxes		0 06
Boneless cod, 20-lb. boxes		0 06
Boneless cod, 20-lb. boxes		0 09
Boneless fish, 20 lb. bxs., 2 lb. blocks		0 05
Boneless fish, 25 lb. bxs., loose		0 04½
Pure cod in crates, 1 and 2 lb. bricks		0 05
Salted and Pickled —		
No. 1 Labrador herring, brls		5 50
" " " ½ brls		3 00
Large green cod, 200 lbs. bbl		6 00
Oysters, bulk, per gallon		1 30
Standards, bulk		1 40
" selects		1 50
" quart tins, sealed		0 40
Paper pails, per 100 qt. size		1 50
Standards, 4 gals		6 50
Selects "		7 50

TORONTO.

GREEN FRUITS—The fruit men are all well satisfied with their holiday trade and although the usual lull has followed the market shows a firm feeling with an improved tendency. Apples are getting pretty well sold out and are still creeping up higher. Navel oranges are also dearer and receipts lighter. The large quantities of pineapples on the market show that the pineapple season has arrived. For the first heavy shipment, they turn out in excellent condition. Grape fruit is in abundance. Louisiana strawberries are now sold at 12½c a pint box.

In the January 22nd number of The Grocer a description was given of the abogato pear, but very few people have yet ever seen or heard of it. On Tuesday a sample was shown to a representative of The Grocer by a commission company in Toronto to whom a small box was shipped to find out what could be done with them on this market. From its appearance, it being the size of a large pear, with a large seed inside, and considering that it will cost from 30c to 50c apiece, it is not likely that it will find ready sale for a time, or create for itself a large demand in this country. However, it will be remembered that not more than ten years ago the first grape fruit were seen on the Toronto market, and now they are almost as common as oranges. So far it has not found any special favor, and some are speculating in their own minds, as to whether it might not be the nut or seed which is the eatable part of it. After tasting both, the idea occurred that either one or the other might be poisonous, and further experimenting was not deemed advisable until more was discovered about them.

Apples, Spies	6 50	7 50
" Russets	3 50	4 00
" Baldwins	4 00	5 00
" Greenings	4 00	5 50
Oranges, Valentias, 420, ordinary		3 75
" " 42), large		4 50
" " 714		5 00
" California navels	3 00	3 50
" Mexican		2 75
" Messina bitter oranges	2 25	2 50
Lemons, Messina	2 75	3 25
Bananas	1 7[illegible]	2 25
Grape Fruit, Florida, box	3 25	4 00
Pineapples, Florida, crate	3 50	4 00
Strawberries, Cal	0 55	0 60
" Louisana, pt	0 12½	0 15

VEGETABLES—Potatoes are higher and the market is active. A sharp export demand has developed from the States, which causes a hustle among potato men. The price has gone up about 20c a bag. Cabbage is also scarce and high. Florida tomatoes are plentiful, but last week's prices are well maintained. Rumor has it that on account of a very heavy rain storm the tomato crop in Florida has been seriously damaged. A quantity of red peppers has just arrived from Italy and are sold at 25c a lb.

Beets, Canadian, old, per bag	0 45	0 50
" Florida, new, per dozen		1 00
Parsnips, per bag	0 75	0 80
Potatoes, Ontario, per bag	0 90	1 00
" sweet, hamper	2 00	2 25
" Bermuda, per bushel		3 50
" " per barrel		10 00
Lettuce, Boston head doz		1 25
Onions, Canadian, dried, bag	1 35	1 50
" Spanish, crate	5 00	5 50
" " small crate		1 75
" Bermuda, per case		3 75
Tomatoes, California, small basket	0 75	1 00
" Floridas	3 00	3 25
" small		0 75
Carrots, per bag	0 45	0 50
" new, per bunch		1 20
Cabbage, Florida, new	3 50	3 75
" Canadian, old, per barrel		2 25
Cauliflower per case		4 00
California celery, per case	6 50	7 00
Florida celery, per half case	3 00	3 25
Turnips	0 35	0 40
Radishes, per dozen	0 40	0 45
Spinach, per bushel		1 50
Egg plant, per doz		3 00
Green peppers per doz		1 00
Cucumbers, per dozen	2 00	2 25
Asparagus per bunch	0 25	0 75
Green onions		0 25
Rhubarb		1 20

FISH—After a long spell of great activity in the fish market, the rush is over, and the fish men are squaring up the winter trade and are getting ready to handle the fresh-caught stock which is the only kind now in demand. As both the demand and supply are light, the dealers are rather enjoying the quietness of their business after the continuous rush for many weeks. Frozen stock is practically all sold.

Herring, medium, per lb., fresh caught	0 05	0 07
" sea, per lb	1 00	1 25
" lake, per keg	4 00	4 25
Whitefish, frozen	0 09	0 10
Trout, "	0 09	0 10
Whitefish, fres caught	0 14	0 15
Trout, " "	0 13	0 14
Cod		0 08
Cod, fresh caught		0 08
Halibut	0 09	
Halibut, fresh caught	0 10	0 12
Haddock, frozen, per lb		0 07
" fresh caught		0 07½
Sea salmon, Silverside		0 09
" Steelhead		0 13
Pike	0 07½	0 08
Pickerel, yellow	0 08½	0 09
Herring, Digby, smoked, bundle 5 boxes		0 85
" Kippered, 15-lb. box		1 25
Smelts, per pound, No. 1	0 09	0 10
" " extra	0 12	0 14
Oysters, Long Island		1 50
" " medium selects		1 75
" " extra		1 85
" shell, per 100		1 50
Finnan Haddie, smoked, 15-lb. package	0 07½	0 08
Boneless cod, quail on toast		0 05½
" " imperial		0 05
" " steak		0 07
Shredded cod, doz		0 90
Arcadia, 24 packages, 1 lb. box		3 12
" 12 packages, 2 lb. box		2 40
Acadia cod, crate		2 40
" tablets, box		1 60
Bloaters	1 15	1 25
Qualla	0 08	0 09
Gold eyes	0 5	0 05½

NOVEMBER

CUT LEMONS

OUR SPRING SHIPMENTS OF

HOME GUARD BRAND

SUMMER KEEPING LEMONS are on the way. The quality of these Lemons, our shipper claims, is superb. We are now booking orders at moderate prices.

WHITE & CO., Limited

TORONTO and HAMILTON

WANTED—A Few Cars Potatoes Telephone or Write Us

I am going away for a few days, but my packers—FOLLINA BROS., Italy — will look well after my interests. They have my entire confidence. You can bank your all on their selection and grading of my LEMONS. They're here, they're coming, they're curing, they're growing. Ask the wholesale for the finest Sicily Lemons packed in my name.

BUSTER BROWN

P.S.—Tige is coming back with me.

FRESH CAR

FANCY FLORIDA TOMATOES

FRESH CAR

FANCY FLORIDA CELERY

Both these cars **Fine Quality,** and prices lower.

Send us your orders

HUGH WALKER & SON

GUELPH ONTARIO

The Method in France of Preparing Glace Fruits

Their Manufacture Becoming Extensive in that Country—The Glacage Makes Them Dry and Easy to Eat—Sulphuring Process Described—The Use of Sugar and Glucose.

Over in France a great deal of attention is paid to the manufacture of what is known as "glace" fruits. The glacage of fruits is done so as to make them dry, agreeable to the eye and easy to eat, and the process is one that has proven interesting to all who have had the opportunity of seeing it. There are, of course, different methods used in the manufacture of these fruits, but the preliminary preparations are usually the same.

The fruits must be just ripe; if they are too ripe they cannot be well prepared on account of their softness, and if they are green they have a bad appearance. The manufacturers buy fruit throughout the whole of Southern France; they sometimes buy cherries even as far north as Dijon. Cherries, apricots, figs, greengages, pears and almonds are the fruits principally used.

The Sulphur Treatment.

When the fruit is received their first care is to treat it with sulphur. This is in order to improve its appearance and to destroy any microbes possibly lurking in it. There are two processes employed for this purpose. The one commonly used is to expose the fruits in cases or small baskets in a small room about six feet high. They then insert in a jar from four to ten pounds of sulphur, according to the quantity of the fruit. For a room containing three or four tons about eleven pounds of sulphur would be required. If there has been much rain and the fruit consequently is soft, less sulphur must be used and more in the case of hard fruit. The idea is to secure complete impregnation of the fruit by the sulphur, which has also the effect of bleaching the fruit.

The second method is not often used. It consists of treating the fruit with a solution of about seven ounces of pure sulphurous liquified acid to 220 pounds of water. The water thus strongly impregnated with the acid is used for bleaching the fruit, which is placed for that purpose in jars, into which the solution is then poured. According to the quality of the fruit, they leave it exposed for two to ten hours to the action of the liquid. They leave apricots one or two hours only, but cherries would remain from night to morning. The same results are obtained in the United States with sulphate of lime. The fruit is then placed in clear water for two or three days, the water being frequently changed during that time, after which it is considered sufficiently bleached. They then place it in steam kettles and boil it for ten minutes to one hour, according to the hardness of the fruit; it must be brought to such a state that the sugar syrup about to be applied may penetrate readily into it.

Application of Syrup.

After the fruit has been boiled, they begin the sugar process. The fruit is removed from the water and drained for ten to twenty minutes, then placed in earthenware jars containing a certain quantity of sugar syrup. Some manufacturers use sugar at 20 degrees Baume concentration, some at 25 degrees, and others at 28 degrees. This is a question of personal appreciation and depends also on the condition of the fruit. If the cherries appear soft, they make the syrup more concentrated; if they are hard, they use it at 15 to 20 degrees concentration. The contents of the jars are emptied after a few hours into steam kettles containing sugar syrup. By boiling, part of the syrup evaporates and is replaced by an equal quantity of syrup in order to preserve the percentage of syrup and fruit. The fruit is left in the jars for one day, and is again boiled in the kettles on the second day, then remaining in the jars for two days.

After the second operation the fruit remains in the jars three days, and so on for five, six, or eight boiling operations, the interval between them being longer each time, the fruit sometimes remaining from six to eight days before the final boiling. At each addition of syrup the concentration is made greater. The application of the sugar should not be done hurriedly, otherwise the fruit, instead of absorbing the greatest possible amount of sugar, will shrink and become corded in the interior, thus spoiling its appearance. It is to the manufacturer's interest to apply the largest possible quantity of sugar, as the more syrup the fruit contains the greater the profit.

Six Weeks' Duration.

They boil the fruit at least six or eight times, according to the size, the operation covering a period of at least six weeks, during which time it absorbs the largest possible quantity of syrup. At the final boiling the syrup is concentrated to 35 degrees Baume, and after this operation the fruit is regarded as capable of being kept for a long period. It has been known to remain in good condition for two or three years. However, if kept too long the appearance suffers, though the eating qualities remain unaltered. After the final boiling the fruit is allowed to remain in the highly concentrated syrup, in a cool place, not too dry nor too damp, and of even temperature. At this stage the fruit is known to manufacturers as "fruit confit."

When Orders Come In.

On receipt of an order from a client, a sufficient quantity of the fruit is removed from the jars and drained of its syrup. This is done by placing it in willow baskets and allowing the syrup to drain through the openings of the baskets. They then proceed to the operation of glacage, which is the final stage of the preparation of the article for the market.

For this operation the fruit, drained of its syrup, is placed in a solution of pure concentrated sugar, at about 45 degrees Baume concentration. While it is in this solution the nature of the liquid is changed by an operation known as the "masse." This consists in rubbing one side only of the inside of the kettle with a piece of wood about 2 feet long by 1½ inches thick, as a result of which the syrup at that point becomes chemically changed and turns white. The fruit is then brought into this white liquid, where it remains for a few minutes only. It is then removed and placed on iron grills. The coat of sugar remaining on the fruit dries rapidly in the air. The fruit thus prepared is known as "fruit glace," and

Highest price paid for
DRIED APPLES
O. E. ROBINSON & CO.
ESTABLISHED 1886
Ingersoll - Ontario
Would you like our Weekly Circular

SEASON 1908-9
Dried Apples
Shipments Solicited
Settlements Prompt
W. A. GIBB COMPANY
HAMILTON
JAMES SOMERVILLE, Manager

DAWSON'S Banner Brand of Jams, Marmalades and Jellies is the very best.
THE DAWSON COMMISSION CO., TORONTO

HAVE A LOOK OVER THE

Brunswick Brand Sea Foods

The consumer is assured of the finest goods on the market, unvarying in excellence in

¼ Oil Sardines
¾ Mustard Sardines
Kippered Herring
Herring in Tomato Sauce
Finnan Haddies (both oval and round tins)
Clams
Scallops



In these the customer secures the best and the dealer is happy; because he knows that he is selling products of sterling excellence and reputation.

THEY ARE PROFITABLE TO HANDLE

ARE YOU SELLING THEM?

CONNORS BROS., LIMITED

BLACK'S HARBOR, N.B.

AGENTS—Grant, Oxley & Co., Halifax, N.S.; C. H. B. Hillcoat, Sydney, C.B.; J. L Lovitt, Yarmouth, N.S.: D. Rattray & Sons, Quebec: Leonard Bros., Montreal; Arthur M. Loucks, Ottawa; C. De Carteret, Kingston; James Haywood, Toronto; Chas. Duncan, Winnipeg; R. G. Bedlington & Co., Calgary; Drexel & Co., Vancouver; J. Harley Brown, London, Ont.

"LOBSTERS"

You can get some very curious packages labelled as above. But if you want the genuine wholesome lobster, the lobster with the true, natural flavor still there, insist upon your jobber supplying you with

LOGGIE'S
Golden Crown
and
Golden Keys

The two brands that will always please those exacting, particular customers of yours.

What your "cranky customer" wants is good, old plain QUALITY. That's what she gets in these brands.

The Claws and Tails only. Delicious Whole Meat.

And the quality always to be depended upon.

PACKED BY:

W. S. Loggie Co., Limited

Chatham, - N.B.

EAT SALMON?

Quaker Salmon is the best on earth. That's what we think.

We want **your** opinion.

We want your canned salmon business, and we'll get it if you try a tin of **Quaker Salmon.**

Mathewson's Sons

Wholesale Grocers

202 McGill Street - - Montreal

can be immediately packed in boxes for the market.

When the fruits are intended for shipment to points beyond the equator, it is necessary, in order to render them more durable, to submit them to a further treatment known as "crystallization." The fruits are taken and placed in a dry oven at 60 degrees centrigrade, and at the end of one or two days are placed in receptacles of iron, known to us as "candissoirs." While here a syrup at 35 degrees centigrade is poured on them and the "candissoirs" placed in a hot oven where they remain for about twelve hours. At the end of that time, under the action of the heat, the sugar syrup forms small crystals on the fruit, and then, when the operator sees that the crystallization is sufficient, he empties the syrup, and after a few hours the fruits are dry and ready for shipment, being then known as "fruits crystallises."

Glucose Necessary.

Manufacturers have found it very difficult, if not impossible, to make these fruits without a certain proportion of glucose, as the exclusive use of sugar, which is cheaper than glucose in France, would render the fruit too hard or candied, and therefore unsalable. The use of glucose prevents this.

The percentage of glucose used is about 20 per cent. with 80 per cent. sugar, but this varies according to the manufacturer.

PROVINCE WANTS CONTROL.

Vancouver, April 12.—The question of the right of the Province of British Columbia to regulate the salmon fisheries in its tidal and non-tidal waters, authority which is disputed by the Dominion Government, is to be carried before the Privy Council in June for ultimate decision.

That such action has been determined on by the Provincial Government is made manifest by the receipt by the supreme court registrar of a series of questions propounded by the Attorney-General, and to be presented to the full court for decision. Should that court answer the questions in a manner favorable to the case of the Provincial Government, the Federal authorities are sure to appeal. On the other hand, should the opinions of the court be against the Provincial Government the latter is certain to carry the appeal to London. Under these circumstances an appeal to the Privy Council is certain to occur, and argument on the matter will in all probability take place in London in June.

Briefly, the Provincial Government is asking the full court whether the fisheries of British Columbia are not the property of the province, and has not the province the sole right to authorize fishing?

W. C. Holmes & Co., general merchant, Selkirk, Ont., is succeeded by E. R. Holmes.

Legitimate Premiums and Those that are Lotteries

The General Public Must Know Exactly What They Are Paying for—Cases That Have Come Under the Observation of a Police Inspector—Chance Element Must be Eliminated in All Cases—Fine Lines Exist Sometimes.

The chance element in the giving of premiums as inducements to prospective buyers was at one time extensively used by manufacturers, wholesalers and retail business men. The law existing at the present time, however, eliminates the lottery phase in doing such a business, but it may be interesting to many to know just exactly when the giving of premiums becomes a lottery and when it is legitimate. The line is not always firmly drawn and probably there still exists the chance element in the carrying on of many businesses of which the proprietors are unaware.

It is yet within the memory of almost everyone, the manner in which the "grab-bags" and "popcorn bags" were sold so that every purchaser was sure of a prize. These premiums, which often had a great deal to do with inducing buyers to invest, are now against the law. This is true with one exception—if all the premiums are the same the sales come within the law and are legitimate.

The enforcement of the law in this regard becomes the duty of the police departments of municipalities and in the city of Toronto the attention of James M. Stephen, staff inspector of police, has been called to conditions once existing which had to be righted.

Must Know What They Buy.

In an interview with Mr. Stephen a few days ago he explained to The Grocer what was illegal in respect to the giving of premiums and what constituted legitimate business.

"About a year ago," he said, "I was told of a firm doing a package business (the name of which The Grocer withholds) which gave premiums in the form of money. They advertised that in each package there was a cash rebate and this extended all the way from one cent to a quarter of a dollar. It was just a chance that a customer buying a package secured the rebate of twenty-five cents or one cent. The purchaser therefore did not know what he was going to get and that made it illegal. I spoke to them about the matter and of course they corrected it."

Inspector Stephen did not believe the company knew they were doing something against the law—it was merely a case of not knowing what was legal. If the firm placed the same amount of money in every package as a rebate their business then became within the meaning of the law. If they always placed, for instance, one cent in a twenty-five cent package and always two cents in a 50-cent package, they would also be doing a legitimate business—the same rebate for the amount of money expended.

"This," he explained, "would eliminate the chance element; people would know exactly what they were getting—it simply would mean a rebate of one cent on twenty-five or two cents on fifty cents.

Different Prizes Illegal.

Another example was cited by Inspector Stephen. There was a company doing business in Toronto, but located elsewhere, which advertised a prize in every package of its goods.

"Sometimes the purchaser might get a string of beads or a stick-pin, etc., but there also existed the chance element. You never knew what was coming next. This was brought to my notice and by quietly informing the company that they were not exactly complying with the law they immediately changed their plans and now they have the same premium in every package."

"Of course, you know," continued the inspector, "that I am not supposed to meddle unnecessarily with trade affairs and only when such a matter has been brought to my observation can I act. If, however, there is a fraud worked openly upon the public; why, then we get right after it."

Ignorant of the Law.

In many cases where premiums are given illegally, the inspector thought that those responsible for them were not familiar with the law. This was true sometimes even when legal advice was secured.

"You have no jurisdiction outside of Toronto," was suggested.

"Oh, no," he explained, "but it is not likely any company will change its course to suit Toronto alone. When they find they cannot sell their goods here if the law is not complied with, they will make the necessary arrangements to be allowed to dispose of them anywhere."

He emphasized the point that the consuming public must know exactly what they were getting and in a reminiscent mood recalled the days when everybody was "done" in their purchasing when they purchased something on the premium plan.

The minute a clerk gets superior to waiting on the man in overalls and jumper, set him to breaking up packing cases in the cellar. Pride is a bad thing in anyone if it's false pride.

The pinnacle of mercantile success is not reached through managing the baseball team, playing in the band or becoming the champion billiard player in town. The champion merchant will be champion in naught else.—Printers' Ink.

Satisfy Your Customers

Buy the Schram Fruit Jar

DON'T ALLOW SUBSTITUTION

Look for the Signature Trade Mark on the Jar

1909 Model

Wide Mouth

Clear Crystal Glass

Every Jar Perfect



Easy to Seal

Easy to Open

Sanitary

No Leakage

Fifty Million in use in United States and Canada

New Caps with Rubber complete retail at 15c. per dozen

IF YOUR JOBBER CANNOT SUPPLY YOU,
WRITE US AT ONCE

Schram Automatic Sealer Co. of Canada

LIMITED

WATERLOO, - ONTARIO

1538

THE IMPORTANCE OF GOOD GROCERY FIXTURES IS SECOND ONLY TO THAT OF A WELL-SELECTED STOCK



WALKER BIN FIXTURES will

Build up a new business,
Put new life into a dead business and
Improve and make more profitable
the best grocery business in Canada.

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

The Walker Bin & Store Fixture Co., Limited

Designers and Manufacturers of Modern Store Fixtures

Berlin, Ontario

Representatives { Montreal; Kenneth H. Munro, Coristine Bldg.
Manitoba: Watson & Truesdale, Winnipeg, Man.
Saskatchewan and Alberta; J. C. Stokes, Regina, Sask.

That Credit Customer: Nail Him:

If you give a man credit, and get "stung" don't curse your "hard luck"—be consistent, and blame YOURSELF. Because if you haven't a way of controlling your credit customers, it's YOUR OWN FAULT, and it's mighty easy to supply yourself with

ALLISON Coupon Books

Here's How They Work

A man wants credit. You think he is good. Give him a $10 Allison Coupon Book. Have him sign the receipt or note form in the front of the book, which you tear out and keep. Charge him with $10 — no trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on until the book is used up. Then he pays the $10 and gets another book. No pass books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best.



For sale by the Jobbing trade everywhere.

Manufactured by ALLISON COUPON CO.
Indianapolis, Ind.



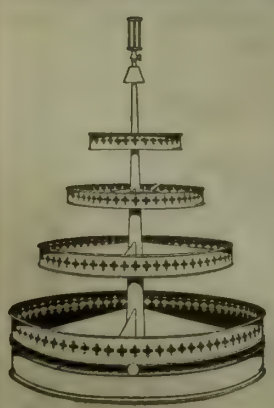
ABSORBINE

Will reduce inflamed, strained, swollen Tendons, Ligaments, Muscles or Bruises, Cure the Lameness and Stop pain from a Splint, Side Bone or Bone Spavin No blister, no hair gone. Horse can be used. **Horse Book 2 D free.** $2.00 a bottle at dealers or delivered.

ABSORBINE, JR., for mankind, $1. Reduces Strained Torn Ligaments, Enlarged glands, veins or muscles—heals ulcers—allays pain. Book Free.

W. F. YOUNG, P.D.F., 204 Monmouth St., Springfield, Mass.
LYMAN, SONS & CO., Montreal, Canadian Agents.

When writing advertisers kindly mention having seen the advertisement in this paper.



Vegetable Display Stands

They keep green truck fresh, crisp and attractive. They prevent waste and increase sales and profits.

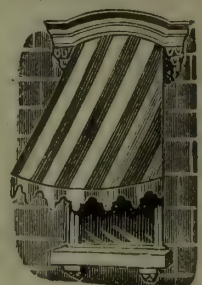
They are used by Retail Grocers and in markets where there are city water systems.

If you have no city water, write us anyway, we have something interesting to show you. . . .

Galesburg Cornice Works

14 E. Ferris St., Galesburg, Ill., U.S.A.

AWNINGS
for the General Storekeeper



You need a good awning yourself. It saves your window stock and adds to the attractiveness of your store. It saves you money.

You will find ready sale for our tents to your trade. We have all kinds. We can also supply you with awnings for house windows, verandahs, etc. Good profit for you in retailing these.

Ask For Prices

THOS. SONNE, Sr.
193 Commissioners St., Montreal



OUR GROCER REFRIGERATOR

REFRIGERATORS

We manufacture the best line of Refrigerators for Grocery Stores, Restaurants, etc., on the market. Prices the lowest.

Ask all leading Hardware Merchants about them, or write us direct for circular.

We are the largest makers of Refrigerators under the British Flag.

The Ham & Nott Co., Limited

BRANTFORD, - CANADA



COMBINATION GROCER AND BUTCHER

FOREWARNED IS FOREARMED IN INVESTMENT MAKING

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is a Weekly Newspaper for Investors, published every Saturday.
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Arctic Refrigerator

For butchers, grocers, hotels, etc. The coldest, driest and most up-to-date refrigerator on the market.

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Ryan Bros., Winnipeg

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WRITE FOR CATALOG



The Elgin National Coffee Mills

40 Sizes and Styles

They are the
Fastest Grinders
Easiest Runners

Ask any wholesale grocer, tea and coffee house or jobber for prices



WOODRUFF & EDWARDS CO.

MAKERS

ELGIN, ILLINOIS, U.S.A.



OUT OF THE WAY

No time lost, no temper ruffled, and no delay in getting exactly what you require when you are using McGregor's

PATENT BAG HOLDER

Send for price and ask users their opinion.

KILGOUR BROS.
19 Wellington St. West, - TORONTO

TEA LEAD

Best Incorrodible

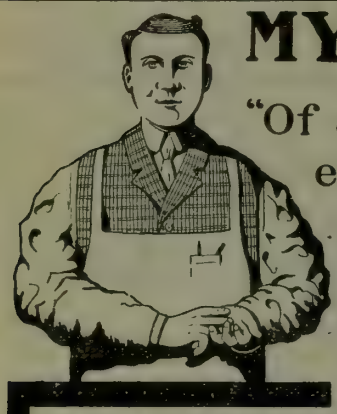
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as extensively used for years past by most of the leading packers of Tea in Canada.

ISLAND LEAD MILLS LIMITED,

Tel. Address: "Laminated," London. **LIMEHOUSE,**
A.B.C. Codes used 4th and 5th Editions. **LONDON, E., ENG.**

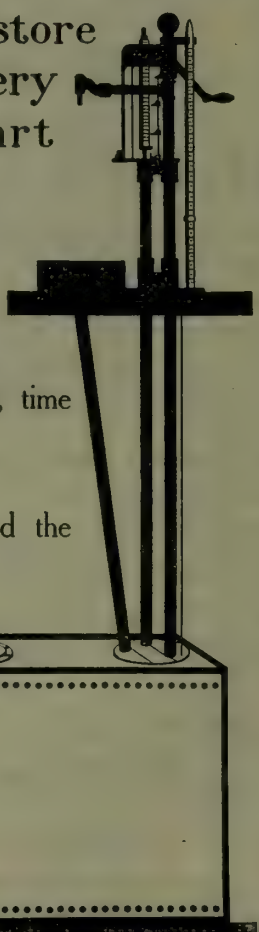
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MY BEST FIXTURE

"Of all my modern store equipment the very last I would part with is the

BOWSER
SELF MEASURING
OIL TANK



That's because the Bowser is the biggest money saver—it saves oil, time and labor.

Wouldn't you appreciate this?

It keeps the oil pure, the store clean, and the groceries free from any oily smell.

Wouldn't your customers appreciate that?

Send a postal for Bulletin 5054 It tells how to make oil pay big.

S. F. BOWSER & CO., Ltd.
66-68 FRAZER AVE., TORONTO

Coffee, Its History, Classification and Description

By Joseph M. Walsh

This is the most exhaustive, interesting and instructive book ever published on Coffee. It is attractively written and richly illustrated, and should be read by all who deal in or use Coffee. The contents include,

Cultivation and Preparation.
Commercial Classification and Description.
Adulteration and Detection.
Art of Blending, Preparing, etc.

This work, written by one of the greatest authorities in the world upon the subjects of Tea and Coffee, will be mailed to you postpaid on receipt of

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IT WILL PAY YOU TO SEND AT ONCE.

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Technical Book Department
10 Front St. East, - TORONTO

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Any Boy who has *One Cent* can Turn it Into *Ten Dollars*

One cent invested in a post card to us will bring you information about how we start you in business, so that you can earn money for yourself. You can make plenty of pocket money all the time—money you will enjoy more because you made it in business for yourself. Hundreds of boys are doing this. SO CAN YOU.

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Baking Powder.

W. H. GILLARD & CO.

Diamond—		
1-lb. tins, 2 doz. in case		$2 00
½-lb. tins, 3 " "		1 25
¼-lb. tins, 4 " "		0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
8-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
2-doz.	12-oz.	3 40
½-doz.	2½-lb.	10 50
¼-doz.	5lb.	19 75



MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 80
2 "	6 oz.	Per case $4 55
1 "	12 "	
1 "	16 "	



ROYAL BAKING POWDER

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 8 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 8 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—	
1 lb. tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Baking Powder—	
1-lb. tins, 3-doz. in case, per doz	2 00
½-lb. " " "	1
¼-lb. " " "	0 8

Blue.

Keen's Oxford, per lb	$0 17
In 10-box lots or case	0 16
Gillett's Mammoth, ¼ gross box	2 00

Cereals

H-O. COMPANY, ROCHESTER, N.Y.

Per case.		Per case.
Force, 36s	$4 50	Gusto, 36s $2 85
Korn-Kinks, 36s	1.45	H-O. oatmeal, 24s 3 10
Presto, 36s	3.40	Buckwheat, 36s 3.50
Pancake, 36s	3.50	Corn Starch, 36s 2.50
Tapioca, 36s	2.85	Farica, 24s 1.70
Hominy, 36s	2.50	

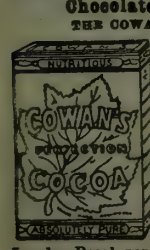


WHITE SWAN SPICES AND CEREALS LTD.

White Swan Breakfast Food, 2-doz. in case, per case, $3.00
The King's Food, 2-doz. in case, per case, $4.80
White Swan Barley Crispe, per doz., $1.
White Swan Self-rising Buckwheat Flour, per doz., $1.00.
White Swan Self-rising Pancake Flour, per doz., $1.00.
White Swan Wheat Kernels, per doz., $1.40.
White Swan Flaked Rice, per doz., $1.
White Swan Flaked Peas, per doz., $1.

Chocolates and Cocoas.

THE COWAN CO., LIMITED.



Cocoa—	
Perfection, 1-lb. tins, per doz	$1 50
Perfection, ½-lb. tins, per doz	2 40
Perfection, ¼-lb., per doz	1 30
Perfection, 10c size	0 90
" 5-lb. tins per lb	0 37
Soluble, bulk, No. 1, per lb	0 20
Soluble, bulk, No. 2, per lb	0 18
London Pearl, per lb	0 22

Special quotations for Cocoa in bbls., kegs, etc.

Unsweetened Chocolate—	Per lb.
Plain Rock, ½'s & ¼'s, cakes, 12-lb. bxs	0 36
Perfection Chocolate, 20c size, 2 dozen boxes, per dozen	1 80
Perfection Chocolate, 10c size, 2 and 4 dozen boxes, per dozen	0 90

Sweet Chocolate—

Queen's Dessert, ½'s and ¼'s, 12-lb. bxs., per lb	$0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 12-lb. boxes, per lb	0 35
Parisian, 8's	0 30
Royal Navy, ½'s, ¼'s, boxes, per lb	0 30
Diamond, 7's, 12-lb. boxes, per lb	0 24
" ½'s " " "	0 25
" ¼'s " " "	0 28

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., 2-doz. in box, per dozen	$ 90

Confections—	Per lb.
Milk chocolate wafers, 5-lb. boxes	0 35
Maple buds, 5-lb. boxes	0 36
Chocolate wafers, No. 1, 5-lb. boxes	0 30
Chocolate wafers, No. 2, "	0 25
Nonpareil wafers, No. 1, "	0 30
Nonpare l wafers, No. 2, "	0 25
Chocolate ginger, 5-lb. boxes	0 30
Milk chocolate, 5c bundles, per box	1 35
Milk chocolate, 5c cakes, per box	1 35

Chocolate—	
Maple buds, 5-lb. boxes, lb	0 35
Vanilla wafers, " "	0 35
" " nonpariels, 5-lb. box	0 35
" " 2's, 5-lb. boxes, lb	0 28
" " 2's, nonpareils "	0 28
Ginger, 5-lb. boxes, lb	0 30
Milk sticks, box	1 35
Milk cakes, 5c. size, box	1 35

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

10c. tins,	4	doz. to case	per doz.,	$	.90
½ "	4	" "	"		2.40
½ "	2	" "	"		4.75
1 "	1	" "	"		9.00

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

JOHN P. MOTT & CO.'s.
R. S. McIndoe, Agent, Toronto.
Arthur M. Loucks, Ottawa.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
R. J. Bedlington & Co., Calgary, Alta.
Standard Brokerage Co., Vancouver, B.C.

Elite, 10c size (for cooking), doz	0 90
Prepared cocoa, ½'s	0 28
Prepared ½'s	0 28



Mott's breakfast cocoa, 10c. size	90 per dz.
" breakfast cocoa, ½'s	0 38
" " " ¼'s	0 38
" No. 1 chocolate, ½'s	0 32
" Navy " ½'s	0 29
" Vanilla sticks, per gross	1 80
" Diamond chocolate, ½'s	0 24
" Plain choice chocolate liquors	0 32
" Sweet Chocolate Coatings	0 20

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, ½ and ¼-lb. cakes	$0 38
Breakfast cocoa, 1-5, ½, ¼, 1 & 5-lb. tins	0 41
German Sweet chocolate, ½ and ¼-lb. cakes, 6 lb. boxes	0 28
Caracas Sweet chocolate, ½ and ¼-lb. cakes, 6-lb. boxes	0 35
Auto Sweet chocolate, 1-6-lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins	0 47
Soluble cocoa (hot or cold soda 1-lb. tins	0 38
Cracked cocoa, ½-lb. pkgs., 6-lbs. bags	0 34
Caracas tablets, 100 bundles, tied 5s, per box	3 00

The above quotations are f.o.b. Montreal

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—5c., 10c., 20 and 40c. packages packed in 15 lb. and 30 lb. cases.	Per lb.
1 lb. packages	0 26
lb "	0 27
lb. "	0 28
1 and ½ b. packages assorted	0 26½
½ and ¼ b. " "	0 27½
½ lb. packages assorted in 5 lb. boxes	0 28
½ lb. " "	0 29
¼ lb. " in 5, 10, 15 lb. cases	0 30

Bulk—	15 lb. pails	and 10, 25 and 50 lb. boxes.	Pails.	Tins.	Bbls.
White Moss, 5 and 10 lb.			0 19	0 21	0 17
Best Shredded			0 18	....	0 16
Special Shred			0 17	....	0 14
Ribbon			0 19	....	0 17
Macaroon			0 17	....	0 15
Desiccated			0 16	....	0

White Moss in 5 and 10 lb. square tins, 21c.

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Cocoanut—	
Featherstrip, pails	0 16
Shredded	0 15
In packages 2-oz., 4 oz., 8-oz., lb.	0 28

Condensed Milk.

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
"Eagle" brand (4 doz)	$6 00	$1 50
"Gold Seal" brand (4 doz)	5 00	1 25
"Challenge" brand (4 doz)	4 00	1 00
Evaporated Cream—		
"Peerless" brand evap. cream	4 70	1 20
" hotel size	4 90	2 45





TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 80
Reindeer" brand per case (4 doz.)	5 60





Coffees.

EBY, BLAIN CO. LIMITED.
Standard Coffees.

Roasted whole or ground. Packed in damp-proof bags and tins.

Club House	$0 32
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" " ground	0 17½
Golden Rio	0 14

Package Coffees

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, ½ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

THOS. J. LIPTON retail wholesale

Lipton's "Special" blend coffee, 1 lb. tins, ground or whole	0 40	0 30

JAMES TURNER & CO.

	Per lb
Mecca	$ 0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

PATTERSON'S "CAMP" COFFEE ESSENCE
Agents, Rose & Laflamme, Montreal and Toronto.

5 oz. bottles,	4	doz, per doz	1 75
10 " "	4	"	3 00
Rep. quarts,	1	"	6 50
Imp. "	1	"	9 00

WHITE SWAN SPICES AND CEREALS LTD.
White Swan Blend.



1-lb. decorated tins,	32c. lb
Mo-Ja, ½-lb. tins	30c. lb.
Mo-Ja, 1-lb. tins	28c. lb.
Mo-Ja, 2-lb. tins	28c. lb.

Cafe des Epicures—1-lb. fancy glass jars, per doz., $3.60.
Cafe l'Aromatique—1-lb. amber glass jars, per doz, $4.
Presentation, with 3 tumblers), $10 per doz



THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy lithographed canisters	0 30

Cheese —I

Large size jars, per doz	$8 [illegible]
Medium size jars, "	4 50
Small size jars, "	2 40
Individual size jars, per doz	1 00

Imperial holder—

Large size, doz.	18 00
Med. size "	17 00
Small size "	12 00

Roquefort—

Large size, doz.	2 40
Small size, "	1 40



Confections

THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box, "	1 35
" " 10c cakes, 36 in box "	2 55
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
" " No. 2, " "	0 25
Maple Buds, 5-lb. boxes, lb	0 36
Nut Milk Chocolate, ½-lb. cakes, 12-lb. box, lb	0 40

These prices are F.o b. Toronto.

MACLAREN'S IMPERIAL CHEESE CO. LTD

Imperial Peanut Butter "Bobs," the Perfect Confectionery.

Large size, cases, $5 cartons	$3.50 each
Small " " 50 "	3.60 "
Assorted, cases, 26 small, 12 large	3.55 "

Net 30 days.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Ltd. Toronto. C. O. Beauchemis & Fils. Montreal

$2, $3, $5, $10, $15 and $20.

All same price one size or assorted.

UN-NUMBERED

Under 100 books	each 04
100 books and over	each (8½
500 books to 1000 books	(3

For numbering cover and each coupon, extra per book ½ cent.

Cleaner.



	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent

The Davidson & Hay, Limited, Toronto

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.

"Vita" Pasteurized Extract of Beef. Per case.

Bottles	1-oz.,	case of 2 doz		$3 20
"	2 "	"	1 "	3 00
"	4 "	"	1 "	4 50
"	20 "	"	½ "	4 75
"	20 "	"	¼ "	9 00

THOMAS J. LIPTON

Prices on application.

Infants' Food.

Robinson's patent barley	½-lb. tins		$1 25
" "	1-lb. tins		2 25
" "	groats	½-lb. tins	1 25
" "		1 lb. tins	2 25

"Mephisto" and "Purity" Canned Lobsters.





Flavoring Extracts.

SHIRRIFF'S

1 oz. (all flavors),	doz.		1 00
2 "	"	"	1 75
2½ "	"	"	2 00
4 "	"	"	3 00
5 "	"	"	3 75
8 "	"	"	5 50
16 "	"	"	10 00
32 "	"	"	18 00

Discounts on application.



Jams and Jellies.

BAUGER'S WHOLE FRUIT STRAWBERRY JAM
Agents, Rose & Laflamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz 2 [illegible]

THOMAS J. LIPTON

Prices on application.

T. LIPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case, per lb.	07½
5 and 7-lb. tin pails, 3 and 9 pails in crate, per lb.	9 07
7 wood pails, 6 pails in crate, per lb	0 07
30-lb. wood pails "	0 06½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb	0 07½
7 wood pails, 6 pails in crate, per lb	0 07



ANOTHER FATALITY

The daily papers for March 17th report fatal burning of Mrs. H—— S——, of Hummelstown, from use of dangerous, inflammable, explosive, liquid stove polish.

Sufferings from these accidents are too horrible to contemplate. Don't take any chances of injuring any of your customers with the dreadful stuff. Push ***RISING SUN*** Stove Polish in Cakes and ***SUN PASTE*** Stove Polish in Tins, which give great satisfaction and which are always absolutely safe in the hands of the user.

MORSE BROS., Props. - Canton, Mass., U.S.A.



There are no complaints heard about

BLACK KNIGHT STOVE POLISH

It lasts long, wears well, and shines serenely. We are helping by our vigorous advertising campaign to make the merits of this polish, which works so easily and quickly, more widely known.

The F. F. Dalley Co., Limited

Hamilton, Canada Buffalo, N.Y., U.S.A.



Royal Metal Polishes

With spring and cleaning time here there is a good business in metal polishes for the up-to-date grocer.

There is greater profit in ***Royal*** Polishes than in any other. Costs you less—sell for the same price as other polishes and ***a home product.***

Canada's Leading Metal Polish

Write for samples and prices.

Royal Polishes Company, Montreal

AGENTS:

Ottawa: General Supply Co., of Canada, Ltd.
Winnipeg: H. W. Glassco & Co. Vancouver: Wm. Erichsen & Son
Halifax: J. C. Calder Sherbrooke: E. H. Bowen
And all dealers.

BLACK JACK

"BEST FAMILY POLISH"

TRY IT.



SOLD BY ALL JOBBERS

¾-lb. tins—3 doz. in case.

General Stores

All general storekeepers handling hardware should subscribe for the one paper in Canada, published in the interests of the Hardware and Metal, Stove and Tinware trades.

Hardware and Metal

will give you each week full information regarding market changes. It will give you ideas for displaying your goods which enable you to increase the hardware end of your business.

SUBSCRIPTION, $2.00 PER YEAR

The MacLean Publishing Co., Limited

MONTREAL TORONTO WINNIPEG



Talking to the Point

CLASSIFIED WANT ADS get right down to the point at issue. If you want something, say so in a few well-chosen words. Readers like that sort of straight-from-the-shoulder-talk, and that is the reason why condensed ads are so productive of the best kind of results.

CLASSIFIED WANT ADS are always noticed. They are read by wide-awake, intelligent grocers, who are on the look-out for favorable opportunities to fill their requirements.

TRY A CONDENSED AD IN THE CANADIAN GROCER.



Goodwillie's Pure Fruits in Glass

Luscious, ripe, selected fruit, scientifically put up in a model, sanitary factory—that's **Goodwillie's.**

Pure granulated sugar, only, added to the fruit, which, in consequence, retains that delicious natural flavor peculiar to the Fully Ripened Fruit —that's **Goodwillie's.**

One jar sold to your customer will bring her back to your store for more of the same kind—**Goodwillie's.**

Goodwillie's Fruits in Glass are Pure and are always in Demand

Sort Up Your Stock Now

Agents, Rose & Laflamme, Limited **Montreal and Toronto**

per lb [illegible] 07

20-lb. wood pails..... 0 06½
Pure assorted jam, 1-lb. glass jars, 2 doz in case..... 1 75

Jelly Powders

IMPERIAL DESSERT JELLY



Assorted flavors—gross 10.75.
MacLaren Imperial Cheese Co., Limited

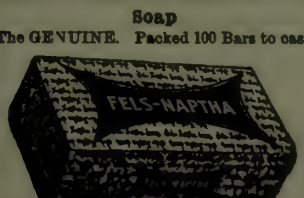


Assorted Case,	Contains 4 doz.	$3.60
Assorted Case,	Contains 2 doz.	$1.80
Lemon (Straight)	Contains 2 doz.	$1.80
Orange (Straight)	Contains 2 doz.	$1.80
Raspberry (Straight)	Contains 2 doz.	$1.80
Strawberry (Straight)	Contains 2 doz.	$1.80
Chocolate (Straight)	Contains 2 doz.	$1.80
Cherry (Straight)	Contains 2 doz.	$1.80
Peach (Straight)	Contains 2 doz.	$1.80

Weight 7 lbs. to case. Freight rate, 3d class.

Soap

The GENUINE. Packed 100 Bars to case.



Prices—Ontario and Quebec:

Less than 5 cases	$ 25
Five cases, or over	$ 18



THE ROBERT GREIG COMPANY.

White Swan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.

List price

"Shirriff's" (all flavors), per doz. 0 90

Discounts on application.



Lard.

N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces	$0 10½
½-bbls.	0 10¾
Tubs, 60 lbs.	0 10¾
20-lb. Pails,	2 20
20-lb. tins,	2 10
Cases 3-lb.	0 11½
" 5-lb.	0 10¾
" 10-lb.	0 10½



F.O.B. Montreal.

Licorice

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper	per lb. $0 40
Fancy boxes (36 or 50 sticks)	per box 1 25
"Ringed" 5-lb. boxes	per lb. 0 48
"Acme" pellets, 5-lb. cans	per can 2 00
" " (fancy boxes 42)	per box 1 50
Tar licorice and Tolu wafers, 5-lb. cans	per can 2 00
Licorice lozenges, 5-lb. glass jars	1 75
" 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 25
" 100 sticks	0 75

Price large cent sticks, 100 in box.... ....

Lye (Concentrated)

GILLETT'S PERFUMED. Per case

1 case of 4 dozen	$3 60
3 cases of 4 dozen	3 50
5 cases or more	3 40

Marmalade.

J. W. WINDSOR, MONTREAL



Scotch Marmalade, 1 and 2 lb. glass jars 1, 4, 5 and 7 lb. tins.
Orange Jelly Marmalade, 1 and 2 lb. glass 5 and 7 tins

Preserved Ginger Marmalade,	1 lb. glass jars.		
Pineapple	"	1	" "
Green Fig	"	1	" "
Green Fig and Ginger	"	1	" "
Lemon	"	1	" "
Grape Fruit	"	1	" "

Prices on special quotations.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case....per doz $1 00
16-oz. glass jars, 2 doz in case " 1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb. 0 07
Pint Sealers (24 oz.), 1 doz in case, per dozen..... 2 00

SHIRRIFF BRAND



"Imperial Scotch"—		
1-lb. glass, doz.	1	55
2-lb. " "	2	80
4-lb. tins, "	4	65
7-lb. " "	7	35
"Shredded"—		
1-lb. glass, doz.	1	90
2-lb. " "	3	10
7-lb tins, "	8	25

THOMAS J. LIPTON

Prices application

Mince Meat

Wethey's condensed, per gross net	$13 00
" per case of 3 doz. net	3 00



ST. CHARLES CONDENSING CO

PRICES:

St. Charles Cream family size, per case	$4.70
Ditto, hotel,	4.90
Silver Cow Milk	5.00
Purity Milk	4.70
Good Luck	4.00

Mustard

COLMAN'S OR KEEN'S

D.S.F., ¼-lb. tins	per doz.	$ 1	40
" ½-lb tins	"	2	50
" 1-lb. tins	"	5	00
Durham 4-lb. jar	per jar	0	75
" 1-lb. jar	"	0	25
F.D. ¼-lb. tins	per doz.	0	85
" ½-lb. tins	"	1	45

Olive Oil

LAPORTE, MARTIN & CIE., LTD.

Minerva Brand—	
Minerva, qts. 12's	$ 5 75
" pts. 24's	6 50
" ½-pts. 24's	4 25

Sauces

PATERSON'S WORCESTER SAUCE

Agents, Rose & Laflamme, Montreal and Toronto

½-pint bottles, 3 & 6 doz., per doz..... 0 90
pint " 3 doz..... 1 75

THOMAS J. LIPTON

Prices on application

Soda

COW BRAND

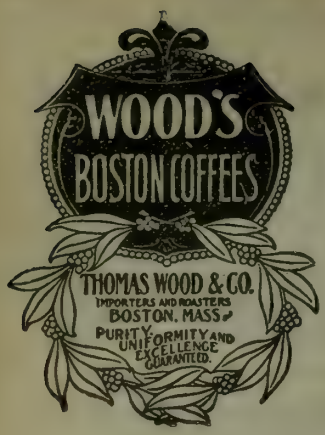


Case of 1-lb. containing 60 packages, per box, $3.00
Case of ½-lb. containing 120 pkgs. per box, $3.00
Case of 1-lb. and ½-lb. containing 30 1-lb. and 60 ½-lb. pkgs, per box $3.00

Case of 5c. pkgs. containing 96 pkgs. per box, $3.00

MAGIC BRAND	Per case
No. 1, cases 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " {30 1-lb. " {60 ½-lb. "	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	1 87
5 cases	3 50

LITTLE HELPS or GREAT HELPS?



"Every little helps"—yes it does.

But this generation moves very rapidly; more business can be done in an hour than in a day a few years ago.

However many "little helps" a grocer may have, Great Helps are a necessity to establish and round out successful trade; and to the latter belong

WOOD'S COFFEES

—greatest helps for the beginner, greatest for the ripe trader.
"WOODS," as applied to Coffees, means the BEST of the world's products graded and classified.

Canadian Factory and Salesrooms:
No. 428 St. Paul Street, - MONTREAL

Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

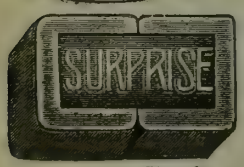
Maypole soap, colors	per gross	$10 80
" black	"	15 30
Oriole soap	"	10 80
Glorioia soap	"	13 06
Straw hat polish	"	10 80



3 doz. to box..... $3 45

6 doz. to box $6 90

30 days.



1 Box Price $4.00

5 Box Price $3.90

Freight paid on 5 box lots.

Starch

EDWARDSBURG STARCH CO., LIMITED.

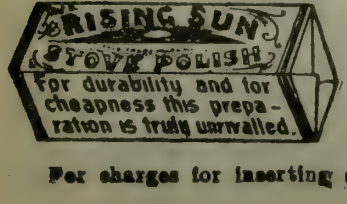
	per lb
Laundry Starches—	
No. 1 White or blue, 4-lb. carton.	$0 07
No. 1 " " 8-lb. "	0 07
Canada laundry	0 05½
Silver gloss, 6-lb. draw-lid boxes	0 08
Silver gloss, 6-lb. tin canisters	0 08
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 06
Canada White Gloss, 1-lb. pkgs	0 06
Benson's enamel....per box 1 50 to	3 00
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07½
Canada Pure Corn	0 06
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 12
" " 1 " or blue,	

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 6½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	6 06½
Barrels, 200 lb.	6 07½
Kegs, 100 lb.	6 06
Lily White Gloss—	
1-lb. fancy cartons, cases 40 lb.	0 06
6-lb. toy trunks, 8 in case	0 06
6-lb. enameled tin canisters, 8 in case	0 06
Kegs, ex. crystals, 100 lb.	6 07
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 06
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 00

Stove Polish.

	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$6 50
Rising Sun, ½-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste 5c. size, ½-gross boxes	5 00



JAMES' DOME BLACK LEAD

	Per gross
6a size	$2 40
2a "	2 50

Syrup.

EDWARDSBURG STARCH CO., LTD.

"Crown" Brand Perfection Syrup.

Barrels, 600 lbs	0 03½ per lb.
Half-barrels, 350 lbs	0 03¾ "
Kegs, 150 lbs	0 03¾ "
2-gal. pails 25 lbs	1 25 each
3 " " 38½ lbs	1 75 "

Plain tins, with label—	Per case.
2 lb. tins, 2 doz. in case	2 40
5 " 1 " "	2 75
10 " ½ " "	2 65
20 " ¼ " "	2 60

(5, 10 and 20 lb. tins have wire handles.)

Teas.



THE "SALADA" TEA CO.

	Wholesale	Retail.
Brown Label, 1's and ½'s	$0 25	$0 30
Green Label, 1's and ½'s	0 27	0 35
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label. 1's and ½'s	0 38	0 50
Gold Label, 1's and ½'s	0 44	0 60
Red-Gold Label, ½'s	0 55	0 80



EMPIRE PACKAGE TEA

Cases 30 and 50 lbs. each—Black, Mixed, and Green Ceylon.

25c	1s, 20c.; ½s, 21c.
30c	1s and ½s, 23c.
40c	1s and ½s, 28c.
50c	1s and ½s, 35c.
75c	1s and ½s, Vulcan, 50c.

100 lb. lots freight paid.

LIPTON'S TEA

Thomas J. Lipton
75 Front St. East,
Toronto.



Packed in air-tight tins only.

	wholesale	retail
Blue label ¼'s and 1's	0 24	0 30
Orange " ⅛'s, ¼'s and ½'s	0 30	0 40
Pink " ⅛'s & 1's, tins	0 35	0 50
Red " Dominion blend, ¼'s and ½'s	0 44	0 60
Gold " Afternoon blend, ¼'s and ½'s	0 50	0 70



Blue Label, ¼'s	0 21	0 25
Orange Label, ½'s and ¼'s	0 23	0 40
Blue Label, ½'s	0 20	0 25
Brown Label, ½'s and ¼'s	0 23	0 40
Brown Label, ¼'s	0 30	0 40
Green Label, ½'s and ¼'s	0 35	0 50
Red Label, ¼'s	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf-c, 60 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs	0 19

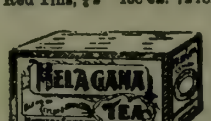


BLUE RIBBON TEA CO., TORONTO

	Wholesale	Retail
Yellow Label, 1's	0 20	0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 24	0 30
Blue Label, 1's and ½'s	0 25	035
Red Label 1's, ½'s and ¼'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, ½'s and ¼'s	0 55	0 80
Embossed, ½'s and ¼'s	007	1 00



	Wholesale	Retail
Pink Label 1's and ½'s	30c.	40c.
Gold Label 1's and ½'s	35c.	50c.
Lavender Label 1's and ½'s	42c.	60c.
Green Label 1's and ½'s	50c.	75c.
Canisters		
Gold Tins, 5's	35c. 1.75	50c. 2.50
Gold Tins, 3's	35c. 1.05	50c. 1.50
Gold Tins, 1's	36c. each	50c. each
Gold Label, ¼'s	18c ea. 36 lb.	25c ea. 50 lb.
Red Tins, ½'s	35c ea. 70 lb.	50c ea. 1 00 lb.
Red Tins, ¼'s	18c ea. 72 lb.	25c ea. 1.00 lb

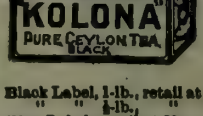


MELAGAMA TEA.

MINTO BROS., 55 Front St. East

	Wholesale	Retail.
Black, green, mixed, ¼s	0 70	1 00
" " ½s	0 55	0 80
" " 1s	0 44	0 60
" " 1 lbs. & ½s	0 40	0 60
" " ¼s	0 38	0 50
" " 1 lbs. & ½s	0 35	0 50
" " 1 lbs., ¼s	0 30	0 40
" " ½s	0 32	0 40
" " ¼s	0 25	0 30
" " 1 lbs.	0 24	0 30

We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 20
" " ½-lb. " "	0 21
Blue Label, retail at 30c	0 23
Green Label, " 40c	0 30
Red Label, " 50c	0 35
Orange Label, " 60c	0 45
Gold Label " 80c	55

RIDGWAYS.

London, Vancouver Winnipeg and Ceylon.



	Wholesale.	Retail.
Capital Horseshoe, 1's and ½'s	0 30	0 40
Old Country, 1's and ½'s	0 35	0 50
5 o'clock, 1's and ½'s	0 42	0 60
H.M.S., 1's and ½'s	0 75	1 00

Ridgway's Standard Bulk Blend in stock at all our branches in Canada.



THOMAS WOOD & CO.

Montreal and Boston

	wholesale	retail
Wood's Primrose, per lb.	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ½-lb. tins. All grades—either black, green or mixed.

Tobacco.

IMPERIAL TOBACCO COMPANY OF CANADA, LIMITED—EMPIRE BRANCH.

Chewing—Black Watch 5s	36
Black Watch 11s	38
Bobs 5s and 10s	38
Bully 6s	44
Currency 6½s. and 10s	38
Stag 5s	[illegible]
Old Fox 12s	44
Pay Roll Bars 7½s	56
Pay Roll 7s	[illegible]
Plug Smoking—Shamrock 6s., plug or bar	45
Rosebud Bars 6s	45
Empire 5s, and 10s	36
Amber 8s. and 3s	50
Ivy 7s	50
Starlight 7s	50
Cut Smoking—Great West Pouches, 7s	51

JOS. COTE, QUEBEC.

Cigars	
St. Louis (union), 1-20	$33 00
St. Louis, 1-40	35 00
St. Louis, 1-100	35 00
Champlain, 1-20	35 00
Champlain, 1-40	36 00
El Sergeant, 1-20	55 00
El Sergeant, 1-40	55 00
El Sergeant, 1-100	55 00

Cut tobaccos.

Petit Havana, ¼, 1-12—1-6	0 40
Quesnel, 1-4, 1-2	0 65
" 1-2	0 [illegible]
Cote's Choice Mixture, ½-lb tins	0 75
" " ½-lb "	0 75
" " 1-lb "	0 00

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz	$18 00
Absorbine Jr., per dozen	2 00

Yeast.

Royal yeast, 3 doz. 5 cent. pkgs	$1 10
Gillett's cream yeast, 3 doz. in case	1 10

Per charges for inserting quotations in this dept. apply to Adver. Manager, The Canadian Grocer, at our nearest office.

TANGLEFOOT FLY PAPER The Standard throughout the world for more than twenty-five years. ALL OTHERS ARE IMITATIONS.





"GLOBE" with Percolator.

This pot speaks for itself. When tea is drawn take the Percolator out and tea remains free from tannin.

We make seven sizes of this, also The Champion Tea Pot. Send for price list.

R. CAMPBELL'S SONS

HAMILTON POTTERY

HAMILTON, - ONTARIO

Brunner Mond & Co.'s

WASHING SODA

Drums,	336 lbs.	Barrels,	336 lbs.
"	224 "	Bags,	224 "
"	112 "	"	112 "
"	100 "	"	100 "

Concentrated Sal Soda

Casks, 560 lbs.

Winn & Holland

Montreal

SOLE AGENTS FOR CANADA

FREQUENCY OF SAILINGS

Every twelfth day a Pickford and Black steamer leaves Halifax for Bermuda, The British West Indies and Demerara, and is away thirty-eight days. A delightful trip for moderate cost. Write us.

PICKFORD & BLACK

HALIFAX

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, - 644 Craig Street

MONTREAL.

Why Have Bad Debts?

No need to! Let us handle the overdue debts of your slow-paying customers and we'll get the money for you. We've been in business a year, now, and all our clients are still sending us business.

They are Satisfied
You'll be, Too!

The Beardwood Agency

313 New York Life Building - MONTREAL

TWO CENTS PER WORD

You can talk across the continent for two cents per word in a Canadian Grocer Want Ad.

The quality of the

SALT

we sell is unexcelled

VERRET, STEWART & CO.
LIMITED
MONTREAL

We have some of the most delicious

Tender Little Beets

you ever saw

We have them in 2-lb. cans, every can wrapped in tissue

If your customers once used these, they would have no other.

Write us for fuller particulars

J. H. WETHEY, LIMITED
ST. CATHARINES



"Dutch Sets"

One customer has some to sell. Do you want to buy? A card will give you their name.

Empire Brand

Specials in the following:—

Salmon, Wrapping Paper, Imported Vinegar in decanters, Pineapple, Imported in Tins.

"Alcona" Flavoring Extracts, 'Cots, Peaches, Prunes.

Imperial Vinegar. If you do not use it you should. Your customers want the BEST.

Most popular the
4
Free Phones
Are you a user?

GEO. E. BRISTOL & CO.

Hamilton, - - - - Ontario

CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

Montreal: 232 McGill St. Toronto: 10 Front St. East. Winnipeg: 511 Union Bank Building. London, Eng.: 88 Fleet St., E.C.

VOL. XXIII. PUBLICATION OFFICE: TORONTO, APRIL 23, 1909. NO. 17.



It is a food—Sell it—

Robinson's Patent Barley

The grocers of Great Britain all sell it, it is right in their line—It is a most healthful and nourishing food for young and old.

It pays you a good profit—

Write for sample and particulars to

FRANK MAGOR & CO., 403 St. Paul Street, **MONTREAL**

Agents for the Dominion of Canada

Starch Sales

Your starch sales depend on three things

1. The quality of the goods.
2. Your customers' confidence in same.
3. Your own confidence and salesmanship with such brands as

Edwardsburg "Silver Gloss" Starch and Benson's "Prepared Corn"

(Canada's oldest and best advertised brands)

ALL THREE REQUISITES ARE FULFILLED

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, Toronto, Ont. Works, Cardinal, Ont. 164 St. James St., Montreal



A profit to be good must be sure. Sure profits are made only on goods that have a sure sale.



Quality is essential to make sales sure. In the manufacture of Imperial Products quality is the first consideration.



MacLaren Imperial Cheese Co., Ltd., Head Office TORONTO

Asparagus

AT POPULAR PRICES

GRIFFIN-SKELLEY CO. are packing this season the **Choicest** California Asparagus, grown in their own beds.

THE ONLY ONES who can pack finest flavored are those who do so right where the Asparagus is grown. These beds were laid down two years ago and nothing finer can be produced.

AT SUCH PRICES as G. & S. Asparagus can be sold at, everyone can enjoy this delicious article.

ORDER NOW for Fall delivery.

Arthur P. Tippet & Co., Agents

8 Place Royale
Montreal

84 Victoria Street
Toronto

STOWER'S LIME JUICE CORDIAL

Order Now and be in Time



Popular
Profitable
Palatable

NO MUSTY FLAVOUR

Supplied to all the Royal Palaces for the use of
HIS MAJESTY KING EDWARD

Arthur P. Tippet & Co.

General Agents



MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY



Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

THE MAN ON THE SPOT

"There is many a slip between the enquiry and the reply." The man on the spot gets the order—That's me.

FACE TO FACE BUSINESS

G. WALLACE WEESE

Manufacturers' Representative. Hamilton, Can.
Offices, Myles' Fireproof Storage Warehouse.

Write Me To-day.

J. W. GORHAM & CO.

JERUSALEM WAREHOUSE, HALIFAX, N.S.

Manufacturers' Agents and Grocery Brokers

WAREHOUSEMEN

can give close attention to few more first-class agencies. Highest references.

FOR SALE

Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.

J. T. ADAMSON & CO.

Customs Brokers and Warehousemen

—

27 St. Sacrament Street, Montreal

TEL. MAIN 778 BOND 28

ROBERT ALLAN & CO.

General Commission Merchants

MONTREAL

Fish, Oils, Beans, Peas and Produce.
Agents: "Royal Crown" Skinless Codfish.
Representing Morris & Co. Chicago. Pork and Lard.

Snowdon & Snowdon

MANUFACTURERS' AGENTS and BROKERS

Open for exclusive representation of one or two more reliable houses with good grocery lines. Correspondence solicited.

Address

23 Burton Ave., Westmount,

MONTREAL

D. McL. MURPHY

414 St. Paul St. Montreal

Broker and Manufacturers' Agent.

Open to represent one more up-to-date house desirous of utilizing my excellent connection with the grocery trade.

Correspondence will receive prompt attention.

D. STAMPER

GROCERY AND FRUIT BROKER

AND MANUFACTURERS' AGENT

Goods Stored and Distributed

Warehouse, City Spur Track.

P.O. Box 793 MOOSE JAW, SASK.

T. A. MACNAB & CO.

ST. JOHN'S, NFD.

MANUFACTURERS' AGENTS and COMMISSION MERCHANTS

Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's.

Codes: A, B, C, 5th edition, and private.

G. C. WARREN

Box 1036, REGINA

Manufacturers' Agent and Commission Merchant. Direct Importer of all grades of pure Ceylon Teas, and Grocery and Drug Specialties. Dealer in Coffees, Spices, Mustard, etc. Established eleven years. More lines desired.

W. S. CLAWSON & CO.

Manufacturers' Agents and Grocery Brokers.

Warehousemen

ST. JOHN, - - - N.B.

Open for a few more first-class lines

Finest Storage

in Toronto. Our own warehouse.

Lowest possible rates.

Also lowest insurance rates.

—

W. H. MILLMAN & SONS

GROCERY BROKERS

TORONTO

W. G. A. LAMBE & CO.

TORONTO

Grocery Brokers and Agents.

Established 1885.

W. G. PATRICK & CO.

Manufacturers' Agents and Importers

29 Melinda Street, Toronto

MacLaren Imperial Cheese Co.

Limited

AGENCY DEPARTMENT

Agents for Grocers' Specialties and Wholesale Grocery Brokers

TORONTO, Ont. DETROIT, Mich.

Don Storage and Cartage Co.

Limited

81 Front Street East

TORONTO

PHONE M. 2823

Storage facilities unequalled in city—Special cartage delivery—Lowest rate of insurance.

Wholesale Grocery Brokers

and

Manufacturers' Agents

Connection with Jobbing Trade of Toronto, Hamilton and London. Foreign and Domestic Agencies Solicited. Best of Storage Accommodation.

LIND BROKERAGE CO.

23 Scott Street Toronto

CARMAN BROKERAGE Co.

Wholesale Grocery Brokers

141 Bannatyne St. E. WINNIPEG, MAN.

We keep in close touch with the wholesale trade—Winnipeg and West—write us.

C. & J. JONES

WHOLESALE BROKERS MANUFACTURERS' AGENTS AND IMPORTERS.

62 Scott Block - WINNIPEG, Man.

Domestic Agencies Solicited. Good Storage Facilities.

(Continued on page 4.)

Canned STRAWBERRIES

"Prosperity" Brand
Packed in
Sanitary Cans
Selected
Fruit

TWO MORE

ONLY—
$1.50 PER DOZEN

Canned CHERRIES

"Kitchener" Brand PITTED
Full pack, selected fruit, very choice

EBY-BLAIN, LIMITED

Wholesale Grocers TORONTO

A GOOD LINE



CATCH OF THE SEASON

We shall be pleased to send you full particulars
on application to

RAM LAL'S PURE TEA CO., Limited

266 ST. PAUL STREET, - MONTREAL, P.Q.

WATSON & TRUESDALE
(Successors to Stuart, Watson & Co.)
Wholesale Commission Brokers and Manufacturers' Agents.
WINNIPEG, - MAN.
Domestic and Foreign Agencies Solicited.

HALIFAX

R. B. COLWELL
Representing in Nova Scotia
Maritime Dairy Co.
Sussex Mineral Springs Co.
Ingersoll Packing Co.
Asepto Mfg. Co.
Ebony Polish Co.
E. D. Smith
Also Dealer in Butter, Eggs and Cheese. Consignments solicited. Highest market prices guaranteed. Quick turnover and prompt returns.
CORRESPONDENCE REQUESTED
265 Barrington St.
Halifax, N.S.

SASKATOON

CLARE, LITTLE & CO.
WESTERN DISTRIBUTORS
Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business Solicited.
PHONE 159 SASKATOON,
P.O. BOX 257. Western Canada



It dries them up **Common Sense** KILLS { Roaches and Bed-Bugs / Rats and Mice
All Dealers and 381 Queen St. W., Toronto, Ont.
Dealers find Common Sense a very good seller, for the reason that it gives general satisfaction and each customer tells others about same. Write for prices.

THE PEOPLE OF
JAMAICA
are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the
KINGSTON "GLEANER"
might bring inquiries. Better write for rates to
I. C. STEWART, Halifax

A. Boake, Roberts & Co., Limited
STRATFORD
LONDON - - ENGLAND
For:—
Vinegar and Sauce Coloring
Essential Oils Essences Oil Lemon
Acid Phosphate & Phosphate Lime Precip.
Harmless Colorings
Herbs, Roots, etc.
CANADIAN AGENTS:—
Andrews, Gillespie & Co.
CORISTINE BLDG.
MONTREAL
Room 32, No. 8 Colborne St, Toronto.

To
Brokers and Manufacturers' Agents
Your business card on this page will keep—your name and field of operations before Manufacturers, Importers and others—looking for responsible representatives. It costs you little and means much to you if you are looking for agencies.
Write for particulars to
THE CANADIAN GROCER
Montreal Toronto Winnipeg



Ridgways TEA
is without a peer in the Canadian market.
No tea is more extensively advertised or better known.
Good tea is a magnet which always draws trade.
Ridgway's Tea will be a trade winner for your store.
CANADIAN OFFICE, VANCOUVER, B.C.
Agents—Richards & Brown, 314 Ross Avenue, Winnipeg, Man.

ESTABLISHED 1849
BRADSTREET'S
Capital and Surplus, $1,500,000
Offices Throughout the Civilized World
Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.
THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claims as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.
Subscriptions are based on the service furnished, and are available only by reputable wholesale jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices.
Correspondence Invited.
CALGARY, ALTA. HAMILTON, ONT.
LONDON, ONT. MONTREAL, QUE.
HALIFAX, N.S. QUEBEC, QUE.
ST. JOHN, N.B. TORONTO, ONT.
OTTAWA, ONT. VANCOUVER, B.C.
WINNIPEG, MAN.
—OFFICES IN CANADA—
THOS. IRVING, General Manager Western Canada, Toronto

Scarcity of French Sardines

French catch has been so short and prices so high in past years and the goods usually quite unobtainable after season's pack completed (the packers having advance orders for much larger quantities than the total pack), that many grocers have ceased to stock French Sardines and supply smoked ***Sprats,*** dubbed "Norwegian Sardines," which may be some relief from the rank class of Portuguese bought to retail at 10c., but can never be acceptable to people accustomed to French ***Sardines.***

We offer and have the ***goods on spot***

Henri Martiny, ¼s 8-12 at 10c.
Jules Talence, ¼s 16-18 at 10c.

and shall be pleased to send samples to any retail firm on demand, and to execute promptly any orders sent to us direct or through any wholesale firm in Canada. In either case the goods will be billed and shipped by a wholesale firm.

J. L. Watt & Scott, Toronto

Agents for Packers

We are Salesmen

Not Order Takers

We are a commission firm introducing specialties to the grocery trade.

We have a staff of specialty men whose business it is to do this.

If you appoint us as your representatives it will not be necessary for you to send your own specialty men to introduce your goods. We can do this for you and save you money.

We have our own large warehouse and can store big consignments.

We can handle one or two more good lines.

Why not yours throughout the Great West?

RICHARDS & BROWN

Wholesale Commission Merchants

314 ROSS AVENUE **WINNIPEG, MAN.**

The Best you can Purchase
Giving Fair Margin of Profit
You Turn Them Over Promptly

Mr. Grocer! this is what

The
Old Homestead Brand

of canned goods does.

Our factory is complete, modern and sanitary throughout. We obtain the finest, choicest and richest products raised in the famously fertile county of Prince Edward. Our processing methods and equipment are unexcelled and in our products all the flavor, taste and nutriment of the vegetables and fruit is preserved. What more could you ask?

Specify Old Homestead Brand
WHEN ORDERING FROM YOUR JOBBER.

The Old Homestead Canning Co.

Picton **Ontario**

Making the Customers Come Back

That's just what

"Pride of Niagara Falls" Brand Canned Goods

have been doing this Season

They'll keep on doing it. It's all owing to the quality and methods employed in the most modern and sanitary factory in Canada. We have on hand

Select Hand Picked Tomatoes
Refugee Wax Beans

These are not cheap goods but THE BEST. Can be obtained through the following agents:

Eby-Blain, Limited, Toronto. **Frank L. Benedict & Co., Montreal**

F. H. Wiley, Winnipeg, Western Agent.

"PEERLESS" Brand
Canned Goods

are, in quality, just what the brand denotes, beyond question the finest output of any Canadian factory.

Put up by the Beamsville Preserving Co., Limited.

SOLE DISTRIBUTORS:

WARREN BROS. & CO., - LIMITED
TORONTO and KINGSTON



Tilbury Brand Tomato Catsup

made in Canada's best equipped Canning Factory

A Strictly High Grade Catsup at a Standard Grade Price

A Trade Winner

Selling Agents :

GREEN & CO., 25 Front Street East, Toronto.
RYAN BROS., 147 Bannatyne Avenue, Winnipeg.

The Tilbury Canning Company, Limited, Tilbury, Ont.

Unequalled in Quality

and a Producer of Permanent Profit

QUAKER Canned Goods

THE BLOOMFIELD PACKING CO.

BLOOMFIELD, - ONT.

Satisfy Your Customers

Buy the Schram Automatic Fruit Jar

The New Sealer at the Old Price

BE SURE THAT THE TRADE MARK IS ON THE JAR

Buy from the Manufacturer who helps you sell his goods by persistent advertising.

Would you like to get some expert and clever advertisements of Schram Sealers for use in your local newspaper? Just send us a post card and we will send you a set of cuts free.



REGISTERED TRADE MARK

Special Features in our 1909 Model:—

Easy to seal.

Easy to open.

Wide mouth.

Clear Crystal glass.

No leakage.

No rubber bands.

Sanitary.

Every jar perfect.

Fifty Million in use and not a complaint

New Caps and Rubber complete retail at 15c. per dozen

IF YOUR JOBBER CANNOT SUPPLY YOU,
WRITE US AT ONCE

Schram Automatic Sealer Co. of Canada

LIMITED

WATERLOO, - CANADA

1561

DAVIDSON & HAY, LTD., TORONTO, Wholesale Distributors

Marshmallow Chocolate
Bourdeaux "
Whipped Cream "
Maple Walnut "
Butter Scotch

A few of our specialties which are put up in packages to retail at **10c. each.**

We make them right, so as to create a demand for them ; we pack them right, so that there is never any complaint from your customers.

Delicately flavored and never weary the taste. Will revive your business during the dull season. There is good business and good profit to be made handling this line of package goods.

Superior Quality, and the Prices Are Right.

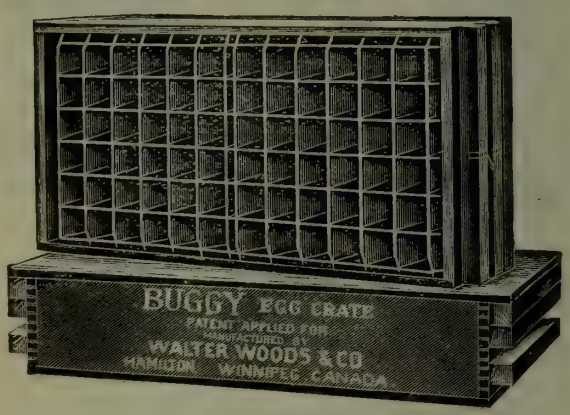
We solicit your enquiries and give same prompt attention.

The MONTREAL BISCUIT CO., MONTREAL

Manufacturers of Biscuits and Candy

EBY-BLAIN, LTD., Wholesale Grocers, Toronto, Ont.,
carry a full line of these goods. Ask their salesmen for particulars.

Buggy Egg Crate



Everybody Says So:

"Just the thing" "Been looking for this"
"Well, how simple" "So handy"

Every Dealer Should Have Them

Walter Woods & Co.

Hamilton and Winnipeg

HAVE YOU AN

EUREKA Refrigerator

IN YOUR STORE?



Orders are coming in rapidly from grocers, restaurants, florists, meat merchants, etc. The style shown here is No. 014, 14 and 15.

The EUREKA patent dry air circulation is unequalled.

Perishable goods are bound to spoil in a refrigerator when the air is stagnant.

The EUREKA patented system is the result of twenty-five years devoted exclusively to building refrigerators and in an EUREKA there is not a square inch of stagnant air. The EUREKA is extremely easy on ice and will preserve all kinds of foodstuffs so that they retain their freshness and purity until sold. Our catalogue will tell you much more of the superiority of our product—yours for the asking.

EUREKA REFRIGERATOR COMPANY, LIMITED

54 and 56 NOBLE STREET, TORONTO, Canada

Near Queen Street Subway

DO YOU WANT

to buy or sell anything, to engage a clerk or secure a situation? Try a Condensed Ad. in The Canadian Grocer, it will bring results. Two cents per word for first insertion, one cent per word for each subsequent insertion. See page 69 for yearly rates.

Book-keeping Without Books

The Up-to-date Total Forwarding System

Over 50,000 in Use in the United States

It handles your accounts with only one writing.

It stops all forgetting to charge goods.

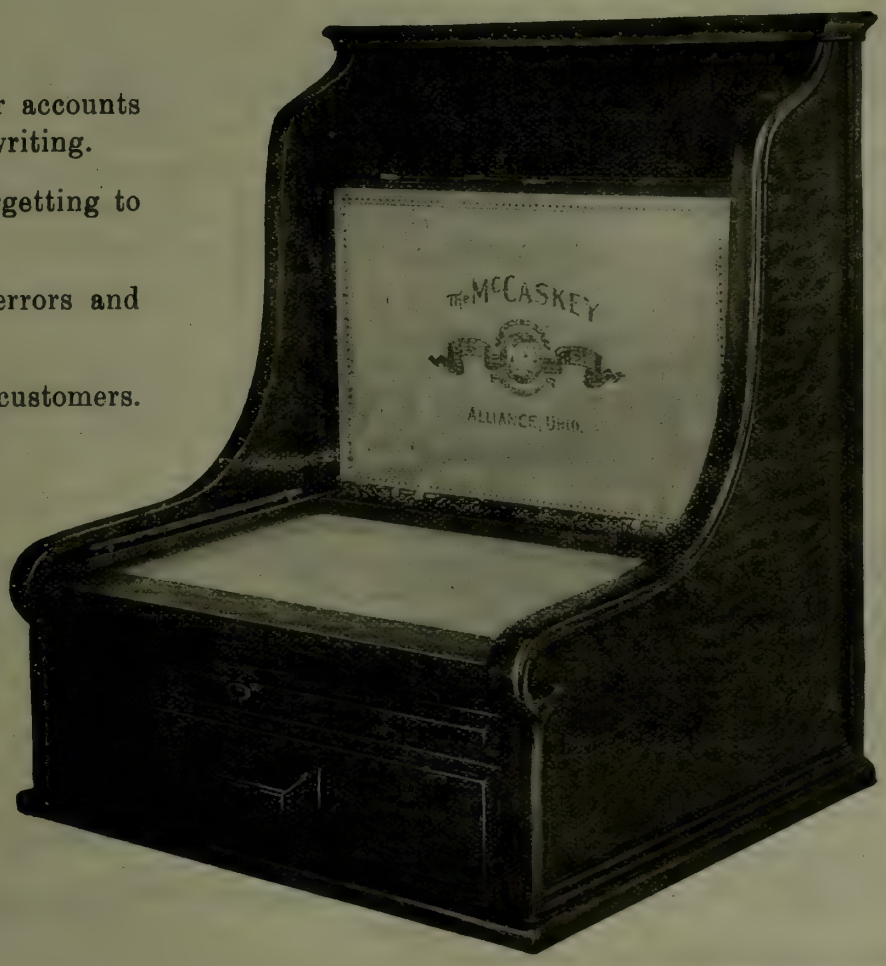
It eliminates errors and disputes.

It pleases your customers.

It draws new trade.

The greatest collector ever invented.

No night work copying and posting accounts.



It takes care of
Cash Sales,
Credit Sales,
Cash on Account,
Produce and Exchange Sales,
C.O.D. Sales.

Gives you COMPLETE DETAILS of your business.

A Money Earner and Money Saver

MADE IN SIZES TO FIT YOUR BUSINESS

If you do a Credit Business, you should have a Credit Register

WRITE US FOR FURTHER INFORMATION

The McCaskey Register Company

Corner Hughson and Rebecca Streets

Hamilton, - Canada

Classified Advertising

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

Yearly Contract Rates.

100 words	each	insertion,	1 year.....	$30 00
"	"	"	6 months...	17 00
"	"	"	3 months...	10 00
50	"	"	1 year.....	17 00
"	"	"	6 months...	10 00
25	"	"	1 year.....	10 00

PERIODICALS.

ADVERTISING writers and business men interested in good printing should subscribe to Canada's only printing trade paper, THE PRINTER AND PUBLISHER. Subscription price $2 per annum. Address, 10 Front Street East, Toronto.

CANADIAN MACHINERY AND MANUFACTURING NEWS, $1 per year. Every manufacturer using power should receive this publication regularly, and also see that it is placed in the hands of his engineer or superintendent. Every issue is full of practical articles, well calculated to suggest economies in the operation of a plant. Condensed advertisements for "Machinery Wanted" inserted free for subscribers to the GROCER. "Machinery for Sale" advertisements one cent per word each insertion. Sample copy on request. CANADIAN MACHINERY, 10 Front St. East, Toronto.

COMPLETE information on books, stationery, fancy goods, music, photo supplies and kindred lines is given each month in THE BOOKSELLER AND STATIONER, of Canada. Subscription price $1.00 per annum. Address, 10 Front Street East, Toronto.

THE BUSY MAN'S MAGAZINE is the most popular periodical of its kind. Why? Because each issue contains a strong list of original articles of interest to every Canadian. It also reproduces the most timely, instructive and interesting articles appearing in the other magazines and periodicals of the month. The cream of the world's periodical press is too valuable to overlook. BUSY MAN'S is on sale a. all news-stands. Better still, send $2 for one year's subscription. Mail it to-day. THE BUSY MAN'S MAGAZINE, Toronto.

THE market reports make HARDWARE AND METAL a necessity to every hardware merchant, paint and oil dealer in Canada. It is mailed every Friday. Subscription price is $2 per year. Address HARDWARE AND METAL, Montreal, Toronto or Winnipeg.

DUPLICATING DEVICES.

IF INTERESTED in a Duplicating Machine for getting out circular letters, reports, price-lists, etc., or for printing various office forms, write for booklet and samples of work. The "POLYGRAPH" is the newest, latest and best and sells for a lower price than the others. Is unexcelled by any similar device on the market. F. W. Tenney, Canadian Sales Agent, Stair Building, 123 Pay Street, Room 116, Toronto, Canada.

SITUATIONS WANTED.

SALESMAN, with good connection among grocers, wholesale and retail, throughout Ontario, at present disengaged. Box 306, CANADIAN GROCER, Toronto. (17p)

MAN with 20 years' experience in business open for engagement as traveler through Province of Quebec for manufacturing concern. Best of references. Box 305, GROCER office, Toronto. (19p)

AGENCIES WANTED.

AUG. DUBRU, Rotterdam, Holland, dried fruit commission agent, wants relations with first-class packers and shippers of Canadian dried apples and other dried fruits. (26p)

BOOKS FOR THE GROCER.

ART AND SCIENCE OF WINDOW DRESSING, by S. W. Roth. Every retail grocer should learn the methods set forth in this book—which is specially written for **Grocers**—on how to make grocery windows attractive and thus draw trade. Every means of successfully displaying goods is treated of in its 14 chapters and 30 illustrations. Price $2.00, postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto

COFFEE, its history, classification and description, by J. M. Walsh. This interesting and instructive book deals with the commercial classification and description, adulteration and detection, and the art of blending and preparing of coffee. Price, $2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include special sales, getting holiday business, co-operative advertising, money-making ideas, contests, etc. Price, $2.50 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

TEA BLENDING as a fine art, by J. M. Walsh. This work is especially designed for the use and instruction of those engaged in the tea and grocery business, containing formulae for the scientific and judicious combination of the different varieties and grades of tea. Price, $2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

TEA, its history and mystery, by J. M. Walsh. The contents of this practical and exhaustive work include cultivation and preparation; adulteration and detection; arts of testing, blending and preparing; chemical and medicinal properties, etc. Price, $2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

THE GROCERS' MANUAL—New edition, enlarged and illustrated, 1188 pages. All about Groceries, Provisions, Fruits, Spices, Drysalteries, and Chandlery, their sources, varieties, manufacture, adulteration, &c. Specimen pages free. W. Clowes & Sons, Ltd., 23 Cockspur St., London, S.W.

WANTED.

WANTED in every town and village, a representative to take charge of the circulation of our various publications: — Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine. Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

AGENT WANTED.

WANTED—Manufacturer's agent or jobber in every large distributing center in Canada (where not already represented) to handle our full line of high grade Chocolates and Bon-Bons. Many other leading lines to offer to the right parties. When replying state lines you handle, connections and district covered. The ntreal Biscuit Company, Montreal. [18]

TRY A

Condensed Ad.

IN THE

Canadian Grocer

MISCELLANEOUS.

A MARKET OF BUYERS, backed up by money to spend, is open to you in the Busy Man's Magazine. Every territory in Canada is represented. If you have something to sell, something you want to buy, a condensed advertisement in the Busy Man's Magazine will put you in touch with the classes you want to reach. Four cents per word will carry your message from Atlantic to Pacific. Send copy of your advertisement along with order to cover cost of insertion. Your announcement will appear under a special heading. Busy Man's Magazine, Montreal, Toronto, Winnipeg.

AUSTRALIA CANADIAN MANUFACTURERS and Exporters—An experienced Canadian salesman of exceptional ability, about to locate in the commercial centre of Australia, will handle and introduce manufacturers' and exporters' products on their own terms. What have you to offer? Address Salesman, care CANADIAN GROCER, Toronto. (12p)

HIGH CLASS COLOR WORK—Commercial stationery, posters. The Hough Lithographing Co., Limited. Office, No. 3 Jarvis St., Toronto. Telephone, Main 1576. Art, good workmanship, business methods.

$60,000,000 Shrewd merchants all over the world have paid $60,000,000 for 650,000 National Cash Registers. They've saved more than that. The National Cash Register Co., F. E. Mutton, Canadian Manager, cor. Yonge Street and Wilton Avenue, Toronto.

NOTICE—Users of Pitner Gasoline Lamps are warned against being induced to purchase parts of other makes of lamps to be used on the Pitner. The most vital part of any lamp is its generator, and the Pitner generator has been granted a patent in Canada, the United States and other countries, on the principle of its improved method of generating gasoline vapour. Supplies and parts for the Pitner Lamps can be received by return mail by applying to our representatives or direct to the Pitner Lighting Co., Limited 36-38 Lombard St., Toronto, Ont.

MAPLE SUGAR—Cakes or tins. Written guarantee of purity. Woodman & McKee. Coaticook, Que. (19p)

THE WALES VISIBLE ADDING AND LISTING MACHINE is superior to any other machine for these reasons, among others:—Visible Printing, Flexible Keyboard, Column Space Bar, Automatic Clear Signal, Adjustment for Carbon Copies, Eliminating Keys, enabling the operator by the mere pressure of a key to add without listing or list without adding. 30 days free trial to responsible people. Write us for free illustrated catalogue. Adder Machine Company, Wilkesbarre, Pa.

ADDING MACHINE.

ELLIOTT-FISHER Standard Writing-Adding Machines makes toil easier. Elliott-Fisher Limited, 513, 83 Craig St. W., Montreal and 129 Bay St., Toronto.

SITUATIONS VACANT.

CLERK WANTED—To take charge of general retail business. Must be a worker, well recommended, strictly temperate. A steady situation and good money to the right man. Apply to W. G. McKinley, Creighton Mine, Ont. (18)

EXPORT TRADE DEPARTMENT.

Firms Abroad Open for Canadian Business.

Messrs. Gordon, McDonald & Co., 6-7 Cross Lane, East, cheap, London, invites correspondence, either from Exporters of Canadian produce or Importers of general groceries. From their long experience in Glasgow, Liverpool, and London, they have a wide and comprehensive knowledge of both trades on every side. All goods imported paid cash against documents. References to Montreal firms with whom we have done business for many years. Cable address, "Donable." Codes—"A B C," fifth edition, Riverside and Adams.

DAVID SCOTT & CO.

Established 1878. 10 North John St.
LIVERPOOL, ENGLAND.
Splendid connections and references. Try us with a shipment of CANNED GOODS.
T. A.—Scottish, Liverpool.

Try a business card in The Canadian Grocer.



ESTABLISHED 1840

Get After the Spring Basket Trade

Your customers will be buying clothes baskets. This is the season to stock them. We turn out a basket that is neat, strong, light, durable and sells at a reasonable price. They give great satisfaction and you have the knowledge that you can conscientiously recommend the goods — goods that will strengthen your trade and enlarge your clientele.

BUY FROM THE MAKERS

H. W. NELSON & CO., Limited

TORONTO ONTARIO

Good Coffee

Coffee better than the average.
Coffee superior to others.
Coffee so exquisite in flavor.

That people want it again—and again. That's what

Aurora Coffee

is. The best money can buy. It retails at 40 cents and leaves you a margin for yourself that is worth while—something to justify your buying the brand and introducing it to your customers. Don't lose this chance.

W. H. GILLARD & CO.

Wholesale Grocers *Coffee Importers*

HAMILTON

Branch House—Sault Ste. Marie

WHITE SWAN COFFEE

Must be good when particular grocers have increased their orders

ENOUGH TO TREBLE OUR SALES INSIDE OF ONE YEAR

WHITE SWAN COFFEE

is exactly suited to HIGH CLASS FAMILY TRADE where quality is appreciated

Packed 2 doz. 1-pound tins per case

ORDER NOW

White Swan Spices and Cereals Limited

TORONTO

BANISH "BLUE MONDAY"

SELL

SUNNY MONDAY

to customers and make them **YOUR** customers.

Your stock is not complete without our new LAUNDRY SOAP

SUNNY MONDAY

SUNNY MONDAY is made almost entirely from vegetable oils with enough ammonia incorporated to make it cleanse quickly and thoroughly, with less rubbing than ordinary laundry soaps.

YOUR CUSTOMERS should try it and avoid the aching backs which cause "Blue Monday."

SUNNY MONDAY
SAVES LABOR, TIME, CLOTHES FUEL, TEMPER, MONEY

THERE IS PROFIT IN IT FOR YOU

"SUNNY MONDAY BUBBLES WILL WASH AWAY YOUR TROUBLES."

Batger's

Lime Juice Cordial

makes more and better lime juice than any brand on the market to-day. Your customer will soon find this out.

If you don't sell her **BATGER'S** some one else will.

Rose & Laflamme, Limited
Agents
MONTREAL and TORONTO

BATGER'S

Xmas Goods

Our travellers will see you any day now with a splendid line of **BATGER'S**

XMAS CRACKERS,
XMAS STOCKINGS,
XMAS NOVELTIES,
Etc., Etc.

And a full assortment of the famous English Confectionery made by BATGER & CO., London.

Before Ordering, Await Our Representative or Write us.

Rose & Laflamme, Limited
Montreal and Toronto

JAPAN TEAS

Our last season's stocks are now all sold, and we are making preparations for New Season's Importations and Quotations. If any of our Jobbing Trade Friends are not "in line," kindly advise.

S. T. NISHIMURA & CO.

MONTREAL and JAPAN



McLean's White Moss Cocoanut

Simply the pure, unadulterated, high-class cocoanut the housekeepers of the country find unparalleled, and which can nowhere be equalled.

YOU SELL IT!

The Canadian Cocoanut Co., Montreal

It sells like Lightning

Yes—CAMP sells just as you'd expect the best Coffee Essence in the world would sell!

The Quality of the Coffee, combined with the convincing advertisements continually appearing in the press and on the hoardings on its behalf, results in 'Camp' being half sold before you get it.

R. Paterson & Sons, Coffee Specialists, Glasgow

'CAMP' COFFEE

DRY GOODS REVIEW

10 Front St. East
TORONTO

Would You Know

More about general dry goods conditions; how to increase your net profits, by modern successful selling methods, by effective store advertising and by a thorough knowledge of the markets? The Dry Goods Review will tell you how. Published monthly. 130 to 230 pages.

Subscription, $2.00 a year.
Sample copies, 25c.



The Best you can Sell

When you are disposing of ***Shirriff's Imperial Extract*** to a customer you are getting a good margin of profit, handling that which turns over quickly and out of which you can get your money. It helps to build up a paying trade, and holds it too. Remember that Shirriff's is superior to all.

Imperial Extract Company, 18-22 Church Street Toronto, Canada

GUARANTEED ABSOLUTELY PURE

MASON'S

NUMBER ONE SAUCE

Reduced to sell at

15c per bottle

Prepared by

GEO. MASON

The Original, From

LONDON, ENGLAND

The Mason, Miller Co.

TORONTO, CANADA

Agents Wanted

PURITY SALT

Fine, Coarse, Table and Dairy.

"THE SALT THAT SATISFIES"

MANUFACTURED BY

The Western Salt Company, Limited

MOORETOWN, - ONTARIO

Write us for Samples and Prices.

ROWAT'S

still hold the Premier Position for

Imported Pickles and Olives.

Enquire of your wholesaler for our New 12 oz. Bottle Pickles which retails at 10c.

ROWAT & CO.

GLASGOW SCOTLAND

AGENTS IN CANADA:

Snowdon & Ebbitt, 325 Coristine Building, Montreal, Ontario and Quebec.

F. K. Warren, Halifax, N.S.

F. H. Tippett & Co., St. John, N.B.

C. E. Jarvis & Co., Vancouver, B.C.



THE A 1 SAUCE

A Fine Tonic and Digestive.
An Excellent Relish For
"FISH, FLESH or FOWL."

Simply A 1.
Pleases everyone.
The Public WILL have it.
Sold all over the world.

For full particulars and prices write our Agents:

GENERAL AGENT—H. HUBBARD, 27 Common St., Montreal
THE WEIR SPECIALTY CO., 561-563 Yonge St., Toronto
J. READ, St. John, N.B.
R. T. TINN, 337 Hastings St. W., Vancouver, B.C.

BRAND & CO., LIMITED

Purveyors to H.M. the King, Mayfair Works, Vauxhall

LONDON - ENG.



ENGLAND'S MOST POPULAR SAUCE

H.P.'s Popularity as an ideal kitchen Sauce has reached Canada.

The live "H.P." Canadian Advertising is creating a demand for YOU to supply.

The name "H.P." signifies "House of Parliament" and this famous condiment is in use on the dining tables of "the House" and enjoyed daily by the members of Parliament.

Write for samples and prices.

W. G. Patrick & Co., Toronto and Montreal. R. B. Seeton & Co., Halifax, N.S.
Georgeson Co., Ltd., Calgary, Alberta. Ellis & Co., Ltd., St. John's, N.F.
Kelly, Douglas & Co., Ltd., Vancouver, B.C.

MIDLAND VINEGAR CO., Ltd. **BIRMINGHAM AND LONDON, ENG.**



The reason why so many grocers carry a full line of

Sterling Brand Pickles

in preference to other makes is because they sell so easy. If a customer buys once he is sure to come again for them. Order from your jobber or direct.

THE T. A. LYTLE CO., LTD.
Sterling Road, - Toronto, Can.

MASON'S O.K SAUCE

The one sauce possessing that piquancy of flavor and uniform quality that makes it always the same. Splendid profit for the dealer, 33⅓%.

GEO. MASON & CO., LTD.
Sole Manufacturers, London, Eng.

Sole Canadian Agents:
S. T. Nishimura & Co.
MONTREAL

SUB-AGENTS:
Toronto, Ont.—Geo. Stanway & Co.
Hamilton, Ont.—James Somerville
Ottawa, Ont.—Mackenzie & Co.
London, Ont.—Wm. G Coles & Co.
Quebec, Que.—The F. Abel Co.
Kingston, Ont.—James Craig



ESTABLISHED OVER 200 YEARS

CHAMPION'S

LONDON, ENGLAND

IS THE BEST VINEGAR

MADE FROM FINEST MALT

Commands a Preference Over All Others.



Agents for Ontario: Green & Co., Front St., Toronto **Agent for Quebec: J. Walter Snowdon, 413 St. Paul St., Montreal**
Agent for Northwestern Provinces: W. H. Escott, 141 Bannatyne Ave. East, Winnipeg
Agent for New Brunswick: W. S. Clawson & Co., St. John

WE ARE OPEN TO DO BUSINESS ON EASY CONSIGNMENT TERMS. *WRITE OUR AGENTS FOR PARTICULARS*



BORDEN'S BRANDS



Unsweetened

Two of them that lead the Condensed Milk trade of Canada "Eagle Brand" Condensed Milk and "Peerless Brand" Evaporated Cream.

Every Jobber in Canada

Arguments are good, but a trial order through your jobber will prove that buying Borden's Brands is a profitable business act.

WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man. Shallcross, Macauley & Co., Vancouver and Victoria, B.C.

BANNER BRAND CONDENSED MILK



We want your trade and you will want our Condensed Milk after you have seen and tasted it—Get into touch with us.

—It's money for you.

John Malcolm & Son

ST. GEORGE, - - - - - ONTARIO



IMPERIAL EVAPORATED CREAM

Steady sales, repeat orders. These are the best criterion by which to judge the merit any line is awarded in the eyes of the consumer.

IMPERIAL BRAND EVAPORATED CREAM

is meeting with popular favor, judging by orders we are receiving. Do YOU sell it?

The Canadian Condensing Co.

CHESTERVILLE, ONT.

GENERAL SALES AGENTS :—S. H. Ewing & Sons, MONTREAL



Pure Milk is hard to obtain and Impure Milk is dangerous

Customers and citizens recognize this and are asking for what is guaranteed pure.

Canada First Evaporated Cream

It is sterilized. It is wholesome. It is unsweetened. It is digestible.

NO DEAD STOCK ON YOUR SHELVES

Manufactured by

AYLMER CONDENSED MILK CO., Limited

AYLMER, - ONTARIO

We Are Like The Quakers

in the matter of
"Particularity."

We want our Salmon
to be

QUAKER SALMON

in the matter of quality,
and we see that it is.

You Can Depend Upon It.

Mathewson's Sons

Wholesale Grocers

202 McGill Street - - Montreal

Grocers' Specialties

Coffee	Prunes
Tea	Raisins
Spices	Ev. Apples
Extracts	Ev. Peaches
Jams	Ev. Apricots
Jellies	Ev. Pears
Syrup	Starch
Molasses	Cereals

Ask for Quotations

The John King Co., Ltd.

FORT WILLIAM, ONT.

Sanitary Cans

For Hand Filled Goods

Tomatoes, Stringless Beans, Asparagus, Spinach, Etc.,
Apples, Peaches, Pears, Plums, Etc.

Sanitary Enamel Lined Cans

For Color Fruits and Goods of Strong Acidity

Strawberries, Red Raspberries, Black Raspberries, Blackberries, Sour Cherries, Blueberries, Beets, Rhubarb, Etc.

"The Can Without The Cap Hole"
"Bottom Like The Top"

Write for Samples

Sanitary Can Company, Ltd.

Niagara Falls, - - Ontario

DO YOU KNOW

**That for 10 cents
you can supply your customers
with a quarter-pound
tin of**

WHITE SWAN MUSTARD

**which for
pungency and flavor**

**IS UNEXCELLED
BY ANY HIGH CLASS MUSTARD
SOLD IN CANADA**

**Shows you a profit of 33⅓%
and gives absolute satisfaction**

Packed 4 doz. to the case

White Swan Spices and Cereals Limited

TORONTO

We can interest you in

RAW SUGARS

See Our Travellers.

The Davidson & Hay Ltd., Wholesale Grocers **Toronto**

ST. LAWRENCE Granulated Sugar

Maintains its high standard of excellence. This is proved by the following recent Government analysis:

Laboratory of Provincial Government Analyst,

Montreal, February 22nd, 1909

I HEREBY CERTIFY that I have drawn by my own hand ten samples of the St. Lawrence Sugar Refining Co.'s Extra STANDARD GRANULATED SUGAR, indiscriminately taken from four lots of about 150 barrels each and six lots of about 450 bags each. I have analyzed same and find them uniformly to contain 99-99/100 to 100 per cent. of pure cane sugar, with no impurities whatever.

(*Signed*)
MILTON L. HERSEY, M.Sc., LL.D.
Provincial Government Analyst.

The ST. LAWRENCE Sugar Refining Company, Limited
MONTREAL

Redpath

is

CANADA'S STANDARD

for

REFINED SUGAR

Manufactured by

The Canada Sugar Refining Co., Limited
MONTREAL

Get a Big Slice of Spice Business

This you can do by selling **absolutely pure** spices.

Ewing's Prince of Wales Brand spices represent highest quality and their purity is undoubted.

Send for Samples and Prices.

S. H. EWING & SONS, Montreal and Toronto

Tartan BRAND

SIGN OF PURITY

Build up your trade with the Best Goods.

TARTAN Tea pays the retailer a handsome profit.

TARTAN Coffee, Spices and Extracts are guaranteed pure.

TARTAN Canned Fruits and Vegetables have the home flavor and are recommended by connoisseurs.

TARTAN Baking Powder, Baking Soda, Syrup, Salmon and Groceries build up your business.

Send us sample orders and see the magic change.

Phone **596**—specially reserved for Long Distance Calls.

BALFOUR, SMYE & CO.

Headquarters for all Fancy and Staple Groceries **HAMILTON, ONT.**



Look at that Jar of Jam

Is it on your shelf, Mr. Grocer,
and if not, why?

The E.D.S. Brand of Jellies and Jams

represent something. Perfect Purity, Finest Flavor and Nature's Nutriment—guaranteed.

AGENTS

W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; R. B. Colwell, Halifax, N. S.; J. Gibbs, Hamilton

E. D. Smith's Fruit Farms, Winona, Ont.

Those Who Wish to Rent or Hire

stores or departments, sell or buy businesses or stocks, place or acquire accounts, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises, should not fail to use the Want Advertisement Page of **THE CANADIAN GROCER.** It is the central office of the grocery, fruit, provision, canned goods and foodstuffs trade of Canada.

Free Trip to "Toronto National Exhibition"

and Return, with Six Admission Tickets thrown in for Good Measure.

To anyone, living in Canada, who sends us new, full-year, paid-in-advance subscriptions as per schedule below, will be furnished Free First-Class Railway, or Steamship, Transportation (as preferred) to Toronto and Return, over any Canadian Railway, or Steam oat Line, together with Six Regular Admission Tickets to the Toronto National Exhibition this fall. Tickets good during the Exhibition, subject to the regulations of the transportation company issuing them.

Begin now, and see how easy it is to earn this outing. Subscriptions may be sent in any time before July 15th next, but not later, as the remaining time before the fair is required to complete arrangements for traveling accommodation for those who respond to this offer.

There is no competition, or other element of chance or risk about this offer. The distance you reside from Toronto regulates the number of subscriptions you must send. When you have sent that number you may rest assured that our undertaking will be carried out to the letter. The regular railway time-tables will be used to determine the distance, which is to be calculated by the shortest passenger route. By consulting your railway time-table you will get this information, or we will supply it. Should you fail to secure the full number of subscriptions required, proper remuneration will be made by sending you, in lieu of the tickets, their pro rata equivalent in cash.

Notify us early of your intention to accept this offer; for convenience you may use the form below. This offer is open to ANYONE, whether a subscriber or not.

THE BUSY MAN'S MAGAZINE,
10 Front St. East.
Toronto, Ont.

Gentlemen :

I hereby accept your offer of "Free, First-Class Transportation to the Toronto National Exhibition and Return; together with Six Regular Admission Tickets to the Fair-Grounds," in consideration of which I will undertake to send you the number of new, full-year, paid-in-advance subscriptions to The Busy Man's Magazine, indicated by my X, on the schedule below. I reside no further from the city of Toronto than is indicated in the schedule opposite my X.

Miles from Toronto.		Number of subs.	Mark X
25 to	50	3	
51	100	5	
101	150	7	
151	200	9	
201	250	11	
251	300	13	
301	350	15	
351	400	17	
401	450	19	
451	500	21	
501	600	23	
601	700	25	
701	800	28	
801	900	31	
901	1000	34	
1001	1100	37	
1101	1200	40	
1201	1300	43	
1301	1400	47	
1401	1500	50	
1501	1600	53	
1601	1700	56	
1701	1800	59	
1801	1900	63	
1901	2000	66	
2001	2250	72	
2251	2500	80	
2501	2750	89	
2751	3000	97	

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*Town*_____

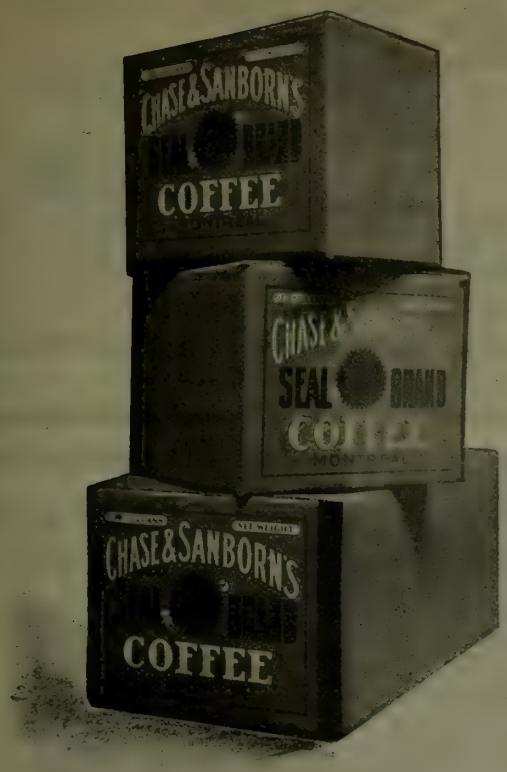
*Province*_____

*My Ticket to be Via :*_____

*Railway*_____

*Boat Line*_____

Write plainly ; this will insure immediate acknowledgment of your communications and safe and prompt delivery of your tickets.



SEAL BRAND COFFEE

Owing to the increased demand for this brand in other quantities than the usual 30-lb. case, we are now packing the 1-lb. cans in cases containing

12 1-lb. Cans Seal Brand Coffee
18 1-lb. Cans Seal Brand Coffee
36 1-lb. Cans Seal Brand Coffee

Chase & Sanborn

MONTREAL

British Columbia Buyers

PLEASE NOTE THAT

TODHUNTER, MITCHELL & CO.
TORONTO

Can supply your wants for their well known lines of **Coffee, Cocoa, Chocolate**

FROM VANCOUVER

Write Our Agents

W. HARRY WILSON & CO.
VANCOUVER

WAGSTAFFE'S

Fine old English

Pure Orange Marmalade

Season 1909, now ready.

WAGSTAFFE'S

Jams, Jellies and Sealed Fruits

are better than the imported.
Once tried always used.

WAGSTAFFE, LTD.

Pure Fruit Preservers

HAMILTON

SYMINGTON'S COFFEE ESSENCE

ALWAYS READY!
ALWAYS PURE!
ONE STANDARD QUALITY!

UNQUESTIONABLY THE VERY BEST

TO BE HAD OF ALL WHOLESALERS

THOMAS SYMINGTON & CO. EDINBURGH



The Box To Sell

What Will Clean My Hands?

How often do customers ask you that in the course of a day? You can tell them plainly and positively if you have

SNAP SNAP SNAP

Plenty of it, for it sells rapidly and there is nothing "just as good." Avoid spurious substitutes. No equal to our product for ease, quickness, pleasantness and thoroughness.

The Snap Company, Limited

Montreal, - Canada



WHY YOU SHOULD SELL

MATHIEU'S SYRUP

of Tar and Cod Liver Oil

REASON NO. 1

Nine out of every ten people when troubled with a cough or cold call for Mathieu's Syrup.

Hence there is no time wasted in selling it. It almost sells itself. This is the result of its exceptional curative properties in all chest and throat complaints — backed up by good advertising.

This advertising consists of

1. Our newspaper campaign.
2. One person recommending it to another, and probably telling him that he got it at your store.
3. Dealers who know a good article when they see it and gladly recommend it to their customers and friends.

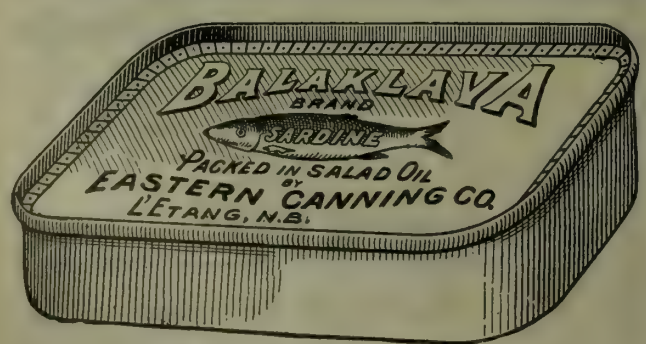
Let us have an order from you to-day.

J. L. MATHIEU CO., Props., SHERBROOKE, P.Q.

Sold by wholesale trade everywhere
Distributors for Western Canada:

Foley Bros., Larson & Co., Wholesale Grocers and Confectioners, Winnipeg, Edmonton, Vancouver.

L. Chaput, Fils & Cie., Wholesale Depot, Montreal



BALAKLAVA SARDINES

Something "a little bit different" in the matter of quality

What you want for a good seller—fine quality, low price.

Inquire prices

Canadian Agents: C. A. Chouillou & Cie., Montreal; Green & Co., 25 Front St. E., Toronto; D. C. Hannah, London, Ont.; Jos. Somerville, Hamilton; Boivin & Grenier, Quebec, Que.; H. M. McBride, 312 Ross Ave., Winnipeg, Man.

The Eastern Canning Company, Port Canada, N.B.

Are You Handling the *BEST* Package Tea on the Market ?

"MELAGAMA"

We aim to send out the **quality** that pleases every taste, and our **cash rebate** in every package creates enthusiasm and advertises the merchant that handles this renowned blend. If you are not selling it yet, do us the favor of adding your name to our already lengthy list, or give us the pleasure of forwarding you a ¼-lb. sample "gratis," and after you have "tasted and tried before you buy" our **"Melagama"** Tea, that has justly won so many "Diplomas" see prices and particulars on the last page of this issue and send us an order, or give our traveller who calls on you regularly a trial order, and you will ever handle **"Melagama."**

MINTO BROS., TORONTO and BUFFALO

Indisputable Testimony!

Canada's Highest Authority Says:

DR MILTON L. HERSEY, PRESIDENT.
PROVINCIAL ANALYST (QUEBEC GOV'T.)
CITY ANALYST (FOR MONTREAL.)
JOEL B. SAXE.
SECRETARY AND TREASURER.

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VICE PRESIDENT.
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SECOND VICE PRESIDENT

MILTON HERSEY Co. LTD.

CHEMISTS,

ENGINEERS AND INSPECTORS

171 ST. JAMES STREET.

ANALYSES AND ASSAYS.
CEMENT TESTS.
INSPECTING AND CONSULTING ENGINEERING.
EXAMINATIONS OF MINERAL PROPERTIES.
CHEMICO-LEGAL EXPERT WORK.
ELECTRICAL AND MECHANICAL TESTS

TELEPHONE (OFFICE) MAIN 892
" (CHEMICAL DEPT.) MAIN 892
" (ELECTRICAL DEPT.) MAIN 1768
CABLE ADDRESS "MILHERSEY—MONTREAL"
WESTERN UNION CODE.

MONTREAL, April 12, 1909.

CERTIFICATE.— Lab'y No. 18160.

WE HEREBY CERTIFY that we took at random on April 8th, 1909, a sample of Maple Syrup marked SILVER LEAF BRAND from the stock in the warehouse of Sugars and Canners. Ltd., Montreal. Our analysis failed to detect the presence of any adulteration whatsoever, and showed the sample to be in accord with the standards for pure Maple Syrup adopted by the Inland Revenue Department of Canada.

Milton L. Hersey, M.Sc., LL.D.,

President.

Sugars and Canners, Limited

Montreal

To the Trade:

Do You Know Why

CEYLON TEA

IS SO

Rapidly Displacing the Thin Light Teas, Here, in America?

(Two and Three-Quarter Millions Increase in Direct Shipments Alone in 1908 over 1907.)

First: Because it Makes a Strong, Full-Bodied Tea to Satisfy the Coffee-Educated Palate;

Second: Because of Its Piquant Flavor;

Third: Because of Its Unvarying Excellence;

and

Fourth: Because of Its Cheapness Regardless of Cost.

A Pound of Ceylon Tea
"Goes Twice as Far"
as the Light Thin Tea.



MAKES IT POSSIBLE

For every grocer to build up and maintain a large and profitable tea trade.

To dispense with at once the necessity of carrying a large stock of tea, deteriorating in quality and eating its head off in interest.

To secure a speedy, actual and protected profit on all sales and to put the tea peddler out of business.

To serve your customers with the finest tea grown, fresh and fragrant from the tea-gardens of Ceylon.

Annual Sale Over 18,000,000 Packets

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Pointers to be Procured from Grocers of St. Mary's

Some Well-Equipped and Attractive Stores—One Carries Largest Stock of Crockery East of Toronto—General Parcel Delivery a Great Benefit—Unique Display Windows—Beginning of a Successful Business in a Log Shack—A new Grocer in Trade

Some few weeks ago The Grocer referred at length to the general parcel delivery system in vogue in the town of St. Mary's in western Ontario. The progressive spirit of the merchants of the Stone Town as shown by their fearlessness in undertaking this venture is certainly possessed by the majority of the grocers there if the general appearance of their stores and the interior arrangements count for anything. A handsome store is one of the valuable assets of any merchant who desires to cater to the best class of trade and St. Mary's has some fine grocery establishments for a country town of its size.

The Adam Store.

For a roomy, bright, clean and handsome interior, the store of J. M. Adam could scarcely be improved upon.



Interior of The Grocery Store of J. M. Adam, St. Mary's, Ont.

The windows are not like those of the ordinary store. They are closed at the rear so that the interior cannot be seen by looking in the window. This arrangement prevents dust from the store settling on the display goods. This does not mean that light is excluded. Mr. Adam has the top so arranged that the light comes from above the closed-in window through corrugated glass.

The shelving and spice drawers are neatly arranged. The grocery proper is located on the right hand upon entering and on the left are two show-cases, one for high-class confectionery and the other for cigars. At the rear is Mr. Adam's private office where his business is transacted. Palms are used to brighten the interior and they certainly lend an additional attractiveness. Mr. Adam has been some twenty-five years in the same stand, but of course the establishment has been improved to keep apace with the spirit of the advancing times. John Gray, the clerk, is a valuable assistant in the business, having been with Mr. Adam for the past two years.

Fenwick & Co.

The store of Fenwick & Co. is another of St. Mary's up-to-date groceries. It is large and roomy—an important feature in any store—and well lighted during the day by the rays of "old Sol" and at night by electricity. It has double counters, one on either side. Mr. Fenwick has only been in the grocery business a couple of years in St. Mary's having come from Oswego where he obtained his early experience with his parents. He is one of those grocers who carries confectionery and tobaccos and finds both profitable. Being a country town plug tobacco has a splendid call.

Pickard & Fleming.

A strong advocate of the general parcel delivery system is J. F. Pickard of this firm. In fact he has many advanced ideas in doing business and the fault cannot be credited to him that there is not a live merchants' association in the town. He believes in lessening the expense to merchants by any legitimate means and has a strong aversion to the price cutter. An association was once formed in St. Mary's but Mr. Fenwick claims that price cutting among some of the merchants brought its downfall.

Mr. Pickard has been in business—but not the same—for fifteen years and Mr. Fleming, his partner, grew up with the present business.

An Optimistic Grocer.

Although W. R. Butcher has only been in the grocery business a few months he speaks highly of his vocation and expects to be successful. He succeeded J. D. Smith towards the end of last year and is already working up a good trade. For a while trade was a little quiet but he predicts a good season and with his optimism and other qualifications he will see that the season is good for him.

Followed His Brother.

Forty years ago the grocery business now looked after by John Walsh of St. Mary's, was in its infancy. It was begun by his brother, but some eight years ago the eye-sight of the latter became affected so that he was forced to discontinue. Mr. Walsh at the time was living in Toronto and decided to try his fortune in the Stone Town. His business rapidly increased so that now he has a good trade and a splendidly stocked store. He carries confectionery and finds it profitable, particularly at Christmas times. In the grocery department he has four extra large show windows which are used to advantage in displaying goods in addition to their effect upon the lighting of the store interior. He carries a varied stock including fish, provisions of all kinds, cigars and tobaccos. He also has a liquor store under the same roof but separate—according to law—from the grocery department.

Business in a Log Shack.

Twice in his business career has J. P. Rogers, another St. Mary's grocer, started at the bottom round of the ladder and worked himself upward. At first he was a clerk in the store of H. E. Wilson, but he soon secured a business place of his own by purchasing an old log shack. Later when Mr. Wilson quit business he got into his large store, but his health began to fail him and he was forced to withdraw. That was about thirteen years ago. Six years later he again began at the bottom and by his energy and progressiveness has been able to make something more than his actual living expenses.

Mr. Rogers is one of the many grocers who favors the formation of an Ontario Grocers' Association.

A Large Crockery Stock.

The grocery store of F. W. Hutton, still another progressive St. Mary's merchant, is noted chiefly for its crockery department. It is claimed to have the largest crockery stock of any town store west of Toronto. These goods are stored principally upstairs, though a considerable quantity is displayed below. One of the show windows is always reserved for crockery too. Mr.

Hutton finds the crockery to be a profitable line—and this is no doubt due to the attention he pays to it. Few goods are going to be sold anyway unless the merchant booms them in some manner.

Mr. Hutton's father and mother were among the pioneers of St. Mary's, having been in business half a century ago. Their son succeeded them and has made many improvements. Among these was the erecting of a new store about four years ago when crockery and dry goods were added. The store now is a hundred feet long with a seventy foot store-room.

A specialty in window-dressing is made in this store and the successes of the artist and his praises have often been told and sung by commercial travelers who visit there. The manager is S. C. Bartlett, whose record of twelve years with his employer is certainly commendable.

A CLERK'S ADVANCE.

R. R. Bothwell, Eleven Years in His Father's Store, to Travel for John Sloan & Co.

On May 1st a change will be made in the traveling staff of John Sloan & Co. R. R. Bothwell, of Barrie, takes the place of C. S. Parsons, who, with P. H. Brown,



R. R. BOTHWELL,

A Barrie Grocery Clerk Who Becomes a Traveler on May 1st.

is becoming a wholesale grocer after that date. Mr. Bothwell is the son of J. M. Bothwell, one of Barrie's leading grocers who has been in business there for the past forty years. His son "Bob," as he is familiarly known, has worked behind his father's counter for the past eleven years and should therefore have an intimate acquaintance with the grocery trade.

His territory lies between Toronto and Gravenhurst, and with this he is already familiar. Mr. Bothwell has proven himself a good salesman in the grocery store as the success of the business he has been connected with will demonstrate.

MacLean Company's New Offices in Montreal

Change Takes Place This Week to the Eastern Townships Bank Building, a Handsome Ten-Storey Structure—A Description of the Interior—Keeping Pace With the Progress of the Times.

The Montreal offices of The MacLean Publishing Company, which for several years have been located at 232 McGill Street, have during the past week been removed to the handsome office structure erected by the Eastern Townships Bank. The new building is one of the finest in Montreal, standing ten storeys high. It occupies a commanding position at the corner of Victoria Square and St. James Street. It has been especially designed for commercial purposes and is one of the most costly and capacious in the Canadian metropolis. The edifice is of absolute fire proof construction and is built of granite and Ohio sand-stone. Some idea of its character and importance may be gauged from the fact that the Builder's Exchange of Montreal have taken the whole tenth floor where they will have a permanent exhibit of building materials.

The corridors throughout the building are finished with Mosaic floors and marble wainscotting. The offices are finished in mahogany and possess an abundance of light. From every quarter the out-look is delightful one and from the suite of apartments for business and editorial purposes, which have been leased for a term of years by The MacLean Publishing Company, a fine perspective of the harbor and the new piers is obtained, while from the front the beautiful green sward, splendid trees and stately monuments of Victoria Square are in full view.

Commodious Quarters.

The new offices of The MacLean Publishing Company have been specially fitted up for their convenience with every degree of comfort and facility for the transaction of business. The ceilings are high while there is an abundance of floor space for the members of the large staff, the business and editorial rooms being separate yet within easy reach of each other. There is a special elevator accommodation, three high speed traction elevators being installed. This is the only installation of its kind in Montreal, a feature of which is the rapidity and ease with which they can be operated. The cars can be reversed at top speed without any noticeable discomfort to the passengers.

Each floor of the magnificent new building has its own vaults. There are mail chutes, electric light, telephones, electric bells and other modern features on every floor which make the new premises of The MacLean Publishing Company, which are within a few yards of the late offices, ideal and central from every standpoint.

Other Firms There.

Some of the most influential and oldest established commercial, insurance and manufacturing firms in Canada have secured quarters in the new Eastern Townships Bank building. Among them may be mentioned, the North American Life Insurance Company, The Prudential Life Insurance Co., The Canadian Light & Power Co., The Montreal Cotton Co., The Mount Royal Spinning Co., The Clinton Fire Proofing Co., The Montreal Printers' Board of Trade, The Canadian Consolidated Rubber Co., Stinson-Raeb Builders' Supply Co., The Builders' Exchange, The United States Consul Offices, and many others.

In its removal to brighter and more modern premises the Montreal office of The MacLean Company is only keeping step with the constant developments and expansion, which has been characteristic of the greatest publishing house in Canada since its inception.

The members of the large staff will be pleased to meet all their old friends in their new quarters or any visitors who may be in Montreal on business or pleasure. They will find a warm welcome at the MacLean offices in the new and handsome Eastern Townships Bank building.

BEET SUGAR TARIFF.

Finance Minister Fielding introduced his budget statement to the House of Commons on Tuesday of this week and no announcements as to fiscal changes were made. Regarding the beet sugar manufacturers' request, the government decided to continue for three years the concession to them by allowing them to import two tons of foreign raw sugar to every ton of Canadian beet sugar manufactured on the preferential tariff basis, and for two years in the proportion of one to one.

COMMISSIONER TO CUBA.

Ernest S. Kirkpatrick, of Woodstock, N.B., has received the appointment of Canadian Trade Commissioner to Cuba for a period of six months, with permission to visit the other British and foreign islands in the vicinity if deemed advisable. The service in that quarter, therefore, will be temporarily increased to two trade commissioners and five commercial agents.

AN INTELLIGENT SPIDER.

Mark Twain says: "When I was editing the Virginia City Enterprise, writing copy one day and mining the next, a superstitious subscriber once wrote and said he had found a spider in his paper. Was this good or bad luck? I replied to him in our 'Answers to Correspondents' column as follows: 'Old Subscriber.—The finding of a spider in your copy of the Enterprise was neither good luck nor bad. The spider was merely looking over our pages to find out what merchant was not advertising, so that it could spin its web across his door, and lead a free and undisturbed existence forever after.'"

The Canadian Grocer

Established - - 1886

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JOHN BAYNE MACLEAN - - PRESIDENT

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MERCHANTS WAKING UP.

The problem of the collection of accounts is one that is being carefully studied by grocers all over the Dominion wherever the credit system prevails. Up to the present few plans have been formulated that have proven satisfactory. Probably the system in vogue in Guelph is the most perfect known, if we may be permitted to use the adjective in its superlative degree. At any rate Guelph merchants are satisfied with what they have done for themselves and they no doubt take considerable pride in opening the way to their fellow merchants in the various parts of the country. Their experiences are just beginning to pave the way for others and their example will be followed by many.

In Brantford the grocers have practically decided to institute a collection system similar to the one in Guelph. The merchants of Chatham have discussed the question on several occasions and have now a committee working to formulate a proposition.

The collection subject is not confined alone to western Ontario. Cornwall in the east is interested, At the last meeting of the Board of Trade the subject was introduced by J. E. Chevier and before the meeting closed a committee was named to get the necessary information from Guelph.

In a letter Mr. Chevier points out that the recent articles in The Grocer led to the matter being taken up there where he believes a collection system along modern lines is necessary.

Merchants everywhere are "up against it" in collecting satisfactorily their accounts and now is the time for them to think about the bettering of their conditions.

PUTRID MEAT IN MONTREAL.

A big haul was made in Montreal on April 17, by the health officers, Dr. Lesperance, Dr. McCarrey, and O. Legault, the city's meat experts, of a consignment of canned meat which came from Hammond, Ind., and was put up by the G. H. Hammond Packing Co.

The shipment was first sent to Halifax, where for obvious reasons it was not wanted and from there it came to Montreal and was being handled in that city by the Fowler Canadian Company, Limited, of Hamilton, through their representative, J. Beard, 107 St. James St. When these goods reached Montreal they were offered at a much reduced figure.

Fortunately the putrid state of the meat was discovered before only three cases were sold to the retailers, one of whom immediately communicated with the Health Department, and a seizure was at once made of the entire amount consisting of 210 cases containing 2,085 doz.

An action will result from the seizure.

SHORTER CREDIT TERMS.

Circulars have been issued by the Toronto Fruit and Produce Association announcing that after the first of May, terms of credit to their customers will be curtailed to one week. While this may not meet with the approval of all retailers, in many respects it is to their interests and especially to the interests of those who try to carry on their businesses by methods that are fair to their competitors and systematic.

Very often it is observed that men enter the arena of retail merchandise without their share of knowledge as to how they should conduct a profitable business. To break in on the trade they at once begin to slash prices. They do this probably for one or two years without remitting regularly to the wholesalers and finally discover their profits have not been large enough to enable them to continue business. They become bankrupt through credit.

Had they settled their accounts systematically they would have always steered ahead of the storm and remained above the surface. They forgot that it costs money to carry on a business and discovered when it was too late that a cent made on an outlay of a hundred did not always mean a cent gain. They not only injured themselves but their competitors as well.

Therefore, though the action of the fruit dealers may not be endorsed by all their customers at first sight, it may be a "blessing in disguise" for many of them in their business of the future.

HAND IN GLOVE WITH EATON.

In giving a practical monopoly of the school book business of the Province of Ontario to the T. Eaton Company of Toronto, the Whitney Government have dealt a smashing blow at the retail trade of the province.

The department store octopus, having secured the contract for publishing the new Ontario readers at a ridiculously low price, will now proceed to corner the distribution of the books. The contract entered into with the government calls for the sale of the books to any one at twenty per cent. discount.

Retailers are on precisely the same footing as the public and it is easy to see that the public will buy where it can get the books cheapest.

The government boast that they have broken up the school book ring. They have practically created a worse monopoly than ever, ignoring the just claims of the retailers and depriving thousands of merchants throughout the province of a legitimate source of income.

When the government ranges itself on the side of department stores and mail-order houses and openly attacks the retail merchants, it is time something was doing.

Every book that goes out will bear the name of the T. Eaton Co. By charging a portion of the cost of printing to the advertising account it is no wonder that such a company could do the work cheaply. This, however, does not aid the general merchants all over the province of Ontario.

EGYPTIAN ONIONS.

Reports from the primary markets state that owing to suitable dry weather during the principal growing month, that is February, the crops promise to be of good quality provided, of course, nothing occurs in the meantime to affect the same.

The quantity is difficult to gauge at the present time while the first indications were that it would be about the same as last season—nearly 1,500,000 bags. News of the expected early exhaustion, of European supplies reached Egypt, and caused a lot of late seed to be planted, though against this, the highly favorable present prospects have induced growers to put the onions on the market before being fully grown thereby decreasing the weight some-

what. Still, according to the opinion of the best authorities, the total output is not expected to exceed 1,600,000 bags.

Prices opened very high in Alexandria—higher than ever remembered—and have continued so all along. Judging by the keen demand, it will take an enormous quantity to lower the price. The first onions, which are expected to be in good condition for transshipment, are 11,060 bags in the S. S. Britannia due in Liverpool on the 25th inst.

THE RACE FOR RICHES.

There is scarcely a grocer or grocer's clerk but wishes that he was rich. He thinks that he is not making money fast enough and wonders whether the wheel of good luck will ever let fall a fortune at his feet. All fortunes have been started and developed by thrift; even the foundations for the wealth of the multi-millionaires in America were laid that way. There is more truth than sarcasm in the old axiom about not being able to have your cake and eat it too. In plain words its tranlation is you cannot spend all you make or earn and have money in your pocket or to your credit in the bank. A safe, inviolable rule to guide the ambitious clerk on the road to a competency is to remember that it is only attained by saving—by building little by little—the process may be slow and at times tedious, but the structure will be reared in time. There are only three other ways to get wealthy in a short time. One is by misappropriation or graft—which no honest, self-respecting person countenances. Another means is by speculation which may make of you an opulent individual or it may restore you to primitive poverty, after you have put all the money you have in about-which-you-know-nothing scheme or proposition. The mere speculator simply takes his chance. The extreme is very much like a wager—it may result successfully or it may render you so much worse off.

Another way to acquire riches is by judicious, careful and well planned investment, which is widely different from speculation. To one who makes a study of bonds, real estate, industrial concerns, growing towns, promising farming districts or excellent business openings, a few hundred dollars invested at the opportune time—the psychological moment—will yield handsome returns. Outside of the good, old-fashioned way of building a fortune—dollar by dollar—comparatively few men have the knack, the genius or the unerring judgment to make money quickly and easily, even in investments. It would be well for the man of moderate means to leave pure speculation alone. Investment should be well considered by the one about to embark in that field; if rightly understood there there is generally a liberal return made. Investments are after all like other things—their success depends to a large extent in knowing and doing the proper thing at the proper time. This is why one man prospers and another fails. No. 1 bought or sold or entered into business at the proper time and in the proper place. The other chap acted an hour, a week or a month too late, did not locate on the right spot or misjudged conditions. Life after all is a complex and peculiar problem and for the majority of us our chief business here is the business of making a living. The next time you hear so much about the good luck, the unparalleled success, the big income or the large dividends that the other fellow has, do not become restless or grow melancholy. Your turn is likely to come, but remember it will never arrive as long as you spend every dollar of your weekly wage or fail to lay aside something whether you are in business or not. It takes a little money to make money, but the prime necessity, the fundamental, underlying, principle is first to have that "little." You get that only by thrift which is the basis of all prosperity.

BRIGHTEN UP.

It is good policy to occasionally repaint the front of the store, and have the old signs re-written. An air of brightness takes the place of the old dull hues, and the effect is not merely pleasing to the passer-by, but causes favorable comment on the enterprise of the shopkeeper. "Smith must be doing well; I see he is having the whole of the shop-front re-painted," somebody will say.

Now, it may be that Smith is not doing very well. His business may be causing him a little anxiety, because his expenses continue high, and there are too many dull days for his liking. But Smith is wise enough to know that if he wishes his business to prosper, he must let it be seen that he has confidence in the public and himself. It is useless for anyone to stay in business unless he has confidence.

TRIMMING A PRICE CUTTER.

A year ago when competition was quite stiff for a certain line of goods one manufacturing concern quoted a price of $1 a dozen on an article, a competitor going him a shade better by quoting 90c per dozen. An astute buyer used the second quotation to get the first company down to 85 cents, then getting a bid at 80 and finally placing the order with the first company on a 75 cent basis, the manufacturers soon finding that they were losing 15 cents a dozen, notwithstanding they could produce goods cheaper than their competitors.

When the year was nearly over the same buyer notified the salesman that they would soon be in the market for the year's requirements. The salesman went up and asked how many dozen they wanted, but before giving the figure the buyer said he would have to bid lower than last year. The increase would be several thousand dozen. The salesman replied: "We will quote you 65 cents per dozen, but you must sign a note right now that we won't get the order." It was simply a bid to get their competitors to fall into the trap which they did.

Now when the salesman for the first company gets an inquiry for cheap goods along that line he refers them cheerfully to the competing concern, knowing they are making the goods at a loss, and it is only a question of time before they must go out of business

SUCCESS DEPENDS ON PATIENCE.

The hasty man seldom wins. He sets a fast pace at the start but he usually lacks the stamina to last until the finish.

This applies to business as much as to athletics.

How often we hear of men failing to make a success of a new department they have established in connection with their business. They bought a stock or hired a man to look after the work. They put a small announcement in the local paper and then because a good trade did not develop at once they concluded that the department was not a success and closed it up.

Patience and stamina are required if the merchant is to succeed. A demand for a new article or a new department must be created, must be built up by steady plodding.

BUSINESS MAXIMS.

By Plato, Jr.

¶ Develop ideas while you are waiting for customers.

¶ One must search for ideas before one can find customers.

¶ There is no excuse for business men to wait for spring to plant the seed of good ideas.

¶ Prosperity dwells with the business man who closely "follows up" new customers.

¶ A waiting customer soon becomes a wrathy customer; and a few wrathy customers may be sufficient to kill a business.

Notes From the Maritime Provinces and Quebec

Cargo of Molasses in Steamship Wreck—Halifax Grocer Selling Much Confectionery—Fishermen of the East are Busy—News of Halibut Company Organizing.

ST. JOHN.

April 20.—The price of flour continues to be the most interesting topic in grocery circles and the dealers, both wholesale and retail, are impatiently awaiting future developments. Flour is now selling at a price which has seldom, if ever been equalled since the famous Leiter deal in Chicago. Dealers say the indications point to still higher prices. Some of the more conservative merchants, however, say that it is not safe to predict anything too confidently. Manitoba high grade is now quoted at $6.95 to $7 ; Ontario medium patents at $6.15 to $6.20 and Ontario full patents at $6.35 to $6.40.

Contrary to the general expectation the price of sugar has declined ten cents a hundred. This, dealers say, is in face of the fact that all the United States dealers have advanced their prices. Fancy Barbadoes molasses is dearer and is now quoted at 34 to 35 cents.

The harbor fishermen are making some good catches of gaspereaux. One night last week in two weirs over 20,000 fish were taken in each.

The sardine season opened last week in western New Brunswick and eastern Maine and the packers are reported to be busy handling the catches which have been pretty heavy.

The first direct cargo of Barbadoes molasses arrived last week from that port on the schooner Tobiatic, consigned to Jones & Schofield, north wharf. The schooner Daisy Linden is reported wrecked at Bermuda, on the passage from Barbadoes for St. John with a cargo of molasses for the Crossby Molasses Co. The cargo was insured.

David W. Puddington, commercial traveler, Allan H. Wetmore, insurance manager, both of St. John ; Daniel A. Morrison, merchant, Amherst ; Archer C. Puddington, lumber merchant, New York, and William F. Holmes, commercial traveler, of Amherst, have been incorporated as Puddington, Westmore, Morrison, with a capital stock of $35,000. The company proposes to carry on a wholesale grocery and provision business, with headquarters in St. John.

The ice is all out of the St. John river and navigation has opened up. The first river steamer left here on Saturday and is expected to bring down a large cargo of produce. All the steamship lines have advanced their freight rates about 50 per cent. and it is feared this will affect trade with St. John to some extent.

A number of the leading merchants and manufacturers in the south end of the city are petitioning the I.C.R. to erect a billing office on their line in that section so that shipments of less than a carload can be sent from there and thus save cartage across the city to the freight sheds on Pond Street and also to relieve the congestion there.

Harold J. Dobson, who has been employed for some years with T. H. Estabrooks in the St. John office has gone to Winnipeg where he will take a position in the western branch of the Red Rose Tea concern. Mr. Dobson has been in the local militia and in athletics and will be greatly missed.

Up to Saturday last, 97 steamships had made returns at the customs house, showing that the value of export cargoes has passed the $21,000,000 mark. It is expected that before the season closes the $25,000,000 mark will be reached.

Following is a summary of the goods gone forward :—

Value of Canadian goods	$15,031,130
Value of foreign goods	6,087,380
Total value to date 1909	$21,118,510
Total value same date 1908	20,592,396
Gain for 1909 to date	$ 526,114

The following are some of the shipments of exports by the steamers :

Grain (bushels)	6,589,474
Flour (sacks)	441,765
Cheese (boxes)	69,187
Cattle (head)	19,907
Apples (bbls.)	38,266
Apples (boxes)	3,730

St. John's trade with the United States for the quarter ending March 31, 1909, shows a big increase. The total value of exports for March quarter 1909, was $858,716.39 and in the corresponding period last year was $280,700.21, a gain for 1909 of $578,016.18.

HALIFAX.

April 20.—The feature of the local markets this week is the rapid advance of the price of flour and feeds. Flour has gone up with a jump, Ontarios being increased from 25 to 30 cents, and Manitobas from 30 to 40 cents, and even higher prices are predicted by some. There is a scarcity of feeds and prices for these will probably advance in sympathy with flour, etc. The dealers here have only fair stocks on hand. So far there has been no increase in the price of bread, but the bakers will probably send up the prices if there is no decrease in flour in the near future. The latter part of last week there was talk of an advance, but as yet it has not gone into effect.

The Easter trade in the grocery lines was fully up to expectations. There was also a heavy demand for confectionery, one of the largest firms in the city doing more business in this line during Easter Saturday than ever before. The firm in question on that day took in $1.100 for confectionery and pastry. Chocolates were the heaviest sellers.

In the provision market many lines show considerable advances over the previous week. Smoked meats have been active, and both hams and bacon show a slight advance. Canned, barrelled goods have recently been advanced, while American pork is also firm. Peas show a slight upward tendency and the offerings are very slack. Stocks of produce on the local market are being cleaned up rapidly. The stock now offered for sale wintered well. There is a fairly good demand for potatoes and large shipments are now being made to the American market. The Plant Line steamer A. St. Perry, that sailed from here for Boston this week, took sixteen cars of potatoes.

Since the close of the Lenten season the demand for fish has fallen off greatly. Trout are now on the market, but they are small and of poor quality. There is a marked scarcity of fresh halibut, and the fishermen have no difficulty in disposing of their catches at good prices. Lobsters are also very scarce on the local market, but this is not due to any shortage in the catch. The fishermen are making good hauls along the coast, but United States buyers are on the spot, and all the lobsters are sent to the United States. It is estimated that so far this month 300,000 live lobsters have been exported from Nova Scotia to the American markets.

Large quantities of produce are now being shipped from Prince Edward Island. The steamer Stanley, which crossed to the mainland this week, had among other articles, three cars of potatoes for Boston, five hundred and fifty cases of condensed milk for Winnipeg, and eight hundred cases of eggs for Quebec.

The directors of the Cherry Valley Dairying Company, of P. E. Island, are going largely into the manufacture of butter this year, and have engaged William Brown, an expert butter maker.

Benjamin Vigirs has purchased the grocery business of Isaiah Mosher, which he has conducted in this city for several years.

William Curtis and William Rattle, of the grocery department of R. T. Holman, Ltd., of Summerside, P.E.I., have resigned their positions with that firm. They have formed a co-partnership and will engage in the meat business in the public market.

MONTREAL.

April 20.—Sylvester Swetenham passed through Montreal recently on his way to the Pacific Coast. He stated that a company of influential capitalists is being formed in London to develop a new halibut fishing industry between Prince Rupert and Queen Charlotte Islands, where the finest halibut fisheries in the world lie, and for the opening of extensive new canneries near the mouth of the Skeena River. The capitalists associated are influential men and they are prepared to put into the venture, two million dollars. Mr. Swetenham added that it was anticipated the new halibut fisheries would prove most profitable. Experts had already been over the ground, and had reported upon the prospects, and there could be no doubt as to the quantity and quality of the salmon on the Skeena River. It was believed that from both sources profitable traffic would be developed particularly as regards the halibut, which would find the G. T. P. the most direct route to the large consuming centres, whither they are to be conveyed in large iced cars of special construction. Mr. Swetenham who is a member of the Carlton Club,

said a good many London clubmen come out to Canada to have a little sport ostensibly, but they have other and more serious purposes in view. The majority are looking out for favorable opportunities for investment—not the kind of thing that is likely to be unloaded on them by the ordinary promoters, but enterprises that are likely to give immediate returns, and that will prove a permanent source of profit. "The fact is" he said, "a large number of wealthy men just now are profoundly uneasy at some of the recent developments,—the spread of socialism at home, the heavy burden of taxation and the increasing difficulty in getting anything like an adequate return for capital with the requisite guarantee of unquestioned security. Many who come out to Canada and other parts of the Empire for sport, mean really to buy land."

S. H. Ewing & Sons, manufacturers of spices and coffee roasters, have installed new coffee roasting machinery which places their equipment for this purpose among the most modern in the world. By its use a great saving in time is effected, and the quality of the output is much improved. The old fashioned machines require much longer to act, therefore the coffee has to be submitted to the roasting longer. After the coffee leaves the roasting oven, it is placed in a steel receptacle, and this is rolled onto a platform. A small trap at the end is opened and the entire contents is drawn by pneumatic pressure up through a chute, and deposited in another steel receptacle from whence it can be directed into bags. During the course of the coffee up through the flue, the beans are cleaned, that is, the chaff is removed and this falls into a special drawer. Altogether the plant is a most perfect one, and redounds to the credit of this firm, which is numbered among the oldest spice and coffee houses of Canada.

H. G. Smith, corner of Fairmount and St. Urbain Sts., also corner of Villeneuve and Esplanade Sts., will open a new store at 63 Beaubien St. on May 1. Mr. Smith is a good example of the fact, that a man can successfully run branch stores, when he does business on the principle of "honest ways and good goods."

E. H. Bowen, Sun Life Building, Sherbrooke, Que., has taken an agency for Lipton's goods, and is also representing Bordens Condensed Milk, Caillers' Chocolate, and Macintoshes Toffee. With this formidable array of lines "Ned" should do a good business.

The factory of the Dusault Company, Joliette, is undergoing a complete renovation, and in a short time the company will be equipped with all the latest biscuit machinery, and the most modern ideas in biscuit making will be employed. Confectionery and the cheaper lines of biscuits will no longer be turned out, but the firm will put up special goods for the trade. J. E. Lalonde, who has been with the company for four years, and who was joint manager with J. H. Dusault, is now sole manager. Mr. Dusault will manage the Royal Bank in Joliette, which will open May 1.

E. Thouin is a new traveler who has been put on the north shore route between Joliette and Quebec, by Chevalier, Pouliot & Co., wholesale grocers in the former town. Mr. Thouin is anticipating some good business on his initial trip.

All the business men in Montreal have been watching with considerable interest the progress of the government steamers, "Montcalm" and "Lady Grey," both of which reached Montreal last Monday, the honor of being the first boat, to reach this port falling to the "Montcalm," with the "Lady Grey" closely following her. The "Montcalm" returned to Quebec in order to place the buoys in the channel on the way down and perform other work before the channel is fully prepared for the ocean liners now on their way to this city. The "Lady Grey" stayed here to break up the ice in the various basins. This operation has been watched by large crowds each day, as the sight of a comparatively large vessel ploughing her way through large ice floes proved to be an interesting and novel one. Navigation will in all probability open at least 10 days earlier this year than last.

L. S. Peppard, of the firm of Storer & Co., Calle Bolivar 292, Buenos Ayres, Argentine, S.A., visited the Montreal office of The Grocer last month. Mr. Peppard is arranging with Canadian firms in various lines, to extend their business into South America. His firm covers Argentine, Paraguay, Uruguay and Chili, with offices at Monte Video, Valparaiso and Santiago, besides the headquarters at Buenos Ayres.

Some of the buyers in Montreal during the week were :

A. Labelle, Rosemere, Que.
A. Lanciault, St. Phillipe, Que.
C. Decoste, St. Justin, Que.
A. Brossard, Laprairie, Que.
A. Meloche, St. Genevieve, Que.
J. B. Lefebvre, St. Therese, Que.
P. W. Sequin, St. Paul l'Ermite.
A. Filiatrault, St. Martin, Que.
D. Bougie, Pointe Claire, Que.
O. Carignan, Trois Rivieres, Que.
A. St. Amour, Coteau Station, Que.
E. Aubry, St. Polycarpe, Que.
M. Raymond, St. Hyacinthe, Que.

PICTOU, N.S.

April 20—Trade in this town has been rather dull during the winter, but is now improving as the spring opens up.

J. W. Priest has moved to the store of Hogg, Craig & Co., until he has his new store ready for occupancy.

J. B. Harty is receiving more orders for Buda flour this spring than he did last. He is the eastern representative of Shirk & Snider, Bridgeport, Ont.

Picton would make an ideal manufacturing town. It has every facility for shipments and distribution by rail and steamer.

THE TRAVELERS' HOTEL.

A fine room will make up for a whole lot of deficiencies in other departments of an hotel, but when, besides, a splendid room, one gets excellent service in every respect, then, that hotel is well worthy of patronage. Walter Walby's hotel, the Cecil, in Ottawa, is one of the most modern in Canada. The bedrooms are all most modern. The beds are equipped with Astoria box springs and Ostermoor mattresses, and each and every room has running water, while a large proportion of the rooms are provided with bath as well, and such a room may be had for the asking. The newly arranged dining-room is certainly one of the best in Canada, the food being substantial, well cooked, and offering a variety that does not get monotonous. As it stands to-day the hotel has cost a quarter of a million dollars. It is Mr. Walby's aim to make it the finest commercial hotel in Canada. The traveling salesmen who patronize him think he is succeeding.—Advt.



Interior of the Store of H. G. Smith, Corner Fairmount and St. Urbain Sts., Montreal.

S. E. Page has opened a general store in Port Colborne, Ont.

Business Items From the Western Provinces

British Columbia Government Aiding the Fruit Industry—Winnipeg Grocer Makes Success on Account of His Location—Cash System in Calgary—More Onions Arrive From Australia.

VANCOUVER.

April 20.—The rise in the price of wheat has been the cause of flour being increased in price, and the figure here is higher than ever before. One advance of 20c a barrel has been made.

Potatoes are undoubtedly scarce, and high prices will be paid until the new ones come in from California in a month or six weeks. Even then, they will be so dear that they will be a luxury, and it will not be before the middle of June that the new article will descend to the price plane that ordinary people will be able to each them.

California commission men have had buyers in the city to secure a portion of the shipment of six thousand cases of Australian onions that arrived on the Aorangi. The bulk of them will go south. Onions are almost a famine in California. The ones from Australia this year are not quite up to the mark, being rather small, though the quality is good. The Indravelli, which is about due from New Zealand, will bring in some more onions and potatoes from that country.

Vancouver and Victoria people who have concessions in Mexico are preparing for colonizing the land, and Wm. L. Bond, of Victoria, has gone south with a party of ten men to make surveys. It is stated that arrangements have already been completed to take 100 families when the land is ready. Shipments north from these areas will consist of fruits, fibre suitable for making the best of rope, cordage, etc., and other products, and it is anticipated that a large trade will be worked up.

Frank Fox, editor of the "Lone Hand," of Sydney, Australia, was here this week, and he expressed surprise that the shippers of that country should have been so short sighted as to send poor butter to this market, when the demand was so good and the price fairly high. It was pointed out to Mr. Fox, who by the way is acting as a royal commission to report on conditions in Canada, that the Australian butter, when it first came here had a flavor that secured it instant demand, but ever since it has been poor. It reaches here in the latter end of winter, when the local butter is not from the fresh grass, and when imported butter is not of the best. Hence it has every chance for the best trade.

John Cunningham and wife, of Port Essington, have come to Vancouver to live. Mr. Cunningham was a resident of Essington for 35 years, and is the best known merchant of the northern coast.

The Hunter-Kendrick Company, of Greenwood, have disposed of their retail stock of groceries to other firms in that city, and in future their grocery department will be conducted on wholesale lines.

Fire again broke out in Eagle's grocery store, at Summerland, B.C., and it would have been destroyed but for the prompt action of the brigade. The store had been closed awaiting adjustment by the fire insurance companies.

Clerks in Kamloops, B.C., are striving for a half holiday from May 1st to Sept. 1st. They had a meeting last week, and Thos. Munn, A. Dalgleigh and L. Barker were appointed a committee to interview the employers, and arrange a meeting, when both employers and clerks will attend and discuss the matter.

W. J. Toye, of Nelson, B.C., is forming a company to manufacture a baking powder that will be known as Coledyke. A factory has already been opened in Portland, Oregon.

H. Hincks, a progressive young rancher at Howser, near Kaslo, B.C., is about to try the breeding of angora sheep. He spent last winter in Dulverton, Somersetshire, England, and while there purchased five angoras, which are now being transported to British Columbia.

Harry Beach, of the English firm of T. W. Beach & Company, jam manufacturers, who has acted for many years as superintendent of the concern, is expected to arrive in Nelson this week to take charge of the operations of the Kootenay Jam Factory, which has its headquarters in that city. He will see to the erection of the plant.

The government is lending additional assistance to the fruit growing industry this year. Some of the districts, notably the fruit growers near Nelson, wanted the provincial administration to take entire charge of the handling and marketing of their fruit. This, of course, was out of the question, but in all feasible ways the government is showing an increased practical interest in the welfare of the industry. Last session it agreed to aid in the establishment of cold storage plants at various shipping points, by lending money on mortgage. Several applications for this aid have been received. Not content with that the agricultural department of the government will have a representative in the Northwest during the fruit season, to keep the department fully advised on all phases of the situation as they develop, particular notice being taken of the competitive shipments from the United States. Another encouraging feature of the situation, which was marked during the recent conference between the government, the transportation companies and the growers, is the recognition of community of interest which exists between those companies and the fruit growers of the province. It was then made abundantly clear that, apart from the general interest that the C. P. R. has in building up the territory tributary to its lines, there is a direct incentive towards developing the fruit industry. It was then proved that the C.P.R. carries the British Columbia fruit from the orchard to the consumer, while in the case of American fruit, the company carries the shipment only part of the way. Consequently, the C. P. R. is doing all it can to help the industry and special arrangements are being made to handle the output. Organizations for handling and placing the fruit crops are already being formed by the various districts. The Vancouver Island Association is being organized, while in the Okanagan a fruit union is in process of formation. In other sections a similar movement is expected to be under way shortly, with the result that this year the growers generally should have greater reason to be pleased with their season's work. Last year many of the growers of the Nelson district incurred losses, but the fact that some of the Creston growers, with the same conditions and tributary to the same market, made good money, shows that it was simply the result of business mismanagement, which is not likely to be repeated. The government has appointed a commissioner to enquire into the affairs of the B. C. Fruit Exchange so that it may be ascertained what pitfalls there were, and how these may be avoided. That this concern was unprofitable last year, as has been shown, was only through mistakes having been made.

EDMONTON.

April 21.—There has been a lull in trade all over town this last week, owing to the unsettled weather and poor conditions of the roads into the city. The backward weather is keeping the farmers from getting their spring work under way.

Edmonton's march of progress among western cities is never more clearly depicted from month to month than in the monthly statistics of the city. In every branch of activities there is an increase over last year, showing that Edmonton is making continued advances along financial, commercial and building lines. Among the most pleasing returns are those of the clearing house and the building inspector. The former shows the second largest total in the history of the city, and the latter records permits three times as large as March of last year.

Long before the frost was all out of the ground building operations were beginning to show great activity in all parts of the city. Dwellings and business blocks of all sizes and descriptions are under contemplation and some are already under way. The building trades are enlisting their men for the work of this season, which will be three times in excess of what it was last year. This will mean work for scores of men now idle, which has been the chief influence in keeping trade so quiet, and will go a long way towards making trade in general brisk again. Two business blocks are now under way on the north side of Jasper Ave., between 5th and 6th Streets, directly east of the Wellington block. The excavation for one of these is about completed. It is to be a three-storey brick block of fifty-foot frontage by one hundred feet in depth. It is expected to be completed and open for offices, stores and rooms in about four months. The other block is to be also three storeys. The ground floor will be adapted for stores and the second

and third floors for offices and rooms. The cost of this block will be about $30,000, and is expected to be completed about the 1st of July. Hallier & Aldridge, bakers and confectioners, have started operations on their large block on Rice Street, just back of the new post office, and facing the market square. The lower floor will be devoted to stores and the upper two storeys will be laid out in suites for light housekeeping or offices. Dr. J. D. McLean has just begun work on a three-storey store and office building—brick with stone facings—which will be erected on the northwest corner of Jasper Avenue and Seventh Street. On the ground floor will be stores; on the second, offices, and the third will be used for rooming apartments. The cost will be in the neighborhood of $35,000.

Announcement has been made of the dissolution of partnership existing between J. H. Gariepy and P. E. Lessard, who have done business in this city for a number of years as general merchants, under the name of Gariepy & Lessard. The dissolution of partnership took place on March 26th. It has not been decided whether one of the partners will take over the whole business or whether it will be sold.

In the course of a week or two a regular freight business will be inaugurated by the street railway department between Edmonton and Strathcona, and in all probability all the freight now handled between Edmonton and the C. P.R. warehouses in Strathcona will be moved by electric car. It is expected that two trips a day will handle all the freight, A trial run was made on Friday morning, April 2nd, when a carload of meat was taken to Strathcona for distribution among the merchants there. The meat was from the J. Y. Griffin porg packing plant and was loaded at the Edmonton terminus of the line on Alberta Ave.

The city commissioners were. at the last sitting of the city council. instructed to secure an option on the D. W. McDonald property on the northwest corner of the market block and to submit same to the council at the next meeting. The purpose of the city in securing this property is to provide a suitable site for a new city hall, which will be required in the near future. The balance of the block will then be laid out as a market site and a modern market building will be erected. As the market square is within the fire limits the new market will be commodious enough to meet the present requirements and will be substantially built. The hay and coal market will be moved towards the outskirts of the city and the present market site and the new market building will be used only for the marketing of farm and garden produce.

Evaporated fruits are being quoted at very cheap prices, but the demand for them has not shown much activity as yet. Sugar still remains steady at $5.69 per cwt., wholesale. Butter is not very plentiful, as yet very little dairy butter is being offered and what can be obtained is not of a very high quality. The best dairy is being sold at 30c, and No. 1 creamery at 35c.

There seemed to be a goodly supply of fruit in the market here last week, with the exception of apples. About the only apples to be had in any quantity are Ben Davis', which are selling at four pounds for a quarter. California navel oranges are being quoted from 25c to 50c, and lemons at 25c. Bananas sell for 50c a dozen. Florida tomatoes are selling well and are very reasonable at 20c lb.

Lovatt Bros., 1019 Jasper Ave. East, have recently opened a meat market in connection with their grocery store by taking out the partition between their original store and the adjoining half of the building.

The J. Y. Griffin Co., operating here one of the largest pork packing plants in western Canada, came to the assistance of several of the merchants in the city, and gave them the suggestion of a display of hams for the Easter season. The windows of the Acme Co., J. H. Morris & Co., and Hudson's Bay Co. show what a splendid effect has been secured. Easter hams are a specialty which the packing plant has been working on for some time and in order to get the citizens of Edmonton to know their product, the company was offering an almost inexhaustible supply of whole hams at 16c a pound, which is as low as these have heretofore been wholesaled at.

The first effect of the Patten corner in wheat as far as Edmonton is concerned was felt at the end of last week when all the local mills and agencies of eastern mills here raised the wholesale price of flour. The reason given was the dizzy height which wheat prices had reached and the scarcity of the cereal in the hands of the farmers of the western provinces. Hamilton & Son, representing the Ogilvie Milling Co., in Edmonton, advanced on April 12th the price of a brand ten cents a sack of 98 lbs. and the head office wired another advance of ten cents on Tuesday, making a jump from $3.15 to $3.35. Potter & McDougall, who represent the Lake of the Woods Milling Co., have advanced the price of a brand from $3.15 to $3.25 per sack. A. B. Campbell, of Campbell & Ottewell Milling Co., Edmonton, when asked as to the flour situation in Edmonton from the standpoint of a local miller, said that there was a great scarcity of wheat in the province and any wheat bought now was at a price 18 cents in advance of the February price and very little could be had at that. The consequence of this was that it costs 40 cents more to produce a 98 lb. sack of flour. For this reason they have advanced the price 20 cents a sack and Mr. Campbell said that he would not be surprised to see the price go higher. Robt. Ritchie, of the Edmonton Milling Co., Strathcona, says that his firm has considerable quantity of wheat in store and will not be compelled to buy at the present high prices. He says the stores generally were low, however, and it would not be long before outside wheat would have to be secured if the mills were to be kept running. Mr. Ritchie last week advanced his flour 10 cents a sack which was his first advance since February. The same condition of affairs applies to the Alberta Milling Co. An increase of 10 cents a sack about the first of the month and a second increase of 10 cents per sack was made this week. This firm reckons that it costs nearly 75 cents more to manufacture a sack of flour from two bushels of wheat at the present prices and if the prices do not fall the flour quotations will probably go still higher.

Most of the retail grocers of the city that handle flour report that the retail price has not been disturbed due to the fact that the grocers have not been required to make any purchases of flour for several weeks and are not justified in selling at more than the ordinary scale of profit. If they have to purchase before any falling off in the wholesale price they will naturally raise the retail price in sympathy with the market which controls them.

The first biscuit factory to be established in Edmonton will be started this summer by R. McLaren, who has been in the city for a short time. Mr. McLaren has purchased a site for his factory on 21st Street, south of Jasper Ave., on the E. Y. & P. tracks. He will commence building operations at once.

W. H. White, who some time ago severed his connections with C. W. Campbell & Co., of which he was a partner, is to open up in a few days for himself. He will conduct an up-to-date fruit, grocery and confectionery business at the stand just vacated by C. C. Thompson, which he is having remodelled and thoroughly renovated.

Another proof of the increasing business in Edmonton and the surrounding country is shown in the fact that the A. Macdonald Co., wholesale grocers, have had to add another storey to their warehouse here. Work on same was commenced recently.

WINNIPEG.

April 21.—J. G. Hargrave commenced the renovating of the interior of his store immediately after the Easter rush. The walls and ceiling are being kalsomined and painted and all the fixtures varnished. Mr. Hargrave believes in keeping his store wholesome and attractive, and a little retouching every spring at a small expense always gives the store that new, clear appearance which is so pleasing to customers.

One remarkable characteristic of Winnipeg is that it possesses a very large suburban population. The reason for this is quite clear. There are thousands of poor people flocking into the city every year from almost every corner of the earth and these people cannot immediately accommodate themselves to residential property in convenient sections of the city. Indeed a person need not be poor to be deprived of a building lot within two miles of the city hall, for there is no city on the continent today where real estate prices are so ridiculously inflated. As a consequence many are forced out even beyond the limits of the city boundary to acquire enough ground upon which to build a house. To-day perhaps, one-sixth of the population of the city reside in these suburban sections; indeed they are little towns by themselves. One of these sections is very well known as St.

Beware of Schemes, Bribes, and all sorts of Temptations to Overload You

A free deal is a confession of weakness, showing lack of confidence in the goods and is an effort to load you up with goods that cannot be sold on their merits.



Don't stock up with goods that will remain on your shelves until rotten.

One make of Toasted Corn Flakes is all your trade requires

Remember that

KELLOGG'S

is the original and only saleable Corn Flake on the Canadian Market. Its sale is infinitely greater than all the imitations combined and has increased so rapidly that although our company has only been in existence about two years, we have been compelled to double the capacity of our factory to meet the demand.

Buy Kellogg's, and you will be surely right

Over 37 million packages sold in the United States and Canada the last year.

Factory and Head Office, - London, Ont.

Toronto Office, 20½ Front Street

Winnipeg Agents—Locke and Williams. Calgary Agents—Shallcross, Macauley & Co.
British Columbia Agents—Shallcross, Macauley & Co., Victoria and Vancouver.
Montreal Agents—Howe, McIntyre & Co. St. John, New Brunswick, Chas. E. McMichael.

James, and it is building up rapidly. There are two grocery stores each doing a large business and another one under construction.

The general store of Gregory & Co., was opened only two months ago and A. J. Bond, the manager, who has had experience in the "up-town" trade, is very much encouraged with the manner in which the trade has opened up. The stock in both groceries and hardware is very complete, and without a doubt it is the best equipped and most active and promising suburban store the writer has ever seen.

In every city there are invariably certain stores located conveniently to the market square. It is not generally known just what advantage such stores have over others in the matter of trade. Possibly the store in Winnipeg which is doing the largest counter business today is situated on a lively corner opposite the public market house and square. When the weather is fine it is in this quarter of the city that the farmers congregate with their produce for sale and trade, and it is not a difficult matter for J. Paterson, the proprietor of the store in question to keep up his weekly stock of farm products. Apart from the matter of convenience the grocer happily located in such a place buys his goods at a rather low rate often robbing the jobber of a profit. The farmer usually prefers doing business direct with the grocery where he may unload his eggs, butter, vegetables and such produce and at the same time load up with the necessary household groceries. Mr. Paterson has been in business on this stand for only three years and prides himself on having the best stand and the best business, comparatively, in the city. At the present time the farmers are driving in from all parts of the country, this being a period of leisure just prior to the busy seeding season. From the extent of the business done in this store Mr. Paterson has been able to open two others in the city both in the suburbs—one in the north the other in the west. The stocks in all three stores are kept up substantially by the large amount of goods bought direct from the producer. This to some extent is the secret of Mr. Paterson's success. All three stores are doing a very encouraging business. The year ending on April 1, 1909, shows an increase of $4,000 in the three stores combined, over the profits of the year ending April 1, 1908.

C. W. Hagen, for the past twelve years the leading clerk in A. Hendry's retail store has accepted a position as traveler for the Codville & Co., wholesale house of this city. Mr. Hagen leaves the counter with perhaps the highest recommendation that any grocery clerk could wish to have. He was known in the trade as an excellent clerk possessing those qualifications in a marked degree which tend to make the grocery business a success. Referring to the excellent standing of Mr. Hagen, one who worked side by side with him for some time said, "yes, Hagen is a gentleman and a hustler."

Adam Hunter, for the past three years a clerk in the store of E. B. Nixon, has opened a grocery business on his own account, in the north end of the city on Main Street.

CALGARY.

April 20.—Not since the early part of 1907 has business with the retailers been so good as it is at present. The grocers, one and all, say that business is very satisfactory. Cash sales are gaining month by month, and if the good work, that is, credit curtailment, now so well begun will but continue we think the grocery business will be on a saner basis than for many a day. And why not? The people have the money, and are willing in most cases to pay cash if the merchants would more urgently point out the advantages of doing business in this way. There can be no two opinions as to the advantage to the consumer, as cash stores can, and almost invariably do, sell more reasonably than credit stores. The service, too, is usually better because there is, or should be, an incentive to cater to and be particular to satisfy in every way the person who always pays cash. Grocers are everywhere unanimous in opinion that the cash system is the correct one, and they are working to that end. One of the largest grocery houses in this city has for many years done a cash business with entire success, and it is freely admitted by competitors that the store referred to is attaining a standing in the community that is enviable. The proprietor does not hesitate to refuse credit to thoroughly responsible parties, always assuring them that his business is strictly cash. The cash buyers come to his store in throngs Other merchants could do the same; the field is a good one in which to make the change from credit to cash. One of the Dominion Immigration officials estimates that the new comers this year from the U.S. alone will bring into the country cash and effects to the value of not less than $70,000,000—a huge sum. The grocer should see that he gets his share of cash for his goods.

Grocery prices are steady, with few changes of importance. In produce local lettuce, onions, and radishes are plentiful New rhubarb from British Columbia is on the market and the quality is, as usual, the best. Potatoes are still scarce locally. Quantities are being brought in from the east, several cars having been purchased for shipment from Prince Edward Island. The price will necessarily be high and doubtless a good many of these will be used for seed. Butter and eggs are plentiful and prices are easier. Local poultry is in fair supply, quality good, but prices rather too high to induce large buying. Fancy Alberta turkeys retail at 25c. per lb., chickens 22c. to 25c., and fowl 16c. to 18c.

Some Interesting Ontario Grocery Correspondence

Maple Syrup Shortage at Ottawa—Chatham Grocers Selling Oranges by the Peck—Presentation of Gold Watch to Toronto Grocer—Change in Wholesale Firm at St. Catharines—A Collection System Being Discussed at Chatham.

GALT.

Ald. T. G. Robinson, the Brant Road grocer, advertises his business for sale. He is removing from Galt.

Sloan's had a demonstration of jellies last week.

The Easter market in Galt was exceptionally large, and farmers took advantage of the occasion to boost prices. Eggs jumped from 14 to 17 cents a dozen and butter was up to 28 cents a pound.

"Yes, the housecleaning season is on," remarked a Main Street grocer as he wrapped up half a dozen cakes of yellow soap.

For the second time, where is the Galt Retail Merchants' Association?

A buyers' excursion inaugurated by a Hamilton department store fell flat as far as Galt was concerned. The return fare was 25 cents instead of the usual $1, but not more than three people went from Galt. Galt's stores are just as well stocked and prices are no higher than those in Hamilton. The Brantford merchants have been attempting to coax trade from Galt, but it is understood that they too have had their fingers burned. Galt is quite able to live within itself.

"There was a great deal of truth in that article in a recent number of The Grocer about merchants suffering from farmers hoarding their money," said Allan Deans, of the Red Front. "The Grocer is filling a long felt want in bringing these matters to the front. It is hoped that the article will in some way be brought to the attention of the farmers."

OTTAWA.

April 21.—Ottawa reports in Bradstreets' say that general business is showing a better tone here. Retail trade is not heavy but wholesalers in all lines report good prospects for the future. Collections continue on the slow side.

Saturday's Ottawa market sprang up to unusual proportions, both sides of the market square as far as York Street—and on that street as well—being lined with rows of vehicles of all descriptions, heaped with produce of every variety. It was a busy and a picturesque scene—a real spring market. The attendance of purchasers was as large as that of the vendors and trade was brisk. It was the little daily drama of buy and sell, which on the market assumes its most interesting form.

The unfailing novelty supplied by the presence on the market of an offering of gay spring flowers, was in evidence for the first time. Vegetables too, were in abundance, and lettuce at 40c doz., green onions at 25c doz, form a welcome change in April diet.

Pork was valued at $10.75 and $11, and there were very few carcasses of beef on sale at 7 and 7 1-2 cents. Frozen turkeys brought 20c lb., while the fresh killed birds were snapped up at 25c lb. Chickens sold for $1.25 to $1.75

a pair according to size. Eggs, wholesale were stiff at 20c. Parsnips just dug out of the ground were $1.50 per bag and artichokes were very scarce at $1.50 per bag.

The maple sugar and maple syrup harvest this spring is considerably less than that of last year. The run of sap is not so good nor so steady which is very much the fault of the weather man. Owing to the cold, stormy days and nights the sap did not begin to run as early as in 1908 and the delay of the season was the cause of many hundreds of gallons of syrup being left unmade. During the cold weather sap trickled during brief periods of warm sunshine, but the flow was not sufficient to warrant the tapping of the trees. Then, too, the farmers have their spring work to attend to, and cannot spend so much of their time at sugar making as they would have done had the run been earlier. However, the slump in the quantity of the product has in no way yet increased the price of either sugar or maple syrup. The pure product is selling from 95c to $1.00 a gallon for syrup and 9c to 10c a pound for sugar—almost the same as last year. The decrease in the quantity will not be felt in Ottawa until next fall or winter. Most of the syrup and sugar delivered in Ottawa is made in the townships adjoining the city. This product usually comes in small quantities. Large amounts are brought from the producers in Quebec, chiefly around Sherbrooke and the Gatineau. Local store keepers say there is a marked shortage in the large manufacturing regions.

The Walter Cunningham Company, Ottawa has been incorporated with a capital stock of $20,000 to purchase and carry on the business of wholesale and retail grocers and liquor dealers, formerly carried on by Walter Cunningham, in Ottawa. Those to whom the charter is granted are: Walter Cunningham, George A. Little, A. N. Bedard, W. C. Revels and Frank Bedard.

Work will commence on May 1st, to pave a portion of the market square, which the people of Ottawa voted for at the last municipal elections.

Albert E. Forde, formerly with Forde Bros., grocers, has accepted a position with Thomas Bros., Limited, of St. Thomas, Ont., to represent that firm on the road.

R. Baird's grocery stock was sold by auction on April 17. Everything sold in detail. Perhaps it wasn't fun to hear the woman bidding on food stuffs in the hopes of saving a few cents.

The bakers think that they will have to advance the price of bread, owing to the recent jump in flour. Talk about advancing the poor man's bread, but what is the matter with the wheat corner man who causes the bread of a continent to jump a cent a loaf and collars the proceeds?

WOODSTOCK.

April 21.—Poole & Co., Woodstock, report the grocery business very brisk. Their neatly dressed window during the past week has been the source of great curiosity. Everything eatable is placed on a fancy table with two little colored chaps sitting down to a meal.

Forbes & Son have sold their grocery business to Alf. Rapson, for many years connected with Fred Millman.

J. Lewis has opened a fine new grocery on the corner of Victoria and Dundas Streets. The building is a fine red brick structure.

LONDON.

April 21.—Not in years has there been such a scarcity of hogs in Middlesex county as exists at present. Buyers have scoured the county from end to end, but have failed to locate even an average number of live hogs. The fact is that most farmers hereabouts have quit raising hogs, owing to the high price of fodder.

Herbert Summers, who for the past fifteen years has been connected with the D. S. Perrin Co., is about to leave the city, and on Thursday he was surprised by the staff giving him a most pleasant send-off. A large number of his associates for years past assembled in the shipping room, when Norman Graham read a kindly worded address, expressing the esteem in which he was held by all who had been associated with him. The address was accompanied with a purse of gold, and reference was made to the many happy days in pleasurable pastime on the ball field, also that the name of ,"Silver," as he was familiarly called, would not soon be forgotten, and wished Mr. Summers every success in his new field of labor. Mr. Summers thanked them all for the kind words contained in the address and also for the handsome gift extended to him.

The Canadian Packing Company will not rebuild on their present site, and it is quite possible that they will not rebuild at all. All their property in Pottersburg is being offered for sale, and will be disposed of at once. At the time of the visit of the English director of the company, Mr. Wraggle, it was announced that the company would not rebuild anywhere until there was a more plentiful supply of hogs at lower prices. Mayor Stevely states that it would be some time before the company rebuilt. "They are disposing of their property here," said his worship "They will not rebuild on that site in any event, and the property may as well be sold." "Will the company rebuild at all?" was asked. "I do not know," he answered. "They will not rebuild for some time anyway."

A game of bowls between north and south side grocers, (Dundas Street being the dividing line) was won by the latter by the following score:

South Grocers—Millson, 496; Trebilcock, 430; Ryan, 347; McLeod, 420; Grandage, 449. Total—2142.

North Grocers—Ranahan, 456; Collins, 482; McCorqundale, 360; Hayes, 498; Nopper, 468. Total—2,264. Majority for north grocers, 122 pins.

PETERBORO.

April 21.—The Examiner of this city had a note in a recent issue to the effect that in The Canadian Grocer's correspondence maple syrup was quoted at from $1.00 to $1.20 a gallon in Western Ontario towns. On Saturday last the price of syrup on the market here was about $1.15 a gallon and good quality was procurable at $1.00 where a fairly large quantity was purchased. This was a drop from $1.50 a gallon of previous weeks and it has been said that the newspaper item very likely had the influence of dropping the price to what is considered a fair figure. The grocers are quoting good syrup at $1.20.

Practically all the leading grocers are displaying garden seeds and already are reporting rather heavy sales. They have the opposition of the drug and feed stores.

The recent advance in the price of flour has been received rather quietly in Peterboro. At least there has not been very much said about it among the people generally. The grocers and bakers seem to be more concerned as a class than the people who will in the end have to bear the brunt of the increase.

The Retail Merchants' Association have made good progress in their efforts to have the local stores close as early as possible on Saturday nights. Last Saturday the dry goods and millinery sections closed at 9.30 o'clock and it is understood that an effort will be made to have the other sections come to a similar agreement at least for the summer.

Navigation on the Otonabee opened on Saturday, which is considered almost a record. This is one of the things which the grocers like to see, as the farmers all along the river will do their trading in Peterboro and groceries are one of the commodities which make the largest hole in the farmers' pockets.

R. A. Dutton has been offering his customers a choice line of early vegetables, tomatoes, onions, lettuce, and the other delectable early "greens" have been selling well. In this department Mr. Dutton maintains a tempting line of goods, as good in quality as the standard of his groceries.

Harry Ball, formerly a hardware merchant in New York, has opened a general store in the premises formerly occupied by Wesley Bros. at the corner of Alymer St. and McDonel St. He has obtained a lease from J. J. Turner & Sons. Not only does he intend to carry groceries, but will also have departments for boots and shoes, meat, fruit and dry goods. The store is now being refitted and will be opened shortly.

TORONTO.

April 21.—The April meeting of the Toronto Retail Grocers' Association was held on Monday night in the Temple Building, the most important portion of the evening's programme being a presentation to David Bell. This was the result of the efficient services Mr. Bell rendered the Association during the past two years during which he was secretary. The presentation consisted of a handsome gold open-faced watch with the initials of the recipient engraved on the back. It was made by J. S. Bond, who in a brief informal address expressed, on behalf of the Association,

his appreciation of Mr. Bell's services in the past. He had proven faithful and true in the work given him, which he had never resented, and which he had always deligently performed. The gift was presented to him not on account of its value but as a memento of the pleasant associations he had had with the members. "We hope you will always remember our association," he concluded, "and that when you cross the bar you will hand it down to your son who we also hope will follow in his father's footsteps." In reply Mr. Bell thanked his friends for their present and past kindness. He had tried to do the best he could and would continue to be faithful to the association as best he could. The meeting was an enthusiastic one, the question of the annual excursion again coming up. The plans will likely be completed in a few days' time and the members intend to have one of the best excursions in their history. Several new names were reported for membership and the Association is gradually growing.



DAVID BELL,

Presented With a Gold Watch by Toronto Grocers' Association.

O. E. Sheets, 207 Brock Ave., bought out Mrs. Hayes and is putting new life in the business, and there is a decidedly better appearance to the store.

C. Schlemmer, grocer, 467 Dundas St., is wearing more than his usual smile over the fact that his baby boy was one of the fortunate prize winners in Borden's milk baby contest. This is the third time this little "shaver" took prizes for his good looks, and still "puddles" round in the healthy mud and sand like other little folks.

A Snyder, 262 Dundas St., sold his business to J. W. Island and intends to build a new store on Roncesvalles Ave. where he has secured a lot.

Wm. C. Miller has moved from 624 to 632 Yonge St., where he has a larger store to accommodate his rapidly increasing trade. With new fixtures, a good deal of new stock, and his natural business tact, he will soon be one of the leading Yonge St. grocers.

Teasdall Grocery Co., Yonge St., made a hit, when they filled their windows with canned apples just at the right time. This resulted in the clearing out of over 100 cases. A trick in trade is to do a right thing at the right time.

CHATHAM.

April 21.—The debt collecting scheme for some time past under consideration by the local retail merchants has not yet been worked into satisfactory shape, though some progress has been made, while the fact that so vital a matter is under consideration has done much to stimulate interest in the association. At last week's meeting Peter Cunningham, a member of the special committee, reported that they had taken the matter up with some professional collectors, none of whom seemed to be in a position to take up the work at the present time. One or two had expressed a willingness to take the matter up later on, their opinion being that the merchants themselves should formulate a definite proposition with a fixed salary and lay this before the collector. The matter was pretty thoroughly discussed, several members considering that the collector should, while bearing the title of official collector for the association, make his arrangements as to salary with individual merchants, the amount in each case being based on the amount of collections handled. It was urged that merchants might now have their own collectors, from whom they would not be anxious to take their business. Wm Anderson agreed that the proposition should emanate from the association and not from the collector. He explained in outline the Guelph scheme, and urged that with a view to securing information on the subject the Guelph collector, Mr. Scroggie, be invited to address the Chatham merchants, or to furnish information as to the workings of the system there. This suggestion was unanimously adopted. In the meantime, the committee was continued in office.

"Sweet oranges, 50c. a peck," is now a sign frequently seen in many grocery windows. The scheme of selling oranges by the peck instead of by the dozen was inaugurated a few weeks ago by Harry Andrew, and made quite a hit with the public, the novelty proving very attractive. Quite a few grocers have followed suit.

From all accounts the carp, locally despised as an edible fish, is in great demand in New York among the epicures. Large shipments of carp are reported from Erie and other fishing grounds to the "American" metropolis.

INDEPENDENT CANNERS' ASSOCIATION MEETING.

A meeting of the Independent Canners' Association was held on Tuesday, the 20th inst., at the King Edward Hotel, Toronto. There was a fair attendance of the members and under the chairmanship of Mr. Eckert, and Secretary Ball, a number of interesting matters were gone into. The principal question was the question of arriving at some working arrangement among the members whereby the canning industry could be placed on a paying basis, and to eliminate the cutting of prices. Another matter was the amalgamation of all the canning factories though not on the lines erroneously reported in some of the Toronto dailies. That some sort of an arrangement will likely be closed in this direction is the expressed opinion of almost every member of the association, and a committee was appointed to confer with the other canning interests to this end. This committee held a meeting last night but nothing was given out to The Grocer. It was learned, however, that satisfactory progress was made by the committee, who will report at a special meeting shortly to be called.

A NEW COFFEE MILL.

A new design of coffee mill is being put on the market by the A. D. Fisher Co., Limited, Toronto. For a number of years the Fisher Co. have been turning out a good machine and many are in use throughout the Dominion, but progressiveness has led them to excel any of their previous efforts. One improvement is the manner in which the coffee, while being ground, is conveyed from the grinders to the receiver, without allowing finely ground coffee or chaff to fly around or get spilled on the counter. This is accomplished by a new style base upon which the model is mounted, the head, containing the grinders, being extended into the top of the base and the receiver, which fits snugly into the base, through the top of which there is an opening allowing the freshly ground coffee to go directly from the head into the receiver which is entirely closed up with the exception of the opening in the top registering with the shoot of the coffee mill head. This obviates any possibility of the coffee flying around. Another improvement is the hardening of or converting the grinding teeth into practically hardened cast steel, by a special process. These grinders are directly connected on to the motor shaft, the same as their mill has always been made, but this new hardening process prolongs the life of the grinders for years.

NO TAX IN QUEBEC.

In answer to an inquiry from one of our subscribers, The Grocer desires to state that there is no tax placed on commercial travelers in the Province of Quebec, except those representing liquor houses.

PERSONAL NOTES.

Geo. O'Neill, of J. Bruce Payne, of Granby, Que., cigar manufacturers, was calling on the trade in Toronto during the week.

Geo. H. Campbell, manager of Red Rose Tea, Toronto, has entirely recovered from his recent illness and this week is on a trip through eastern Ontario.

F. C. Maciver, the representative north of Gravenhurst and west to Port Arthur for White Swan Spices and Cereals, Limited, was among the visitors at the Toronto office of The Grocer on Monday.

Eby-Blain, Limited, have notified Thos. Kinnear, president of the Ontario Wholesale Grocers' Exchange, that they are withdrawing from that body.

Canadian General Markets and Market Notes

See also Provisions, Cereals and Fruit, Vegetables and Fish Departments on pages following.

QUEBEC MARKETS

POINTERS—

Maple Products — Unchanged, weak undertone.

Molasses—Steady.

Beans—Firm.

Rice and Tapioca—Market dull.

Montreal, April 22, 1909.

Travelers returning from the country state that the condition of the roads is frightful. This undoubtedly is responsible for the slackness of business in wholesale circles, which is very marked. This condition, however, has not produced any pessimistic feeling, as it is regarded as only a temporary condition. The opening of navigation, and the commencement of the dairying season, it is thought, will produce a good effect on business in general. The flour market has been the chief topic of conversation among business men during the week. There is a feeling expressed in some quarters that the prevailing high prices will not be maintained long as it is felt the condition is too artifical to be enduring. Other lines of groceries have been wonderfully quiet during the week in fact, decidedly dull, and there have been no changes worth mentoning. City collections are reported to be fair, but country paper is being met slowly.

SUGAR—There is a fair business passing in sugar. Nothing of any consequence has transpired during the week. Prices are unchanged.

Granulated, bbls	$4 70
" ½-bbls	4 85
" bags	4 65
" 20-lb. bags	4 75
" Imperial	4 40
" Beaver	4 40
Paris lump, boxes, 100 lbs	5 55
" " 50 lbs	5 [illegible]
" 25 lbs	5 [illegible]
Red Seal, boxes	5 35
Crystal diamonds, bbls	5 85
" " 100 lb. boxes	5 95
" " 50 lb. "	6 05
" " 25 lb. "	6 25
" " 5 lb. cartoons	5 40
Extra ground, bbls	5 10
" " 50-lb. boxes	5 30
" " 25-lb. boxes	5 50
Powdered, bbls	4 90
" 50-lb. boxes	5 10
Phoenix	4 65
Bright coffee	4 60
No. 3 yellow	4 50
No. 2 "	4 40
No. 1 " bbls	4 30
No. 1 " bags	4 25

SYRUPS AND MOLASSES — Barbadoes is selling well, but supplies are not yet coming forward freely. The price has been fully maintained and is firm at the figures last quoted. Syrups are more active this week. One dealer stated that this was a reflection of the maple syrup market as people who could not afford the latter thought they must have syrup of some kind. Prices are unchanged.

Barbadoes, in puncheons, choice and fancy	0 39 0 42
" in barrels	0 41½ 0 44½
" in half-barrels	0 42½ 0 45½
New Orleans	0 23 0 35½
Antigua	0 30½
Porto Rico	0 40
Corn syrup, bbls	0 03½
" ½-bbls	0 03¾
" ¼-bbls	0 04¼
" 3½ lb pails	1 75
" 25 lb pails	1 25
Cases, 2 lb tins, 2 doz per case	2 40
" 5-lb. " 1 doz. "	2 75
" 10-lb. " ½ doz. "	2 65
" 20-lb. " ¼ doz. "	2 60

MAPLE PRODUCTS—Supplies arriving from the Townships are quite large enough for local requirements. It is thought a decline may be recorded soon, if the supply keeps up much longer. Stock is showing good quality this season.

Compound maple syrup, per lb	0 04½ 0 05
Pure Townships sugar, per lb	0 07 0 08
Pure syrup, 8½ lb. tin	0 60 0 65½
" " 10½ lb. tins	0 70 0 75

TEA—Japans are in good demand when they can be secured, but only an odd lot here and there is available. Ceylons are selling particularly well. Other lines are dull. No changes in prices have been recorded and there will not be any, probably, until new stock commences to arrive.

Choicest	0 40 0 [illegible]
Choice	0 35 0 37
Japans—Fine	0 31 0 35
Medium	0 25 0 [illegible]
Good common	0 22 0 25
Common	0 20 0 [illegible]
Ceylon—Broken Orange Pekoe	0 21 0 40
Pekoes	0 20 0 [illegible]
Pekoe Souchongs	0 20 0 22
India—Pekoe Souchongs	0 19 0 20
Ceylon greens—Young Hysons	0 20 0 [illegible]
Hysons	0 20 0 [illegible]
Gunpowders	0 19 0 22
China greens—Pingsuey gunpowder, low grade	0 14 0 18
" " pea leaf	0 20 0 30
" " pinhead	0 30 0 50

COFFEE—Trade is good and prices are unchanged. It has been mentioned that a slight decline might occur owing to the failure of the U. S. Government to impose the proposed tax. Many holders are loaded heavily and if they commenced dumping suddenly the probability of a decline is apparent. This, however, is thought to be only a remote possibility.

Mocha	0 18½ 0 25
Rio, No. 7	0 09 0 11
Santos	0 12 0 15

DRIED FRUITS—One house reported an exceptionally good sale of raisins for which it was rather difficult to assign any direct reason. Other houses state that trade is pretty evenly distributed among all lines. Buyers are disposed to go cautiously but the total volume of trade is rather good. No quotable changes have taken place in the market.

Figs—	
Bag figs	0 03½ 0 05
Tapnets	0 03½ 0 05
Elemes	0 08 0 14
Dates—	
Hallowees, per lb	0 05 0 06
Sairs, per lb	0 05
Malaga Raisins—	
London layers	2 25
"Connoisseur Clusters"	2 50
" ½-box	0 75
"Royal Buckingham Clusters," ½-boxes	1 30
boxes	4 75
"Excelsior Windsor Clusters"	5 75
" ¼'s	1 60
Australian raisins	0 07 0 08
California Raisins—	
Fancy seeded, 1-lb. pkgs	0 09 0 10
Choice seeded, 1-lb. pkgs	0 08½ 0 09½
Loose muscatels 3 crown	0 08 0 09
" " 4 crown	0 09 0 10
California Evaporated Fruits—	
Apricots, per lb	0 12 0 14
Peaches, "	0 11 0 14
Pears, "	0 13
Prunes—	per lb.
Prunes 25-lb. boxes, 30-40s	0 10 0 12
" " " 40-50s	0 09 0 10
" " " 50-60s	0 08½ 0 10
" " " 60-70s	0 08 0 08½
" " " 90-100s	0 07
Currants, fine filiatras	0 06½ 0 07
" Patras	0 08 0 08½
" Vostizzas	0 06½ 0 09½

SPICES—The demand for spices is evenly divided among all lines. Business, however, is not exceedingly brisk in any one direction.

	Per lb.
Peppers, black	0 14 0 20
" white	0 20 0 27
Ginger, whole	0 15 0 20
" Cochin	0 17 0 20
Cloves, whole	0 18 0 30
Cloves, ground	0 20 0 25
Cream of tartar	0 23 0 33
Allspice	0 13 0 15
Nutmegs	0 30 0 60
Cinnamon, ground	0 15 0 19
" whole	0 14 0 16

RICE AND TAPIOCA—The week has been a dull one for both rice and tapioca. No changes have taken place.

Rice, grade B, bags 250 pounds	2 95
" " " 100 "	2 95
" " " 50 "	3 05
" " pockets 25 pounds	3 05
" " ½ pockets, 12½ pounds	3 15
" grade c.c., 250 pounds	2 85
" " 100 "	2 85
" " 50 "	2 95
" " pockets 25 pounds	2 95
" " ½ pockets, 12½ pounds	3 05
Tapioca, medium pearl	0 04½

BEANS AND PEAS—Both beans and peas are going into consumption steadily, and the prices are being well maintained with a firm undertone to the market.

Ontario, pickers	2 10 2 15
Peas, boiling	1 45 1 50

EVAPORATED APPLES — There is a small demand for evaporated apples, but stocks are very low. One dealer stated that they were entirely cleaned out. The price has not altered but undertone of the market is strong.

Evaporated apples, new	0 08 0 08½

CANNED GOODS

MONTREAL—The demand for canned fish is very dull. Canned fruits are moving freely, also vegetables. Canned meats are meeting with only a fair sale. Pork and beans are also declining in demand.

TORONTO—Fruits are reported rather quiet this week with no changes in price. The decreasing of the housewife's stock of preserves is, of course, causing a fair demand, gallon apples being among the best sellers. Great Britain imports a considerable quantity of cour canned apples and the prices are regulated by that market. They are now firm over there and at home as well. Stocks are being reduced considerably.

There is no doubt a large stock of tomatoes yet in existence, but how much is difficult to say. Tomatoes of course have been and are moving quite freely.

In connection with the shortage in the canned peas market a local broker states that their absence does not switch a demand for any other vegetable. When people want canned peas they want them and nothing else, so that their consumption from year to year remains pretty much the same.

New lobsters are being offered just now. Salman is in fairly good demand, particularly for the choice goods.

FRUITS.

	Per doz. Group 1.	Per doz. Group 2.
Apples, 3's standard	$1.00	$ .95
" 3's preserved	1.45	1.40
" gals, standard	2.55	2.50
" gals, preserved	4.00	3.95
Blueberries, 2's standard	1.20	1.15
" 2's preserved	1.70	1.65
" gals, standard	5.05	5.00
Cherries, red, pitted, 2's	1.95	1.90
" red, not pitted, 2's	1.55	1.50
" red, not pitted, gals		6.50
" red, pitted, gals		8.00
" black, pitted, 2's	1.95	1.90
" black, not pitted, 2's	1,55	1.50
" white, pitted, 2's	2.05	2.00
" white, not pitted, 2's	1.65	1.60
Grapes, white, Niagara, 2's, psvd.	1.45	1.40
" white, Niagara, gals, std.	3.55	3.50
Lawtonberries, 2's, heavy syrup	1.95	1.90
" 2's, preserved	2.20	2.15
" gals, standard	7.55	7.50
Currants, red, 2's, heavy syrup	195	1.90
" red, 2's, preserved	2.20	2.15
" red, gals, standard		5.00
" red, gals, solid pack		7.00
" black, 2's, heavy syrup	1.95	1.90
" black, 2's, preserved	2.20	2.15
" black, gals, standard		5.25
" black, gals, solid pack		8.00
Plums, Damson, 2's, light syrup	1.00	.95
" Damson, 3's, light syrup	1.40	1.35
" Damson, 2's, heavy syrup	1.15	1.10
" Damson, 2½'s, heavy syrup	1.80	1.75
" Damson, 3's, heavy syrup	1.90	1.85
" Damson, gals, standard	2.90	2.85
" Lombard, 2's, light syrup	1.00	.95
" Lombard, 3's, light syrup	1.45	1.40
" Lombard, 2's, heavy syrup	1.20	1.15
" Lombard, 2½'s, heavy syrup.	1.85	1.80
" Lombard, 3's, heavy syrup	1.95	1.90
" Lombard, gals, standard	3.05	3.00
" Green Gage, 2's, light syrup.	1.40	1.35
" Green Gage, 2's, heavy syrup.	1.55	1.50
" Green Gage, 2½'s, hvy. syrup	1.85	1.80
" Green Gage, 3's, heavy syrup	2.05	2.00
" Green Gage, 3's, light syrup	1.85	1.80
" Green Gage, gals, standard.	4.05	4.00
" Egg, 2's, heavy syrup	1.55	1.50
" Egg, 2½'s, heavy syrup	1.85	1.80
" Egg, 3's, heavy syrup	2.05	2.00
Rhubarb, 2's, preserved	1.80	1.75
" 3's, preserved	2.45	2.40
" gals, preserved	3.30	3.25
Strawberries, 2's, heavy syrup	1.95	1.90
" 2's, preserved	2.20	2.15
" gals, standard	7.05	7.00
" gals, solid pack	9.80	9.75
Raspberries, red, 2's, heavy syrup	1.95	1.90
" red, 2's, preserved	2.20	2.15
" red, gals, standard	7.05	7.00
" red, gals, solid pack	9.80	9.75
" black, 2's, heavy syrup.	1.95	1.90
" black, 2's, preserved	2.20	2.15
" black, gals, standard	7.05	7.00
" black, gals, solid pack	9.80	9.75
Peaches, yellow, 1½'s, flats	1.70	1.65
" yellow, 2's	1.95	1.90
" yellow, 2½'s	2.65	2.60
" yellow, 3's	3.05	3.00
" yellow, 3's, whole	2.30	2.25
" white, 2's	1.85	1.80
" white, 2½'s	2.55	2.50
" white, 3's	2.80	2.75
" pie, not peeled, 3's	1.45	1.40
" pie, not peeled, gals	4.30	4.25
" pie, peeled, gals	6.05	6.00
" assorted pie fruits, gals	(add 5 p.c.)	
Pears, 2's, Flemish Beauty	1.70	1.65
" 2½'s, Flemish Beauty	2.00	1.95
" 3's, Flemish Beauty	2.15	2.10
" 2's, Bartletts	1.90	1.85
" 2½'s, Bartletts	2.20	2.15
" 3's, Bartletts	2.35	2.30
" pie, not peeled, 3's	1.30	1.25
" pie, peeled, gals	4.05	4.00
" pie, not peeled, gals	3.55	3.50
" 2's, light syrup, "Globe"		1.25
" 3's, light syrup		1.85
Gooseberries, 2's, heavy syrup	2.15	2.10
" 2's, preserved	2.40	2.35
" gals, standard		6.00
" gals, solid pack		8.00
Pineapple, 2's, sliced	1.95	1.90
" 2's, do. grated	1.95	1.90
" 2½'s, do, whole	2.45	2.40

VEGETABLES.

Corn, 2's	.90	.85
Corn on Cob, gals		4.50
Peas, No. 1 extra fine, sifted, 1's	1.12½	1.07½
" No. 4 standards, 2's	.82½	.77½
" No. 3 Early June, 2's	.87½	.82½
" No. 2 Sweet Wrinkle, 2's	.97½	.92½
" No. 1 extra fine, sifted, 2's	1.42½	1.37½
" No. 4, gals	3.77½	3.72½
Tomatoes, 2's	90	.85
" 3's	1.00	.95
" gals	3.30	3.25
Beans, golden wax, midget, 2's Auto	1.25	
" golden wax, midget, 2's	.90	.85
" golden wax midget, 3's	1.40	1.35
" golden wax, midget, gals	4.05	4.00
" Refugee or Valentine (green)	.90	.85
" " " "	1.40	1.35
" Refugee, midget, "Auto", 2's	1.25	
" Crystal wax, 2's	1.00	.95
" Red Kidney, 2's	1.00	.95
" Lima, 2's	1.30	1.25
Pumpkin, 3's	.85	.80
" gals	2.80	2.75
Table Spinach, 2's	1.30	1 25
" 3's	1.85	1.80
" gals	5.05	5 00
Succotash, 2's	1.20	1.15
Squash, 3's	1.15	1.10
" gals	3.55	3.50
Carrots, 2's	1.00	.95
" 3's	1.10	1.05
Cabbage, 3's	.95	.90
Cauliflower, 2's	1.50	1.45
" 3's	1.90	1.85
Parsnips, 2's	1.00	.95
" 3's	1.10	1.05
Turnips, 3's	1.00	.95
Beets, sliced, br. "Simcoe," 2's		.95
" sliced, br. "Simcoe," 2's		.95
" whole, br. "Simcoe," 2's		.95
" whole, br. "Rosebud," 2's		1.15
" sliced, br. "Simcoe," 3's		1.25
" whole, br. "Simcoe," 3's		1.25
" whole, br. "Rosebud," 3's		1.40

ONTARIO MARKETS

POINTERS—
Sugar—Easier.
Coffee—Good demand.
Valencia Raisins—Selling well.
Beans—Scarcity reported.
Currants—Primary market firmer.

Toronto, April 22, 1909.

Few features in the grocery markets this week are to be recorded. There have been practically no changes in price and the trade from the wholesaler's point of view has been fair. The present seems to be a sort of "between seasons," there being no special occasion or event to aid in gingering up business. Collections are fair, but above this there is the general feeling that brighter times lie in the no-distant future.

No change has occurred in Ontario during the week in the sugar market. In the United States two large refiners have reduced their prices 10c per cwt., but this was merely to arrange themselves on an even footing with the others, whose prices had not been up to the top notch. There is nothing just now to justify any immediate change in prices. The tariff on beet sugar coming into the country is endorsed for another term.

Dried fruits are good sellers and an extra good demand is reported for Valencia raisins, which is inexplainable. The demand nevertheless exists.

In speaking of the coffee market one wholesale house referred to the splendid market existing for coffee in the northern silver districts. During the week they had sold over a ton to go north.

Beans are firm in price, the cause being attributed to the low stocks in the hands of farmers.

SUGAR—There is a somewhat easier tone to the sugar market this week but no change in refined prices. In fact, it is difficult to forecast what the next change will be. During the past week the Federal and Warner refiners of the United States reduced their prices 10c per cwt., but they had previously been quoting at a premium of 10c over the rest of the list. They simply reduced their prices to make them uniform with the others. Locally there is no change, the demand being of the "hand-to-mouth" variety, and there is nothing to indicate either a decline or advance in the near future. While there may be a reduction in the nearby raws the prices for distant sugars are likely to be firmly maintained. May shipment from Cuba is quoted at 1-32c over April, the probable reason given being on account of heavy rains, causing the sugar-making campaign to come to an end sooner than anticipated. A local broker states that any weakness in nearby sugars would most likely be on account of the inability of holdes to carry them and to the fact that recent heavy deliveries to refiners make them naturally independent to offerings for the time being. The European market which receded from the recent prices, has since recovered.

"Crystal Diamonds," barrels	5 95
" " half barrels	6 05
" " boxes, 100 lbs	6 15
" " " 50 lbs	6 25
" " " 25 lbs	6 45
" " 5-lb. cartons, boxes 100 lbs	8 10
St. Lawrence Crystal Diamond Dominos, 5 lb. cans	3 40
Paris lumps, in 50-lb. boxes	5 85
" in 100-lb. "	5 75
in 25-lb. boxes	6 95
Red Seal	7 10
St. Lawrence granulated, barrels	4 80
Beaver granulated, bags only	4 50
Redpath extra granulated	4 80
Imperial granulated	4 50
Acadia granulated, (bags and barrels)	4 70
Wallaceburg	4 50
St Lawrence Golden bbls	4 30
Bright coffee	4 70
No. 3 yellow	4 60
No. 2 "	4 50
No. 1 "	4 40

Granulated and yellow, 100-lb. bags 5c. less than bbls.

MOLASSES AND SYRUPS—Just at this season of the year the market in

molasses and syrups is quiet, the latter being particularly so. There is some syrup in tins selling, but little bulk. No changes in prices have occurred since a week ago.

Syrups—		
Medium	0 30	0 35
Bright	0 40	0 45
	Per case.	
2 lb. Tins, 2 doz. in case		2 40
5 " " " "		2 75
10 " "		2 85
20 " " " "		2 60
Barrels		0 03½
Half Barrels		0 03¾
Quarter "		0 03¾
Pails, 38½ lbs. each		1 75
" 25 " "		1 25
Maple syrup—		
Gallons, 6 to case		4 50
½ " 12 "		4 80
Quarts, 24 "		4 80
Pints, 24 "		2 80
Molasses—		
New Orleans, medium	0 31	0 33
" bbls	0 29	0 31
Barbadoes, extra fancy		0 45
Porto Rico	0 45	0 63
West Indian	0 31	0 30

TEA AND COFFEE—At the present time the tea market is quiet. The demand locally is not of the best, but the the coffee trade it is different. There is a good demand, according to a local firm, it having sold a ton of coffee for the Cobalt district during the week. That includes to a great extent the cheaper grades.

DRIED FRUITS—One of the features of this market is the big demand for Valencia raisins. Stocks of wholesalers are getting low and demands are made on the brokers. No person seems to be able to account for this, it being better than at any time during the past year. Prunes, currants, peaches and apricots are also selling well, but the dried apple season is practically over. Currant prices are a little firmer in the primary markets, but no changes are reported here.

Prunes—		Per lb.
30-0's, 25-lb boxes		0 10½
40-50's, 25-lb. boxes		0 09½
50-60's " "		0 08½
60-70's " "	0 07	0 07½
60-70's, 50-lb. boxes		0 07½
80-90 " "		0 05½
90-100 " "		0 06½
Apricots—		
Standard		0 12
Choice, 25-lb boxes		0 13
Fancy, " "		0 15
Candied and Drained Peels—		
Lemon	0 10 0 11	Citron 0 17 0 20
Orange	0 10½ 0 12	
Figs—		
Elemes, per lb	0 08	0 10
Tapnets, "	0 03½	0 04
Bar Figs	0 03½	0 04
Dried peaches	0 07½	0 08½
Dried apples		0 07½
Currants—		
Fine Filiatras	0 06½ 0 07	Vostizzas 0 08½ 0 09
Patras	0 08 0 08½	
Uncleaned, ½c less.		
Raisins—		
Sultana	0 07½	0 09
" Fancy	0 11	0 12½
" Extra fancy	0 14	0 15
Valencias	0 05½	0 06
Seeded, 1-lb packets, fancy		0 08
" 16 oz. packets, choice		0 08
" 12 oz. " "		0 07
Dates—		
Hallowees 0 05½		Fards choicest 0 08
Sairs 0 05		" choice 0 07½

NUTS—Shelled nuts are moving steadily, but there is little call for unshelled. The demand for the latter usually falls off during the summer season.

Almonds, Formigetta		0 12½
" Tarragona		0 13
" shelled	0 30	0 [illegible]
Walnuts, Grenoble		0 14
" Bordeaux		0 11
" Marbots		0 13
" shelled		0 28
Filberts		0 10
Pecans	0 16	0 18
Brazils		0 16
Peanuts	0 10	0 12

RICE AND TAPIOCA—Shipments for one or two houses of tapioca are expected to arrive in a few weeks. The market in Singapore, from where they come, is reported a little firmer, but there are no changes either in rice or tapioca on this market.

	Per lb.
Rice, stand. B	0 03½
Standard B, from mills, 500 lbs or over, f.o.b., Montreal	2 95
Rangoon	0 03½ 0 03¾
Patna	0 05½ 0 05¾
Japan	0 05½ 0 06½
Java	0 06 0 07
Sago	0 05 0 06
Seed tapioca	0 06
Tapioca, medium pearl	0 04½

SPICES—The usual quietness rules in the spice market, no features being observed during the week.

Peppers, blk pure	0 14 0 20
" white pure	0 22 0 30
" whole, black	0 13
" whole, white	0 28
Ginger	0 18 0 25
Cinnamon	0 25 0 40
Nutmeg	0 85 0 90
Cloves, whole	0 25 0 35
Cream of tartar	0 22 0 25
Allspice	0 16 0 19
" whole	0 17 0 20
Mace ground	0 80 0 90
Mixed pickling spices, whole	15 0 20
Cassia, whole	0 20 0 25

BEANS—There is a strong tone noticed in this market, beans in the hands of the farmers being scarce. The new crop will not be ready until November.

Beans, hand picked	2 25
" prime No. 1, "	2 00
" Lima, per lb	0 07½

EVAPORATED APPLES—"They are dragging along as usual and the market is pretty sick," observed one wholesaler in speaking about evaporated apples. "We were all much disappointed in them," he added. The price is still quoted at 7½c.

MANITOBA MARKETS

Winnipeg, April 17.—Friday, April 16, introduced a new feature into the spectacular wheat market. The abnormal prices broke and dropped 5c. Never before in the history of the Winnipeg exchange was there such a swift decline, and never before in so short a period did the re-action come so swiftly when apparently everything indicated strong markets. A grain man, speaking of the situation this morning stated that while the drop was considerable, yet in most instances recovery was quite possible, especially when the prices present a firm aspect to-day, Speaking as to the cause of the break he stated that the rumor of Patten selling May wheat had made many local men nervous and when a number of holdings were placed on the market the onslaught came with a rush.

On the evening of April 16, the master bakers met at the Fleischmann yeast warehouse to discuss the price of bread. There was a representative gathering, twenty-five bakers being present. The question of raising the price of bread was debated at considerable length. In the end it was decided to raise the price of loaves from four to five cents to the wholesale trade, and from five to six cents to the retailer. The new prices will go into effect to-day. The bakers were of the opinion that the present advances should have taken place many months ago owing to the state of the wheat and flour markets. They claim that even with the rise of one cent a loaf the price of bread in Winnipeg is still away below the price in many cities of Canada and the States. They state further that if the price of flour does not ease off in the near future another rise in the price of bread may prove inevitable.

The volume of business done for two or three days during the Easter rush was very great in comparison to what the trade has been for several weeks. Some features were rather disappointing, however. It was expected that eggs and meats would be the heaviest selling goods, but the demand ran largely in the line of fresh fruits and vegetables. Several stores were sold out completely and many jobbing houses were drained. Of course, the business generally was active in all lines, but it was certainly a surprise that eggs did not move better. Many stores have large baskets filled with last week's eggs, and although the price has not yet been reduced to any extent, they will be much cheaper very soon.

One grocer remarked that his Easter trade on the whole was greater than his last Christmas trade, and that he felt guilty in making too large demands upon his clerks, as he was compelled to do on Saturday last.

A feature of the week is the strong cereal market. We also quote advances in foreign dried fruits.

SUGAR—It would not be a surprise if some declines were made in sugars. The B.C. Refinery are increasing their warehouse stock in different parts of the country, and are selling some brands at a reduced price. No reductions can be quoted, but a general decline may come soon.

Montreal and B.C. granulated, in bbls	5 30
" " in sacks	5 25
" yellow, in bbls	4 90
" " in sacks	4 85
Wallaceburg, in bbls	5 10
" in sacks	5 15
B.C. gunnies granulated, 5-18's to bale, per cwt	5 25
" " 5-20's " "	5 35
" icing	5 90
bar sugar	5 90
Icing sugar in bbls	5 90
" " in boxes	6 10
" " in small quantities	6 30
Powdered sugar, in bbls	5 65
" " in boxes	5 85
" " in small quantities	6 15
Lump, hard, in bbls	6 20
" " in ½-bbls	6 30
" " in 100-lb cases	6 20

SYRUP AND MOLASSES—Syrup is the bachelor's reliable, and it is moving freely at present. Seeding time makes some strenuous demands on the farmer, and he often makes his noon-day meal of bread and syrup.

Molasses is only selling moderately. We quote last week's prices.

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 31
" " 5-lb tins, per 1 "	1 75
" " 10-lb tins, per ½ "	3 58
" " 20-lb tins, per ¼ "	3 70
" " ½ barrel, per lb	0 03½
" " Sugar syrup, per lb	0 04
Beaver Brand, 2 lb tins, per 2 doz case	3 25
" 5 " " 1 "	3 75
" 10 " " ½ "	3 45
" 20 " " ¼ "	3 35
Barbadoes molasses in ½-bbls, per lb	0 04½
New Orleans molasses in ½-bbls, per lb	0 [illegible]
Porto Rico molasses in ½-bbls., per lb	0 04½
Blackstrap, in bbls., per gal	0 35
" ½ " "	0 35
" ½ gal. kgs., each	2 25

MAPLE PRODUCTS—The cold weather in eastern Canada has delayed the incoming of these goods. Little of the strictly new has come in yet, but yesterday it was rumored a large shipment left Montreal for Winnipeg. There has been poor sale for what has come in and it may be that a decline will take place when new products arrive.

Sugar, 25 lb. boxes, ½s. and ⅛s	3 00
Syrup, gallons, ½ doz. to case, per case	5 40
" ½ " 1 doz. to case, "	6 65
" ½ " 2 doz. to case	6 00

FOREIGN DRIED FRUITS — There has been a very heavy movement in dried fruits for some time past, with every indication that this demand will continue, in which event there must be a marking up of prices on practically the whole line. Nearly all varieties are now down below cost of production, and as the time of the largest consumption is at hand, it is expected that retailers will buy good sized quantities. In California the supply of apricots and prunes is small. There is a fair stock of peaches, but prices are so low and the demand so good that firmer quotations are looked for. We quote a few slight advances over last week.

Smyrna Sultana raisins, uncleaned, per lb	0 07
" " cleaned, per lb	0 08½
Tresor's Valencia raisins, f.o.s., per case, 28's	2 65
" " " 14's	1 00
" selects " 28's	2 25
" " " 14's	1 15
" layers " 28's	2 35
" " " 14's	1 25
California raisins, choice seeded in ½-lb. packages per package	0 05½
" " fancy seeded in ½-lb. packages per package	0 05½
" " choice seeded in 1-lb packages per package	0 06½
" " fancy seeded, 1-lb. packages, per package	0 07½
Raisins, 3 crown muscatels, per lb	0 05½
" 4 " "	0 06½
Prunes 90-100 per lb	0 05
" 80-90 "	0 05½
" 70-80 "	0 06½
" 60-70 "	0 06½
" 50-60 "	0 08½
" 40-50 "	0 08
" 30-40 "	0 09
Silver prunes	0 09
Currants, uncleaned, loose pack, per lb	0 06½
" dry cleaned, Filiatras, per lb	0 06½
" wet cleaned, per lb	0 07
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 07½
Pears, per lb	0 08½
Peaches, standard, per lb	0 07½
" choice	0 08
Apricots, standard, per lb	0 11½
" choice, per lb	0 12
Plums, black pitted, per lb	0 11½
Nectarines, per lb	0 09½
Dates, new, per lb	0 06

RICE AND TAPIOCA—The advance in freight rates to take place May 15 is bringing large orders for rice at the present time. Prices are unchanged.

Japan rice, per lb	0 04
Patna " "	0 04½
Rangoon rice, per lb	0 03½
Tapioca, per lb	0 04½

EVAPORATED APPLES—There are few on the market and the demand is weak. They can be had for 7½c per pound.

HONEY—Supplies have come in from a distance this week and at present there is plenty on hand. The market is weak for section honey, but it is better for the strained product. Strained honey jars are being bought for $2.40 per dozen.

Honey, 2½ lb. tins, in case 24	8 85
" 5 " " 12	8 75

NUTS—The market has been very good for some time. We quote the following prices.

Shelled Walnuts, in boxes, per lb	0 26
" " small lots, per lb	0 28
" Almonds, in boxes, per lb	0 28
" " small lots, per lb	0 30

ROLLED OATS—The market is very firm. Retailers are buying heavily owing to the expected advance.

Rolled oats, 80 lb sacks, per 80 lbs	2 27
" 40 " " 80	2 35
" 20 " " 80	2 40
" 8 " " 80	2 70

CORNMEAL—It is expected that last week's advanced price will go higher still in a few days. Large quantities are being bought at present in case of an advance. Cereals are all strong this week.

Cornmeal, per sack	2 0
" per ½ sack	1 00
" per bale (10, 10's)	2 25

POT AND PEARL BARLEY — These cereals are selling freely and at a firm price. Pot barley is quoted at $2.70 per sack; pearl barley at $3.90 per sack, and $2.05 per half sack. These are last week's advanced prices.

BEANS—The market is not brisk in this line, Hand-picked are very scarce and are selling at a reduced price of $2.30 per bushel in some quarters. The prime white is the largest selling bean and is quoted at $2.20 per bushel.

BROOMS—It is expected that the advanced price of last week will continue for some time. They are moving from $3 to $4.25 per dozen.

TUBS—The prices on tubs are as follows:

Eddy's tubs, No 0, per dozen	11 25
" " " 1 " "	9 10
" " " 2 " "	7 50
" " " 3 " "	6 40
" " nests of 3, No. 0, 1, 2, per nest	2 35
" " " 3, No. 1, 2, 3, per nest	1 95
" " " 4, No. 0, 1, 2, 3, per nest	2 85

CANNED FRUITS AND VEGETABLES—The green produce is taking the place of canned goods at present. When the campers go out a revival will take place. We quote the following prices:

	Group No. 1	Groups No. 2 & 3
Apples—3's standard, per case	$2.44	$2.34
" gals, standard, per case	1.55	1.52½
Cherries—Red, pitted, 2's	4.18	4.08
" black, pitted, 2's	4.18	4.08
" white, pitted, 2's	4.38	4.28
Currants—Red, 2's	4.18	4.08
" black, 2's	4.18	4.08
Gooseberries—2's	4.58	4.48
Lawtonberries—2's	4.18	4.08
Peaches—Yellow, 2's	4.18	4.08
" yellow, 3's	6.54	6.44
" pie, unpeeled, 3's	3.34	3.24
" pie, unpeeled, gals	2.42½	2.40
" pie, peeled, gals	3.30	3.27½
Pears—Flemish Beauty, 2's	3.68	3.58
" Flemish Beauty, 3's	4.74	4.64
" Globe l.s., 2's		2.73
" Globe l.s., 3's		4.14
Plums—Damson l.s., 2's	2.28	2.18
" Lombard l.s., 2's	2.28	2.18
" Green Gage l.s.	3.08	2.98
Raspberries—Red, 2's	4,18	4.08
" red, gals	3.80	3.77½
" black, 2's	4.18	4.08
" black, gals	3.80	3.77½
Strawberries—2's	4.18	4 08
" gallons	3.80	3 77½

GREEN FRUITS AND VEGETABLES—The trade last week was very great and is continuing so. The varieties are somewhat limited yet, but they will come in freely soon. Prices are firm, but unchanged.

Tomatoes, Florida, per case	4 00
Lettuce, per doz	0 50
Radishes, per doz	0 50
Parsley, per doz	0 50
Pie plant, per box	3 00
Oranges, per box	3 25 3 50
Lemons "	4 00 4 50
Apples, Spy, per bbl	7 00 7 00
" Ben Davis, per bbl	5 50 6 00
Bananas, per bunch	2 50 3 50

MEATS—The following prices prevail:

Clark's 1 lb., pork and beans, plain, per case	2 40
" 2 " " " "	1 90
" 3 " " " "	2 45
" 1 " tomato sauce, per case	2 45
" 2 " " "	1 90
" 3 " " "	2 45
" 1 " Chili "	2 45
" 2 " " "	1 90
" 3 " " "	2 45
Soups, per doz	1 20
Corned beef " 2's per doz	2 70
" " 1's "	1 50
Roast beef	
" 1's, per doz	1 50
" 2's, "	2 70
Potted meats, ½'s, per doz	0 55
Veal loaf ½ lb., per doz	1 25
" 1 lb. "	2 35
Ham loaf ½ lb. "	1 25
" 1 lb. "	2 35
Chicken loaf ½ lb. "	1 25
" 1 lb. "	3 50
Lunch tongue 1's, "	3 30
Sliced smoked beef ½-lb. tins, per doz	1 55
" " 1-lb. tins, "	2 65
" " 1-lb. glass, "	2 45
English brawn, 1's, per dozen	1 60
" " 2's, "	2 75
Cambridge sausage, 1's, per dozen	1 85
" " 2's "	3 15
Geneva sausage, 1's, per dozen	2 00
" " 2's "	3 65
Boneless pigs feet, 1's, per dozen	1 [illegible]
" " 2's "	2 [illegible]
Lunch tongue, 1's, per dozen	3 75
" " 2's "	6 30
Paragon ox tongue, 1½'s, per dozen	7 60

EGGS—Yesterday and to-day eggs are jobbing from 17½c to 18c per dozen. A car lot was shipped this morning to the coast and the market is consequently a little bare. A drop will come next week as a certainty. The Easter eggs went quite uniformly at 19c.

BUTTER—The No. 2 variety is going out freely now at 12c ped pound; a car-lot was shipped to-day for that price. Locally it is jobbing at the same figure. The choice dairy is quoted at from 17c to 18½c per pound. The poor stuff is almost cleaned off now and prices generally will go up soon until grass butter comes in. Creamery is firm at 25c to-day.

THE FLOUR WAS BLAMED.

"I want to complain about the flour you sent me the other day," said Mrs. Newliwed, severely. The grocer assumed an anxious expression and inquired what was the matter with it.

"It was tough," replied the housekeeper, accusingly. "My husband simply could not eat the biscuits I made with it"—From the Philadelphia Ledger.

ANOTHER WESTERN TRAVELER.

Fred G. Walker of the Winnipeg Red Rose Tea office is going on the road and will be succeeded in the hub of the Dominion by Harold J. Dobson, of St. John. Red Rose Tea is doing its share towards the development and progress of the west.

TRAVELER WANTED.

WANTED—A first-class grocery traveler for the Soo branch, main line C.P.R., Port Arthur to Fort William and Rainy River country, and as far west as Kenora. None but first-class grocery men need apply. Box 307, CANADIAN GROCER, Toronto.

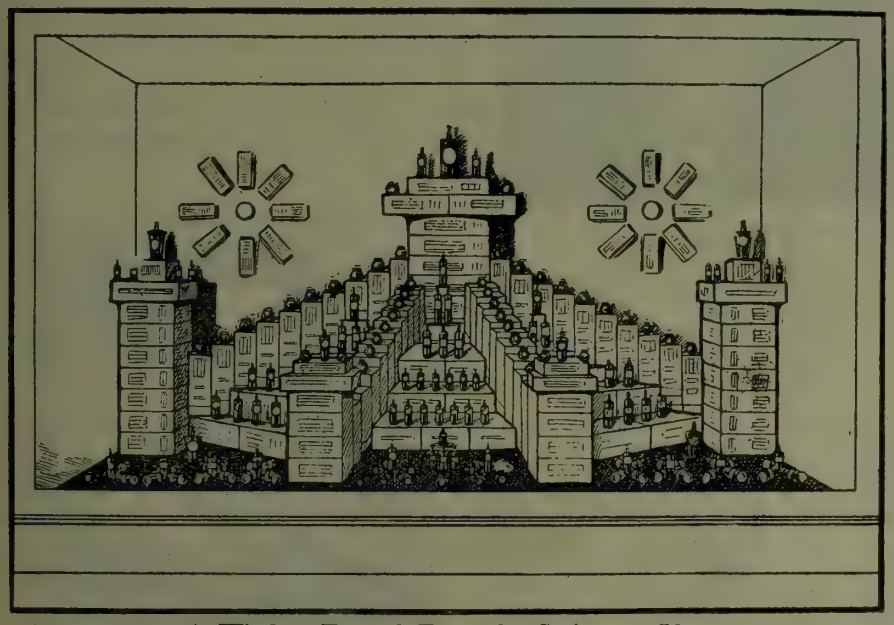
A Stairway Window from Cartons and Bottles

A Display Idea That Can be Easily and Effectively Used by Grocers and Clerks—The Construction Simple — Show and Price Cards Would be Valuable Additions To Assist the Salesman.

Many grocers and clerks expressed their pleasure with the "lighthouse window" which appeared in last week's issue of the Grocer and it has formed the nucleus for several windows throughout Canada. This week is presented a stairway window which can be used to advantage in displaying package and bottle goods. It is a window that leaves an impression with the passerby and should produce better results than if the goods were placed in a promiscuous manner not conveying any particular idea.

Almost any kind of a grocery window will be suitable for a stairway display. Like the lighthouse it is simple and easily constructed. The framework may first be made of small wooden boxes placed in circular tiers. The cartons could then be arranged on the frame so as to form three stairways—one in the centre and the others on either side—leading to the top.

As shown by the accompanying illustration a low column is erected at the top and a post erected at the bottom



A Window Framed From the Stairway Idea.

of each of the four bannisters. The construction of the cartons in their proper places is of course a simple matter to the clerk or grocer who has any idea of carpentering. On the bannisters and posts are glass jars and bottles which may also be placed on the floor at the foot. Of course any other goods might be arranged artistically in place of the bottles.

A couple of showcards in the window calling attention in brief, spicy talks to the superiority of the goods and their prices would be valuable assistants to selling. Show-cards are coming more and more into use and are found valuable. A good spot for cards in the stairway window is on the front surface of the column at the head of the stairway.

For relief, the rear of the window on either side the centre column, is dressed with cartons arranged in a circular form.

One of the important requisites in the dressing of the window is the keeping of it free from dust and dirt. The glass should be glistening and the goods clean and frequently changed.

WANTS AN ASSOCIATION.

Hamilton Grocer Gives His Reasons for an Ontario Grocers' Association.

Editor The Canadian Grocer :—In last week's issue of your paper I was pleased to see the article from the London grocer advocating the formation of a Provincial Retail Grocers' Association, and I believe the time will not be long before one is organized. In his letter the London grocer presents some reasons why we should all be united in a common association, and points out the successes of many of the one-line associations.

But I think the greatest reason why we should have an association of our own is on account of the predominance in number of the grocers over any other single line of trade. If I remember rightly The Canadian Grocer took up this question some two or three years ago and pointed out that at the convention in Hamilton of the Grocers' Section of the Retail Merchants' Association of Canada only about a score of grocers attended. This in the face of the fact that grocers comprised about 80 p.c. of the total membership list furnishes us something to think about and I believe the only way to create an interest in our work is to form a provincial organization. Some good work no doubt has been accomplished by the Retail Merchants' Association in the matter of legislation, but it does not promote a great many other interests the way it should.

We want a grocers' association that will look after the betterment of the conditions from the inside—one that will leave its influence from personal association. There has always been, it seems to me, too much petty jealousy among the grocers of every town or city and it is only within the past few years that this is being eliminated. An association would tend to promote a spirit of brotherly love among men who have hitherto concentrated all their energies upon self. It would raise the standard of trade ethics and present the opportunity of bettering the methods in the grocery store.

The grocer should be more interested in his own trade than in any other and I think that the sooner we get together the better it will be for the trade.

I would like very much to hear the opinions of others on this important subject.

A HAMILTON READER.

CHANGE IN COMPANY.

H. D. Desloges has entered the Montreal firm of the Dominion Wafer Company, 44 St. Vincent Street, and will in future look after the sales end of the concern. Mr. Desloges will be associated with P. Auclair, the founder of the enterprise, which is rather unique in Canada. The company, which was established three years ago, has worked up quite a trade in the specialties handled. The goods are wafers, which are used by the hundred thousand every summer for containing ice cream. They are made up in all sorts of fancy shapes such as coronets and thin slices for making ice cream sandwiches. The Dominion Wafer Company make the goods themselves, and, besides. import from the largest factories throughout the world. The specialties have taken quite a hold upon the trade, being novel and quick sellers.

TO CULTIVATE CASSAVA.

From a despatch from Washington, D.C., a movement is on foot in Jamaica to experiment in the growing of cassava. It is proposed by the men behind the movement to have the cassava rival the banana and in order to do this to plant nearly the whole of three parishes on the south side of the island and to erect factories for the manufacture of cassava, starch and cattle feed. The capital of the company runs into millions.

Cassava, or cassado, according to the dictionary, is the roots of the manihot and other plants made into a kind of bread, which are sometimes roasted and eaten like potatoes. They yield also a great quantity of starch, exported from Brazil in small lumps as tapioca.

In this case it is not likely the cassava will rival the banana only as a food in the country in which it is produced.

London Grocers Discuss Provincial Organization

Executive to Take up the Question—Annual Meeting Held Last Week—E. J. Ryan Succeeds Thos. Shaw as President—Wednesday Half Holiday to be Again Adopted—Advance in Flour and Potatoes.

London, April 21.—The annual meeting of the Retail Grocers' Association held last week was well attended, those present including: R. J. Donaghy, J. A. McFarlane, H. Marshall, J. M. Duncan, E. Charlton, Geo. Tupholme, E, B. Hargreaves, Harry Ranahan, J. H. Wilkey, E. F. Reed, J. Dobbin, C. W. Summers, T. W. Vincent, Fred H. Traver, W. A. Young, M. Fowler, M. Geach, R. A. Ross, James Jupp, Wm. O'Loughlin, W. T. Mullins, Wm. Hayes, O. Boug, A. W. Rennie, J. J. Haskett, N. McLeod, sen., John Diprose, W. E. Humphries, A. R. Boug, Jas. McLeod, F. W. Paull, E. J. Ryan, Thomas Shaw, Cyril Hayes.

The most important item of business was the election of officers. E. J. Ryan, who ever since the organization of the association has made a most efficient treasurer, was unanimously chosen president. Mr. Ryan is one of the enthusiastic members of the association, and to him is due probably more than any other man, its success. The entire list of officers is:

President—E. J. Ryan.
First Vice-president—N. McLeod, Sr.
Second Vice-president—Jas. Haskett.
Treasurer—Harry Ranahan.
Secretary—Cyril Hayes.



E. J. RYAN,

The New President of the London Retail Grocers' Association.

Executive Committee—Thomas Shaw, C. W. Summers, R. J. Donaghy, Fred Travers, E. Reid and F. W. Paull.

The question of the organization of a provincial association was brought up. Both the Toronto and Hamilton grocers are in favor of such a step, but being not so well organized as the trade here, they have asked the London Association to take the initiative.

The matter was the subject of brief discussion.

Ex-President Ranahan spoke strongly in favor of the project. London, he said, should take the initiative. With such organization, he thought that the



CYRIL HAYES,

Re-elected Secretary of the Association for the Coming Year.

retailers could have brought the wholesalers to time when they took away discounts recently.

R. J. Donaghy spoke along similar lines as at the recent banquet, and said London should get in with Toronto, Hamilton and other cities. He also spoke of the benefits derived from such organization in some of the states of the American Union, and could see no reason why it could not be of equal advantage here.

John Diprose was also in favor of provincial organization, but feared the question of funds might prove an obstacle.

President Ryan, while fully admitting the value of such organization, said that unless all the cities joined in it the matter of finance would be difficult to deal with. A good man would be needed in the first place, as organizer, and we would have to pay him a good salary. Then, eventually, it would be necessary to employ a solicitor to watch legislation at Ottawa in order that the interests of the trade might be fully protected.

The meeting seemed to be unanimous as to the benefits to be derived from provincial organization, and finally the question was referred to the executive to report at the next meeting.

Holiday Question Settled.

The question of closing on Wednesday afternoons during the months of June, July and August came up, and it was unanimously decided to have a half holiday on Wednesday afternoons during the months mentioned. Several of the members wanted the half holiday to last from May to September, but this did not find favor. One member only favored making July and August the only holiday months.

The meeting resolved to raise the prices of flour and potatoes. In future bags of flour that have been selling for 40 cents will sell at 45 cents, and the 80-cent bags will now be 85 cents. This, it is pointed out, is a necessity, as the prices of wheat have advanced three times recently. Potatoes will advance in price 3 cents a peck or 5 cents a half-bushel. They have been selling at 15 cents a peck or 30 cents a half-bushel, but in future will sell at 18 cents a peck or 35 cents a half-bushel. This advance has been made because the price of potatoes is advancing rapidly as a result of 100 cars a day being sent to the United States.

Owing to the amount of routine business that had to be discussed it was decided to leave the question of the annual excursion over until the next meeting.

A resolution was unanimously adopted expressing hearty endorsation of the sentiments contained in an editorial in The Canadian Grocer of April 2, headed, "Mr. Trowern and The Grocer," and the secretary was instructed to write the editor accordingly.



HARRY RANAHAN,

Back in the Harness as Treasurer for 1909.

Alf. Hodge, traveler for Chase & Sanborn, Montreal, was in Quebec last week, and is spending this week in Ottawa.

GOODS THAT SATISFY

Greenbank Solid Lye

Red Heart Powdered Lye

Caustic Potash

Greenbank Chloride of Lime

All put up in sealed tins. 1/4's, 1/2's, 1's and 25 lbs.

Sold by Wholesalers all over Canada, Special prices to the Trade.

L. CHAPUT, FILS & CIE.,

Wholesale Grocers, Distributors, MONTREAL

CRYSTAL SUGARS

Retailers throughout Canada handle them.

You deal direct with the factory.

Standard, Fine, Coarse, Berry, Powdered.

The best for PRESERVING.

Always the same, the best.

Let us send samples with quotations.

Sugars that always satisfy.

Uniform Grain.

Gains customers for you.

A trial convinces.

Remember! It is dollars in your pocket.

Sold strictly on the merits.

MANUFACTURED BY

The Wallaceburg Sugar Co., Limited

Wallaceburg, Ont.



Why YOU Should Sell MOLASSINE MEAL

1. It's the world's foremost horse and cattle food, and if you sell any such food it is in **your own interests** that it should be the best.
2. A man who once uses Molassine Meal for his stock will be a **steady customer**, bringing in to you just so much more **profit** every month than you are now getting.
3. It is widely known and advertised to the farmers, whose trade will be all yours after their first order.

Secure a stock. Try Molassine Meal for **your** horse. Then you'll **know.**

Makes sick horses well. Makes well horses healthier.

Write the Sole Importer

Andrew Watson, Montreal

Note.—Free descriptive booklets to you or your customers

Pleasing Women

means success for you, and your best chance to please them is by supplying them with Fels-Naptha soap because it makes their hardest work easy. It's the secret of our success, also—the satisfactory qualities of Fels-Naptha.

BOULEVARD SHOE DRESSING



For Ladies' and Children's Boots and Shoes

YOU SHOULD SELL IT BECAUSE:

It gives a beautiful finish.
It requires no rubbing
It is guaranteed not to injure the leather.
It is neatly put up in four-ounce bottles.
It will certainly be asked for again.
It has never brought us a complaint.
It can be had at all jobbers.

Manufactured only by:

The American Dressing Co., Ltd.
Montreal

WHOLESALER AND RETAILER.

The Jobber Desirous of Protecting the Legitimate Retailer, He Says.

At the banquet of the New York Retail Grocers' Association held during the past week, more than 400 grocers were in attendance. Among the speakers was Geo. Gennerich, vice-president of the New York Wholesale Grocers' Association, who in the course of his remarks on the "Wholesaler and Retailer," said:

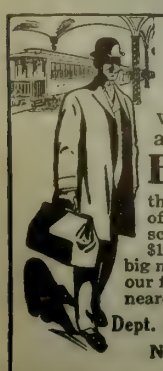
"It has been ever the most earnest and sincere desire of every honest jobber to protect the legitimate retailer against the tremendous onslaught of unfair competition from the department stores and large chain stores to the detriment of the honest and legitimate retailer.

"We, as wholesale grocers, do not mean to be understood that we intend to force the manufacturer to distribute his goods in accordance with our ideas; it is up to him to select the channel through which he wishes to do his business, but we are happy, nevertheless, to see that he, the manufacturer, is beginning to recognize the manner of distribution which is bound to prove honest and equal to every retailer. To the furtherance of this we, the jobbers, ask the most hearty co-operation of all retailers.

"On April 6 and 7 a joint conference of the executive committee of the National Wholesale Grocers and the executive national committee of the Retail Grocers was held at the Waldorf-Astoria. At that meeting was present the entire national executive committee of Retail Grocers. including C. J. Kramer, president, of Arkansas. A number of matters of interest and benefit to the grocery trade were taken up and the pure food law in all its branches was very much encouraged by both the wholesaler and retailer, as every good merchant feels that such a law is essential for the betterment of general conditions. It eliminates a great many of former existing evils which deteriorate the standard of both the wholesale and retail grocer."

ADS. AND PHOTOGRAPHS.

The Grocer desires its subscribers to send in for criticism any advertisements they may have in their home-town newspapers All that is necessary to be done is to use the scissors, tell us who you are and where you live. Photographs of window displays will also be acceptable.



BE A SALESMAN

We will teach you to be an **Expert Salesman** in eight weeks by mail, and assist you to secure a position with a reliable firm. Through our

Free Employment Bureau

the largest of its kind in the world, we have placed hundreds of our Graduates in good paying positions, and always have scores of good openings. Traveling Salesmen earn from $1,000 to $10,000 a year and expenses. If you want to make big money, fill out and mail the attached coupon today for our free book "A Knight of the Grip," Address our nearest office.

Dept. 356 National Salesman's Training Association

New York Chicago San Francisco
Kansas City Minneapolis

Name ..... P. O. ..... State ..... R. F. D. .....

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WRITE TO

10, Garfield Chambers, Belfast, Ireland

for Sample Copy of The

Irish Grocer, Drug, Provision and General Trades' Journal

If you are interested in Irish Trade

The World's Great Granary

—the Western provinces of Canada—is practically a virgin field for many lines of commerce. Shrewd manufacturers and shippers in Eastern Canada, Great Britain and elsewhere can find in Western Canada a very brisk market for their goods.

Let us be your Western representatives! We have unequalled facilities for placing your goods—large track warehouses in Winnipeg, Calgary and Edmonton, the three main centres of Western commerce.

We are now Western distributing agents for a large number of the best known grocery lines. Let us include your goods in our list.

Correspondence Solicited

NICHOLSON & BAIN

Wholesale Commission Merchants and Brokers

WINNIPEG **CALGARY** **EDMONTON**

Storage for all classes of Merchandise. Also Cars distributed at Calgary, Winnipeg and Edmonton.

Thurston & Braidich

128 William Street **NEW YORK CITY**

Direct Importers of

VANILLA BEANS
TONKA BEANS
GUM TRAGACANTH
GUM ARABIC

Winnipeg Representative,

W. H. Escott

Wholesale Grocery Broker

141 Bannatyne Ave., East

R. B. Wiseman & Co.

123 Bannatyne Avenue East ***WINNIPEG, MAN.***

Warehousemen, Forwarding Agents and Wholesale Brokers

We make a specialty of distributing car lots. Goods stored at reasonable prices. Our facilities are unequalled. Warehouse situated in the wholesale district. Consign your cars to us, and we will look after everything. This is our business, having been established for years. If interested, we will gladly furnish you with a list of satisfied customers.

Reference—Bank of Ottawa, Winnipeg

COUNTER CHECK BOOKS

"Get The Best"

The CARTER-CRUME COMPANY, Ltd
TORONTO, - - - - - CANADA



RUBBING IT IN——

YOU have a "past" you'd rather not talk about, Mr. Grocer, concerning lard ?

LET us drag the skeleton from the closet just long enough to show you a better way.

"EASIFIRST" Lard Compound gives you highest quality and price-saving, too. A trial lot will give you the "combination."

Made under Government Inspection.

GUNNS, LIMITED
WEST TORONTO, ONTARIO

WE HAVE A VERY
NICE LOT OF

Choice Sugar Cured Hams

PICKED OUT FOR
THE EASTER TRADE.

These Hams are made from Good Canadian Hogs, no imported stock among them.

They have been selected and Cured under supervision of Dominion Government Inspectors.

They will be higher in price later on, no question about that. Better let us have your order now.

The "STAR BRAND" beats the World.

F. W. Fearman Co.

LIMITED

HAMILTON, CANADA.

Plain Figures that prove the Superior Quality of

TRURO QUALITY BRAND

Reindeer Milk

and

Jersey Cream

	Butter Fat
Reindeer Milk	8.61
Highest of other Brands	8.00
	.61

Reindeer Milk 7½% richer

Jersey Cream	8.05
Highest of other Brands	7.10
	.95

Jersey Cream 13% richer.

Figures taken from Government Bulletin No. 144

The Truro Condensed Milk Co., Ltd., Truro, N.S.

Your Provision Business

can be mightily "gingered up" by handling goods that are "wanted" again. That's the distinguishing characteristic of

Ryan Brand Pork Products

They prove so delicious that your customers want them continually. And, remember, the government food inspector has put the stamp of approval on them.

GET OUR PRICES NOW!

The Wm. Ryan Co.

LIMITED

70-72 Front St. East Toronto

Produce and Provision Situation of the World

The Farmer After Top-Notch Price for Hogs—Egg Receipts Increasing—English Butter Market in Peculiar Condition—Stocks of Cheese Low.

A Canadian daily newspaper in a recent issue contains a letter from "a subscriber," presumably a farmer, who complains that the papers have not been quoting the prices of hogs correctly. He thinks they are favoring the buyers, by not quoting the highest prices that are paid. He claims that as high as $7.35 is paid for live hogs at country points. This, however, has not been paid by Toronto packers but all are complaining that there are not enough hogs in the country to keep the packing houses going, and in order to do this, they are outbidding each other until they have no margin for themselves. "A subscriber" however claims that the one who is paying $7.35 is not paying any more than they are worth. No doubt his idea of the value of an article is what you can get for it, and while the packers are figuring on how to keep their men employed and to meet expenses, the farmer is having a good time.

The receipts of eggs are daily increasing, but any surplus which is not required for immediate use, is easily taken care of by putting them down for next winter's supply.

Reports arriving from England, state that the English butter market is in a peculiar state. Things are decidedly pessimistic and what is most peculiar about the whole situation is the fact that there seems to be no reason for this. In spite of the fact, that stocks are very low, prices have been reduced, and all around, people are showing a wonderful preference for milk blended butter, and margarine is also popular. All sorts of tactics are being adopted by the men pushing the sales of these lines. Overweight and other such like attractions are freely advertised to catch the public. There is nothing extraordinary in the receipts from foreign parts and the home output is yet very small owing to the backwardness of the season. Values have gone down in varying degrees, but Australian, next to Danish, has suffered the most severely, notwithstanding the fact that supplies from both these countries are arriving in greatly lessened quantities. Canadian and Siberian, have also suffered considerably.

Stocks of cheese, in the old country have run very low. It is estimated that the stock in London docks, is not more than 44,000 boxes, and as the new make is a long way ahead yet there is ample time, for the ordinary demand, to swallow the visible supply, before any more makes its appearance. New Zealand has had a fair sale and tends to pacify the market for Canadian a trifle, but it is only a trifle, as holders do not fear any declension in prices with the small arrivals from the Antipodes.

MONTREAL.

PROVISIONS—The supplies of live hogs arriving is fairly large but demand for them is good, as packers and dealers stocks have been reduced to a low point, consequently the undertone to the market is strong. A stronger feeling also developed in the market for dressed stock, and prices have advanced from twenty-five to fifty cents per 100 lbs. with a good demand for abattoir fresh.

Compound Lard—		
Tierces, 375 lbs.		0 09
Parchment lined boxes, 50 lbs		0 09½
Tubs, 50 lbs.		0 09½
Wood pails, 20 lbs. net		0 09½
Tin pails, in cases		0 09
Heavy Canada short cut mess pork, in bbls.	23 00	23 50
Selected heavy Canada short cut clear boneless pork	24 00	24 50
Very heavy clear pork		25 50
Plate beef, 100-lb. bbls		7 75
" 200 "		15 00
" 300 "		22 00
Pure Lard—		
Tierces, 375 lbs.		0 13½
Boxes, 50 lbs., grained		0 13½
Tubs, 50 lbs., "		0 13½
Pails, wood, 20 lbs., parchment lined		0 13½
Tin pails, 20 lbs., gross		0 13½
Cases, tins, 10 lbs. each		0 13½
" " 5 "		0 13½
" " 3 "		0 14
Dressed hogs, fresh killed	10 50	10 75
" " Manitoba	10 00	10 25
Country dressed	9 00	9 50

BUTTER—Fresh roll butter is scarce and in good demand. New creamery stock is arriving in fairly large quantities. Factories in the country are getting into good running shape. Receipts for the season have been 427,982 packages against 417,849 packages for the same period of last year.

Fresh creamery prints		0 25
Fresh creamery, solids, lb		0 24
Fall creamery, solids		0 21
Dairy, tubs, lb	0 14	0 15
Fresh large roll	0 17	0 18

CHEESE—Old cheese is in extremely small compass and prices are firm. New cheese is offering in Brockville district at 12¼ to 12⅝ cents f.o.b. Receipts for the season up to date have been 1,960,720 boxes, against 2,054,854 boxes for the same period of last year.

New ameche se.	0 13½	0 13½
Cheese, old	0 15½	0 16
" large	0 13½	0 14
" twin		0 14
" small		0 14

EGGS—Eggs are arriving freely but storekeepers in some sections of the country report smaller quantities arriving on account of the bad state of the roads. Prices remain as last quoted.

New laids	0 19	0 19½

HONEY—This market is yet dull and featureless.

White clover comb honey	0 13	0 15
Buckwheat, extracted	0 08	0 09
Clover, strained, bulk, 30 lb. tins	0 10	0 11

TORONTO.

PROVISIONS—The hog situation is getting serious. Almost week after week shows an advance. This week they are fully 25c a hundred higher than last and have reached $7.25 and even $7.35 per hundred pounds live weight f.o.b. at country points. The market for cured meats is firm, but in spite of the higher prices for hogs, the meat prices are still the same, with the exception of a slight advance in hams.

Long clear bacon, per lb	0 12½	0 12½
Smoked breakfast bacon, per lb	0 15	0 15½
Roll bacon, per lb	0 11	0 11½
Light hams, per lb	0 14½	0 15
Medium hams, per lb	0 14½	0 15
Large hams, per lb		0 13
Shoulder hams, per lb	0 10½	0 11
Backs, plain, per lb	0 16	0 16½
" pea meal	0 16½	0 17
Heavy mess pork, per bbl	20 00	21 00
Short cut, per bbl	23 50	24 00
Lard, tierces, per lb	0 13	0 13½
" tubs "	0 13	0 13½
" pails "	0 13½	0 13½
" compounds, per lb	0 08½	0 11
Dressed hogs	9 50	9 75
Live hog, f.o.b.	6 75	7 00

BUTTER—Good butter, as is usually the case, is in good demand and will in some cases bring a cent a lb. more, but dealers find great difficulty in disposing of the unavoidable accumulations of poor stuff.

	Per lb.	
[illegible]	0 24	0 26
Creamery solids	0 20	0 21
Farmers' separator butter	0 21	0 22
Dairy prints, choice	0 18	0 19
" " ordinary	0 15	0 16
" tubs, choice	0 16	0 17
Large rolls	0 16	0 17
Baking butter	0 13	0 15

CHEESE—The stock of old cheese on hand is small and the new is coming in slowly. There is nothing of interest to report this week.

Cheese, large, prime	0 14	0 14½
" twins	0 14½	0 14½
" new	0 12½	0 13

MAPLE SYRUP AND HONEY— The season for maple syrup is practically over and contrary to what was reported, the average make is considerably below the mark, and hardly up to its usual standard in quality.

Maple syrup, in bulk, imperial gallon	0 90	1 00
" " in tins, " "	1 05	1 10

POULTRY—A few cases of live chickens arrived, but very little business is done. Prices are high, but most of the farmers will not kill them at this time of the year.

Spring chicken, dressed	0 16	0 20
" " alive	0 13	0 17
Hens, per lb., dressed	0 12	0 14
Turkeys, per lb., dressed	0 25	0 30

EGGS—There is quite a hustle in the egg trade, and although the arrivals are heavy the prices are well maintained. Some whisper that they might drop a little, but the largest dealers do a lot of thinking, and are bound to get a certain quantity to put down for next winter and will pay the price that will secure them.

Fresh eggs	0 19	0 19½

TRADE NOTES.

Watt & Scott, Toronto, are offering for sale just now a stock of French sardines at the low figure of ten cents.

Charles and Emil Chaput, of L. Chaput, Fils & Cie., Montreal, have returned from a short holiday trip spent with their wives in the south.

J. Sutcliff & Sons, of Lindsay and Oshawa, have purchased the business and stock of J. C. Irving, and are running off the old stock, preparatory to filling the store with new goods. It is Mr. Irving's intention to retire from business for a year or two and travel with his wife in Europe.

E. W. Gillett Co., Ltd., Toronto, donated a fine silver cup to the Ontario Kennel Club for the best Canadian-bred Airedale terrier exhibited at the Dog Show held in the Granite rink, Toronto, a short time ago. The cup was on exhibition in Routery & Walker's window, 361 Yonge Street.

Twenty-four Years a Grocer in an Ontario Town

Success Follows Efforts of Geo. La Motte, of Strathroy — A Window-Dresser Who Understands His Business—No Barrels and Boxes on the Floor of His Store — High-Grade Crockery and China Profitable—Strict Attention to Detail.

An experienced grocery traveler, a man calling constantly on stores large and small, told the writer he never entered the store of Geo. La Motte, of Strathroy, without being impressed by its neatness and cleanliness. It is the principal grocery store he stated in a thriving town of 3,500 people. The barrels and boxes that encumber the floor space of so many groceries are not in evidence.

"Where does he put them?" was asked of the traveler.

"I don't know, but they're not there" was the reply.

Mr. La Motte is a grocer who has made a specialty of high grade crockery. He has two fine windows, one of which he reserves for crockery and he makes some fine displays.

Speaking of windows, Mr. La Motte is just as particular about them as about his store. He has the artistic ability to conceive an attractive window and he has the industry to work it out according to his plan. He is one of those men who would sit up nights to have things as he thinks they ought to be.

Mr. La Motte has been twenty-four years in business in Strathroy and is just in the prime of his business activity. He has two stores and employs four clerks. His capacity for detail and his attention to system enables him to do a large business with a comparatively small staff.

The taste and carefulness that characterizes the store extends to the delivery system and there is nothing nattier on the streets of Strathroy than Mr. La Motte's waggon.

The illustration herewith shows the grocery side of the store. Mr. La Motte is behind the counter. It is encouraging to find a grocer who is enthusiastically particular. Such a man lights the pathway of progress in the handling of food stuffs. As a grocer the practice of cleanliness and neatness is to be accounted to him for righteousness.



Interior of the Handsome Store of Geo. La Motte, Strathroy, Ont., Showing Groceries, Confectionery, China and Crockery.

THE BLEACHING OF FLOUR.

In connection with the bleaching of flour, Special Agent Davis in Europe has written the Bureau of Manufactures of the United States as follows:

"I am now in position to state that there is no law in France, Germany, or Great Britain prohibiting or regulating the bleaching of flour by chemical or electrical process. As in the United States, some millers in all the countries named oppose bleaching, or find no need for it, while others employ it.

"Recently the Alsop Company (electrical process) was sued by the Andrews Company (chemical process) before the Lille (France) tribunal. The case went to the court of appeals, which has rendered its decision incidentally affirming that the bleaching of flour was an improvement, and that it was not injurious to public health."

Armand Chaput, of L. Chaput, Fils & Cie., Montreal, was in Quebec this week with a delegation which was looking after liquor interests during the time the amendment of the liquor license law was under discussion in the Legislature.

CUSTOMS HOUSE SALE

The Subscribers are instructed by R. S. White, Esq., Collector of Customs for the Port of Montreal TO SELL BY

PUBLIC AUCTION

at the Examining Warehouse
65 COMMON ST.
Montreal

on Monday, April 26th, 1909
AND FOLLOWING DAYS

THE FOLLOWING GOODS AS PER CATALOGUE, AND CONTAINED IN THE ABOVE PREMISES,

1—Duty paid goods to December 31st, 1908.
2—Collectors' orders to December 31st, 1908.
3—Goods from Store.
4—Express Unclaimed Goods to December 31st, 1908.
5—Freight Unclaimed Goods to December 31st 1908.
6—Goods over five years in Bond.
7—Seizures.

TERMS: CASH

A Deposit of 10 p. c. will be required on the adjudgment of each lot.

SALE AT 10 O'CLOCK A.M.

MARCOTTE FRERES
MONTREAL - - AUCTIONEERS

QUALITY COUNTS

Claus Andersen's Euke Smoked Norwegian Sardines

are absolutely the best, and more—they are cheap.

WRITE

W. H. ESCOTT
(Wholesale Grocery)
BROKER
Winnipeg Canada

BARRELS

For Flour, Butter or packing any kind of merchandise, manufactured and for sale by

H. CARGILL & SON
CARGILL, ONTARIO

SALT

Car lots of Fine, Medium or Coarse, in Barrels, Sacks or Bulk.
TORONTO SALT WORKS
128 Adelaide Street E., Toronto

SPRAGUE
CANNING MACHINERY CO.,
CHICAGO, ILL., U.S.A.



USE OVAL WOODEN BUTTER DISHES.

THOMAS BROS., St. Thomas, Ont.

GILLETT'S PERFUMED LYE

CAUTION.

Put a strong glass on the label and examine it closely every time. Always look for the name **"Gillett's."**

Like all good articles, which are extensively advertised, **Gillett's Lye** is frequently and very closely imitated. In some instances the imitators have actually copied directions and other printed matter from our label word for word. Be wise, and refuse to purchase imitation articles for they are never satisfactory.



Insist On Getting Gillett's Lye

and decline to accept anything that looks to be an imitation or that is represented to be "just as good" or "better," or "the same thing." In our experience of over fifty years in business we have never known of an imitation article that has been a success, for imitators are not reliable people. At the best the "just as good" kinds are only trashy imitations, so decline them with thanks every time.



E.W. GILLETT COMPANY LIMITED

WINNIPEG. TORONTO, ONT. MONTREAL.

Do Not Turn Customers Away

Clark's Corned Beef, Ox Tongue, Pork and Beans and **Potted Meats** are being advertised from Coast to Coast.

The demand for these well-known goods is constantly increasing.

Co-operation with us will pay you best.

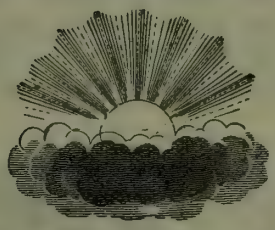
Do not turn customers away because your stocks of these goods are not complete.

Let us have an order from you now.

WM. CLARK

Manufacturer

MONTREAL



"Sun Burst Oil"

(WINTER PRESSED)

Highly Recommended by the Leading Chefs for

Table and Kitchen Use

Guaranteed under the Pure Food Act.

Chausse & Co.

Managers of

Kentucky Refining Co., Incorporated

Write for Prices and Samples

322 East Notre Dame Street

Montreal

Phone M. 3938

The Grocer's Encyclopedia From Week to Week

Sago is Manufactured From the Pith of Barious Kinds of Trees —Produced Extensively in India and Singapore — Laundry Starch Sometimes Made From It—Inferior to Rice for Building up the Body, But is Easily Digested.

SAGO.—This is obtained from India, China, Borneo, Sumatra, Singapore, etc., from the mealy trunk-pith of various kinds of low trees, such as sagus rumphii and S'loene, which are cultivated in the island of Ceram, and at Sarawak, in Borneo. Immense quantities are prepared by the Malays in the Malacca and Phillipine Islands, also in New Guinea.

In India, it is obtained from Phoenix farinifera. The ordinary sago palm grows twenty to thirty feet high, but only flowers once and that when about fifteen years old, after which it soon dies.

The Manufacture of Sago.

When fully matured, and just ready to flower, the tree is felled, the hollow trunk eighteen to twenty-two inches in diameter, is split or sawn, into pieces, and all the soft white and spongy pith found inside is scraped out. This pith is then bruised in a mortar to a coarse powder like sawdust, washed in cold water and strained in a cloth until all the white fecula or starchy matter separates and settles to the bottom of the tank, leaving the water almost clear, but with the woody fibre floating on the top, This water, and the fibry refuse, are then removed and the starchy sediment may either be caked right off for native use as bread, or dried and pounded up into "sago flour," or meal.

Made Into Laundry Starch.

This meal is very cheap, the yield being 300 to 1,200 lbs. a tree, and some of the widely advertised laundry starches are made up wholly from it, as it yields a transparent paste. It has quite superseded potato starch as a glaze.

The sago bread used by the inhabitants of the Malaccas is made by simply throwing caked lumps of sago meal into heated earthenware molds, where it soon bakes in a hard mass, and one pound of it suffices as the daily diet of a native, when engaged in hard bodily work.

But a large quantity of the starchy sediment above referred to, after being dried, assumes a granulated form by the addition of water and pressing it through a colander, and it is thus converted, partly into small pearly grains called pearl sago, and partly into larger and browner grains, known as brown sago. These brown grains are often bleached to improve their appearance.

The Industry in India.

The sago industry is carried on chiefly in India and at Singapore, where some forty million pounds are made yearly by Chinese manufacturers. Purified or washed sago starch is made chiefly in Malacca.

The annual import of sago into England is about 35 million pounds, and London is the chief market. Inferior kinds of sago are derived from the Gomuti palm of the Malay Archipelago, bastard sago or kitool, from the kitool palm of Ceylon, the cabbage palm from Ceylon, and other varieties from South America. Japan sago is a kind obtained from four different species of cycas. Portland sago, sometimes called "Portland arrowroot," is a kind which used to be made in the Island of Portland, England, from the tubers of the wake robin, but this manufacture died out several years ago. German sago—a good deal of so-called sago—used to be made in Germany from potato flour and colored yellowish with oxide of iron, or burnt sugar, but not so much now, since potato flour has gone up in price.

Wild sago is a kind produced in Florida and the West Indies, from the stems of the zamida pumila.

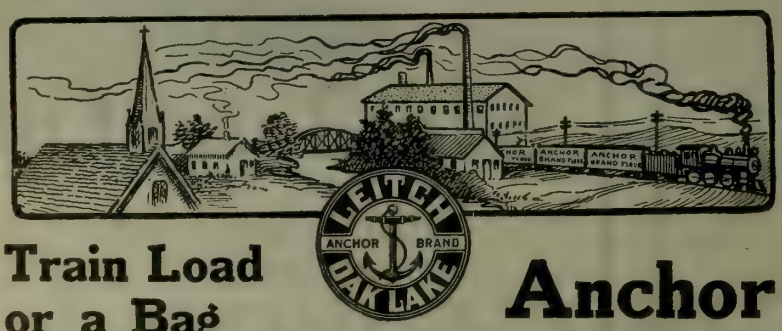
Less Nutritive Than Rice.

Sago is considered inferior to rice in its nutritive qualities, and consists almost exclusively of starch, but is very easily digested and hence of great value to invalids and children. It possesses very little flavor of itself, but is generally used with other suitable adjuncts. It reaches England chiefly via Singapore.

The best quality has a slightly reddish hue, and readily dissolves into a jelly with hot water. Sago is often meanly colored red by certain confectioners, and acidified, to represent fruit jam in cheap tarts for the poorest children in the most crowded neighborhoods of larger towns and cities.

Some Grocers Fined.

Granulated sago often comes into commerce as tapioca sago, which is of reddish color and contains soluble starch; also as granulated sago, which does not yield a paste. On the other hand, many grocers have been fined for serving granulated or seed tapioca, when small white tapioca has been asked for. It should be easy to remember that sago is always brown, and that the small white seed-like pearls are really tapioca.



Train Load or a Bag

Anchor Brand Flour

the quality of ANCHOR BRAND FLOUR does not vary.

Whether your purchase be big or little it will bring that satisfied feeling of having bought well.

9

Manfd. by Leitch Brothers Flour Mills, Oak Lake, Man.

48 Highest Awards In Europe and America

WALTER BAKER & CO.'S CHOCOLATE & COCOA



Registered, U. S. Pat. Off.

Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

Walter Baker & Co., Limited

Established 1780, Dorchester, Mass.

Branch House, 86 St. Peter St.

MONTREAL, CANADA

SUCHARD'S COCOA

This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes. Delicious in flavor; prices just right.

FRANK L. BENEDICT & CO., Montreal Agents.

French Vermicelli and Macaroni

The only factory in Canada producing these goods.

H. CONSTANT

Manufacturer

Sales Agent: L. FONTANEL, 187 Commissioners St., Montreal

Ten Good Reasons why you should push Christie's Biscuits—

1. Because you know Christie's Biscuits are the best.
2. Because the people of Canada know they are the best.
3. Because we are telling the people, through our advertising, just why they are the best.
4. Because the goods will stand behind, and justify, any claims that we can make to you, or you to your customers.
5. Because, for the sake of your reputation, you cannot afford to recommend any but the best goods.
6. Because Christie's give you a larger turn-over, and greater aggregate profit, in your biscuit department.
7. Because Christie's Biscuits sell much easier than any others—and satisfy your customers better.
8. Because Christie's are, and always have been, the standard line in Canada.
9. Because Christie's Biscuits draw the particular trade—and hold it.
10. *Because Christie's Biscuits sell more than biscuits.*

Christie, Brown & Co., Limited

DAILY CAPACITY 30,000 LBS.



Dignard Limited

BISCUIT MANUFACTURERS

MONTREAL

"LUCERNA"

IMPORTED

Swiss Milk Chocolates

will surely please your customers.

To buying agents for certain districts special terms are offered.

Write us for samples, prices, etc.

LUCERNA ANGLO SWISS MILK CHOCOLATE CO.

214 Princess Street, - - Winnipeg

GINGER BREAD

BRAND

MOLASSES

Is the Product of the British West Indies Sugar Cane.

It is sold in tins, pails, barrels and half barrels.

For cooking and table use it is undoubtedly the best.

"THE BEST THERE IS"

Agents

C. E. Paradis.	Quebec.	W. H. Escott,	Winnipeg.
C. DeCarteret,	Kingston.	R. G. Bedlington & Co.,	Calgary
Jas. N. McIntosh,	Ottawa	Tees & Persse,	Edmonton.
Geo. Musson & Co.,	Toronto.	Wilson & McIntosh,	Vancouver
J. W. Bickle & Greening,	Hamilton.	C. Leonard Grant,	P. E. Island
G. H. Gillespie,	London		

Dominion Molasses Co.,

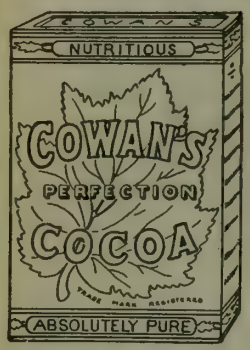
LIMITED

Halifax, - Nova Scotia

Cowan's

Cocoa and Chocolate

—are superior in flavor.
—are absolutely pure.
—are liberally advertised to the public.
—are selling fast.



They have the largest sale in Canada. Indispensable to every first-class grocery store.

The Cowan Co., Ltd.

Toronto, Canada

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

Do yourself a good turn

Think of pushing such good and well established lines as

MOTT'S

"DIAMOND" and "ELITE" brands of

Chocolate

These two brands are known to consumers from the Atlantic to the Pacific and they are profitable sellers.

To test the statement place an order with your jobber.

John P. Mott & Co.

Halifax, N.S.

SELLING AGENTS:

J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver
Arthur M. Loucks, Ottawa — R. G. Bedlington, Calgary



SOFT MINTS—5c. boxes.

ACME PELLETS—5-lb. tins.

M. & R. WAFERS – 5c. bags.

and a complete line of **LOZENGES, ETC.**

Hard and Soft Licorice Specialties

Appropriate for the confectionery, grocery and drug trades.

Price Lists and Illustrated Catalogue on request

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ONTARIO, R. S. McIndoe, 54 Wellington St. E., Toronto
PROVINCE OF QUEBEC and MARITIME PROVINCES
W. H. Dunn, 394 St. Paul St., Montreal
MANITOBA, E. W. Ashley, 123 Bannatyne Ave., Winnipeg
VANCOUVER, J. F. Mowat & Co., 354 Water St.

By Royal  Letters Patent

NELSON'S

POWDERED GELATINE

is a perfectly pure Gelatine in powder form, ready for immediate use, without soaking.

NELSON'S

Gelatine and Liquorice

LOZENGES

Should be in your confectionery department.

G. NELSON, DALE & CO., Ltd.

EMSCOTE MILLS, WARWICK, ENGLAND

The above can be had from any of the following agents:
The Smith Brokerage Co., Ltd., St. John, N.B.
Watt, Scott & Goodacre, P.O. Box 1204, Montreal.
J. L. Watt & Scott, 27 Wellington St. East, Toronto.
W. E. Ashley, Winnipeg.
Geo. A. Stone, 34 Inns of Court Buildings, Vancouver, B.C.

News of the Flour, Feed and Cereal Markets

Another Advance in Flour Prices—Millers Say Top Price has Now Been Reached—Price of Feed Goes up and Also Rolled Wheat—Export Demand for Canadian Flour—Newfoundland a Good Market.

April 20.—The talk of the commercial week in Canada has been the unsettled conditions of the wheat market, the advance in the price of flour and the probable advance in bread. In last week's issue of The Grocer a raise in flour prices was announced and yesterday another advance took place of from ten to twenty cents per barrel. Flour is now from between 30 to 40 cents higher than it was at the beginning of the year.

The excitement seems now to have quieted somewhat, wheat during the past few days having declined over four cents. Whether there will be another advance or a decline in flour in the near future is only a speculation. One miller stated to The Grocer to-day that he considered the top notch was reached. The turn had been passed and he looked for easier prices.

There is little local demand for flour although export is good, several inquiries having been received during the week. Newfoundland is a good market for Ontario flour and with the moving of the boats from Montreal next week there will be a large quantity leave for its shores.

The bleaching of flour is done to some extent in Canada for the purpose of giving it the proper color. Time will work out this change but sometimes it is desired more rapidly and the bleaching process is used. It is not an adulteration and is not against the law in Canada, but nevertheless the people who use flour do not like it.

An advance in rolled wheat was made last week in view of the high price of wheat.

MONTREAL.

FLOUR—The market seems to have settled down temporarily, but has left the big millers far apart, so far as prices are concerned. This action of the market, has been the result of the upward movement of the wheat markets, and the fancy prices that the European buyers are offering.

Winter wheat patents	5 50
Straight rollers	4 70 4 80
Extra	4 00 4 10
Royal Household	6 50
Glenora	6 00
Manitoba spring wheat patents	5 80 6 00
" strong bakers	5 30 5 50
Five Roses	6 10
Harvest Queen	5 60

ROLLED OATS—Buyers are pretty well filled up with rolled oats at the present moment, so buying has been anything but brisk. Prices, however, have remained firm.

Fine oatmeal, bags	2 72½
Standard oatmeal, bags	2 60
Granulated " "	2 60
Golddust cornmeal, 98-lb bags	2 10
White cornmeal	2 00 2 05
Rolled oats bags	2 55
" bbls.	5 35

FEED—Ontario bran has been in better supply, but in spite of this the market has advanced. Manitoba shorts and bran have gone forward a dollar. Feed flour has advanced 5c owing to scarcity, and sympathy with advancing grain markets.

Ontario bran	22 00 23 00
Ontario shorts	25 00
Manitoba shorts	25 00
" bran	23 00
Moullie, milled	25 00 27 00
" straight grained	30 00 32 00
Feed flour	1 85 1 65

TORONTO.

FLOUR—On the Toronto market flour took another advance on Monday of this week. What the next move will be is a conjecture. Some millers think the summit has been reached and that no further advances will occur. Wheat is somewhat easier than it was at any rate. The demand locally is only fair as dealers will not purchase extensively in such an unsettled market. The millers are not buying very much wheat either.

Manitoba Wheat.

1st Patent	5 10
2nd Patent	5 00
Strong bakers	5 60

Winter Wheat.

Straight roller	5 40
Patents	5 60
Blended	5 60

CEREALS—The feature in the cereal market during the week was an advance in rolled wheat, the cause of which is self evident. This occurred towards the latter end of last week. There is now not a great deal of demand for cereals on account of the warm weather.

Rolled wheat in barrels, 100 lbs	2 00
" oats in bags, per bag 90 lbs	2 60
Oatmeal, standard and granulated, in bags 98 lbs.	2 85
Rolled wheat, car load	2 80
" oats "	2 40
Oatmeal, car load	2 65

OATS FROM ARGENTINA.

New York, April 20.—A cargo of oats from Argentina is being unloaded in this port.

It is certainly curious that the importers can bring oats eight thousand miles and pay a duty of fifteen cents a bushel to be sold in this market.

In the calendar year 1906 we exported oats to the value of more than $9,000,000, but the following year our exports dropped below one million and in the last calendar year to little more than half a million. And now we are importing them.

Heretofore small quantities of grains have been imported across the border from Canada, but importation of seaborne grain is a novelty. Oats are selling in this market at 56½ cents a bushel, which is only two or three cents higher than a year ago.

With the displacing of horses by mechanical power it might be thought that consumption of oats would dwindle to meet our decreased production. Can it be that increased use of "breakfast foods" is responsible for this Argentine invasion?



Always at the Top

There is where our biscuits are in quality, crispness and flavor.

They measure up to what you require and strengthen your hold on your customers.

They afford you a good profit and they are ready sellers. No dead stock or loss with the products of

The Mooney Biscuit & Candy Company,
LIMITED

STRATFORD, - CANADA



COX'S INSTANT POWDERED GELATINE

The PURITY of this GELATINE is GUARANTEED by Messrs. COX, who themselves both MANUFACTURE and PACK their brand under scientific supervision.

Canadian Agents
C. E. Colson & Son, Montreal
D. Masson & Co., "
A.P.Tippet & Co., "

J. & G. Cox, Ltd.
Gordie Mills
EDINBURGH.

Sizes may differ—
but Quality is always the same

The quality of PURITY flour is always the same.

So perfect is our system of milling—so exact are our tests for uniformity—that PURITY flour always grades the same from the beginning of each crop year to its end.

PURITY FLOUR

Consists exclusively of the high-grade constituents of the wheat berry—and nothing but the best Manitoba wheat being used, PURITY flour is therefore of the highest quality obtainable.

In addition, our extensive storage capacity enables us to give the flour proper age before shipment.

You can point to a bag or barrel of PURITY and truthfully say to your customer "There is the highest-grade flour in the world."

With PURITY flour your customers can depend upon producing

"More Bread and Better Bread"

and better pastry, too.

And PURITY flour will add to your qualty-reputation and increase your sales—it always does.

Just address our nearest office for sales plans and complete particulars.

Western Canada Flour Mills Co., Limited

Toronto, Montreal,

St. John, N.B. Winnipeg,

Brandon.



The Court of Last Resort

SEEMS simple, this: *"When is flour really sold?"* Off-hand, many manufacturers might say, when invoice is receipted. Our views are that FIVE ROSES is not really *sold* until actually used by the consumer. As long as a brand is on the shelves of the retailer, it is an effective bar to further purchases. A consumer, therefore, is *not* a consumer until the last purchase is *used up*.

¶ If all expectations are fulfilled, the mere fact that her culinary efforts are successful and duly appreciated by the pastry fiends at home is sufficient incentive to the busy housewife to covet fresh triumphs—which means a *larger* consumption of your flour as well as such *other* goods as are required to fill her recipes, such as baking powders, butter, eggs, salt, yeast, cinnamon. In short, everything the cookbook prescribes.

¶ Just here lies the truest test of quality, whether *your* flour is good or mediocre. The court of last resort is the housewife's hungry family, and keen judges they are where their own palates are concerned—it's through the palate that you capture the purse.

¶ If the flour be faultful, besides making the customer discontented with her *dealer* and herself, it makes her flour last longer. The dealer not only loses the "repeat" order, but also the *otherwise* increased consumption of other goods. Don't you agree *now* that "near-good" flour is *an awful profit thief?*

¶ If you want to *hasten* the customer's return and make it *inevitable*. let's talk FIVE ROSES together. If your trade is as good as our flour, why not make a perfect combination?

LAKE OF THE WOODS MILLING COMPANY, Limited

Address the nearest office

Montreal, Toronto, Ottawa, London, St. John, N.B.
Winnipeg and Vancouver

Read Our Next

(9)

About Carnegie and the Eggs

(9)

April 30, 1909

Five Roses Flour

Grocery Trade Changes Throughout Canada

Businesses That Have Recently Been Disposed Of—Registrations, Assignments and Deaths—New Companies Formed.

Ontario.

Carriere Bros., grocers, Ottawa, are selling out.

Wm. McGuffin, grocer, London, has sold to J. Willis.

The assets of W. A. Neelin, grocer, Ottawa. are to be sold.

C. J. Vincent, grocer, Port Arthur, is negotiating to sell his business.

Edgar Budd, general merchant, Barrie, has assigned to Wm. Harvey.

I. Pelletier, general merchant, Chesterfield, Ont., was recently burned out.

Wm. J. Secord, general merchant, Sarnia, has sold to Harry Hossie.

McNab & Co., grocers and dry goods merchants, Beaverton, are retiring from business.

Michael Maloney, general merchant, Monckland, Ont., has assigned to Geo. T. Gogo.

Wm. E. Troup, wholesale produce merchant, Niagara Falls, has assigned to F. J. Gibbs.

S. Teperman & Co., bakers, Toronto, have sold to the National Matzo and Biscuit Co.

W. H. House, general merchant, of Sault Ste. Marie, has assigned to G. W. Wallace.

Wm. J. Allan, grocer and baker, Beaverton, Ont., has been succeeded by Allan & Fulton.

Quebec.

Quintal and Dorias, St. Pie, Que., grocers, have registered.

The assets of J. O. Boudrias, tea merchants, Montreal, have been sold.

Mrs. Jos. E. Benoit, general merchant, Ste. Helene, Que., has registered.

McDonald & McLachlan, general merchants, Dalhousie Station, Que., have registered.

The assets of the Industrial Co-operative Society, of Hochelaga, Que., have been sold.

The estate of P. N. Chaillez, general merchant, Shawinigan Falls, Que., has made an assignment.

Western Canada.

Neil Black, general merchant, Spuzzum, B. C., is dead.

Geo. Mickleborough, grocer, Regina, has sold to Geo. W. Milne.

Reichert & Gafka, general merchants, Kronsgart, Sask., have dissolved.

Shivel & Grote, grocers, Lower Nicola, B. C., have discontinued business.

J. A. Parks, grocer. Winnipeg, has been succeeded by W. H. Smith.

J. W. Caswell, general merchant, Hewarden, Sask., has sold his business.

The Salisbury Brokerage Co., wholesale fruiters, Winnipeg, have sold to Wilton Bros.

D. L. Mitton, general merchant, Venn, Sask., has been succeeded by W. J. Scarfe & Son.

New Companies.

The Lang-Jodouin Trading Co., with offices at Elk Lake, has been formed to carry on the business of general merchants.

The Star Biscuit Company at Salaberry de Valleyfield, Que., has been granted a Dominion charter to manufacture biscuits confectionery, etc.

An Ontario charter has been granted The Maple Grove Cheese and Butter Company, Birnam, Lambton County, to manufacture cheese and butter. The provisional directors of the company are Joseph Hall, Peter Anderson, John Francis Smith, Truman Benjamin Fastman and Gilles Hugh McPherson.

An English company of which Geo. Smith, of Yorkshire, Eng., is managing director, will shortly open a branch of the McIntosh Toffee Company in Brockville. A three-storey building has been secured. Part of the machinery is in position, and the balance of the equipment is expected from England in ten days. The concern will be known as the John Bull Candy Co.

A new company has entered the wholesale grocery field in St. John, Puddington, Wetmore, Morrison, Ltd. The new company consists of D. W. Puddington, president; A. H. Wetmore, secretary-treasurer, and D. A. Morrison, vice-president and manager. Mr. Puddington is known all over the Maritime Provinces, having for ten years covered the Annapolis Valley for W. Frank Hatheway Co. Mr. Morrison, who conducts a wholesale grocery business in Amherst, is no less known, and he will act as manager of the new company, besides looking after the old firm. For the present the two concerns will be run separately. Mr. Wetmore has a good connection in Eastern Canada. He was provincial manager of the Metropolitan Life Insurance Company for New Brunswick, with headquarters in St. John.

ALL ABOARD
GET READY TO SUPPLY THE DEMAND FOR
GREAT WEST
CUT PLUG
SMOKING and CHEWING TOBACCO
SALES INCREASING DAILY

McDOUGALL
Insist upon having them.
D. McDOUGALL & CO., Glasgow, Scotland.
CLAY PIPES

If you desire to increase your business buy your
PIPES, TOBACCO, CIGARS, BISCUITS AND CONFECTIONERY
from
JOS. COTE
Importer and Wholesale Tobacco Dealer
The greatest assortment of smoker's articles in the Dominion.
Office & Store - - 188 St. Paul St.
Warehouse - - 119 St. Andre St.
Branch - - - 179 St. Joseph St.

Tel. Up 2076 Tel. East 5964
YOUNG'S PATENT PIPE
in Seven Shapes
W. J. GRANT
Sole Agent for Canada
506 Lindsay Building, MONTREAL.

BLACK WATCH
The Big Black Plug Chewing Tobacco.
Already a Big Seller
Sold by all the Wholesale Trade


THE RELIABLE ICE CREAM FREEZER



Makes ice cream in 5 minutes with 1-2 the ice, 1-4 the time and 1-8 the labor.

Retails at $1.00 and shows a big profit to the dealer.

Everybody wants one at that price.

Every grocer can sell them.

Write us for full particulars and prices.

HOWARD BROS.

Canadian Agents — Brantford, Canada



CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat
Put up in ¼ gross cases

Bulk in 7-lb. Pails,
½ doz. in crate.

25-lb. Pails and 75-lb. Tubs.

Capacity one ton per hour.
Sold by all wholesale dealers.

The CAPSTAN MFG. CO., - Toronto, Ont.

Tea Lead,

Best Incorrodible

"PRIDE of the ISLAND" Brand

Manufactured by

ISLAND LEAD MILLS LIMITED,

Tel. Address: "Laminated," London. LIMEHOUSE,
A.B.C. Codes used 4th and 5th Editions. LONDON, E, ENG.

Canadian Agents: ALFRED B. LAMBE & SON, TORONTO.
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL.

Are You Keeping Your Tobacco Stock Up-to-Date ?

IF NOT—WHY NOT?

"Tuckett's Special"

the new 10c. plug is th latest

Order from Your Wholesaler

Manufactured from **Imported Leaf Exclusively**

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

Pineapples

are now arriving in good shape and selling well. Let us have your orders.

Have to arrive this week, Rose and Volunteer Brand Oranges, Cabbages, New Potatoes, Tomatoes, Strawberries, etc.

McWILLIAM
Mc. AND E.
EVERIST

25-27 CHURCH ST. - TORONTO

OF SUPREME QUALITY

If
Perfection
is
Possible
in
Picking
and
Packing Lemons
"St. Nicholas"
AND
"Home Guard"
are it

J. J. McCabe
Agent
32 Church Street - Toronto

Canadian Fruit, Vegetable and Fish Markets

Apples Moving Somewhat Slowly—Oranges are Easier in Price —Rain Damages Florida Tomato Crop—Potato Export to United States Again Ceases—Fish Market Quiet.

MONTREAL.

GREEN FRUITS — Almeira grapes and Florida oranges are practically off the market. Valencia oranges are 50c cheaper this week. Cape Cod cranberries are quoted a dollar higher than last quotation. now selling at $4.50. Strawberries are firm at 40 to 50 cents per basket. Other lines are unchanged. Trade is only fair.

California navels, 96, 126, 250, 288 size		2 85
" " 150, 17 , 200, 216 size		3 00
Mexican oranges, 176, 200, 216, 250 size		2 25
Valencia " 420 size		3 50
Cal. blood oranges, 150 to 216 size		4 25
Grape fruit	5 00	5 50
Lemons, choice, 300 size	2 00	2 25
Bananas crated	1 75	2 25
Pineapples, extra fancy, 24 size		4 00
Cranberries, per box		4 50
Spies, XXX		6 50
Ben Davis, XXX		5 75
Strawberries	0 40	0 50
Cocoanuts, bag		4 00

VEGETABLES—Canadians are using French vegetables more extensively every year and just now French artichokes and French cauliflowers have put in an appearance. Spinach in barrels are firmer, also potatoes and onions. Some small changes have taken place in a few other lines, but the majority remains unchanged.

Mushrooms, lb		0 75
Cucumbers dozen		1 50
New carrots, bunch	0 15	0 20
Tomatoes, crate	2 75	3 50
Leeks, dozen		1 50
Parsnips, bag		1 00
Sweet potatoes, basket		2 50
French artichoke, each		0 25
Green peas, basket		7 00
Asparagus, doz	6 00	8 50
French cauliflowers, doz	6 00	7 00
Parsley, box		2 75
Sage, per doz		0 60
Savory, per doz		0 50
Celery, crate	2 00	5 50
Water cress, large bunches, per bunch doz		1 00
Spinach, barrels	3 75	4 00
Green peppers, crate		5 00
Beets, bag		1 00
Carrots, bag		0 90
Lettuce early		0 40
Lettuce, Boston, box		2 20
Radishes, doz		0 50
Horse radish, per lb		0 15
" new, crates		4 50
Montreal potatoes, bag		1 25
New Brunswick potatoes		1 25
Onions large bag, lb	0 02	0 2½
Red onions, barrel		4 00
Turnips, bag	0 60	0 70
String beans, basket		5 00
New beets, crate		3 00

FISH—The fish market is quiet and unchanged. Smoked - lines are going fairly well, considering the season of the year. Fresh lines are moving only slowly.

Fresh and Frozen Fish.

German carp		0 07
Codfish	0 04	0 04½
Qualla salmon		0 08
B.C. salmon, frozen		0 09
Fresh halibut	0 09	0 10
Mackerel, "	0 10	0 12
Dore, "	0 08	0 09
Steak cod	0 06	0 07
Grass pike	0 08	0 09
Whitefish lb.	0 06	0 09
Lake trout	0 09	0 10
American live lobsters	0 18	0 20
Haddock	0 05	0 06
Large sea herring, per 100	1 50	1 60
Striped bass		0 14
Buck shad	0 75	0 10
Smoked—		
Haddies (exp) 15 lb. bxs., per lb	0 07	0 07½
Bloaters, per box, large, Yarmouth		1 10
Smoked herring, per box	0 18	0 18
Prepared—		
Skinless cod, new, 100 lb. cases		5 25
Shredded cod, ½ lb. cartons, 2 doz. cartons in box, per box		1 80
Dry cod, in bundles 112 lb., per pound		0 06
Boneless cod, 1 & 2 lb. bricks, 20 lb. boxes		0 06
Boneless cod, 20-lb. boxes		0 06
Boneless cod, 20-lb. boxes		0 09
Boneless fish, 20 lb. bxs., 2 lb. blocks		0 06
Boneless fish, 25 lb. bxs., loose		0 04½
Pure cod in crates, 1 and 2 lb. bricks		0 05
Salted and Pickled —		
No. 1 Labrador herring, brls		5 00
" " " ½ brls		3 00
Large green cod, 200 lbs. bbl		6 00
Oysters, bulk, per gallon		1 30
Standards, bulk		1 40
" selects		1 50
" quart tins, sealed		0 40
Paper pails, per 100 qt. size		1 50
Standards, 4 gals		6 80
Selects "		7 60

TORONTO.

GREEN FRUITS—Owing to the very high price of apples, which is beyond the reach of the general public, sales are very slow, and those who have them are looking for buyers. With the slow sale, and the waste, even if they are retailed at from 50 to 75 cents a peck, they will not leave any profit. As was expected after the delay caused in picking on account of the continuous rains in the south, oranges are now coming in with a rush and are easier with a decline of about 25c a case.

Pineapples are more plentiful, and as the season is just opening, larger shipments are expected and prices will be lower. Strawberries are still arriving in boxes, with the bottoms so fixed that it won't take so long for the pickers to fill them. It, of course, makes no difference to the consumer, for he only pays for what he gets.

Apples, Spies	6 50	7 50
" Russets	3 50	4 00
" Baldwins	4 00	5 00
" Greenings	4 00	5 50
Oranges, Valentias, 420, ordinary		3 75
" " 42), large		4 50
" " 714		5 00
" California navels	2 75	3 25
" Mexican		2 75
" Messina bitter oranges	2 25	2 50
Lemons, Messina	2 75	3 25
Bananas	1 75	2 25
Grape Fruit, Florida, box	3 75	4 50
Pineapples, Florida, crate	3 25	3 75
Strawberries, Cal	0 55	0 60
" Louisana, pt	0 12½	0 15

VEGETABLES—The vegetable market is very much the same as last week with the exception of tomatoes and cabbages. The heavy and continuous rain has damaged the tomato crop in Florida to the extent of about 35 to 40 per cent., which will cause a sharp advance in the price here. In some districts they are almost entirely destroyed. Cabbage is very scarce, with very little on the market. The sharp demand for potatoes last week, which caused some stir in our market, has again disappeared. Uncle Sam thinks he can do without our potatoes for a while. New potatoes are about $2 a barrel cheaper.

Beets, Canadian, old, per bag	0 45	0 50
" Florida, new, per dozen		1 00
Parsnips, per bag	0 75	0 80
Poratoes, Ontario, per bag	0 90	1 00
" sweet, hamper	2 00	2 25
" Bermuda, per bushel		2 75
" " per barrel		8 00
Lettuce, Boston head doz		1 25
Onions, Canadian, dried, bag	1 35	1 50
" Spanish, crate	5 00	5 50
" " small crate		1 75
" Bermuda, per case		3 00
" Egyptian, per sack of 112 lbs		4 00

Tomatoes, California, small basket	0 75	1 00
" Floridas	3 00	3 25
" small		0 75
Carrots, per bag	0 45	0 50
" new, per bunch		1 20
Cabbage, Florida, new	3 50	3 75
" Canadian, old, per barrel		2 25
Cauliflower, per case		4 00
California celery, per case	6 00	6 50
Florida celery, per half case	3 00	3 25
Turnips	0 35	0 40
Radishes, per dozen	0 40	0 45
Spinach, per bushel		1 50
Spinach, per barrel		3 50
Egg plant, per doz		3 00
Green peppers, per doz		1 00
Cucumbers, per dozen	2 00	2 25
Asparagus per bunch	0 25	0 75
Green onions		0 25
Rhubarb		1 20
Beans, green per hamper		4 00
" wax " "		5 00

FISH—While the fish business is not very active it is all the dealers expect, just at this time. There is still frozen stock on hand which helps to meet the requirements, when fresh caught stock is not sufficient. Seeing several large boxes of small fish in one jobber's store, The Grocer exposed his ignorance by asking what kind they were, "They are perch," was the reply. "Well, where do they come from?" "From down east," he said. "Down east is a large country," persisted The Grocer. "They are not caught in the country at all, they are caught in the water," and the questions ceased.

Herring, medium, per lb., fresh caught	0 05	0 07
" sea, per 1.0	1 00	1 25
" lake, per keg	4 00	4 25
Whitefish, frozen	0 09	0 10
Trout, "	0 09	0 10
Whitefish fres caught	0 14	0 15
Trout, "	0 13	0 14
Cod, fresh caught		0 08
Halibut	0 09	
Halibut, fresh caught	0 10	0 12
Haddock, frozen, per lb		0 07
" fresh caught		0 07½
Sea salmon, Silverside		0 09
" Steelhead		0 13
Pike	0 07½	0 08
Pickerel, yellow	0 08½	0 09
Herring, Digby, smoked, bundle 5 boxes		0 85
Oysters, Long Island		1 50
" " medium selects		1 75
" " extra		1 85
" shell, per 100		1 50
Finnan Haddie, smoked, 15-lb. package		0 08
Boneless cod, quail on toast		0 05½
" " Imperial		0 05
" " steak		0 07
Shredded cod, doz		0 90
Arcadia, 24 packages, 1 lb. box		3 12
" 12 packages, 2 lb. box		2 40
Acadia cod, crate		2 40
" tablets, box		1 60
Bloaters	1 15	1 25
Qualla	0 08	0 09
Gold eyes	0 5	0 05½

TO KEEP POTATOES.

Consul-General Richard Guenther, of Frankfort, reports that a German publication, the "Practical Adviser in Fruit Raising and Gardening," states that a new method for keeping potatoes and preventing sprouting consists in placing them on a layer of coke. Doctor Schiller, of Brunswick, who has published the method, is of the opinion that the improved ventilation by means of coke is not alone responsible for the result, but believes that it is due to the oxidation of the coke, which, however, is a very slow one. Coke always contains sulphur, and it is very possible that the minute quantities of oxides of carbon and sulphur, which result from the oxidation, mixing with the air and penetrating among the potatoes are sufficient to greatly retard sprouting. Potatoes so treated are said to keep in good condition until the following July.

Alfred A. Rapson, Woodstock, has purchased the grocery business of Jas. Forbes & Co.

17th ANNIVERSARY WEEK

17 YEARS OF PROGRESS

Special business will be transacted at special prices.

TOMATOES, PINEAPPLES, ORANGES

Prices very reasonable in all lines.

WHITE & CO., Limited

TORONTO and HAMILTON



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That "A little child shall lead them." I'm young in years, but know that one good turn deserves another. You trust me with your order and I give you only fine selected Lemons, uniform size, packed in standard sized boxes. This week's arrivals speak for themselves. Order my Lemons from the wholesale. They'll help build up your fruit trade.

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FANCY FLORIDA TOMATOES

FRESH CAR

FANCY FLORIDA CELERY

Both these cars **Fine Quality,** and prices lower.

Send us your orders

HUGH WALKER & SON

GUELPH ONTARIO

Cannibalistic Qualities of the Lobster Fish

They Prey on Each Other and Produce Death by Piercing the Shell—Fed Upon by Other Fish in Their Younger Days—Do Not Always Travel Forwards—The Licensing of Lobster Canneries and Fishermen Discussed.

In the investigation into the lobster fishing industry carried on by the Select Standing Committee on Marine and Fisheries at Ottawa some interesting additional information on this peculiar deep-water creature was brought to light. The government of Canada is going thoroughly into the existing conditions with a view of promoting the industry to as great an extent as possible. H. E. Baker, who for 26 years was engaged in the fish canning business in Cape Breton, was the witness at the last session of the Committee, of which a report has been published.

One of the statements, startling from a commercial point of view, made by Mr. Baker was that the young lobsters are cannibalistic in their habits and they even destroy one another. This combined with the fact that when they are first hatched they immediately become swimmers and dart forward through the water head first and continue in that way until about four moulting—that is until after they shed four coverings. This becomes really the critical parts of the lives of the lobsters because at this stage they are liable during the period of moult to all kinds of germs in the water as well as parasites and the food problem becomes a difficult one with them.

Devour One Another.

There is a sensitive little sac or shell on the back of the lobster and one young lobster will jump on the back of another and pierce the sac resulting in instant death. Mr. Baker had seen one young lobster eat another and made the statement that the mortality was recognized to be so heavy that not more than two per cent. survive during this critical portion of existence.

After the lobster becomes shaped—that will happen in about two or three months—it becomes a scavenger on the bottom of the sea and then it begins to crawl backwards. Among the fish that prey on the lobster are the cod, sculpins and eels. Crabs have been seen in the pound but they could not interfere with the young lobsters on account of the latter's tendency to dart through the water while the crabs are bottom scavengers.

The License Limit.

The question of determining the restriction to the number of canning licenses was an important issue discussed. Mr. Baker was in favor of a limit as he thought that if everybody were allowed to can lobsters it would only be a question of a very short time before the market would be glutted by inferior lobsters that would give the whole industry a black eye, as it were, on account of the poor qualities.

There were now as many canners around the Nova Scotian coast as are necessary. For instance no cannery is overburdened with lobsters, and every cannery has a certain fixed expenditure. Take for instance, that cannery has a fixed expenditure of $1,000, say. That cannery under existing conditions packs a thousand cases; therefore the fixed expenditure per case is $1. Let somebody else come in and locate right alongside that cannery, taking 50 per cent. of that catch, that cannery still has a fixed expenditure of $1,000, but it is only able to pack 500 cases so that instead of being under a fixed expenditure of $1 per case, the fixed charges amount to $2 per case, just doubling what it was formerly.

Mr. Baker thought there was no danger of any monopoly coming about by reason of the restrictions, because he did not know of any district in Nova Scotia in which competition was not carried on to such an extent as to prevent it. He did not believe the lobster industry in Nova Scotia last year benefited the lobster packers 3 per cent. He thought this was a question which should be looked into. There has been a feeling along the coast among fishermen that the lobster packers are growing rich out of the lobster business. He ventured to say that last year the business did not return the packers 3 per cent. He knew of some instances where a great many thousands of dollars loss was incurred; the prices became exceedingly high in consequence of reckless competition and the result of that was that no packer knew how many lobsters he was going to get because of that competition, and there was demoralization of the whole industry. Uniformity in size would be another benefit if there were limits to the number of canners.

Last year the live lobster business was not remunerative, said Mr. Baker. It was very precarious always and last year owing to the adoption of a 9-inch limit in the State of Massachusetts, which he considered was a bid for cheap lobsters in Nova Scotia, the American market was glutted all the time by the 9-inch lobsters coming into the United States so that, in May the price of lobsters dropped to $7 and $8 per crate; the dealers took advantage of the situation.

The Law Broken.

The present limit to the size of the lobster is eight inches but it was estimated there are 40 per cent. caugfit which are undersized and therefore against the provisions of the law. It is difficult to enforce the law against the fishermen and it may be found necessary to enforce it against the canners as was suggested by Hon. Mr. Brodeur.

Mr. Baker considered that every packer and fisherman should be licensed. If the packer violates the lobster law he should lose his license. If the fisherman violates the lobster law he shoulf lose his license. The officers of the government as they go around now should have a book of numbered forms or licenses. Each fisherman should take one of these which will enable him to catch lobsters just so long as he observes the regulations. Every one would be an inspecting officer when he received a license to catch lobsters. There would be perhaps 20 men going off a beach in the morning to catch lobsters. Each one of these men has a license but perhaps out of that number there are one or two or three men not wanting to observe the law. Some one of his fellows reports him and he loses his license. This was Mr. Baker's suggestion.

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We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

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Would you like our Weekly Circular

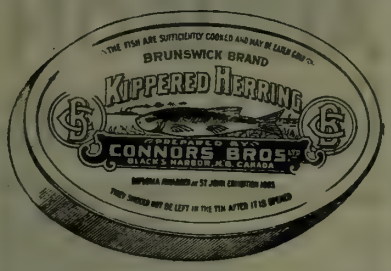
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THE PRODUCTS OF THE SEA

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make delicious and delicate eating. Any grocer will find that our haddock and kippered herring are articles that it will pay him to handle. We believe that our factory is the most modern and improved of any in the Maritime Provinces. We have the latest machinery and employ only skilled help. The deep waters of the Bay of Fundy are where our Haddock and Kippered Herring are caught.

Are you handling these goods? If not, Mr. Grocer, you are neglecting an important source of profit.

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brand is the unchallenged leader of them all. Purest Olive Oil only permitted by the Government—finest selected, smallest and sweetest fish and packed hygienically.

They are yours to consider for profit.

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WALKER BIN FIXTURES will

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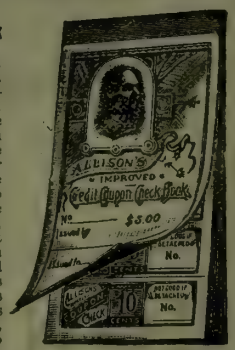
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If you give a man credit, and get "stung" don't curse your "hard luck"—be consistent, and blame YOURSELF. Because if you haven't a way of controlling your credit customers, it's YOUR OWN FAULT, and it's mighty easy to supply yourself with

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Customers are attracted to a store nicely shaded in the hot weather.

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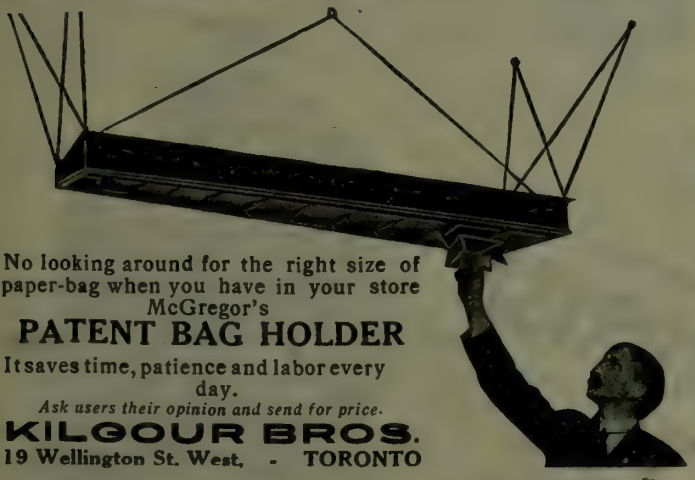
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100 POUNDS OF COFFEE
For Three Cents

Ground fine at a pound a minute. Any busy grocer can appreciate the time—which is money—saved every time a customer wants fresh ground coffee.

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IT IS DIFFICULT

to make one Broom which will be satisfactory for all purposes, but with the three standard lines

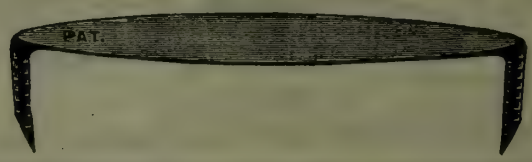
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Jubilee
AND **Sterling**

you can satisfy all demands. These lines have been on the market for twelve years and have never failed to give satisfaction.

Manufactured by

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"CEMENT COATED PAIL CLASPS"



The only Pail Fastener that holds the cover securely.

Ask your shipper for his opinion. Sample order will demonstrate their superiority.

Made in 2 sizes, 2¼ and 2¾ long.

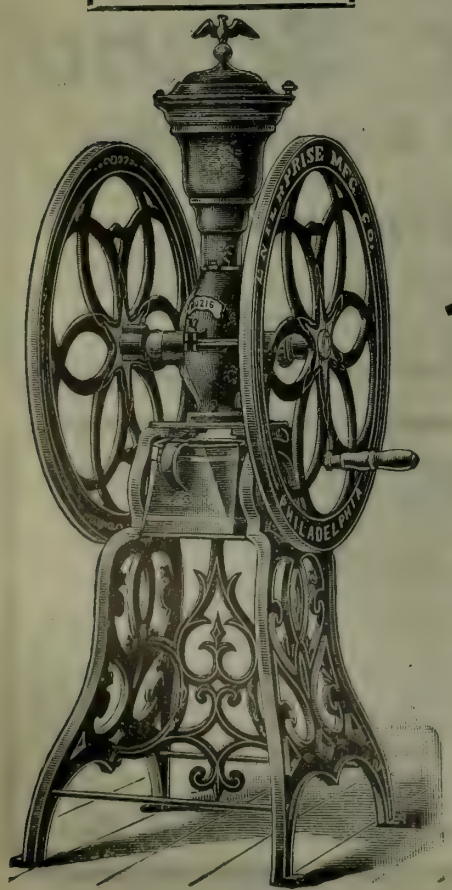
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Grinding and Pulverizing Mills

If you are interested in a hand Mill, you will find exactly what you want. Between the large and small Mill shown here are many sizes, styles and prices—all of "Enterprise" excellence.

No. 216, at the left, holds 6½ pounds of coffee and grinds a pound with 50 turns. It stands 5 feet 8 inches high and weighs 320 pounds. Can be equipped for power.

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½-lb. tins, 3 " " 1 25
¼-lb. tins, 4 " " 0 75

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Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
½-doz.	5lb.	19 75



MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 85
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 80
2 "	6 oz.	Per case $4 55
1 "	12 "	
1 "	16 "	



ROYAL BAKING POWDER

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ¼ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 85

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ¼ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

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Crown Brand—
1 lb. tins, 2 doz. in case $1 20
½ lb. " 2 " " 0 80
¼ lb. " 4 " " 0 45

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Baking Powder—
1-lb. tins, 3-doz. in case, per doz 2 00
½-lb. " " " 1
¼-lb. " " " 0 8

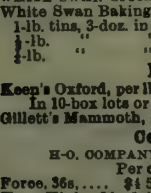
Blue.

Keen's Oxford, per lb $0 17
In 10-box lots or case 0 16
Gillett's Mammoth, ½ gross box 2 00

Cereals

H-O. COMPANY, ROCHESTER, N.Y.

Per case.		Per case.
Force, 36s	$4 50	Gusto, 36s $2 85
Korn-Kinks, 36s	1.45	H-O. oatmeal, 24, $ 1.10
Presto, 36s	3.40	Buckwheat, 36s.. 3.50
Pancake, 36s	3.50	Corn Starch, 36s 2.50
Tapioca, 36s	2.85	Farina, 24s 1.70
Hominy, 36s	2.50	

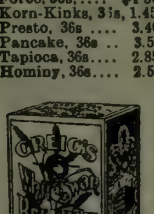


WHITE SWAN SPICES AND CEREALS LTD.

White Swan Breakfast Food, 2-doz. in case, per case, $3.00
The King's Food, 2-doz. in case, per case, $4.80
White Swan Barley Crisps, per doz., $1.
White Swan Self-rising Buckwheat Flour, per doz., $1.00.
White Swan Self-rising Pancake Flour, per doz., $1.00.
White Swan Wheat Kernels, per doz., $1.40.
White Swan Flaked Rice, per doz., $1.
White Swan Flaked Peas, per doz., $1.

Chocolates and Cocoas.

THE COWAN CO., LIMITED.



Cocoa—
Perfection, 1-lb. tins, per doz. .. $4 50
Perfection, ½-lb. per doz. .. 2 40
Perfection, ¼-lb., per doz .. 1 30
Perfection, 10c size 0 90
" 5-lb. tins per lb. .. 0 37
Solu le, bulk, No. 1, per lb .. 0 20
Soluble, bulk, No. 2, per lb .. 0 18
London Pearl, per lb .. 0 22
Special quotations for Cocoa in bbls., kegs etc.

Unsweetened Chocolate— Per lb.
Plain Rock, ½'s & ¼'s, cakes, 12-lb. bxs 0 36
Perfection Chocolate, 20c size, 2 dozen boxes, per dozen .. 1 80
Perfection Chocolate, 10c size, 2 and 4 dozen boxes, per dozen .. 0 90

Sweet Chocolate—
Queen's Dessert, ½'s and ¼'s, 12-lb. bxs., per lb .. $0
Queen's Dessert, 6's, 12-lb. boxes .. 0 40
Vanilla, ½-lb., 12-lb. boxes, per lb .. 0 35
Parisian, 8's .. 0 30
Royal Navy, ½'s, ¼'s, boxes, per lb .. 0 30
Diamond, 7's, 12-lb. boxes, per lb .. 0 24
" ½'s " " " .. 0 25
" 8's " " " .. 0 28

Icings for cake—
Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., 2-doz. in box, per dozen $ 90

Confections— Per lb.
Milk chocolate wafers, 5-lb. boxes . 0 36
Maple buds, 5-lb. boxes .. 0 36
Chocolate wafers, No. 1, 5-lb. boxes 0 30
Chocolate wafers, No. 2, " " 0 25
Nonpareil wafers, No. 1, " " 0 30
Nonpareil wafers, No. 2, " " 0 25
Chocolate ginger, 5-lb. boxes .. 0 30
Milk chocolate, 5c bundles, per box .. 1 35
Milk chocolate, 5c cakes, per box .. 1 35

Chocolate—
Maple buds, 5-lb. boxes, lb .. 0 36
Vanilla wafers, " " .. 0 35
" " nonpariels, 5-lb. box 0 35
" " 2's, 5-lb. boxes, lb .. 0 28
" " 2's, nonpareils " .. 0 28
Ginger, 5-lb. boxes, lb .. 0 30
Milk sticks, box .. 1 35
Milk cakes, 5c. size, box .. 1 35

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

10c. tins, 4 doz. to case ..... per doz., $ .90
½ " " 4 " " " .. " 2.40
¼ " " 2 " " " .. " 4.75
1 " " 1 " " " .. " 9.00

EPPS'S.

Agents, C. E. Colson & Son, Montreal.
In ½, ¼ and 1-lb. tins, 14-lb. boxes, per lb .. 0 35
Smaller quantities .. 0 37

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.
Arthur M. Loucks, Ottawa.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
R. J. Bedlington & Co., Calgary, Alta.
Standard Brokerage Co., Vancouver, B.C.

Elite, 10c size (for cooking), doz .. 0 90
Prepared cocoa, ½'s 0 28
Prepared ½'s .. 0 28



Mott's breakfast cocoa, 10c. size 90 per dz.
" breakfast cocoa, ½'s .. 0 38
" " " ¼'s .. 0 38
" No. 1 chocolate, ½'s .. 0 32
" Navy " ½'s .. 0 29
" Vanilla sticks, per gross .. 1 00
" Diamond chocolate, ½'s .. 0 24
" Plain choice chocolate liquors 0 32
" Sweet Chocolate Coatings .. 0 20

WALTER BAKER & CO., LIMITED. Per lb.

Premium No. 1 chocolate, ½ and ¼-lb. cakes .. $0 38
Breakfast cocoa, 1-5, ½, ¼, 1 & 5-lb. tins 0 41
German Sweet chocolate, ½ and ¼-lb. cakes, 5 lb. boxes .. 0 28
Caracas Sweet chocolate, ½ and ¼-lb. cakes, 5-lb. boxes .. 0 35
Auto Sweet chocolate, 1-6-lb. cakes, 3 and 6 lb. boxes .. 0 35
Vanilla Sweet chocolate, 1-6-lb. cakes 5-lb. tins .. 0 47
Soluble cocoa (hot or cold soda 1-lb. tins .. 0 38
Cracked cocoa, ½-lb. pkgs., 6-lbs. bags 0 34
Caracas tablets, 100 bundles, tied 5s, per box .. 3 00
The above quotations are f.o.b. Montreal

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—5c., 10c., 20 and 40c. packages packed in 15 lb. and 30 lb. cases. Per lb.
1 lb. packages .. 0 26
lb " .. 0 27
lb. " .. 0 28
1 and ½ b. packages assorted .. 0 26½
½ and ¼ b. " .. 0 27½
1 lb. packages assorted in 5 lb. boxes 0 28
½ lb. " .. 0 29
¼ lb. " in 5, 10, 15 lb. cases 0 30

Bulk—

In 15 lb. boxes.	15 lb. pails and Pails.	10, 25 and 50 lb. Tins.	Bbls.
White Moss, one strip	0 16	0 21	0 17
Best Shredded	0 18	....	0 16
Special Shred	0 17	....	0 15
Ribbon	0 19	....	0 17
Macaroon	0 17	....	0 15
Desiccated	0 16	....	0
White Moss in 5 and 10 lb. square tins, 21c.			

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Cocoanut—
Featherstrip, pails .. 0 16
Shredded .. 0 15
In packages 2-oz., 4 oz., 8-oz., lb. .. 0 28

Condensed Milk.

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
"Eagle" brand (4 doz)	$6 00	$1 50
"Gold Seal" brand (4 doz)	5 00	1 25
"Challenge" brand (4 doz)	4 00	1 00
Evaporated Cream—		
"Peerless" brand evap. cream	4 70	1 20
" hotel size	4 80	2 45





TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.) .. $4 80
Reindeer" brand per case (4 doz.) .. 5 60





Coffees.

EBY, BLAIN CO. LIMITED.

Standard Coffees.

Roasted whole or ground. Packed in damp-proof bags and tins.

Club House	$0 32
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" " ground	0 17½
Golden Rio	0 14

Package Coffees

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, ½ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

THOS. J. LIPTON retail wholesale

Lipton's "Special" blend coffee, 1 lb. tins, ground or whole	0 40	0 30

JAMES TURNER & CO. Per lb

Mocca	$ 0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

PATTERSON'S "CAMP" COFFEE ESSENCE

Agents, Rose & Laflamme, Montreal an Toronto.

5 oz. bottles, 4 doz, per doz				1 75
10 "	"	4 "	"	3 00
Rep. quarts,	1 "	"		6 50
Imp.	"	1 "	"	9 00

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Blend.



1-lb. decorated tins, 32c. lb
Mo-Ja, ½-lb. tins 30c. lb.
Mo-Ja, 1-lb. tins 28c. lb.
Mo-Ja, 2-lb. tins 28c. lb.

Cafe des Epicures—1-lb. fancy glass jars, per doz., $3.60.
Cafe l'Aromatique—1-lb. amber glass jars, per doz., $4.
Presentation, with 3 tumblers), $10 per doz



THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins .. $0 33
"Gilt Edge" in 2 lb. tins .. 0 32
Canadian Souvenir 1 lb. fancy litho-graphed canisters 0 30

Cheese.—I

Large size jars, per doz .. $8 25
Medium size jars, " .. 4 50
Small size jars, " .. 2 40

Individual size jars, per doz .. 1 00
Imperial holder—
Large size, doz. 18 00
Med. size " 17 00
Small size " 12 00
Roquefort—
Large size, doz. 2 40
Small size, " 1 40



Confections

THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box 1 80
Milk Chocolate Sticks, 36 in box, " 1 35
" " 10c cakes, 36 in box " 2 56
Chocolate Wafers No. 1, 5-lb. boxes, lb. 0 33
" " No. 2, " " 0 25
Maple Buds, 5-lb. boxes, lb .. 0 36
Nut Milk Chocolate, ½-lb. cakes, 12-lb. box, lb .. 0 40
These prices are F.o b. Toronto.

MACLAREN'S IMPERIAL CHEESE CO. LTD

Imperial Peanut Butter "Bobs," the Perfect Confectionery.

Large size, cases, 25 cartons .. $3.50 each
Small " " 50 " .. 3.60 "
Assorted, cases, 26 small, 12 large 3.55 "
Net 30 days.

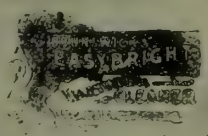
Common Books—Allison's.

For sale in Canada by The Eby Blain Co. Ltd. Toronto. C. O. Beauchemis & Fils. Montreal
$2, $3, $5, $10, $15 and $20.
All same price one size or assorted.

UN-NUMBERED

Under 100 books .. each 04
100 books and over .. each 03½
500 books to 1000 books 03
For numbering cover and each coupon, extra per book ½ cent.

Cleaner.



	Per doz.
4-oz. cans	$ 0 90
8-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agents
The Davidson & Hay, Limited, Toronto

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.

"Vita" Pasteurized Extract of Beef. Per case.

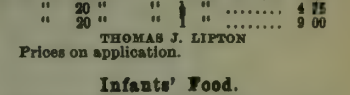
Bottles	1-oz., case of 2 doz			$3 20
"	2 "	"	1 "	3 00
"	4 "	"	1 "	4 50
"	20 "	"	½ "	4 75
"	20 "	"	1 "	9 00

THOMAS J. LIPTON
Prices on application.

Infants' Food.

Robinson's patent barley ½-lb. tins .. $1 25
" " " 1-lb. tins .. 2 25
" " groats ½-lb tins .. 1 25
" " 1 lb tins .. 2 25

"Mephisto" and "Purity" Canned Lobsters.



Flavoring Extracts.

SHERIFF'S

1 oz. (all flavors), doz.			1 00
2 "	"	"	1 75
2½ "	"	"	2 00
4 "	"	"	3 00
5 "	"	"	3 75
8 "	"	"	5 50
16 "	"	"	10 00
32 "	"	"	18 00

Discounts on application.



Jams and Jellies.

BATGER'S WHOLE FRUIT STRAWBERRY JAM

Agents, Rose & Laflamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz 2 20

THOMAS J. LIPTON
Prices on application.

T. LIPTON & CO.

Compound Fruit Jams—
12-oz. glass jars, 2 doz. in case, per doz. $1 00
2-lb. tins, 2 doz. in case .. per lb. 07½
5 and 7-lb. tin pails, 3 and 9 pails in crate .. per lb. 0 07
7 wood pails, 3 pails in crate, per lb " 0 07
30-lb. wood pails .. " 0 06½
Compound Fruit Jellies—
12-oz. glass jars, 2 doz. in case, per doz. 1 00
2-lb. tins, 2 doz. in case .. per lb. 07½
2-lb. tins, 2 doz. in case per lb .. 0 07½
7 wood pails, 3 pails in crate, per lb .. 0 07



THE SECOND FATAL ACCIDENT IN MARCH

was reported in the Scranton, Pa. daily papers for March 28th. After being frightfully burned by the explosion of liquid stove polish the poor woman lingered for a few hours in most horrible agony.

Don't take any chances of burning your customers with the dreadful stuff. Push ***RISING SUN*** and ***SUN PASTE*** which are absolutely safe in the hands of any housekeeper.

MORSE BROS., Props. - Canton, Mass., U.S.A.

Get After the Business

of selling spring requisites to householders by pushing

Black Knight Stove Polish

which removes the dread, danger and drudgery of polishing stoves. It is quick, lasting and brilliant. Your customers know about it. It's thoroughly advertised.



The F. F. DALLEY CO., Limited

HAMILTON, CANADA - BUFFALO, N.Y., U.S.A.

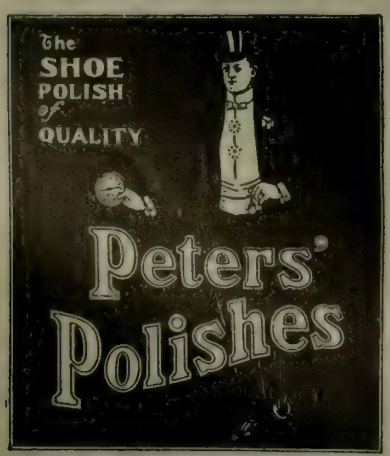
YOU CAN ALWAYS DEPEND

on the old original

JAMES DOME BLACK LEAD

to give entire satisfaction. The safest and best form of Stove Polish that can be used. Sold by all jobbers

W. G. A. LAMBE & CO., Canadian Agents



PETERS POLISH

A line of shoe polish that has created great enthusiasm among those selling and using it.

Write and get the sale of it for your district. It is a money maker.

M. Peters,
617 Queen St., West
Toronto



Talking to the Point

CLASSIFIED WANT ADS get right down to the point at issue. If you want something, say so in a few well-chosen words. Readers like that sort of straight-from-the-shoulder-talk, and that is the reason why condensed ads are so productive of the best kind of results.

CLASSIFIED WANT ADS are always noticed. They are read by wide-awake, intelligent grocers, who are on the look-out for favorable opportunities to fill their requirements.

TRY A CONDENSED AD IN THE CANADIAN GROCER.



GOODWILLIE'S PURE FRUITS IN GLASS

When Other Things Don't Suit

It is at about this season that the housewife does not know just what to get for the table. It is too late for winter dishes, and not yet time for tempting summer delicacies.

Suggest two or three jars of **Goodwillie's Pure Fruits in glass.** These will fill the bill admirably, for the palate never tires of their delicious natural flavor and purity.

An assorted order will supply you completely.

Rose & Laflamme, Limited **Montreal and Toronto**

20-lb. woo pail..... 0 06½
Pure assorted jam, 1-lb. glass jars, 2 doz in case..... 1 75

Jelly Powders

IMPERIAL DESSERT JELLY



Assorted flavors—gross 10.75.
MacLaren Imperial Cheese Co., Limited



Assorted Case,	Contains 4 doz..$3.60
Assorted Case,	Contains 2 doz..$1.80
Lemon (Straight)	Contains 2 doz..$1.80
Orange (Straight)	Contains 2 doz..$1.80
Raspberry (Straight)	Contains 2 doz..$1.80
Strawberry (Straight)	Contains 2 doz..$1.80
Chocolate (Straight)	Contains 2 doz..$1.80
Cherry (Straight)	Contains 2 doz..$1.80
Peach (Straight)	Contains 2 doz..$1.80

Weight 7 lbs. to case. Freight rate, 3d class.

Soap

The GENUINE. Packed 100 Bars to case.



Prices—Ontario and Quebec:

Less than 5 cases	$ 3 5
Five cases, or over	3 1



THE ROBERT GREIG COMPANY.

White Swan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.



List price 'Shirriff's" (all flavors), per doz. 0 90
Discounts on application.

Lard.

N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces.....$0 10½	
½-bbls.	0 10½
Tubs, 60 lbs.	0 10½
20-lb. Pails.	2 20
20-lb. tins..	2 10
Cases 3-lb.,	0 11½
" 5-lb..	0 10½
" 10-lb..	0 10½



F.O.B. Montreal.

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes wood or paper....per lb.	0 40
Fancy boxes (35 or 50 sticks)....per box	1 25
"Ringed" 5-lb. boxes.....per lb.	0 30
"Acme" pellets, 5-lb. cans....per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans.....per can	2 00
Licorice lozenges, 5-lb. glass jars....	1 75
" " 20 5-lb. cans.....	1 50
"Purity" licorice 10 sticks.....	1 40
" 100 sticks.....	0 75
Dulce large cent sticks, 100 in box....	....

Lye (Concentrated)

GILLETT'S PERFUMED. Per case

1 case of 4 dozen.....	$3 60
3 cases of 4 dozen.....	3 50
5 cases or more	3 40

Marmalade.
J. W. WINDSOR, MONTREAL



Scotch Marmalade, 1 and 2 lb. glass jars 1, 4, 5 and 7 lb. tins.
Orange Jelly Marmalade, 1 and 2 lb. glass 5 and 7 tins

Preserved Ginger Marmalade,	1 lb. glass jars.			
Pineapple	"	1	"	"
Green Fig	"	1	"	"
Green Fig and Ginger	"	1	"	"
Lemon	"	1	"	"
Grape Fruit	"	1	"	"

Prices on special quotations.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case....per doz	$1 00
16-oz. glass jars, 2 doz in case	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Pint Sealers (24 oz.), 1 doz in case, per dozen.....	2 00

SHIRRIFF BRAND



"Imperial Scotch"—	
1-lb. glass, doz...	1 55
2-lb. " " ..	2 80
4-lb. tins, " ..	4 65
7-lb. " " ..	7 35
"Shredded"—	
1-lb. glass, doz.....	1 90
2-lb. "	3 10
7-lb. tins, "	8 25

THOMAS J. LIPTON
Prices on application

Mince Meat

Wethey's condensed, per gross net	$18 00
" per case of 2 doz. net	3 00



ST. CHARLES CONDENSING CO

PRICES:

St. Charles Cream family size, per case	$4.70
Ditto, hotel,	4.90
Silver Cow Milk	5.00
Purity Milk....	4.70
Good Luck....	4.60

Mustard

COLMAN'S OR KEEN'S

D.S.F., ¼-lb. tins.....	per doz.	$ 1	40
" ½-lb tins.....	"	2	50
" 1-lb. tins.....	"	5	00
Durham 4-lb. jar.....	per jar	0	75
" 1-lb. jar.....	"	0	25
F.D. ¼-lb. tins.....	per doz.	0	85
" ½-lb. tins.....	"	1	45

Olive Oil

LAPORTE, MARTIN & CIE., LTD.

Minerva Brand—	
Minerva, qts. 12's	$ 5 75
" pts. 24's	6 50
" ½-pts. 24's.....	4 25

Sauces

PATERSON'S WORCESTER SAUCE
Agents, Rose & Laflamme, Montreal and Toronto

½-pint bottles, 3 & 6 doz., per doz.....	0 90
pint " 3 doz.....	1 75

THOMAS J. LIPTON
prices on application

Soda

COW BRAND



Case of 1-lb. containing 60 packages, per box, $3.00
Case of ½-lb. containing 120 pkgs. per box, $3.00
Case of 1-lb. and ½-lb. containing 30 1-lb. and 60 ½-lb. pkgs, per box $3.00
Case of 5c. pkgs. containing 96 pkgs. per box, $5.00

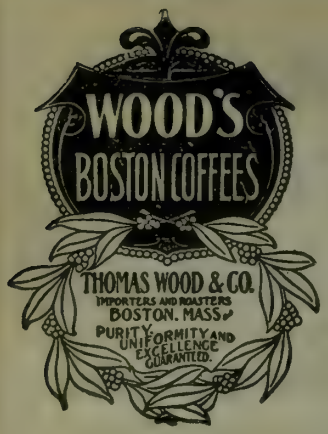
MAGIC BRAND Per case

No. 1, cases 60 1-lb. packages.....	$ 2	75
No. 2, " 120 ½-lb. "	2	75
No. 3, " { 30 1-lb. " ..... / 60 ½-lb.	2	75

No. 5 Magic soda—cases 100—10-oz. pkgs.

1 case	$ 3 85
5 cases	2 75

LITTLE HELPS or GREAT HELPS?



"Every little helps"—yes it does.

But this generation moves very rapidly; more business can be done in an hour than in a day a few years ago.

However many "little helps" a grocer may have, Great Helps are a necessity to establish and round out successful trade; and to the latter belong

WOOD'S COFFEES

—greatest helps for the beginner, greatest for the ripe trader.
"WOODS," as applied to Coffees, means the BEST of the world's products graded and classified.

Canadian Factory and Salesrooms:
No. 428 St. Paul Street, - MONTREAL

Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross	$10 20
" " black	"	15 30
Oriole soap	"	10 20
Glorioia soap	"	13 00
Straw hat polish	"	10 00



3 doz. to box..... $3 45
6 doz. to box .. $6 90
30 days.



1 Box Price $4.00
5 Box Price $3.90
Freight paid on 5 box lots.

Starch

EDWARDSBURG STARCH CO., LIMITED.

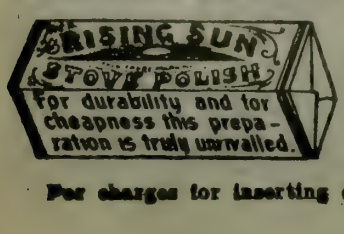
	per lb
Laundry Starches—	
No. 1 White or blue, 4-lb. carton.	$0 07
No. 1 " " 8-lb.	0 07
Canada laundry	0 05½
Silver gloss, 6-lb. draw-lid boxes.	0 08
Silver gloss, 6-lb. tin canisters	0 08
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, obls. and kegs	0 06
Canada White Gloss, 1-lb. pkgs	0 06
Benson's enamel....per box 1 50 to	3 00
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07½
Canada Pure Corn	0 06
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
" " 1 " or blue,	

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 6½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06½
Barrels, 200 lb.	0 07½
Kegs, 100 lb.	0 07
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 06
6-lb. toy trunks, 8 in case	0 08
6-lb. enameled tin canisters, 8 in case	0 08
Kegs, ex. crystals, 100 lb.	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 06
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	3 00

Stove Polish.

	Per gross.
Rising Sun, 5-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste 5c. size, ½-gross boxes	5 00



JAMES' DOME BLACK LEAD

	Per gross
6a size	$2 40
2a "	2 50

Syrup.

EDWARDSBURG STARCH CO., LTD.

"Crown" Brand Perfection Syrup.

Barrels, 600 lbs	0 03½ per lb.
Half-barrels, 350 lbs	0 03¾ "
Kegs, 150 lbs	0 03¾ "
2-gal. pails 25 lbs	1 25 each
3 " " 38½ lbs	1 75 "
Plain tins, with label—	Per case.
2 lb. tins, 2 doz. in case	2 40
5 " 1 " "	2 75
10 " ½ " "	2 65
20 " "	2 60

(5, 10 and 20 lb. tins have wire handles.)

Teas.



THE "SALADA" TEA CO.

	Wholesale	Retail.
Brown Label, 1's and ½'s	$0 25	$0 30
Green Label, 1's and ½'s	0 27	0 35
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label 1's, ½'s and ¼'s	0 36	0 50
Gold Label, 1's and ½'s	0 44	0 60
Red-Gold Label, ½'s	0 55	0 80



EMPIRE PACKAGE TEA

Cases 30 and 50 lbs. each—Black, Mixed, and Green Ceylon.

25c	1s, 20c.; ½s, 21c.
30c	1s and ½s, 23c.
40c	1s and ½s, 28c.
50c	1s and ½s, 35c.
75c	1s and ½s, Vulcan, 50c.

100 lb. lots freight paid.

LIPTON'S TEA
Thomas J. Lipton
75 Front St. East, Toronto.



Packed in air-tight tins only.

	wholesale	retail
Blue label ¼'s and 1's	0 24	0 30
Orange " ½s, ¼'s and 1's	0 30	0 40
Pink " ⅛'s & 1's, tins	0 35	0 50
Red " Dominion blend, ¼'s and 1's	0 44	0 60
Gold " Afternoon blend, ¼'s and 1's	0 50	0 70



Blue Label, ¼'s	0 21	0 26
Orange Label, 1's and ½'s	0 23	0 40
Blue Label, ½'s	0 20	0 25
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ¼'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ¼'s	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf-c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs	0 19

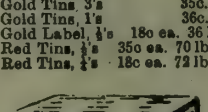


BLUE RIBBON TEA CO., TORONTO

	Wholesale	Retail
Yellow Label, 1's	0 20	0 25
" " ½'s	0 21	0 25
Green Label, 1's and ½'s	0 24	0 30
Blue Label, 1's and ½'s	0 25	0 35
Red Label 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, ½'s and ¼'s	0 55	0 80
Embossed, ½'s and ¼'s	007	1 00



	Wholesale	Retail
Pink Label 1's and ½'s	30c.	40c.
Gold Label 1's and ½'s	35c.	50c.
Lavender Label 1's and ½'s	42c.	60c.
Green Label 1's and ½'s	50c.	75c.
Canisters		
Gold Tins, 5's	35c. 1.75	50c. 2.50
Gold Tins, 3's	35c. 1.05	50c. 1.50
Gold Tins, 1's	36c. each	50c. each
Gold Label, ¼'s 18c ea. 36 lb.	25c ea. 50 lb.	
Red Tins, ½'s 35c ea. 70 lb.	50c ea. 1.00 lb.	
Red Tins, ¼'s 18c ea. 72 lb.	25c ea. 1.00 lb	



MELAGAMA TEA.

MINTO BROS., 55 Front St. East

	Wholesale	Retail.
Black, green, mixed, ¼s	0 70	1 00
" " ½s	0 55	0 80
" " ¼s	0 44	0 60
" " 1 lbs. & ½s.	0 40	0 60
" " ¼s	0 38	0 50
" " 1 lbs. & ½s.	0 35	0 50
" " 1 lbs., ¼s	0 30	0 40
" " ½s	0 32	0 40
" " ¼s	0 25	0 30
" " 1 lbs.	0 24	0 30

We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 20
" " ½-lb. "	0 21
Blue Label, retail at 30c	0 23
Green Label. " 40c	0 30
Red Label, " 50c	0 35
Orange Label, " 60c	0 42
Gold Label. " 80c	0 55

RIDGWAYS.
London, Vancouver Winnipeg and Ceylon.



	Wholesale.	Retail.
Capital Household, 1's and ½'s	0 30	0 40
Old Country, 1's and ½'s	0 35	0 50
5 o'clock, 1's and ½'s	0 42	0 60
H.M.S., 1's and ½'s	0 75	1 00

Ridgway's Standard Bulk Blend in stock at all our branches in Canada.



THOMAS WOOD & CO.
Montreal and Boston

	wholesale	retail
Wood's Primrose, per lb.	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ½-lb. tins. All grades—either black, green or mixed.

Tobacco.

IMPERIAL TOBACCO COMPANY OF CANADA, LIMITED—EMPIRE BRANCH.

Chewing—Black Watch 5s	36
Black Watch 11s	33
Bobs 5s and 10s	33
Bully 6s	44
Currency 5½s. and 10s	33
Stag 5s	36
Old Fox 12s	44
Pay Roll Bars 7½s	56
Pay Roll 7s	56
Plug moking—Shamrock 6s., plug or bar	45
Rosebud Bars 6s	45
Empire 5s, and 10s	36
Amber 8s. and 3s	60
Ivy 7s	50
Starlight 7s	60
Cut Smoking—Great West Pouches, 7s	51

JOS. COTE, QUEBEC.

Cigars	
St. Louis (union), 1-20	$33 00
St. Louis, 1-40	35 00
St. Louis, 1-100	35 00
Champlain, 1-20	35 00
Champlain, 1-40	36 00
El Sergeant, 1-20	55 00
El Sergeant, 1-40	55 00
El Sergeant, 1-100	55 00
Cut tobaccos.	
Petit Havana, ¼, 1-12—1-6	0 40
Quesnel, 1-4, 1-2	0 55
" 1-2	0 55
Cote's Choice Mixture, ¼-lb tins	0 75
" " ½-lb "	0 70
" " 1-lb "	0 60

Veterinary Remedies.

W. F. YOUNG

Absorbine, per dos	$12 00
Absorbine Jr., per dozen	3 00

Yeast.

Royal yeast, 3 doz. 5 cent. pkgs	$1 10
Gillett's cream yeast, 3 doz. in case	1 10

Per charges for inserting quotations in this dept. apply to Adver. Manager, The Canadian Grocer, at our nearest office.

TANGLEFOOT FLY PAPER The Standard throughout the world for more than twenty-five years. ALL OTHERS ARE IMITATIONS.





"GLOBE" with Percolator.

This pot speaks for itself. When tea is drawn take the Percolator out and tea remains free from tannin.

We make seven sizes of this, also The Champion Tea Pot. Send for price list.

R. CAMPBELL'S SONS

HAMILTON POTTERY

HAMILTON, - ONTARIO

DWIGHT'S



BAKING SODA

More every day is being used—

The increase in sales of

"Cow Brand" Baking Soda

is due to its purity, strength, uniformity and absolute reliability in all its uses—

The housekeeper's attention need only be drawn to it once, it will be her constant demand when she wants baking soda—

This makes profit for you—

Are you taking advantage of it?

CHURCH & DWIGHT

Manufacturers

MONTREAL

FREQUENCY OF SAILINGS

Every twelfth day a Pickford and Black steamer leaves Halifax for Bermuda, The British West Indies and Demerara, and is away thirty-eight days. A delightful trip for moderate cost. Write us.

PICKFORD & BLACK

HALIFAX

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, - 644 Craig Street

MONTREAL.

Queen City Water White Oil

GIVES PERFECT LIGHT

The most economical high-grade oil ever sold in Canada.

FOR SALE EVERYWHERE

TWO CENTS PER WORD

You can talk across the continent for two cents per word in a Canadian Grocer Want Ad.

FOR

SALT

We are sure it will pay you to get our prices before buying.

VERRET, STEWART & CO.
LIMITED
MONTREAL

We have some of the most delicious

Tender Little Beets

you ever saw

We have them in 2-lb. cans, every can wrapped in tissue

If your customers once used these, they would have no other.

Write us for fuller particulars

J. H. WETHEY, LIMITED
ST. CATHARINES



"Dutch Sets"

One customer has some to sell. Do you want to buy? A card will give you their name.

Empire Brand

Specials in the following:—

Salmon, Wrapping Paper, Imported Vinegar in decanters, Pineapple, Imported in Tins.

"Alcona" Flavoring Extracts, 'Cots, Peaches, Prunes.

Imperial Vinegar. If you do not use it you should. Your customers want the BEST.

Most popular the
4
Free Phones
Are you a user?

GEO. E. BRISTOL & CO.

Hamilton, - - - - Ontario

CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

Montreal: 701-702 Eastern Townships Bank Bldg. Toronto: 10 Front St. East. Winnipeg: 511 Union Bank Building. London, Eng.: 88 Fleet St., E. C.

VOL. XXIII. PUBLICATION OFFICE: TORONTO, APRIL 30, 1909. NO. 18.



If it can't be had in the town there is excuse for using other laundry blue than

Keen's Oxford Blue

But—

There isn't a city, town or hamlet in Canada where it cannot be found.

To explain—Every grocer wants Keen's Oxford Blue.

FRANK MAGOR & CO., 403 St. Paul Street, **MONTREAL**

Agents for the Dominion of Canada

START RIGHT

¶ There will be more starch used this year than last.

¶ There are more people in Canada, for one thing, and

¶ The people are using more and better linen than ever before. They are also using more culinary starches. There are more ways and recipes found every year.

¶ If you want to share in the increased consumption this year, place your order for

Benson's "Prepared Corn"

(FOR COOKING)

Edwardsburg "Silver Gloss" Starch

(FOR THE LAUNDRY)

EVERY JOBBER SELLS THEM

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, Toronto, Ont. Works, Cardinal, Ont. 164 St. James St., Montreal

Do you know that UPTON operates the finest and largest Marmalade and Jam factory in Canada?

Quality is the first consideration at Upton's, but the enormous output enables Upton to offer the best values in Jams, Jellies and Orange Marmalade in Canada.



Upton's absolutely pure Orange Marmalade is put up in neat attractive packages in many sizes in glass, tin and wood and sold at prices that are rock bottom.

Order Upton's Season 1909 Orange Marmalade. You may as well handle the best when you can get it at the lowest prices.

Upton's factory is rated A1 by government inspectors from the Pure Food Department.

Fish From Scotland

The "Tyne" Brand of canned Scotch fish has all the delicacy and richness of flavor of the freshly caught fish. It is a satisfactory brand to buy because it is always the same—you can judge the quality of the entire year's output by a single can.

The Shields Ice and Storage Company

are specialists in the packing of Scotch Fish—nothing can possibly be finer than their product "The Tyne Brand." Their reputation has been made entirely on this one thing. It is their hobby to offer only the "best"—*and they do it.*

Arthur P. Tippet & Co., Agents

8 Place Royale, Montreal — *84 Victoria St., Toronto*

The French Macaroni

The germ of the best wheat— the gluten—is the foundation on which the high quality of "CODOU" Macaroni rests. But added to that is the skill acquired by a life time of service in its manufacture. It is

Made By Felix Codou

It is very delicate and tender—never "rubbery." And there is a richness of flavor that makes it very toothsome. Monsieur Codou is so proud of his famous brand that he permits no package to leave his factory without having his name.

Arthur P. Tippet & Co., Agents

8 Place Royale, Montreal — *84 Victoria St., Toronto*



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Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

HAMILTON

THE MAN ON THE SPOT

"There is many a slip between the enquiry and the reply." The man on the spot gets the order—That's me.

FACE TO FACE BUSINESS

G. WALLACE WEESE

Manufacturers' Representative. Hamilton, Can.
Offices, Myles' Fireproof Storage Warehouse.

Write Me To-day.

J. W. GORHAM & CO.

JERUSALEM WAREHOUSE, HALIFAX, N.S.

Manufacturers' Agents and Grocery Brokers

WAREHOUSEMEN

can give close attention to few more first-class agencies. Highest references.

FOR SALE

Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.

J. T. ADAMSON & CO.

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—

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TEL. MAIN 778 BOND 28

ROBERT ALLAN & CO.

General Commission Merchants
MONTREAL

Fish, Oils, Beans, Peas and Produce.
Agents: "Royal Crown" Skinless Codfish.
Representing Morris & Co. Chicago. Pork and Lard.

Mr. Manufacturer

You will be interested in learning that the undersigned have entered into partnership, taking over the business of J. Walter Snowdon. They are open for one or two more agencies for Montreal City and district. Address:

SNOWDON & BORLAND

34 Guardian Building
MONTREAL

J. Walter Snowdon W. George Borland

STORAGE IN OTTAWA

We offer every modern convenience. Largest warehouse in Ottawa Valley. Fireproof, low insurance rates, direct communication with all railways—tracks to the door. Centrally located.

Secure Our Low Rates.

Dominion Warehousing Co., Ltd.
52 Nicholas Street, Ottawa
J. R. Routh, Manager.

D. McL. BROPHY

414 St. Paul St. Montreal

Broker and Manufacturers' Agent.

Open to represent one more up-to-date house desirous of utilizing my excellent connection with the grocery trade.

Correspondence will receive prompt attention.

D. STAMPER

GROCERY AND FRUIT BROKER
AND MANUFACTURERS' AGENT

Goods Stored and Distributed
Warehouse, City Spur Track.

P.O. Box 793 MOOSE JAW, SASK.

T. A. MACNAB & CO.

ST. JOHN'S, NFD.
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS

Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's.

Codes: A,B,C, 5th edition, and private.

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Box 1036, REGINA

Manufacturers' Agent and Commission Merchant. Direct Importer of all grades of pure Ceylon Teas, and Grocery and Drug Specialties. Dealer in Coffees, Spices, Mustard, etc. Established eleven years. More lines desired.

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WESTERN DISTRIBUTORS

Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.

Phone 159 SASKATOON,
P.O. Box 257. Western Canada

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Warehousemen

ST. JOHN, - - - N.B.

Open for a few more first-class lines.

Finest the World Can Produce

MORRIS & COMPANY
Chicago, Ill.

Lard, Shortening and Oil

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W. H. MILLMAN & SONS
CANADIAN AGENTS
TORONTO

W. G. A. LAMBE & CO.

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Grocery Brokers and Agents.

Established 1885.

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29 Melinda Street, Toronto

MacLaren Imperial Cheese Co.

Limited

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Agents for Grocers' Specialties and Wholesale Grocery Brokers

TORONTO, Ont. DETROIT, Mich.

Don Storage and Cartage Co.

Limited

81 Front Street East
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PHONE M. 2823

Storage facilities unequalled in city—Special cartage delivery—Lowest rate of insurance.

Wholesale Grocery Brokers

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Connection with Jobbing Trade of Toronto, Hamilton and London. Foreign and Domestic Agencies Solicited. Best of Storage Accommodation.

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23 Scott Street Toronto

CARMAN BROKERAGE Co.

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141 Bannatyne St. E. WINNIPEG, MAN.

We keep in close touch with the wholesale trade—Winnipeg and West—write us.

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Agents for James Robertson & Sons, Paisley. Jams and Jellies, etc.

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MANUFACTURERS' AGENTS AND IMPORTERS.

62 Scott Block - WINNIPEG, Man.

Domestic Agencies Solicited. Good Storage Facilities.

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(Successors to Stuart, Watson & Co.)

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Domestic and Foreign Agencies Solicited.

We can Interest You in all Kinds of

CANNED FRUITS

It's worth your while to look up your stock. Send us your orders. Prices right.

EBY-BLAIN, LIMITED

Wholesale Grocers **TORONTO**

Profits must be made

Mr. Grocer,

We feel sure you realize that the above is true.

Have you ever stopped to figure out what a much more profitable Package Tea Blue Ribbon is, than many other package teas you handle? It will pay you to do so. We shall be pleased to send you our price list on application to

BLUE RIBBON TEA CO., Limited

266 ST. PAUL STREET, - MONTREAL, P.Q.

Book-keeping Without Books

The Up-to-date Total Forwarding System

Over 50,000 in Use in the United States

It handles your accounts with only one writing.

It stops all forgetting to charge goods.

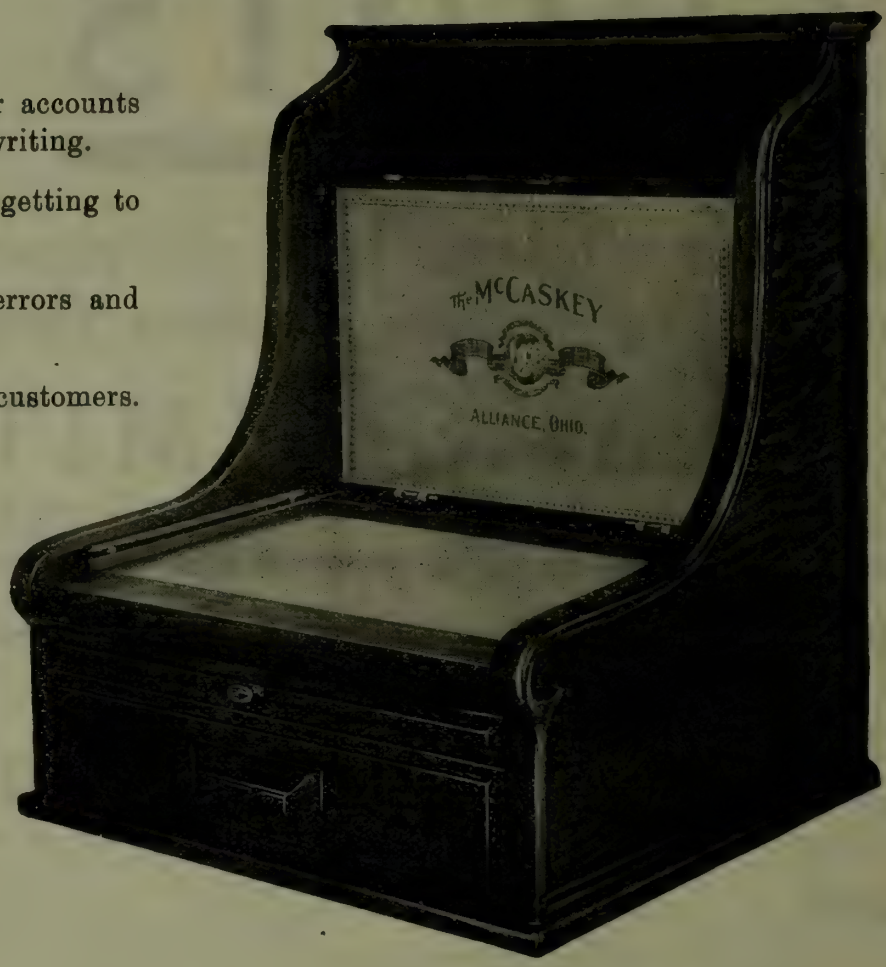
It eliminates errors and disputes.

It pleases your customers.

It draws new trade.

The greatest collector ever invented.

No night work copying and posting accounts.



It takes care of
Cash Sales,
Credit Sales,
Cash on Account,
Produce and Exchange Sales,
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Gives you COMPLETE DETAILS of your business.

A Money Earner and Money Saver

MADE IN SIZES TO FIT YOUR BUSINESS

If you do a Credit Business, you should have a Credit Register

WRITE US FOR FURTHER INFORMATION

The McCaskey Register Company

Corner Hughson and Rebecca Streets

Hamilton, - Canada

17 YEARS REPUTATION
IN
MANCHESTER, ENGLAND.

17 YEARS REPUTATION
IN
MANCHESTER, ENGLAND

One lb. of

WAGSTAFFE'S

FINE OLD ENGLISH

Pure Orange Marmalade

contains more tonic for toning up the system than 12 lbs. of other Marmalade that contains glucose, which clogs the stomach and impairs the Digestive Organs.

NOT SO WITH

WAGSTAFFE'S

Pure Orange Marmalade

which is made from real Seville Bitter Oranges and Pure Cane Sugar only, by special machinery and the best of Experts.

WAGSTAFFE'S

Pure Orange Marmalade

contains all the Aromatic properties of the essential oils that give it such a piquant zest, which is so appetizing in a PURE ORANGE MARMALADE. By using it, it will give tone to the Consumptive and the Invalid, and help to keep the strong in perfect health.

Be sure to get WAGSTAFFE'S
Every pound guaranteed Pure
Sold in 1, 2, 5 and 7 lb. Packages.

Wagstaffe Limited, - Hamilton, Can.

PURE FRUIT PRESERVES

WHAT'S IN A NAME?

It's worth in many cases millions and, when a catchy, snappy, euphonious title has been secured, how many firms and competitors like to trench upon it?

The Old Homestead Brand

is a name that stands for something. It at once brings to mind the place on the old farm and the fruit and vegetables that mother was accustomed to place before us. This is one reason why grocers find our goods so easy to sell.

The name, combined with the quality, flavor and purity, do the trick every time.

Specify Old Homestead Brand
WHEN ORDERING FROM YOUR JOBBER.

The Old Homestead Canning Co.

Picton **Ontario**

FARMER BRAND

Canned Goods Class by Themselves.

WHY?

Growing our Fruits and Vegetables on our own 3,000 acres of garden land has enabled us to produce goods as yet

UNEQUALLED

If better are ever packed we will have the doing of it.

The Farmers Canning Company, Limited

BLOOMFIELD, ONT.

"PEERLESS" Brand
Canned Goods

are, in quality, just what the brand denotes, beyond question the finest output of any Canadian factory.

Put up by the Beamsville Preserving Co., Limited.

SOLE DISTRIBUTORS:

WARREN BROS. & CO., - LIMITED

TORONTO and KINGSTON



Tilbury Brand Tomato Catsup

made in Canada's best equipped Canning Factory

A Strictly High Grade Catsup at a Standard Grade Price

A Trade Winner

Selling Agents:

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RYAN BROS., 147 Bannatyne Avenue, Winnipeg.

The Tilbury Canning Company, Limited, Tilbury, Ont.

Unequalled in Quality

and a Producer of Permanent Profit

QUAKER Canned Goods

THE BLOOMFIELD PACKING CO.

BLOOMFIELD, - ONT.

COOPER, COOPER & CO., Limited

SOLE PROPRIETORS OF THE WORLD-FAMOUS TRADE MARKS

THE TEA PLANT and TEA SHRUB
(Protected and Registered in Every Country)

Offer special advantages to the trade in

High Class Teas
At Popular Prices

"Tea Plant" Brand
Packed in ½ lb. (net weight).
Air tight canisters only.

@ 30 cents to retail @ - - 40 cents
35 " " - - - 50 "
42 " " - - 60 "

50 YEARS' REPUTATION

Canadian Agents
Green & Co.
25 Front Street E., Toronto

D. Stamper
P.O. Box 793
MOOSE JAW, SASK.

HEAD OFFICES
71 and 73 TOOLEY STREET : : LONDON BRIDGE, S.E.

Is Your Western Business Big Enough?

Have you a first class line of goods which you want to introduce in Western Canada?

Have you something worth selling to the retail trade? Does it require the work of specialty men to introduce it?

That's our business. We are making good for other manufacturers and, the chances are, we can make good for you.

We can place your business through the wholesale trade or direct to the retailer, as you prefer.

Correspondence Solicited.

RICHARDS & BROWN

Wholesale Commission Merchants

314 ROSS AVENUE WINNIPEG, MAN.

We have our own large track warehouse in the heart of the wholesale district.

Chocolate Bordeaux

has had many imitators ; but, in spite of competition **(in name only)**, its consumption has steadily increased year by year and **"Bordeaux"** remains unequalled.

No other Chocolate can approach it in flavor, a fact which is fully appreciated by the public and evidenced by the immense sales we enjoy.

We give unequalled value, every batch is of the same even quality.

Bordeaux is the toothsomest morsel of Confectionery ever tasted : Tasting tells. **Always fresh. Always good. Always the same.**

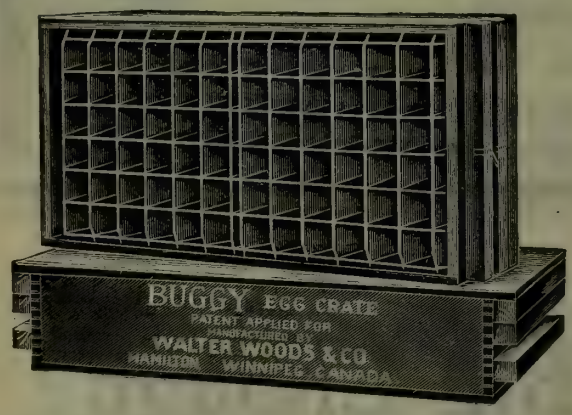
Be the up-to-date leader in your locality. Hard times don't affect the merchant who sells this line.

The Chocolate of quality. Yielding profit. Enjoying demand. Samples for the asking.

The MONTREAL BISCUIT CO., MONTREAL

Manufacturers of "SWEETS THAT SATISFY."

Buggy Egg Crate



Everybody Says So :

"Just the thing" "Been looking for this"
"Well, how simple" "So handy"

Every Dealer Should Have Them

Walter Woods & Co.

Hamilton and Winnipeg

THE EUREKA

Dry Air, Grocers'

REFRIGERATOR



It is especially made for grocers by a reliable firm that knows exactly what is required.

This is a sample of Nos. 014, 14 and 15. It is made of ash wood. The finish is antique, and there is a double door with inside door to ice chamber. There are two sliding windows hung with weights, The shelves are all immovable. The bottom is for tubs and other heavy articles. This refrigerator has ball bearing casters and solid brass catchings.

WRITE FOR CUR CATALOGUE

EUREKA REFRIGERATOR COMPANY, LIMITED

54 and 56 NOBLE STREET, TORONTO, Canada

Near Queen Street Subway



It dries them up **Common Sense**

KILLS { *Roaches and Bed-Bugs* / *Rats and Mice*

All Dealers and 381 Queen St. W., Toronto, Ont.

Dealers find Common Sense a very good seller, for the reason that it gives general satisfaction and each customer tells others about same. Write for prices.

IT WILL PAY YOU

to watch our Condensed Ad. columns. There are many money-making propositions there. You may find just what you are looking for.

To the Trade:

Do You Know Why

CEYLON TEA

IS SO

Rapidly Displacing the Thin Light Teas, Here, in America?

(Two and Three-Quarter Millions Increase in Direct Shipments Alone in 1908 over 1907.)

First: Because it Makes a Strong, Full-Bodied Tea to Satisfy the Coffee-Educated Palate;

Second: Because of Its Piquant Flavor;

Third: Because of Its Unvarying Excellence;

and

Fourth: Because of Its Cheapness Regardless of Cost.

A Pound of Ceylon Tea
"Goes Twice as Far"
as the Light Thin Tea.

If You Handle **White Swan Coffee** You Can Serve

The Most Refined Taste Known

Remember

Coffee Connoisseurs Are Your Best Customers For

All Kinds of High Class Goods

Therefore

Sell Them **White Swan Coffee** And See

how it will influence them to look upon your other stocks

The Consumer Wants This Coffee—Have it on Hand

Sold in one pound tins—2 Dozen per case

Delays Pay no Dividends—order at once

WHITE SWAN SPICES AND CEREALS LIMITED, - - TORONTO

An Excellent Yet Inexpensive Sauce

that pays the retailer a good profit and sells well

Paterson's Worcester Sauce



ROSE & LAFLAMME, Limited

Agents, Montreal and Toronto

CRYSTAL SUGARS

Retailers throughout Canada handle them.

You deal direct with the factory.

Standard, Fine, Coarse, Berry, Powdered.

The best for PRESERVING.

Always the same, the best.

Let us send samples with quotations.

Sugars that always satisfy.

Uniform Grain.

Gains customers for you.

A trial convinces.

Remember! It is dollars in your pocket.

Sold strictly on the merits.

MANUFACTURED BY

The Wallaceburg Sugar Co., Limited

Wallaceburg, Ont.



ESTABLISHED 1840

Are you catering to the Spring Basket Trade?



We are the largest handlers of willow baskets in Canada. We manufacture clothes baskets, square and round hampers, butchers' baskets, market baskets, show baskets, German market baskets, etc. This is the season for getting after those who want any style, design or make.

Buy direct from the makers.



H. W. Nelson & Co., Ltd.

Toronto,——————Canada



Good Coffee

Coffee better than the average.
Coffee superior to others.
Coffee so exquisite in flavor.

That people want it again—and again. That's what

Aurora Coffee

is. The best money can buy. It retails at 40 cents and leaves you a margin for yourself that is worth while—something to justify your buying the brand and introducing it to your customers. Don't lose this chance.

W. H. GILLARD & CO.

Wholesale Grocers *Coffee Importers*

HAMILTON

Branch House—Sault Ste. Marie

GINGER BREAD

BRAND

MOLASSES

Is the Product of the British West Indies Sugar Cane.

It is sold in tins, pails, barrels and half barrels.

For cooking and table use it is undoubtedly the best.

"THE BEST THERE IS"

Agents

C. E. Paradis.	Quebec.	W. H. Escott,	Winnipeg.
C. DeCarteret,	Kingston.	R. S. Bedlington & Co.,	Calgary
Jas. N. McIntosh,	Ottawa	Tees & Pearse,	Edmonton.
Geo. Musson & Co.,	Toronto.	Wilson & McIntosh,	Vancouver
J. W. Bickle & Greening,	Hamilton.	C. Leonard Grant,	P. E. Island
S. H. Gillespie,	London		

Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

A "REPEATER"

Every bag of WINDSOR SALT sells another. That's the way it has been going on for years till now

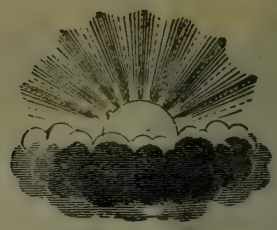
Windsor Salt



is known to nearly every housewife in the land as easily the finest table salt made.

Why not handle it and please your customers?

The Canadian Salt Co., Limited
Windsor, Ont.



"Sun Burst Oil"

(WINTER PRESSED)

Highly Recommended by the Leading Chefs for

Table and Kitchen Use

Guaranteed under the Pure Food Act.

Chausse & Co.

Managers of
Kentucky Refining Co., Incorporated

Write for Prices and Samples

322 East Notre Dame Street
Montreal

Phone M. 3938

Batger's
LIME JUICE CORDIAL

A Single Fact

outweighs a thousand claims. It is a fact that Batger's Lime Juice Cordial is a "good seller." Do you handle it? If not, order a case to-day.

ROSE & LAFLAMME, LTD.
AGENTS
MONTREAL and TORONTO

BATGER'S

Xmas Goods

Our travellers will see you any day now with a splendid line of BATGER'S

XMAS CRACKERS,
XMAS STOCKINGS,
XMAS NOVELTIES,
Etc., Etc.

And a full assortment of the famous English Confectionery made by BATGER & CO., London.

Before Ordering, Await Our Representative or Write us.

Rose & Laflamme, Limited
Montreal and Toronto

JAPAN TEAS

Our last season's stocks are now all sold, and we are making preparations for New Season's Importations and Quotations. If any of our Jobbing Trade Friends are not "in line," kindly advise

S. T. NISHIMURA & CO.

MONTREAL and JAPAN



McLean's White Moss Cocoanut

Simply the pure, unadulterated, high-class cocoanut the housekeepers of the country find unparalleled, and which can nowhere be equalled.

YOU SELL IT!

The Canadian Cocoanut Co., Montreal



In CORNETS and ICE CREAM SPECIALTIES

We are ready to fill your orders promptly.

The DOMINION WAFER CO.

Importers from the largest factories in the world.

42 St. Vincent St., Montreal

Tel. Bell, Main 1310

It sells like Lightning

Yes—'CAMP' sells just as you'd expect the best Coffee Essence in the world would sell!

The Quality of the Coffee, combined with the convincing advertisements continually appearing in the press and on the hoardings on its behalf, results in 'Camp' being half sold before you get it.

R. Paterson & Sons, Coffee Specialists, Glasgow

'CAMP' COFFEE

Fix your attention upon our Superior Brand of

Jelly Powders

Your Jobber will supply you.

IMPERIAL EXTRACT CO.



Focus your Ideas upon handling only

SHIRRIFF'S

as they always please.

They make Real Jelly Quick.

18-22 Church St., Toronto, Canada



WHY YOU SHOULD SELL

MATHIEU'S SYRUP

of Tar and Cod Liver Oil

REASON NO. 2

It gives you a decent margin of profit. This profit is all profit. There is nothing to be subtracted from it at the end of the season. No bad or unsalable stock. No time and trouble spent in persuading people to have it.

Mathieu's Syrup sells all the year round. It is always on the move from off your shelves into your customer's hands.

Mathieu's Nervine Powder is another good Seller. Both are necessities in your business.

MAIL THAT ORDER TO-DAY

J. L. MATHIEU CO., Props., SHERBROOKE, P.Q.

Sold by wholesale trade everywhere
Distributors for Western Canada:

Foley Bros., Larson & Co., Wholesale Grocers and Confectioners, Winnipeg, Edmonton, Vancouver.

L. Chaput, Fils & Cie., Wholesale Depot, Montreal

Lines That Will Sell Well Right Now!

Successful Merchants who have stocked the goods of the Taylor & Pringle Co., Ltd., declare that they sell much better than the ordinary, and are thoroughly satisfactory in every way. Here are our leaders:



Queen Quality Pickles

Sweet, Mixed and Chow

Bulk Pickles, all sizes; Tomato Catsup, Worcestershire Sauce, Pure Apple Cider, Cider Vinegar.

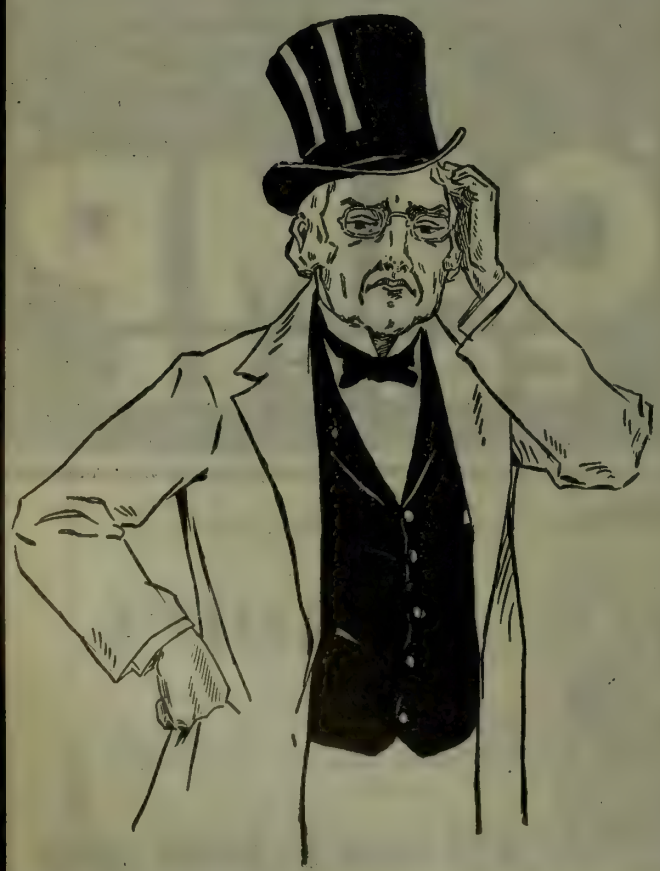
NON-ALCOHOLIC WINES IN PINTS AND QUARTS AND IN BULK IN KEGS

German Sauer-Kraut — Pickles in Brine.

RYAN & HOOPER, Toronto Agents

Taylor & Pringle Co., Ltd.

Owen Sound, Ont.



When in Doubt

ORDER THESE BRANDS OF RAISINS

F. W. Rowley DENIA — Finest Selected

AND

S. Bodi DENIA — Fine Selected

YOU are always sure of the best when ordering these famous raisins. Uniform quality and packing, unchanged for years, have given them an individuality it is impossible to equal.

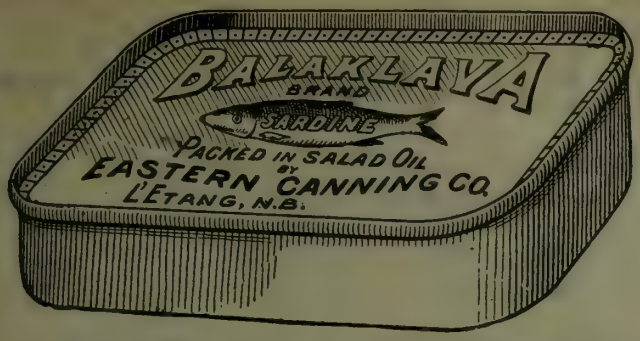
Our SHELLED ALMONDS, in 14-lb. and 28-lb. boxes, merit your consideration at this season.

GREAT STOCK

UNDERDOWN & CRICHTON

London, Eng. Valencia, Spain Denia, Spain

Canadian Agents: Wm. C. Christmas, Montreal; E. T. Sturdee, St. John, N.B.; Grant, Oxley & Co., Halifax, N.S.; Eugene Moore, Toronto; W. H. Escott, Winnipeg; J. A. Kavanagh, Hamilton, Ont.



BALAKLAVA SARDINES

Something "a little bit different" in the matter of quality

What you want for a good seller—fine quality, low price.

Inquire prices

Canadian Agents: C. A. Chouillou & Cie., Montreal; Green & Co., 25 Front St. E., Toronto; D. C. Hannah, London, Ont.; Jos. Somerville, Hamilton; Boivin & Grenier, Quebec, Que.; H. M. McBride, 312 Ross Ave., Winnipeg, Man.

The Eastern Canning Company, Port Canada, N.B.

Help on your Spring business by carrying a good line of

Sterling Brand Pickles and Relishes

Nothing better than these well-known Canadian-made goods are to be found anywhere.

Order from your jobber or direct

THE T. A. LYTLE CO., LTD.
Sterling Road, - Toronto, Can.

MASON'S O.K SAUCE

The one sauce possessing that piquancy of flavor and uniform quality that makes it always the same. Splendid profit for the dealer, 33⅓%.



GEO. MASON & CO., LTD.
Sole Manufacturers, London, Eng.

Sole Canadian Agents:
S. T. Nishimura & Co.
MONTREAL

SUB-AGENTS:
Toronto, Ont.—Geo. Stanway & Co.
Hamilton, Ont.—James Somerville
Ottawa, Ont.—Mackenzie & Co.
London, Ont.—Wm. G. Coles & Co.
Quebec, Que.—The F. Abel Co.
Kingston, Ont.—James Craig

ESTABLISHED OVER 200 YEARS

CHAMPION'S

LONDON, ENGLAND

IS THE BEST VINEGAR

MADE FROM FINEST MALT

Commands a Preference Over All Others.



Agents for Ontario: Green & Co., Front St., Toronto. Agents for Quebec: Snowdon & Borland, 34 Guardian Bldg. Montreal
Agent for Northwestern Provinces: W. H. Escott, 141 Bannatyne Ave. East, Winnipeg
Agent for New Brunswick: W. S. Clawson & Co., St. John

WE ARE OPEN TO DO BUSINESS ON EASY CONSIGNMENT TERMS. *WRITE OUR AGENTS FOR PARTICULARS*



BORDEN'S BRANDS



Unsweetened

Nothing better is put up, nothing better can be put up—Nothing is better advertised and nothing is so satisfactory—

"Eagle Brand" Condensed Milk and "Peerless Brand" Evaporated Cream.

At Every Jobber's In Canada.

WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man. Shallcross, Macauley & Co., Calgary, Edmonton, Vancouver and Victoria, B.C.

BANNER BRAND CONDENSED MILK



The demand for

BANNER BRAND CONDENSED MILK

since we made it first shows that a real condensed milk was looked for.

WRITE FOR PARTICULARS

John Malcolm & Son

ST. GEORGE, - - - - - ONTARIO



IMPERIAL EVAPORATED CREAM

THE POPULAR VERDICT!

The consumer, after all, is the person whose verdict counts most. If it is favorable, the manufacturer, the wholesaler and the retailer are assured of steady sales. The article on trial has stood the test.

IMPERIAL EVAPORATED CREAM

most assuredly has stood the test, for everywhere housekeepers are saying that it has no equal.

Are YOU Getting Your Share of the Trade?

The Canadian Condensing Co.

CHESTERVILLE, ONT.

GENERAL SALES AGENTS:—S. H. Ewing & Sons, MONTREAL

A CANADIAN PRODUCT for THE CANADIAN MARKET is

Canada First Evaporated Cream



We have mastered every detail and incorporated every scientific and sanitary principle in the production of this progressive product.

There is no better line for you to carry, Mr. Grocer. It will bring your customer back again and again.

Manufactured by

AYLMER CONDENSED MILK CO., Limited

AYLMER, - ONTARIO



ST. CHARLES CREAM

UNSWEETENED—STERILIZED

THE PUREST AND BEST

Prepared with the greatest care from the highest grade milk obtainable in the famous Oxford County district in Ontario.

Our sweetened brands, Silver Cow, Purity and Good Luck Milk, are the best that science can produce. Persons preferring sweetened milk will find any of these brands of the highest quality and every can guaranteed. A trial will convince you that there is no superior.

We are prepared to make prompt shipment of any of the above brands.



St. Charles Condensing Co.

INGERSOLL, - ONTARIO

CANADA

Grocers' Specialties

Coffee	Prunes
Tea	Raisins
Spices	Ev. Apples
Extracts	Ev. Peaches
Jams	Ev. Apricots
Jellies	Ev. Pears
Syrup	Starch
Molasses	Cereals

Ask for Quotations

The John King Co., Ltd.

FORT WILLIAM, ONT.

Sanitary Cans

For Hand Filled Goods

Tomatoes, Stringless Beans, Asparagus, Spinach, Etc., Apples, Peaches, Pears, Plums, Etc.

Sanitary Enamel Lined Cans

For Color Fruits and Goods of Strong Acidity

Strawberries, Red Raspberries, Black Raspberries, Blackberries, Sour Cherries, Blueberries, Beets, Rhubarb, Etc.

"The Can Without The Cap Hole"

"Bottom Like The Top"

Write for Samples

Sanitary Can Company, Ltd.

Niagara Falls, - - Ontario

SWISS-FREY CHOCOLATE Co., Limited

SWITZERLAND.

The ORIGINAL makers of HIGH-CLASS Swiss MILK Chocolate, and NUT Chocolate

CONFECTIONS.

Put up in ARTISTIC Packages to RETAIL at 5, 10, 15, 20, and 25 cents each.

Swiss-Frey Milk Chocolate
Swiss-Frey Milk Chocolate Croquets
Swiss-Frey Chocolate au Cafe
Swiss-Frey Chocolate Risotine
Swiss-Frey Nugatine Chocolate
Swiss-Frey Nugatine Chocolate Croquets
Swiss-Frey Hazelnut Chocolate
Swiss-Frey Hazelnut Chocolate Croquets
also,
FREY'S celebrated CHOCOLATE

TORRONE

The Finest NUT Chocolate delicacy made.

FRESH STOCK JUST ARRIVING AT MONTREAL

ORDER direct from our Agents or through your JOBBER

SOLE AGENTS for Canada

CARVETH & COMPANY

Manufacturers' Agents and Importers

600 LINDSAY BUILDING

Montreal - - - Province Quebec

CURRANTS

Our travellers have an interesting offer to put before you.

The Davidson & Hay Ltd., Wholesale Grocers Toronto

ST. LAWRENCE Granulated Sugar

Maintains its high standard of excellence. This is proved by the following recent Government analysis:

Laboratory of Provincial Government Analyst,

Montreal, February 22nd, 1909

I HEREBY CERTIFY that I have drawn by my own hand ten samples of the St. Lawrence Sugar Refining Co.'s Extra STANDARD GRANULATED SUGAR, indiscriminately taken from four lots of about 150 barrels each and six lots of about 450 bags each. I have analyzed same and find them uniformly to contain 99-99/100 to 100 per cent. of pure cane sugar, with no impurities whatever.

(*Signed*)
MILTON L. HERSEY, M.Sc., LL.D.
Provincial Government Analyst.

The ST. LAWRENCE Sugar Refining Company, Limited
MONTREAL

Redpath

is

CANADA'S STANDARD

for

REFINED SUGAR

Manufactured by

The Canada Sugar Refining Co., Limited
MONTREAL

Get a Big Slice of Spice Business

This you can do by selling **absolutely pure** spices.

Ewing's Prince of Wales Brand spices represent highest quality and their purity is undoubted.

Send for Samples and Prices.

S. H. EWING & SONS, Montreal and Toronto

Tartan BRAND

SIGN OF PURITY

Build up your trade with the Best Goods.

TARTAN Tea pays the retailer a handsome profit.

TARTAN Coffee, Spices and Extracts are guaranteed pure.

TARTAN Canned Fruits and Vegetables have the home flavor and are recommended by connoisseurs.

TARTAN Baking Powder, Baking Soda, Syrup, Salmon and Groceries build up your business.

Send us sample orders and see the magic change.

Phone **596**—specially reserved for Long Distance Calls.

BALFOUR, SMYE & CO.

Headquarters for all Fancy and Staple Groceries **HAMILTON, ONT.**



The good housewife's stock of home preserved fruit is now low and this is the time when every grocer should push the sale of

The E.D.S. Brand of Jams and Jellies

Our goods appeal strongly to the public as they are of the finest flavor, delicious quality and retain the true taste of nature. We guarantee the perfect purity of our products.

AGENTS

W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; R. B. Colwell, Halifax, N. S.; J. Gibbs, Hamilton

E. D. Smith's Fruit Farms, Winona, Ont.

Those Who Wish to Rent or Hire

stores or departments, sell or buy businesses or stocks, place or acquire accounts, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises, should not fail to use the Want Advertisement Page of **THE CANADIAN GROCER.** It is the central office of the grocery, fruit, provision, canned goods and foodstuffs trade of Canada.

" Turn Your Spare Time Into Money."

When you read this paper do you ever think of the opportunity open to you if you have spare time to look up new subscribers.

We publish other trade papers and require representatives to push circulation.

If you show business-getting qualities, we can always offer you promotion. Consider the opportunity of further extending your business education, and adding to your income at the same time ; because, to be successful in canvassing for trade papers, you must study and understand them ; to study and understand them is to absorb practical information, and to increase your earning power, by getting a grasp of every day actual business happenings as they occur and are disposed of.

This work, while affording valuable experience in modern business methods, will substantially increase your income, as our commissions are liberal.

When applying give references and state your qualifications for the appointment.

THE CANADIAN GROCER
TORONTO, CANADA



Trade Mark Reg.

The Fruit Jar
That Pleases Your Customers

You and your customers well know the drawbacks and disagreeable features of a screw top jar. Then buy

THE SCHRAM AUTOMATIC FRUIT JAR

Just two pieces — the jar and the cap. No rubber bands—no leakage—clear white glass jar with wide mouth.



Trade Mark Reg.

Clever Advertising Plans Sent Free to Dealers. Write To-day.

THE SCHRAM AUTOMATIC SEALER CO., OF CANADA
Limited
WATERLOO, CAN.

1565

PACKARD'S
"SPECIAL"
SHOE DRESSINGS

Give the Retail Grocer a

Larger Percentage of Profit

than staple lines of groceries

EVERY PACKAGE GUARANTEED

If your wholesale dealer does not keep it in stock, write us.

L. H. Packard & Co., Ltd.

PACKARD BUILDING

9 to 17 St. Antoine St., - MONTREAL

MANUFACTURERS OF HIGH-CLASS

SHOE DRESSINGS



FRENCH GLYCERINE
A Liquid Self Polisher, Retails at 10c.



BLACK "O"
A Liquid and Paste combined Retails at 10c. Tin.



A GOOD LINE

There is a "want more" fascination in H.P. Sauce that is crowding English Grocery Stores, and the Sauce is replacing the older ones on the best tables.

Judging from its reception the Canadian Grocer sees in H.P. a truly good thing in Sauce lines.

Our bright advertising here will send you the customers. Brisk sales—liberal profit—in H.P.

Postal to our Canadian Agents secures full sized tasting sample and quotations. Try it for yourself. Then you'll get the reason for its success.

W. G. Patrick & Co., Toronto and Montreal. R. B. Seeton & Co., Halifax, N.S.
Georgeson Co., Ltd., Calgary, Alberta. Ellis & Co., Ltd., St. John's, N.F.
Kelly, Douglas & Co., Ltd., Vancouver, B.C.

MIDLAND VINEGAR CO., Ltd. **BIRMINGHAM AND LONDON, ENG.**

General Offices of the A. J. Deer Company to be moved from Buffalo to Hornell, N.Y.



Home of the "ROYAL," showing new addition

For several years the general offices of our business have been maintained at Buffalo, but on May 1 they will be moved to Hornell, N.Y., where our factory is located.

We decided to make this change in order to facilitate the handling of our rapidly increasing business in the manufacture and sale of the "ROYAL" line of electric coffee mills and meat choppers.

The first "ROYAL" mill made its appearance in 1905. We made but one style then—the No. 2 shown in our catalog. The unquestionable merit of "The Mill that Cuts the Coffee" soon proved itself, and our business has grown accordingly.

To-day we make 72 different styles of machines, suited to every phase of the coffee business, and ranging in capacity from ½ pound per minute up to 10 pounds per minute. "The best mill in the world at the least cost to you" is our motto.

Our new plant is one of the most modern equipped institutions in the industrial world, and we shall be pleased at all times to welcome you there and show you how "ROYAL" machines are made. Write for a copy of our latest catalog, telling all about the "ROYAL" line. Sent free on request.

The A. J. DEER COMPANY

19 West Street : : : : : : : : : : : HORNELL, N.Y., U.S.A.

Classified Advertising

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

Yearly Contract Rates.

100 words each insertion,			1 year.....	$30 00
"	"	"	6 months...	17 00
"	"	"	3 months...	10 00
50	"	"	1 year.....	17 00
"	"	"	6 months...	10 00
25	"	"	1 year.....	10 00

PERIODICALS.

ADVERTISING writers and business men interested in good printing should subscribe to Canada's only printing trade paper, THE PRINTER AND PUBLISHER. Subscription price $2 per annum. Address, 10 Front Street East, Toronto.

CANADIAN MACHINERY AND MANUFACTURING NEWS, $1 per year. Every manufacturer using power should receive this publication regularly, and also see that it is placed in the hands of his engineer or superintendent. Every issue is full of practical articles, well calculated to suggest economies in the operation of a plant. Condensed advertisements for "Machinery Wanted" inserted free for subscribers to the GROCER. "Machinery for Sale" advertisements one cent per word each insertion. Sample copy on request. CANADIAN MACHINERY, 10 Front St. East, Toronto.

COMPLETE information on books, stationery, fancy goods, music, photo supplies and kindred lines is given each month in THE BOOKSELLER AND STATIONER, of Canada. Subscription price $1.00 per annum. Address, 10 Front Street East, Toronto.

THE BUSY MAN'S MAGAZINE is the most popular periodical of its kind. Why? Because each issue contains a strong list of original articles of interest to every Canadian. It also reproduces the most timely, instructive and interesting articles appearing in the other magazines and periodicals of the month. The cream of the world's periodical press is too valuable to overlook. BUSY MAN'S is on sale a. all news-stands. Better still, send $2 for one year's subscription. Mail it to-day. THE BUSY MAN'S MAGAZINE, Toronto.

THE market reports make HARDWARE AND METAL a necessity to every hardware merchant, paint and oil dealer in Canada. It is mailed every Friday. Subscription price is $2 per year. Address HARDWARE AND METAL, Montreal, Toronto or Winnipeg.

SITUATIONS WANTED.

MAN with 20 years' experience in business open for engagement as traveler through Province of Quebec for manufacturing concern. Best of references. Box 305, GROCER office, Toronto. (19p)

AGENCIES WANTED.

AUG. DUBRU, Rotterdam, Holland, dried fruit commission agent, wants relations with first-class packers and shippers of Canadian dried apples and other dried fruits. (26p)

COUNTER CHECK BOOKS.

OUR NEW MODEL is the handiest for the grocer, operated instantly, never gets out of order. Send for complete sample and prices. The Ontario Office Specialties Co., Toronto.

FOR SALE.

FOR SALE—Grocery business in the town of North Bay. Good clean stock and well established trade. Would consider partnership with responsible party who would invest about three thousand and take management of the business. Address Box 308, CANADIAN GROCER, Toronto. [21]

BOOKS FOR THE GROCER.

ART AND SCIENCE OF WINDOW DRESSING, by S. W. Roth. Every retail grocer should learn the methods set forth in this book—which is specially written for **Grocers**—on how to make grocery windows attractive and thus draw trade. Every means of successfully displaying goods is treated of in its 14 chapters and 30 illustrations. Price $2.00, postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto

COFFEE, its history, classification and description, by J. M. Walsh. This interesting and instructive book deals with the commercial classification and description, adulteration and detection, and the art of blending and preparing of coffee. Price, $2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include special sales, getting holiday business, co-operative advertising, money-making ideas, contests, etc. Price, $2.50 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

TEA BLENDING as a fine art, by J. M. Walsh. This work is especially designed for the use and instruction of those engaged in the tea and grocery business, containing formulae for the scientific and judicious combination of the different varieties and grades of tea. Price, $2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

TEA, its history and mystery, by J. M. Walsh. The contents of this practical and exhaustive work include cultivation and preparation; adulteration and detection; arts of testing, blending and preparing; chemical and medicinal properties, etc. Price, $2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

WANTED.

WANTED in every town and village, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine. Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

AGENT WANTED.

WANTED—Manufacturer's agent or jobber in every large distributing center in Canada (where not already represented) to handle our full line of high grade Chocolates and Bon-Bons. Many other leading lines to offer to the right parties. When replying state lines you handle, connections and district covered. The ntreal Biscuit Company, Montreal. [18]

ADDING MACHINE.

ELLIOTT-FISHER Standard Writing-Adding Machines makes toil easier. Elliott-Fisher Limited, 513, 83 Craig St. W., Montreal and 129 Bay St., Toronto.

SITUATIONS VACANT.

CLERK WANTED—To take charge of general retail business. Must be a worker, well recommended, strictly temperate. A steady situation and good money to the right man. Apply to W. G. McKinley, Creighton Mine, Ont. (18)

TRAVELER WANTED.

WANTED—A first-class grocery traveler for the Soo branch, main line C.P.R., Port Arthur to Fort William and Rainy River country, and as far west as Kenora. None but first-class grocery men need apply. Box 307, CANADIAN GROCER, Toronto.

MISCELLANEOUS.

A MARKET OF BUYERS, backed up by money to spend, is open to you in the Busy Man's Magazine. Every territory in Canada is represented. If you have something to sell, something you want to buy, a condensed advertisement in the Busy Man's Magazine will put you in touch with the classes you want to reach. Four cents per word will carry your message from Atlantic to Pacific. Send copy of your advertisement along with order to cover cost of insertion. Your announcement will appear under a special heading. Busy Man's Magazine, Montreal, Toronto, Winnipeg.

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Messrs. Gordon, McDonald & Co., 6-7 Cross Lane, East, cheap, London, invites correspondence, either from Exporters of Canadian produce or Importers of general groceries. From their long experience in Glasgow, Liverpool, and London, they have a wide and comprehensive knowledge of both trades on every side. All goods imported paid cash against documents. References to Montreal firms with whom we have done business for many years. Cable address, "Donable." Codes—"A B C," fifth edition, Riverside and Adams.



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ESTABLISHED 1849

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Offices Throughout the Civilized World
Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

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Notify us early of your intention to accept this offer; for convenience you may use the form below. This offer is open to ANYONE, whether a subscriber or not.

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10 Front St. East.
Toronto, Ont.

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51	100	5	
101	150	7	
151	200	9	
201	250	11	
251	300	13	
301	350	15	
351	400	17	
401	450	19	
451	500	21	
501	600	23	
601	70	25	
701	800	28	
801	900	31	
901	1000	31	
1001	1100	37	
1101	1200	40	
1201	1300	43	
1301	1400	47	
1401	1500	50	
1501	1600	53	
1601	1700	56	
1701	1800	59	
1801	1900	63	
1901	2000	66	
2001	2250	72	
2251	2500	80	
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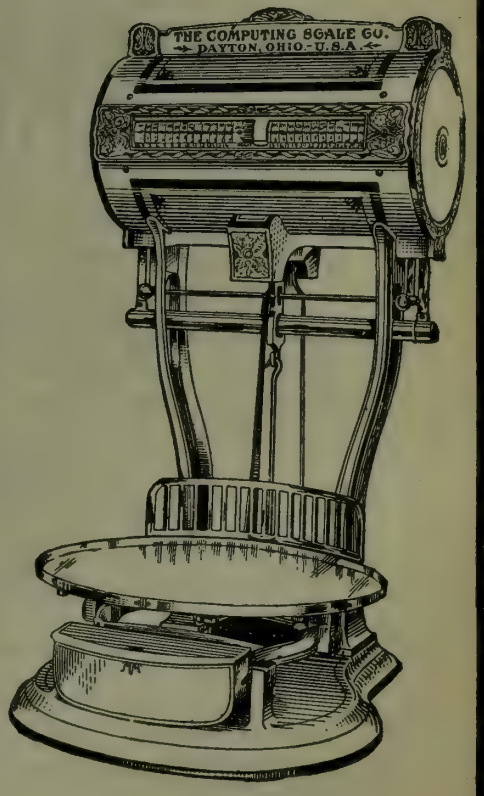
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The scale that saves time, money and worry. The Dayton is the only scale that is fitted with an **automatic thermostat,** which **regulates the scale in every temperature.** No other scale maker can use this **wonderful invention,** as we have all patents on it. **Remember, the Dayton Scale fitted with the automatic thermostat is always right. Hot or cold weather makes no difference with it. Other scales may change in cold weather or hot weather, but the Dayton does not.**



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164 King St. West - Toronto, Ont.

LONG DISTANCE TELEPHONE MAIN 2204

CANNED GOODS and MUSHROOMS

We are booking orders at present for immediate or future deliveries of **Canned Vegetables and Fruits** of the celebrated **"SOLEIL" BRAND.**

Our stock is fresh and complete in this line, and we can fill all orders promptly. Orders for the crop of 1909 are coming in in considerable volume, owing to the favorable impression these goods have created upon the trade and the consuming public.

"SOLEIL" BRAND canned goods are the best in regard to quality, prices and attractiveness of packages.

IMPORTED CANNED GOODS "SOLEIL" BRAND

Small French Peas
String Beans
Mushrooms
Asparagus "Giant Whole"
Asparagus "Extra Whole"
Artichokes Bottoms
Butter Beans
Medley of Vegetables
Sliced Carrots
Celery Branches
Cream of Spinach
Cherfil Soups
Julienne, Printaniere
Cream of Tomatoes

MUSHROOMS

F. Lecourt, of Paris, has acquired a world-wide reputation for the delicacy and the purity of his Mushrooms. These goods run in the following qualities: "Extra Choice," "First Choice," "Choice," and Hotel Brands. The name of F. Lecourt on Canned Mushrooms means the standard for excellence.

Get our prices and compare them with those asked for any other brand. Lecourt always leads.

Our travellers are now on the road, and will show you samples and quote prices.

We advise prompt replenishing of stocks. Prices are easy and quality is O.K.

Give these goods a trial.

Wholesale Distributors for Toronto and Western Ontario:

EBY-BLAIN, LIMITED

Wholesale Grocers, TORONTO

Laporte, Martin & Co., Limited, Montreal, General Agents for Canada

Poor tea at low prices may win temporary sales

but

Good tea at fair prices makes permanent customers

THE QUALITY IS REMEMBERED AFTER THE COST HAS BEEN FORGOTTEN

The customer who comes back to your store is one of the strongest factors of success in your business. To have had a steadily increasing patronage for sixteen years of thousands of satisfied customers is the record of

"SALADA"

Moral :—To get and hold trade sell "SALADA"

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Necessity of Purpose and Method in the Selling Game

How Brewster Overcame an Early Handicap and Gained Promotion in the Firm—The "Old Man" Always Remembered His Lack of Interest in the Factory — Rounding Up the Merchants of a Country Town.

BEN WEST IN "SYSTEM."

Brewster had come into the sales force via the stock room. As he sat watching the telegraph poles whiz by, with the train drawing nearer headquarters he had about made up his mind that this must be the reason why he was discriminated against. He mentally listed the men on the force who had outranked him in the push for promotion. As he checked them off one by one it seemed as though but a small number had come from inside the organibation.

That was the difficulty then; only an outside man stood any chance. On this trip in, he planned to see the Old Man, state his case, and demand recognition or seek a new job. With all the instincts of a trained salesman he began arranging his data so as to make a correct approach. The most he had to guide him was hearsay. The only time the orbit of the Old Man touched the orbit of the business was on one of his customary visits through the house. These visits were usually unexpected—sometimes casual—sometimes thorough.

It was on one of these inspection tours that Brewster first saw the Old Man. It was in the stock room. An elderly, somewhat dapper, well-groomed gentleman quietly asked some casual question regarding the arrangement of the stock. He followed it up by others, each getting a little more pertinent and searching. Brewster—then a young man of seventeen—had replied to each one of the questions, "Don't know, I'm sure." With a somewhat kindly manner the visitor had shown him how to assort his stock in shorter time, then how to load it on the truck with less work and and had gone on. Brewster had seen the Old Man several times since and had always been greeted with a friendly nod of recognition.

After thinking it over, Brewster decided to feel out the sales manager before he tackled the Old Man, though he knew the latter was really the court of last resort.

Talks to the Sales Manager.

"I want to be perfectly fair," Brewster was saying to the sales manager, "but it certainly does seem as though I was worth more money and a more important position. I have been with the company now nearly ten years, and have seen—without a murmur—men who I believe are no better, advanced in important positions. More than that, these men have, for the most part, been brought in from outside organizations and put over my head. It's a selling proposition, this disposition of one's services, and while I have not made any overtures to any of the other companies, yet I am satisfied that I could do better with another firm. Yet a kind of loyalty binds me to the old house that I have been with since a boy.

"Now I want your disinterested advice. You know the whole question and you know me. You have been sales manager of this company for eight of the ten years I have been with it and know my work intimately. Tell me freely and candidly what you advise."

The sales manager studied the calendar on his desk intently before replying. He was plainly weighing on his mind whether he would be justified in giving out confidential information. The circumstances certainly did seem to warrant it.

"Brewster," he said, "as one salesman speaking to another, my advice is to stick. Your sales record is not only above the average; better than that, it is a clean one. You are to be trusted. There is but one reason why you have not a better position. Here we all want to see you advanced; but there are overhead orders. You are held back by a notation, a few words penciled on the back of your employment card while you were yet in the stock room."

The sales manager studied the calennet and drew out Brewster's record card. This showed in concise summary the sales Brewster had made during the time he had been on the road—sales continually increasing in volume. The "percentage of collections" column also showed up well. "New business" was adequate. It was an excellent card on the whole. But on the back the Old Man's notation still remained, summarizing his interview with the young man in the stock room some ten years before. "Lacks interest. Didn't know answers to simple questions," the penciling ran.

An Early Handicap.

"Now, understand me as simply giving you facts," said the sales manager. "I am not going into the question of the right or wrong of such a handicap. Like all men who have built a business from nothing to millions, through the sheer force of their own personality, the Old Man firmly believes that every employe should have the same white hot intensity of purpose that he himself has. He tests out all men by their standard, early asking them some simple questions. If the employe then fails, he is used for the more ordinary work. The big things go to the man who is interested and enthusiastic in his work. That's the Old Man's hobby—he wants to get about him men who are strong with the same intensity of purpose that inspires him.

"Now, try the house for another year or two and put the same enthusiasm into the business as though it were your own; your opportunity should come. When it does, make the most of it. I believe that this will win for you—I am sure it will."

Brewster went back to his territory with the one idea—that of redeeming his past record. How to do it—how to make his sales of more value to the house than the mere orders turned in—was what puzzled him. He turned to the map of his territory and looked at each town. It did seem as though there should be ways of getting more business. Perhaps his lack of intensity—his negative method of getting business—had been at fault. He would try positive methods and see. But how — where to start—kept puzzling him. The man who really wants to, will find a way and for the first time in his road experience Brewster wanted — with intensity—to sell goods.

His first stop was Alden. The company had had a little business there—as he thought the situation over it had struck him that it had not been enough to pay him to make the town. There were five dealers that should handle his line, yet he had only one customer there. How should he get at the others? "If I had these men together—if I could get them to see what a line we really have—if I could only get it before them in proper shape—I believe I could sell four out of five of the bunch," he kept thinking.

The more he thought it over the more the idea grew on him. It was eleven o'clock when he got into Alden. He went to his regular hotel and looked up the proprietor.

"Frank," said he, "there are five men in town that ought to carry my line. You know them; they are all good friends of yours. Here is what I want you to do: call up this list of dealers on the 'phone and tell them that I want to meet each one of them here at lunch. Tell them that it is important—that I have an important message for each one of them—something that they cannot afford to miss."

"That looks like good business to me," said the hotel man. "I'll just do that and I'll have the chef fix you up something extra nice—make a little banquet of this." And he took the list of dealers and started to the 'phone booth.

In ten minutes the proprietor emerged from the booth, smiling. "Say, you've stirred up some excitement already. They are all coming except old man Higgins. Curiosity will probably get the better of him—he'll show up, all right."

Brewster's New Method.

That lunch at the Merchants' Hotel at Alden was an event. It was the first

time that five rival dealers in the city had sat down together in years. Each one accused the other of not daring to stay away; and even before they sat down together, a friendly footing was established. When dinner had reached the cigar stage, Brewster launched at once, heart and soul, into an enthusiastic description of what the house was doing for the coming season's trade. He spoke of the better quality of the goods secured by new processing methods, of the heavy advertising campaign that was being inaugurated, of the instructions being given the salesmen that they might act as expert sales counsel to their friends in the country.

Before he got through he found himself addressing his small audience in the convincing terms of a practised salesman who had found his field. The different conditions in which he found himself—the new surroundings under which he was laboring, incited him to his best. It was not all easy sailing, however, With the true instinct of buyers trained in long years of expert objection-making, objection after objection was hurled at him. As he answered these, one by one, he still felt that he was not getting at the real reason why these men did not buy his line. Why, it was Opportunity itself that he was offering them. Finally he turned to Griggs—the department store man Griggs—who, if anyone, could tell him just how the land lay.

"Griggs," said he, "here is a little association of hard-headed business men. You men lose when you don't buy from my house—and you know it. What's the reason that your orders are placed somewhere else?"

Griggs turned in his chair with that uncertainty of movement which betrays the man who is not accustomed to speaking in company. "Well, Mr. Brewster, since you have asked me an out-and-out question, I will tell you. Your 'triple extra' line we handled for four years. Then one of my oldest customers went into the city for a visit and came back lugging a line of that stuff. Bought every bit of it, too, at a catalogue house there. You know what that means. I passed the word around among my friends here and you've practically been boycotted as far as this town is concerned, ever since."

His Opportunity Arrives.

Brewster thought rapidly—"So that is the reason why I have been practically shut out of this town. If I had only been a real salesman—and found this out years before, what a difference in trade it would have meant to the house." He was beginning to see what intensity of purpose would do.

Brewster answered diplomatically—half-sorrowfully. "I should think you would know our policy too well to have let that influence you. We sell only to dealers. Ninety-five per cent. of our sales are to country dealers like yourself. The other five per cent. of our sales is made to the city trade. But every catalogue house in the city sends out its 'pick-up wagons.' They buy the standard brands in extremely limited quantities, perhaps, in some cases, only to be able to say that they handle those lines. The customer of yours who bought any of our goods from a catalogue house bought them after we had sold them to some city dealer. They came to that customer via the pick-up wagon.

The effect of this information was electrical. One of the other dealers was on his feet immediately. "If that's the case—it's something that we have not thought of—and it puts the matter in an entirely different light. But now—" and then he, and in succession all the rest, came out with their real but hitherto unspoken objections. Explanations followed. Then when the flow of questions ceased, Griggs rose formally.

"As a vote of confidence in one of the oldest and best houses," he said, "I move we adjourn immediately to the sample room and voice our return to a good house, by filling a few order blanks."

The Promotion Followed.

Brewster was at the long distance 'phone. "I have an order from every dealer in Alden, and I want you to know just how I turned the trick. Didn't use a hackneyed method in the whole sale." He rapidly sketched the story of the dinner, the hidden objection and the final vote of confidence which his old customers had accorded him. Then he added: "This trade revival is exactly what I am going to do for every town in this territory. I've got a bunch of new schemes figured out for every town I have ever made. Where one plan won't work, I'll try another that will. We'll get the business from now on in this territory."

The sales manager heard him out, thanked him, then said significantly: "We are expecting a visit from the Old Man in a week or so. He likes to run over the correspondence to see how the boys are working. Suppose you write me this enthusiastic report, covering the same facts that you have just told me. I'll see that your letters fall under the Old Man's eye.

"And incidentally, Brewster," the sales manager resumed, "our Western agency is going to need a district manager soon—one that has lots of ginger and new ideas. You can put two and two together, can't you?"

Brewster could—and did.

CATALOGUES AND BOOKLETS.

London Office, April 14.—Spratt's Patent, Limited, are circulating a new export price list, containing twenty-eight pages of quotations, not only in English currency, but in Canadian figures also. The indexing of this pamphlet is an excellent feature, making it easy to refer to any department without the turning of pages. Foods for dogs, pups, poultry, pigeons, caged birds, etc., are all fully dealt with. The Canadian agency is in Montreal.

TRADE NOTES.

Eagel's grocery store, Summerland, B.C., was burned recently, but the destruction was not a total one.

Smith Bros., general merchants, Arnaud, Man., has sold his stock.

A. A. Dodderidge, grocer, Brandon, has assigned to E. J. Madigan.

S. Ruttenburg, general merchant, Garland, Man., has sold to F. Hoffman.

Brown & McDougall, grocers, Reston, Man., have gone out of business.

Jos. Lesk, general merchant, Winnipeg, has been succeeded by I. Chodirker.

L. C. Teeple, grocer, Arcola, Sask., has sold to J. R. Hallman & Co.

McKenzie & Martin, grocers, Vernon, B.C., are succeeded by Allan & Martin.

G. R. McColl & Co., general merchants Regina, Sask., have sold their business.

Andrew McDonald, general merchant, Prince Albert, Sask., has sold to A. R. Shea.

Jackson & Hayward, general merchants Dawson, Yukon Territory, have dissolved.

W. Cavanagh, general merchant, Antler, Sask., has been succeeded by B. J. Hunter.

A. McGregor, general merchant, Stephenfield, Man., has assigned to C. H. Newton.

Thurston & Creary, general merchants, Rocanville, Sask., has sold to C. B. Mitchell.

J. S. Tullis & Sons, general merchants, Tullisville, Sask., have sold to Murdock Bros.

An extension has been granted Hicklin & Dalton, general merchants, Canora, Sask.

The assets of C. J. McClocklin, general merchant, Carberry, Man., are sold to Chas. Munro.

McLeod & Langford, general merchant, Wolseley, Sask., are succeeded by R. P. Langford & Co.

W. E. Gillanders, general merchant, Paswegin, Sask., has been succeeded by MacDonald & Gillespie.

Leon Bay, general merchant, Jarrow, Man., has removed to Whitemouth, where he succeeds Eli Bay.

Lynch, Carlin & Sons, general merchant, Carstairs, Alta., have dissolved, Chas Carlin & Sons continuing.

Malcoms Western Canneries, Limited, Winnipeg, have changed their name to Central Canada Packing Co., Ltd.

H. J. Moore, Tyvan, Man., has sold his general store business to A. E. Hill & Co., who have stores at Griswold, Hartney and Carman, Man.

Hardy & Co., Midway, B.C., suffered loss by fire recently, their general store being burned. The loss is about $14,000 with insurance about $8,000.

J. A. Govin, general merchant, Montmartre, Sask., is succeeded by J. L. Dube.

Sarah Layton, grocer, Halifax, has assigned to Geo. E. Faulkner.

J. W. Turple, general merchant, Advocate Harbor, N.S., has assigned.

F. L. Mills, general merchant, Springhill, N. S., recently suffered loss by fire.

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CHEAPNESS OF ASSOCIATION WORK.

Since the suggestion that an Ontario Retail Grocers' Association be formed has taken hold some have expressed the opinion that the idea of organizing a one line association is not feasible because the cost of conducting the association would be too great for one branch of trade to stand.

There is no reason for this objection as the experience of the Ontario Retail Hardware Association has shown. This organization was formed in April, 1906, with about twenty members scattered throughout the province. It met with active opposition on the part of the Retail Merchants' Association, secretary E. M. Trowern uttering a foolish threat that he would put the hardware organization out of business unless it nestled under his protecting wing. The Retail Hardware Association, however, declined Mr. Trowern's invitation and, placing its annual membership fee at $3, collected $400 the first year and after paying expenses of $340 began the second year $60 to the good. In 1907 the expenses were $450 and in 1908 only $365, the assets at the beginning of 1909 being $138 and the balance to the good on April 1, 1909, being $540.

The Retail Hardware Association paid out about $200 during the first two years in traveling expenses for an organizer and while the Association had a profit on the work, experience has shown that in the long run it is unwise to hire a man to talk merchants into joining an association as unless men join of their own accord they are likely to become disgruntled and withdraw, feeling that they have been "done" for the amount of the membership fee.

This is a wrong attitude to take, as the indirect results of having an association organized are considerable—notably in compelling concerns looking for custom from the retailers to sell more exclusively to the trade. But the experience of the officers of the Retail Hardware Association has been that their most enthusiastic members are those who attend the annual conventions while those who stay away are reluctant to pay their membership fees.

The conventions of the Retail Hardware Association have become events to be looked forward to, the gathering at Hamilton last February being attended by about two hundred retailers with another hundred present representing jobbing and manufacturing firms, one session being open to all branches of the trade. In connection with the convention a trade exhibition was held, over thirty firms paying a small fee of $10 for the privilege of exhibiting. It is the money raised from this source that has given the Association its creditable balance in the treasury. The Association has recently decided to hold its 1910 convention at London and to run an excursion of its members and retail friends to Montreal in August.

By having a balance in the treasury the Hardware Association is in a position to put up a strong campaign against any unfair legislation which the mail-order houses endeavor to put through parliament. It is largely due to this organization, in fact, that Postmaster-General Lemieux in 1907, withdrew his proposed parcels post c.o.d. law, the effect of which would have been to make every postmaster in Canada a collecting agent for the big department stores. Whole wagon loads of letters and petitions were delivered to Hon. Mr. Lemieux on Feb. 1, the date set by the Association for members to forward petitions.

Another matter being pressed by the Hardware Association is that of Mutual Fire Insurance. In the United States there are many Hardware Merchants Mutual Fire Insurance Companies, several returning an annual rebate of 50 per cent of the premium to its members in addition to maintaining a substantial cash reserve. In Ontario farmers are the only class privileged to form mutual fire companies but at the next session of the legislature the Hardwate Association will endeavor to have the law changed to include merchants generally.

The officers of the Retail Hardware Association state that they could have done more effective work if a $5 fee had been named as with a paid up membership of about 200 the $3 fee was needed to pay office expenses, cost of executive meetings, printing supplies, and a small honorarium to the secretary. But now that the Association is firmly established the membership should steadily increase until it reaches the standard of the Michigan Retail Hardware Association with its 800 members and the Illinois Association with its 1,100 members, these latter bodies having the advantage, however, of giving their members the savings resulting from mutual fire insurance. About 125 members of the Ontario Retail Hardware Association are using a set of "collection letters" supplied by the organization at cost, the results proving very satisfactory.

Grocers in Ontario far outnumber the hardwaremen and, with the advantage of already having several live local associations in the larger cities, there is no apparent reason why they should not be able to profit by the experience of the hardwaremen and organize a strong Provincial Retail Grocers' Association to work in harmony with the hardwaremen, booksellers, drygoodsmen and other classes of merchants.

A DEAD ISSUE.

Canadians are disposed to view with amused indifference the resolution passed at the Detroit convention recently asking the Government of the United States to at once open negotiations with Canada for a reciprocity treaty. Fifteen to twenty years ago their attitude would have been quite different. They would have hailed it with joy and have taken immediate steps to secure the concurrence of the home Government.

When in October, 1890, the McKinley tariff went into force in the United States, there were a good many in Canada who took a decidedly pessimistic view of the situation. They thought that Canada's future was blasted. It did, of course, for a time, look serious.

We had become impregnated with the idea that the development of our natural resources depended largely upon the good-will of the United States.

But the blow, instead of permanently injuring us, stirred up within us a degree of energy which we had not hitherto possessed.

Instead, therefore, of looking to the south for succor Canadians began to look across the Atlantic and not only to look, but to act. They began to realize, particularly in view of the commercial unfriendliness of the United States, that the British market offered a steadier and more attractive field for their enterprise.

The result of the development of this enterprise has not been by any means discouraging. Our total export trade when the McKinley Act went into force was less than $97,000,000. During the last fiscal year it amounted to over

$280,000,000. The United States, in spite of the McKinley and subsequent hostile tariffs, now buys $73,000,000 more of products from us than they did in 1890.

But, of course, it has been with Great Britain that our largest increase has been. When the McKinley tariff went into force our exports to Great Britain only amounted to a little over $48,000,000. Last year they reached $134,488,000.

We do not court or desire any more McKinley tariffs, but that which bears the late President's name was by no means an unmixed evil. It did more than anything else up to that time to make Canadians realize their possibilities and inspire their nationhood.

The convention at Detroit showed two things. One was that the business men of the United States are repenting of their unkind commercial treatment of this country; and the other is that they are realizing the importance of the future of Canada and are disposed to do everything in their power to get a larger share of the trade which must necessarily be developed as the country grows.

But unfortunately for them, repentance comes rather late. The shoe is now on the other foot. Canada 20 years ago wanted reciprocity with the United States and wanted it bad. Now there is a growing desire in the United States for reciprocity with Canada, while in this country the matter is practically outside the range of practical politics.

It is a dead issue and the McKinley tariff was the cause of its death.

THE SCHOOL BOOK QUESTION.

Since the T. Eaton Co. has been given the contract to supply the school books for the Province of Ontario and since that contract extends over a period of ten years and is renewable, the retail merchants of the province have been given a big subject to think about.

Once these books have been published and are sent broadcast over Ontario with the name of the T. Eaton Co. on every cover, that company will have completed another link in its huge advertising mail-order scheme which will undoubtedly prove disastrous to the retail merchants.

It is now up to each organization that stands for the protection of the general merchant to do its share in alleviating the effects of the giving of this government contract to the T. Eaton Co.

It is stated that the government has the power of instructing the company to use only the imprint of the Educational Department and also that the government can force the company to hand the books over to it for distribution. The imprint of the T. Eaton Co. means considerable gain to them and a loss to the country retail merchants; and if they are allowed to distribute these books through the province they have the opportunity of enclosing advertising literature which cannot but detract from the business of the country merchant.

If the T. Eaton Co. therefore are allowed full swing to do as they please their course of procedure will have a far reaching effect and the government in awarding the contract could scarcely have taken all the possible results into consideration.

This is a serious problem for business merchants in almost all lines of trade. Evidently the government could not have realized the full situation and what it will mean to the commercial interests of the country and to substantiate this contention it is known that some of the permanent officers in the employ of the government have stated that they had not realized it before it was pointed out to them.

Another item which must be taken into consideration is the manufacture of the plates used in the various school books. These are made by the government and are said to cost in the neighborhood of $30,000. The country merchants are assisting in paying for them —paying for something that is going to injure themselves.

What should be done and done quickly by every retail merchant in the province is to write the local member of the Legislature to have him use his influence in the government restricting the publishers as far as possible. This is a question which should be vigorously taken up by the Retail Merchants' Association and all other organizations which appreciate the interests of general merchants in the province of Ontario.

VALUE OF AN ASSOCIATION.

A large deputation consisting of 150 grocers, representing the Retail Grocers' Association of Montreal, went to Quebec on Thursday morning, April 29, by special train to lay a petition before Premier Gouin. In the latter city they were joined by a large contingent of Quebec grocers.

At half past two in the afternoon, they met the representatives of the government and requested that the law be amended, to prevent brewers peddling beer from door to door. It seems the brewers had already anticipated their action, and have asked the government to dismiss their request. The Premier promised to give the matter his consideration. This will make the fourth piece of legislation which has been of great value to the retail grocer, that the Association has put through, if this particular petition is successful.

IMPROVING CONDITIONS.

During the slow months of last year we frequently pointed out that trade would not approach towards normal until two things happened—an emphatic increase in commercial loans in our Bank Statement and material gains in Grand Trunk earnings. Both of these circumstances have now come to pass.

The most interesting feature of last week was a gain of $12,750,000 in current loans during the month of March compared with continental decreases hitherto. The indications are that fairly continuous improvement has been in progress during the past three months.

We commend a perusal of the figures for the iron and steel production in Canada during 1908. The output of steel ingots for example decreased in Canada only 21 per cent., whereas it declines over 50 per cent. in the United States. Our production of iron ore declined from the previous year only 4.3 per cent.

There are evidences that however unpleasing the depression may have been as regards this country it was not really damaging but was more a salutary corrective and "a blessing in disguise."

POTATO PROSPECTS.

Correspondence from various parts of the Dominion indicates that there may be a potato shortage before the new season's crop arrives. At the Pacific Coast potatoes have gone up in price to forty and fifty dollars per ton, whereas a month or two ago the price ranged from twenty-five to thirty-five dollars.

From the maritime provinces potatoes are being shipped to the United States in large lots and prices are reported firmer. In Toronto prices have also advanced somewnat but it is probably in western Ontario where the greatest change has occurred.

In the article of this week from our Chatham correspondent it is pointed out that United States buyers have visited that vicinity and purchased large quantities of potatoes, the prices offered to and accepted by the farmers being seventy-five cents. Last Saturday's market price ran up to a dollar and a quarter per bag from seventy-five cents of the week previous. The buyers from across the line were able to pay a twenty-five cent duty and still sell at a fair profit in the State of Ohio.

Grocers in Chatham are facing a potato shortage, but some of the reasons are somewhat unnatural, and if the same conditions exist all over the province and in others as well, prices are likely to be enhanced. The present shortage, however, may simply be due to the inability of the farmers marketing their produce at this time of the year.

Notes From the Maritime Provinces and Quebec

Steamships and Their Cargoes Expected at Montreal—Advance of Barbadoes Molasses in Primary Market—Good Maple Syrup Crop in Nova Scotia—Sugar Cargoes From the West Indies.

MONTREAL.

April 27.—Henry Morgan & Sons are showing a window display of electrical cooking utensils this week. The terror to a woman, of a hot stove in summer time is done away with by the use of these things. Each individual dish can be connected with an electrical current and in this way only the heat required for the special dish is used.

Reports from Richmond, Que., state that the storekeepers of that place are suffering from a plague of burglars. Sunday morning April 24, some members of the light fingered fraternity visited the store of McMorine Bros. From there they went to the St. Jacobs Hotel and then to A. J. Bedard's store. In each place they collected a fair amount of booty and decamped by the G.T.R. for Windsor, where they took the Orford Mountain Railway.

Andrew Watson, Montreal, was in Quebec for a few days this week on business.

The Laing Packing Co.'s store, corner of Berthelet and Bleury Sts., has a window which is nothing short of a work of art. It is arranged with the usual products to be found in a provision store and shows originality and resourcefulness. The Stanford Market on St. Catherine St. W., has an unusually beautiful window this week also. This store has long been noted for the beauty of its display windows, and certainly seems to be maintaining its reputation in this respect.

The harbor is practically ready for the arrival of the first boat of the season. Several are on their way here. Among the fruit boats bound for Montreal from Sorrento and other Mediterranean points, is the Jacona of the Thomson Line, with a cargo of oranges and lemons. Her cargo is made up as follows: From Genoa, 30 tons of sundries, from Palermo 8,800 packages lemons and oranges, and 53 bbls. of wine from Catania; 6,800 pkgs. oranges and lemons; 250 tons sulphur from Messina; 7,800 pkgs. oranges and lemons; from Sorrento 11,500 pkgs. green fruit. The Bellona of the Thomson line left Cadiz April 24, but the cargo list has not been received here yet. The Fremona of the same line left Palermo April 25. The Francesco Campa will arrive in port about May 1 to discharge a cargo of fruit, consisting of 26,000 pkgs. of oranges and lemons from Sorrento; 6,600 packages of oranges and lemons from Palermo and 1,600 pkgs of the same fruit from Catania. The Salacia has sailed from Glasgow for Montreal. The harbor front is a scene of great activity, but things are practically in readiness now for the expected ships.

Ex-mayor Laporte, of Laporte, Martin & Co., is seriously ill in Paris. Mr. Laporte has been in Europe for sometime, and his many friends on this side of the Atlantic will be sorry to hear of his misfortune abroad.

Hugo Rohde, northwest representative of Hudon, Hebert & Co., has returned from a trip through his territory.

B. McNally of the St. Lawrence Sugar Refining Co., was seen recently in connection with the announcement by the government to allow Canadian sugar refiners the privilege of importing two tons of foreign sugar for every ton of sugar made in this country from the beet, would be extended for three years. Mr. McNally stated that the probable effect of the extension of the government's agreement would be a weakening in the prices of Canadian refined cane sugar in the foreign market. He stated further that the Canadian cane sugar refiners did not favor the extension of the agreement of the government with the Canadian beet sugar producers. The former think that either the beet sugar makers should not be accorded the privilege of importing foreign sugar beet in twice the quantity that the domestic beet sugar is produced, or the duty which Canadian cane sugar refiners have to pay on raw sugar imported from the West Indies should be reduced. This duty is now equal to ½ cent a pound.

The report of the Department of Trade and Commerce, has just been received for the fiscal year ending March 31, 1908. The report is divided into three parts, (1) Canadian Trade; (2) Trade of Foreign Countries; (3) Subsidized Steamship Services. It also contains copies of the various treaties and conventions, that Canada has entered into during the year. In addition to the book, there is a set of diagrams, illustrating Canada's commercial development in a graphic way.

E. J. St. Amand has joined the staff of W. C. Christmas, Montreal, and has made arrangements to handle a line of teas on his own account at the same time. Mr. St. Amand has many friends among the tea trade in Montreal, having been with James Rutherford, one of the best tea men in eastern Canada for eight years. He received a good training with this firm. Mr. Christmas is one of the younger generation of grocery brokers, and he is making good in a decided fashion. He knows well the lines he is pushing, and has some first-class agencies.

Some of out-of-town buyers in Montreal during the past week were:

P. C. Vincent, St. Celestin, Que.
G. Dansereau, Grenville, Que.
G. Daoust, St. Anne de Bellevue, Que.
G. H. Parent, L'Original, Que.
L. Cousineau, St. Scholastique, Que.
J. A. Nadeau, Iberville, Que.
N. P. Mallette, Chateauguay, Que.
H. Tourangeau, Varennes, Que.
A. Rivard, St. Genevieve, Que.
M. Paquin, Lachute, Que.
F. Robert, St. Hubert, Que.
J. Fletcher, Rigaud, Que.
T. B. Rivest, St. Sulpice, Que.
J. A. Tremblay, St. Lambert, Que.
S. Hetu, Lavaltrie, Que.
G. Labelle, Chambly Canton, Que.
L. Barbeau, Laprairie, Que.
G. Beausoliel, Terrebonne, Que.
J. A. Giard, St. Hyacinthe, Que.
J. C. Lajeunesse, St. Marguerite, Que.
P. Forget, Terrebonne, Que.
J. N. Cabana, St. Hyacinthe, Que.
O. Lacombe, Cabane Ronde, Que.
B. Bruneile, Chambly Canton, Que.
R. Laioie, Trois Rivieres, Que.
J. Bellefeuille, Trois Rivieres, Que.
L. Robert, St. Bruno, Que.
A. Brossard, Laprairie, Que.
J. N. Perreault, Repentigny, Que.

ST. JOHN.

April 27.—The first of May will see a number of changes among the wholesale grocers on the south wharf. Thomas Gorman is moving from the premises he has occupied for many years, to the Tuft's building where C. M. Kerrison has been carrying on business. Mr. Kerrison is taking a store now vacant near the end of the wharf. The premises occupied for many years by C. D. Trueman who assigned recently will be occupied by J. Johnston.

Business, both in wholesale and retail circles is reported good and collections are fair. There has been no change in flour quotations this week and other lines remain stationary. The harbor fishing has been interfered with lately owing to the heavy ice running into the harbor from the river but some fairly good catches of gaspereaux are being made. The first salmon of the season was taken on Monday of last week and it sold for a good figure.

A cable from Barbadoes received by Baird & Peters a few days ago announced that the quotations on Barbadoes grocery molasses had advanced two cents a gallon, which is the highest price reached for many years.

The civic elections which were held on Tuesday, April 20, were unusually interesting this year and six new aldermen will sit at the council board after May 1st as a result of the polling. Alderman J. W. Vanwart, the Charlotte Street grocer enters upon his third year at the board. He was not opposed. Alderman Baskin, the west side grocer went down to defeat before J. Fred Belyea, fishery inspector, and A. O. Havelock Wilson, fish dealer in the north end was victorious over Alderman Rowan, a hardware dealer, by a very large majority. F. S. Purdy, groceryman, of Garden Street, Wellington Green, grocer of Winter Street, and R. R. Patchell, the Stanley Street grocer were unsuccessful in their fight for civic honors.

A demonstration of food products was conducted in F. W. Daniel & Co.'s store last week and many people were given a taste of the dainties.

William H. Edgett, of Moncton; Andrew D. McCain, of East Florenceville; Robert E. Mutch, of Charlottetown, (P.E.I.); John W. Vanwart and Henry R. Ross, of St. John; are applying for incorporation as the Eastern Produce Exchange. The capital stock is to be $55,000. W. E. H.

HALIFAX.

April 27.—The volume of business passing at the present time is considered satisfactory. The roads in most districts are improving. As a result business benefits materially. Prices are now pretty steady and there is not any immediate prospect of a change, though possibly flour may go a little higher.

There is considerable activity in the produce markets just now. Stocks held by dealers are running low, and buying is again in order. Heavy shipments of potatoes are being made from Prince Edward Island to the "American" market, seventeen hundred bags having been shipped last week to Boston. On arrival, however, these were met with the new crop from Florida, and as a result the shippers did not net as large a sum for their potatoes as they expected. On the local market cabbage are scarce, turnips are in fair supply, and there is a shortage of carrots and parsnips.

Large quantities of sugar are now being imported from the West Indies. Every steamer arriving here is bringing large cargoes. The Boston which arrived last week landed seven thousand bags. A large amount of the sugar is for Montreal.

New Bermuda onions are now coming on the market. The stock is only of fair quality, the onions not being as clean skinned as usual.

Fresh made butter continues to come on the market in good supply and it is in fair demand. The price, however, shows little change. There is a large lot of old butter on the market and there is little sale for it locally. Some of the dealers, however, are disposing of their stock to parties in St. Pierre, Miq., but the sales are light. The most of this butter is sold at a loss.

Eggs are a little easier in price. The demand from the upper provinces is falling off and in consequence stocks are piling up in some places. Fresh eggs are quoted at 18 cents here.

The maple sugar harvest is now in full swing and the crop this season will be quite heavy. Large quantities of sugar of excellent quality are now on the market, but the demand is somewhat lighter than usual. The consumer appears to prefer the maple syrup which is put up in the bark taken from thr trees, and it finds a ready sale. Some new maple syrup is also on the market, but the supply is not great. Most of the maple sugar comes from Cumberland County which is the largest producer in the province. The price varies from 15 to 18 cents.

Some Interesting Ontario Grocery Correspondence

Executive of London Grocers' Association to Discuss Ontario Organization—Potato Shortage Being Experienced by Chatham Grocers—Unique Delivery System Used by Brantford Firm —Strawberry Crop Reports From Western Ontario Favorable —Increases in Flour Prices.

LONDON.

April 28.—The executive of the Retail Grocers' Association will hold a meeting next week to consider the question of provincial organization. The members are understood to be unanimously in favor of such an organization, the only difficulty in the way being the matter of financing the proper carrying of it out, as President Ryan pointed out at the last meeting of the association. If grocers of all the cities of importance in the province can be induced to join in such a project there should be no difficulty in carrying it out. Before that can be brought about, however, local organization will be necessary in many cities, and that will take time. The result of the executive's deliberations will be embodied in a report to be presented to the association at its next meeting, on May 11th.

Secretary Hays, of the Retail Grocers' Association, has received a letter from the city authorities for the names of tea peddlers who are known to be doing business without either a license or paying a business tax. The necessary information has been given, and now the council is looked to comply with the association's petition to make the delinquents toe the mark.

The annual excursion is now the chief topic of discussion among members of the Retail Grocers' Association. Detroit is the city most favored, partly because of the cheaper railway rate than to other equally distant cities, but mainly because a visit to the city of the straits would enable the "fans" among the grocers—and that means all of them —to see the game played by a couple of crack ball teams of the American League.

Grocery trade is only fair with retailers. There is a good demand for pineapples, which are in earlier than usual. They are of superior quality and cheaper than in many years. The reason of this latter fact is that the Cuban product is coming into the market and promises to be a formidable competitor of the fruit from other countries.

Wholesale trade is a little quiet, but the prospects are excellent. Sugar is firm, with an upward tendency, as are also teas of all descriptions. Coffees are steady. There is no change in any of the staples. New Brazil nuts are coming in and finding a ready market. Raisins and currants are rather steady, the latter being higher.

Local grocers are now paying an advance of 25c. per cwt. for flour, but have increased the price to their customers only 20c., so that there is little profit in handling the commodity. Yet they must keep it.

"Dick" Woods, the Wellington Street grocer, has developed a talent which none of his friends thought him capable of. He has long been known as an expert judge of horseflesh, and a year ago came into prominence as a 100-yards sprinter. Now it appears he is an expert handler of the paint brush, which fact has come to light through his painting the front of his store a bright red. And now everybody is wondering what will be "Dick's" next surprise for his friends.

CHATHAM.

April 28.—Chatham this week is experiencing something like a potato famine, as the result of a temporary "corner" in this product. A week ago Saturday potatoes sold at 75c. a bag on the market. Last Saturday the price went up to $1.25. During the intervening week, United States buyers were in this vicinity and made extensive purchases. One buyer, R. A. Snider, of Ohio, purchased fully 6,000 bushels of potatoes from farmers in one section of Chatham township, and other buyers seem to have been equally busy. The price paid by the "Americans" was 75c. a bag. After adding 25c. a bag duty, the Ohio man was still able to sell cheaper than competitors across the line; there the price is given as $1.40 a bag. On Saturday A. S. Maynard, a Harwich market gardener, started in early and made large purchases, practically cleaning up the whole available potato supply. Maynard bought before 10 o'clock, and a police officer attempted to lay an information against him under the city by-law, which prohibits "hucksters, butchers, grocers, runners and wholesale buyers" from buying on the market before 10 o'clock, subject to minor reservations. Magistrate Houston, however, refused to take the information, declaring that Maynard did not come under any of these categories. As a result, Maynard went on buying, and the price soared speedily to $1, and ultimately to $1.25.

Grocers, who are face to face with a potato shortage this week, view with some resentment the fact that while they are prohibited from buying before 10 o'clock, outsiders who are not tax payers can come in and purchase to any extent. Although the by-law was framed with the express intention of covering all classes of persons buying with the intention of re-selling, the magistrate steadily refuses to interpret it that way. "We have paid taxes here for years, worked for the town and loyally supported every move toward helping it along," declared one grocer, "and yet outsiders for purposes of speculation can come in and boost the price of market commodities on us, while if we tried to buy we would be hauled up in short order." At the same time, it is doubtful if there is any real shortage of potatoes throughout the country, though the apparent shortage is accentuated by the fact that farmers are busy and cannot spare the time to come to town. Grocers state that they have plenty of potatoes ordered, but that the farmers declare that they cannot spare the time to deliver them until the end of the week.

Fred S. Bounsall, who has for some years past conducted a grocery at the corner of Murray and Adelaide streets, has sold to E. Duffy, formerly proprietor of the Teddy Bear grocery. Mr. Duffy takes possession May 1. Mr. Bounsall is moving to Hamilton, where he will start in the grocery business.

Thos Steel, a Ridgetown merchant and bean and produce dealer, passed

The best is not too good for you!



Aylmer Guaranteed

Pure Preserves

and

Marmalades are the BEST

Quality is unsurpassed

Packages are most attractive

Ask your wholesaler for his special on these goods

Quality Guaranteed

by

CANADIAN CANNERS, Limited

away last week, aged 63. Mr. Steel started business life in Blenheim, where he conducted a grocery and general store. This he later, on removing to Ridgetown, sold to Mr. Gilroy.

Miss Parsons, demonstrator for the Lipton Company, is conducting a demonstration of teas, coffees and jellies, at Harry Andrew's grocery all this week.

Hogs reached a record price last Thursday, when $7.40, live weight, was paid. Deliveries on Saturday were large, the price ranging from $7.30 to $7.35.

The tariff concessions brought down by Hon. W. S. Fielding in aid of the beet sugar manufacturers meet with general approval in this section, where sugar beets are an important crop, and where the industry in Ontario practically had its beginning. It is anticipated that steps will be taken in the near future with a view to locating a factory in this city, correspondence having been carried on by the board of trade for some time past with Michigan beet sugar men.

A. C. Gillan, who has been behind the counter at Dawson's big store at Inwood has purchased a grocery in St. Thomas, and left last week for that place, accompanied by Mrs. Gillan.

Building operations have been commenced on the cement block addition to Forbes & Simons' grocery at Wallaceburg.

Butchers are experiencing quite a squeeze, from all accounts, between the farmers on the one hand and the meat consumers on the other. Following the closing of the Dominion meat market at Wallaceburg till September, owing to meat scarcity, Jas. Purser has closed his butcher shop for two weeks, for the same reason. In his announcement Mr. Purser tersely states: "It takes money to run any kind of business, and people cannot expect merchants to run their places of business on air. The scarcity of cattle makes the prices very high, and when people ask for credit after the butcher pays spot cash, it's up to the butcher to draw the line." A local butcher anticipates a reaction from the present high prices in the course of a few months.

Francis Gregory, manager of the Leamington canning factory, says: "We have about 300 acres under contract, all we asked for this year. Could take 25 or 30 acres more in tomatoes."

The Imperial Tobacco Co. warehouse at Blenheim has been completed, and barns for curing the tobacco grown will be erected. The outlook is for an exceptionally large crop in this vicinity.

John S. Gesner, a Ridgetown grocer, announces that he intends leaving that town, and is advertising a "slaughter sale."

A record breaking strawberry crop is predicted for this year, growers stating that the plants have come through the winter in fine shape. Last year was an "off season" for strawberries, owing to dry weather.

TORONTO.

April 28.—W. F. Fullerton, 934 Dundas St., appreciates the help he gets from The Canadian Grocer. His business is favorably responding to his energy and tact.

Jas. J. Scott, Davenport Rd. and Dupont St., finds that his business has outgrown his present premises, and he is thinking of building larger. He is one of the hustlers.

An Englishman, clerking in a north end store, expressed his surprise that some grocers are not taking The Canadian Grocer. He served his apprenticeship in London where he worked three years and paid 45 pounds to learn the grocery business and got his board. Here he says, a youth usually drives a delivery wagon for two weeks and then he becomes an accomplished clerk, knows all about sports, but takes not even time to read a trade paper.

McDonald Bros. have bought the Rosedale grocery, 1064 Yonge St. They come with a good business training from Teeswater and are likely to make things go.

Wm. Andrew, 2 Sydenham St., is a thorough Scotchman with a thorough Old Country business experience. He, like all well posted grocers, reads The Canadian Grocer in order to keep up with the times. An article will appear in The Grocer in the near future on his experience of old land storekeeping.

Hill & Shiells, Weston, have a nice store and are recognized the leading grocers in that town.

J. L. Casey, who has very successfully conducted a grocery and fruit business at 470 Yonge Street for some time past, has moved to 638 College Street, owing to the continued advance in rents on Yonge Street. Mr. Casey has deemed it advisable to purchase the College Street property, and has opened a bright and attractive store in one of the best residental districts bordering on College Street, and will no doubt build up an excellent trade in a short time.

Bedser & Seaman, grocers, 1148 Bloor St. West, have dissolved partnership. The business is now carried on by A. G. Seaman.

Alfred E. Fairfield, 86 Close Ave., for many years a grocer and wine merchant on Yonge Street, died last week from a paralytic stroke.

Wm. Sunter, a young man favorably known in the Avenue Road district, has bought out the estate of H. Merrick. He will take possession May 1st and is likely to get his share of the business in that hustling part of the city.

Lloyd Bros. have purchased the business of Gervis & Co., 552 Queen St. West, and are getting ready to do a large trade in that busy part of the city. These young active men have had six or seven years experience as clerks, and are sure to succeed.

W. J. Dillon, 622 Queen West, has removed his "sugar bush" from his window where for weeks the process of maple syrup making was demonstrated to the knowledge seeking crowds attracted by it. So complete was this done that even beechnuts were found among the leaves which covered the ground under the sap trees. The clerks work in harmony with the proprietor and all take a lively interest in the store and even point with pride to their new waggon which makes its flying visits from street to street.

J. F. Morrish, for 20 years in the grocery business in Toronto, and for the past eight years at 237 Yonge St., has decided to retire from active work. J. M. Stanley who has been connected with Mr. Morrish for the past 18 years is taking over the business, which will in future be conducted at 256 Church Street. Mr. Morrish has customers yet whom he called upon 33 years ago before he conducted a business for himself.

The regular monthly meeting of the grocers section of the Retail Merchants' Association of Canada, Toronto Branch was held in their board room, 21 Richmond West, on Monday night, A. B. Griffin, chairman, presiding. At the invitation of the association representatives of the fruit, produce and provision association of Toronto, attended to explain in detail the real meaning of the circular they sent out in reference to weekly collections. Messrs. Thorpe, Despard, Bowes, Quinn, Clemes and others, explained the aims of the association, which they claimed was a move in the right direction to improve trade conditions. The meeting soon developed into a warm discussion. The retail men claimed that they also had demands to make on the wholesale men which should be granted in consideration of the retail men accepting their terms. In a nutshell they intimated that the retailers would pay all their bills promptly each week providing the wholesale men would also promptly cease to supply small consumers, and henceforth do a strictly wholesale trade. This seemed to be fairly satisfactory to all. In the closing remarks it was moved by Andrew Gunn, of Gunn's Ltd., and seconded by H. W. Thorpe, that a vote of thanks be tendered to the officers of the Retail Merchants' Association, for their invitation to meet them and for the kindly manner in which they concurred in the proposed shortening of credits about to be instituted, and suggested that a committee from each association be appointed to adjust any differences which might occur. A few of the retailers again opened the question which resulted in appointing a committee to meet the wholesalers to clear misty or any points of difference that might occur from time to time.

GUELPH.

April 28.—Easter is past, and the merchants are now suffering from the re-action; but then, the weather has been anything but favorable to good business. Saturday's trade was only fair no doubt taking its cue from the size of the market, which was far below the preceding Saturday. Prices generally seemed a little lighter. Eggs sold at 18c and 20c, butter at 24c, potatoes were a little easier, more being sold wholesale, the prices ranging from 75c to 90c per bag. Charlie Smye, was in the city last week and by what he says "slack trade is the order of the day."

Benson Bros. were demonstrating teas and jellies last week, and are expecting good results.

The result of the guessing competition at A. J. Goom's store is a good sale of the soap advertised.

J. A. McCrea is displaying a fine line of toilet soap just now.

Geo. William's "Maple Syrup" window had the desired effect—a splendid sale.

KINGSTON.

April 28.—The farmers are raising cain owing to the advance in sugar, and the fact that so much rainy weather is preventing the preparation of the land for seeding. Yes, everyone has his own troubles. Grocers know all about it. Jim the grocer got a lot of lemons and oranges from a Canadian firm and had to consign about half of them to the swill barrel. Care is taken by the government to have inspectors examine goods before crossing the ocean to keep the good name of Canada up, but Canada's own children suffer a lot in silence through a few unscrupulous jobbers.

I was a victim recently of one of them having sent 600 dozen of eggs to a Canadian firm and only got the empty cases back.

D. B. Gage has sold his business on the corner of Charles and Montreal Street to Harry Spencer. Mr. Gage is going out west to se what others saw—a great country.

The advance in flour added to high rents is making lean pocket books for the working man. Yet, strange to say, four 5c. theatres are crowded every day and night. Who pays the piper? Ask the grocer and butcher.

Canada has at last wakened up and pure fruit jams are being put up in competition with English firms who for years have ruled the markets on account of the high quality of their goods. Some of the Canadian jams of late years were not fit for swine to eat. And there was no need of it in the past, for Canada grows the best fruits on earth.

Andrew Shaw, of Hull; James, of New Brunswick, N.Y., and Robert, of Montreal, are visiting their friends in Kingston. All got their business education in the grocery business and all now are engaged in the 5 and 10-cent business and doing well. Andrew is proprietor of a 5 and 10-cent business in Hull and getting prosperous. Robert is manager of one of Charleton's 5 and 10-cent stores, corner St. Lawrence and Main, Montreal, and James, who was a commercial traveler for W. G. Craig & Co., is manager for Wallworth Co.'s store, New Brunswick, N.Y.

George Robertson, of the firm of Robertson, Nicolls & Co., has purchased an auto, and no doubt will combine business with pleasure.

Many merchants feel that the Government should put an end to the interference in trade by the Militia Department here running a store inside the barracks gate. It is said they sell at wholesale prices. One grocer stated they sell to anyone at any rate.

BRANTFORD.

April 28.—The merchants report that trade has been good and the prospects look bright. There are only about one third as many empty houses in the city that there was six weeks ago. The factories are all busy and the Massey-Harris Co. will build a large addition to their present buildings.

Saturday's market was very large but prices remained stationary with butter at 25c per lb. and fresh eggs at 18c and 20c dozen. Spring greens were in good demand at 8c per head for lettuce and three bunches of onions for ten cents. Potatoes were $1 to $1.25 per bag and apples 50c per basket.

Chas. Nichol who for a number of years conducted a general store at Glanworth, has purchased the business of Mr. Brodderick at the corner of Pearl and Palace Streets, and took possession last week. Mr. Brodderick has been in failing health for some time and finds it necessary to give up business for a time.

John Malcholm & Son of St. George are erecting a large warehouse to the rear of the condensing factory. It will be 26x42 feet and sufficiently high to store away considerable condensed and powdered milks. As they have not sufficient water supply for certain hours of the day, it is their intention to build a cement reservoir which will store sufficient for them at all times. The wells continue to flow as much as ever, but when the condensing process is in operation an extra volume of water is required.

Methods of delivering groceries are very different nowadays from those which used to be in vogue. The following method which has been used successfully for over three years by G. S. Winter, Son & Co., grocers of this city, may be of interest to the trade. They do a very large order business as well as the ordinary delivering. This requires that two wagons be on the road continually. At the outset the complete delivery outfit was sold to the driver—wagons, harness, sleigh, etc.—and a yearly contract entered into. The driver was to do the delivering, take the orders, hire extra help, keep the horses and rigs in proper shape and become responsible for the goods from the time of leaving the shop until they reached their destination—in consideration of a certain salary per year. The advantages are that they have no money invested in delivery outfit, no worry about runaways, sick horses and other details under the old way. The success of this method depends upon the man the grocer secures.

ST. THOMAS.

April 28.—Large quantities of green stuff were offered on the markets on Saturday and found ready purchasers, who paid from 5c to 10c a head for lettuce and radish and for green onions 5c a bunch. Dairy produce was quite plentiful, butter ranging from 23c to 28c a lb. and eggs 15c to 17c per doz. Potatoes, owing to several cars from the vicinity being shipped to the United States took an advance and sold quickly at from 90c to $1 per bag. Hogs were $7.25 per 100 lbs. live weight. The local millers have again advanced the prices of flour, and the bakers are making their loaves weigh one pound instead of 1¼ pound as before.

Owing to the amendment made to the Bi-Monthly Pay Act in New York State, notices have been posted in the New York Central yards in Buffalo that they are ready to comply with the law and announce that April 29 will be the first pay day. The amendment provides a penalty of from $100 to $10,000 fine for failure to pay railroad employes twice a month. The St. Thomas merchants pray that the M. C. R., which is a part of the N. Y. C. system, will give their employes here the benefit of the two pay days in a month. When a grocer carries an account for a month it becomes quite large and if the debtor happens to lose his position it makes the loss a serious one, and the change would be appreciated.

INGERSOLL.

April 28.—Although the weather has been decidedly unseasonable, seeding having only nicely commenced, merchants report that there has not been a falling off in the volume of business. One grocer to whom your correspondent spoke said that business had been fairly brisk during the month and that the outlook was promising. "Seed time" is usually a busy time both in the town and country. Practically every resident who is so fortunate as to have a garden believes in keeping it under cultivation, not so much for the real value of the products as for the sake of producing his own vegetables and knowing that they are absolutely fresh when required. Grocers as a rule carry a complete line of seeds and they are now experiencing a lively demand for them.

During the past week the price of potatoes has jumped considerably. A scarcity in Western American points is said to be responsible for the unprecedented demand and the resultant increase in price. During the past few days several carloads have been shipped from Ingersoll and surrounding points to Detroit and other points west on the American side. This is certainly reversing the rule here. Heretofore potatoes have not been very abundant at this time of the year and many carloads have been imported. Last season, however, the crop was an excellent one and the acreage apparently much larger than in previous seasons. A few weeks ago potatoes were being offered freely and some of the local grocers declined to buy when the price was cut down to fifty cents per bag. With the keen demand however, from the American side, some of the enterprising merchants got busy at once and began to scour the country, making purchases to meet the demands for carload lots. They have been successful in filling all orders but it is understood that the supply in this neighborhood has not been seriously depleted. The active state of the market however, has had an upward tendency in the price, and your correspondent was informed that the retail price has been advanced to ninety cents a bag. Some doubt, however, is expressed as to whether it will long remain at this figure. It is only a matter of a short time until new potatoes will commence to arrive from southern points. It is difficult to dispose of old potatoes when the new ones are on the market at reasonable prices, and as the old ones are considered fairly plentiful it is believed that the price will once more drop as soon as the seeding is over.

Although the price of wheat has advanced recently until every one has been speculating as to where it would end, there has been no increase in the price of bread here.

Latest Accurate Trade Review of the Golden West

Potatoes Getting Scarcer at the Pacific Coast and Price Advances—The Transplanting of Oysters and Lobsters—An Invasion in Some Parts of Manitoba by Rats—Saskatoon Merchant Adds Groceries, Confectionery and Tobacco to His Stock.

VANCOUVER.

April 27.—Potatoes in the Vancouver market are occupying just about as much attention relatively as wheat in the general market. There are just about enough to see us through, and those who want them have to pay handsomely to those who have them. The prices are very firm at $45 and $50 per ton, and some of the wholesale commission houses are really afraid that the supply will peter out before the next crop comes in. The available supply is reckoned at 400 tons in this city, with a consumption of about 20 tons per day. The season is backward, too, which will delay this season's crop. New potatoes, though have already arrived but they are the advance luxuries. They are small, and retail at six pounds for 25c.

Another early arrival is the first strawberries of the season, the usual pale on the under side variety, the top color showing up bravely through the sand. They job at $3.50 per crate, and despite the high price are going fairly well.

The Indravelli arrived the first part of last week from New Zealand with 300 tons of onions and some potatoes. The onions were mostly destined for tributary markets. When the steamer left New Zealand potatoes were selling at about $17 per ton, so if any quantity are brought in in time there is a good margin for profit. The distance, however, will preclude any trade this season. Next year, it is likely that there will be plenty of potatoes, and the business might not amount to much. Last year potatoes were low, so the farmers grew few this year, and following the usual order of things there will be a rush again for this article, with a corresponding low price.

There is a new brand of golden syrup on the market. It is put up by Wm. E. Criddle, of Liverpool, and is something like the Old Country treacle.

The Pacific Coast Condensed Milk Co. has an eight-ounce tin on the market, for the benefit of small families and picnic parties. It is a timely thing, as there have been many complaints to grocers that in small families the usual 20-ounce tin is not all used before it goes bad. This is no fault of the cream, but is owing to the length of time it takes to use it. The new size retails at two for 15c, and the extra cost of canning is made up by the two ounces difference in weight.

Howard Chapman, of Victoria, agent for Fry & Company, is here this week taking orders for goods for the next Christmas trade.

A visitor this week was A. A. Ayer, of Montreal, the large wholesale dealer in butter and cheese. He told The Grocer he was here just to look over the ground, and was well pleased with conditions.

Pat Burns was also in the city for a few days. He repeats his old injunction to raise hogs, and says that his company will take all the hogs it can get

The C.P.R. is going into the vegetable raising business here and is clearing twenty acres of land a short distance outside of the city, Large greenhouses will be erected where winter vegetables and flowers can be grown for use in the hotels of the company and in the dining cars.

Development is proceeding along the different lines of the fish industry. More lobsters are being brought to the coast for transplanting. These will be placed in a lagoon at Esquimalt, where they cannot escape into deep water, and the officials will thus be able to keep an eye on them and watch progress. Herebefore, lobsters have been placed in deep water, with the result that they scattered, and only one or two specimens were ever seen again.

The West Coast Fishing Company has brought out eight million oysters for transplanting at Esquimalt. They range from one to two years of age. The oyster industry is growing rapidly here, and the demand for Esquimalt oysters comes from all the coast cities. In Seattle, they are the favorite brand, and they are largely sold in Vancouver and New Westminster. They retail at 35c per dozen in the shells. Oysters here do not breed, but they grow rapidly, hence it is found profitable to stock up the beds.

Further development of the northern halibut fisheries is promised by an English company, which will also have canneries on the Skeena river, and invest altogether about two million dollars.

Matters affecting the salmon fisheries were taken up with Prof. Prince, Dominion Fisheries Commissioner, when he was on his way to San Francisco. It was pointed out again to him that it should be impressed upon the "Americans" that they should do their share in the conservation of the salmon, instead of taking advantage of Canada's close seasons. Owing to the season opening earlier in the north, representations were made that fishing begin on June 15th, instead of July 1st, and it is expected by fishermen this will be announced this year.

The business men of Kamloops met the clerks on the matter of early closing during the summer months on Saturdays and also a half-holiday once a week. There was some opposition at first, but it looks as if the clerks will be successful.

It may be of interest to those who have an eye on Prince Rupert to point out that until the railway is running at least between Prince Rupert and the interior of British Columbia there will not be many openings for new businesses. There should be reason for the operation of the first 100 or 200 miles of the railway from this end, for transportation facilities are badly needed. That, however, will not be for some time. In the meantime, the following enumeration of business places in Prince Rupert is given. It should be noted, though, that these are rather spun out, and in the case of general stores, each department in given separately. The list is: Six groceries and provisions; two meat markets; six clothing and dry goods and boots and shoes; one millinery, five hardware and stoves; two jewellery; one photographer; twenty-five hotels and restaurants; three news stands; one tent and awning factory; two furniture, three shoemakers; one coal; three lumber agencies; two banks,;one tailor and three clothes cleaning establishments; three bakeries; one steam laundry; two hand laundries; one wholesale clothing house; one jobbing commission merchant; two fish markets; twelve real estate and insurance; three law firms; three doctors; one dentist; two contracting painters; one machine shop; one blacksmith; five barber shops; one weekly paper; one daily; one job printing plant. The population is placed at between 800 and 1,000.

WINNIPEG.

April 27.—Winnipeg has declared war upon an army of rats which has invaded the province from the south. They began to come in about one year ago, and it is alleged they were first brought in on freight cars on the Soo line. Of the invasion, we quote the words of Roy Whitman, a grocer in the town of Ridgeville, four miles north of the boundary. "We have had a terrible seige with the rats here for about ten months. We are of the opinion the worst is over in this district, but they have increased in numbers and traveled north at the same time. They breed very fast, from eight to ten young ones at a time. For 20 miles north of the boundary line you will find them in every farmers' stable, granary and even houses. I imported a lot of rat cage traps last fall. One man caught 28 in an upstairs room in his house the first three nights. He has caught over 200 since in two traps and is still catching them. Last year they struck the village and got into the

elevators, stores, barns, and killed chickens. We are fighting them in every form. I have sold two dozen large traps and hundreds of spring traps, but they are increasing in spite of all. Something must be done and done quickly or Winnipeg will be infested." Mayor Evans is at present communicating with American cities which have successfully fought the pests, in order that the best methods might be adopted to destroy them.

Frank Magor, of Montreal, who has been in the West for several weeks, left the city on April 20, having completed his trip in the interests of Lazenby & Son, London, Eng., the Franco-American Soup Co., of New York, and Southwell & Co., of London, Eng.

David Brown, representing Joseph Tetley, the big tea man, of London, Eng., has opened an agency office in this city for the purpose of arranging the distribution of his goods in western Canada.

F. E. Welden, for 26 years a retail grocer in this city, and who relinquished the business a few months ago, has bought, for speculation purposes, the bankrupt dry goods stock of James Wright, on Main Street.

Considerable complaint is being lodged at the present time among the various retailers here as to the laxity on the part of the express companies to deliver goods which have come in by rail to the retail stores. One grocer says he had 100 pounds of butter, which had come in from a Saskatchewan creamery, lie at the depot for four days before it was delivered. After the exorbitant express charges that are now claimed to be in vogue, the companies, he thought, ought at least to endeavor to give the best possible service in handling the goods.

The retail merchants are looking forward to the opening of navigation, when many lines of English and foreign goods, of which the stocks at present are low, will come in. Naturally they are anxious for early arrivals.

SASKATOON.

April 27.—A new department for groceries, confectionery and tobaccos has been opened in MacBeth's store. It is located in the rear of the store where an attractive display of goods is laid out. The stock of groceries arrived a few days ago from Winnipeg, and have been carefully selected by Mr. MacBeth, who, by means of the department, will fill a long-felt want in the city. In order to accommodate the grocery department the office has been elevated, giving sufficient room for shelving, bins and other equipment. A reserve stock is kept in the basement with which to replenish the shelves at any time. The manager of the new department is A. McMillan, of Winnipeg, who has had experience in this line of business. A show case with a tempting supply of confectionery has also been installed while a toilet soap table has been placed in the dry goods department. Show cases are becoming more and more in use in Saskatoon and Mr. MacBeth has also one provided for his tobaccos, of which he has a fine assorted stock. This case is appropriately situated in the men's furnishing department, facing the main entrance. In making these additions to his stock the proprietor feels that the growing trade of the community in which he lives demands it.

J. P. Frieson has added a bakery to grocery business.

B. H. Smith of Prince Albert has opened a new bake shop.

Avery Smith of Floral and T. A. S. Campbell of Zelma were both in the city this week on business.

One of the most recent marks of enterprise in central Saskatchewan is the Aberdeen Milling Co's mill at Aberdeen. It has just been opened and is now turning out flour. The mill has a capacity of 125 barrels a day. In connection with the mill is an elevator of 35,000 bushels capacity.

A. W. Cooper, the Broadway merchant, has made an assignment of his goods and possessions. He appeared in the local police court last week charged with forgery. At that time he was granted bail on $500 for one week but failed to put in an appearance. A new warrant has been issued for his arrest. The story of Cooper's short career here is one which is seldom heard of in the history of a grocery store. Coming to the city a few months ago he purchased the general business of B. A. Archibald & Co., which was for sale. He tendered a cheque for the full amount some $14,-800. At the bank the cheque could not be cashed. Explanations were asked for whereupon Cooper showed a letter from Martin & Co., London, Eng., to the effect that $28,000 was in their hands to his credit and that this was being sent out to him. It is thought this letter was a forgery as a pad of paper considered to be similar to that on which it was written was found in his possession. In the meantime goods kept coming in on the strength of the credentials furnished by Cooper. At length suspicions being aroused, the creditors closed in and he is supposed to have quietly left the city. He was quickly traced up by the police and allowed out on bail but he again could not be found. A meeting of the creditors has been held and a settlement arrived at.

MANITOBA MARKETS

(Corrected by Telegraph.)

Winnipeg, April 29.—It is usually the case after a brisk holiday trade such as the retailers experienced here last Easter, that a reaction sets in for a time when the trade is dull. Last week, however, was one that all merchants were well satisfied with. No cuts have as yet been made to get rid of superfluous stock, which not only indicates that the stock of Easter goods moved off well at the time, but that goods have been moving freely ever since.

The cold wave which came very suddenly on April 21, seriously impeded the business for the latter part of the week. But it is fine again, and as the public are used to sudden changes of weather in this quarter and at this season of the year, it does not take long for fine days to put trade right.

For about two weeks past the farmers have been coming in freely from different sections of the country. The city will have to get along without them now, however, until the seeding is completed. It is expected that eggs and butter of the dairy quality will not reduce much in price until the farmer is free again, when they will take on their summer price.

Fresh fruits and vegetables are more reasonable than they were at this time last year which is attributed to the fact that there are more merchants in the trade, and being keen for business are bringing in the odds and ends that contribute to the general output of the trade.

SUGAR—The market is very quiet this week. Wholesalers are endeavoring to land orders for preserving sugar for the summer trade.

Montreal and B C. granulated, in bbls	5 30
" " in sacks	5 25
" yellow, in bbls	4 90
" " in sacks	4 85
Wallaceburg, in bbls	5 10
" in sacks	5 15
B.C. gunnies granulated, 5-18's to bale, per cwt	5 25
" " 5-20's " "	5 15
" icing	5 90
bar sugar	5 90
Icing sugar in bbls	5 90
" " in boxes	6 10
" " in small quantities	6 30
Powdered sugar, in bbls	5 65
" " in boxes	5 85
" " in small quantities	6 15
Lump, hard, in bbls	6 20
" " in ½-bbls	6 30
" " in 100-lb cases	6 20

SYRUP AND MOLASSES—There has been quite a heavy output for a week or more in syrup. We quote an advance in price over last week. The market in molasses is strong. A new brand was introduced recently called "Gingerbread."

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 32
" " 5-lb tins, per 1 "	2 75
" " 10-lb tins, per ½ "	2 59
" " 20-lb tins, per ¼ "	2 70
" " ½ barrel, per lb.	0 03½
" " Sugar syrup, per lb.	0 04
Beaver Brand, 2 lb tins, per 2 doz case	2 25
" 5 " " 1 "	2 75
" 10 " " ½ "	3 45
" 20 " " ¼ "	3 35
Barbadoes molasses in ½-bbls, per lb	0 04½
New Orleans molasses in ½-bbls, per lb	0 03½
Porto Rico molasses in ½-bbls., per lb	0 04½
Blackstrap, in bbls., per gal	0 31
" " "	0 33
" ½ " 5 gal. kats., each	2 25
Gingerbread molasses in 2-lb tins, per doz	1 00
" " 3-lb tins, per doz	1 45

MAPLE PRODUCTS—The first arrivals from the east are all used, and wholesalers are anxiously awaiting fresh supplies. The cold weather, it is expected, has caused the delay. The following prices will prevail.

Sugar, 25 lb. boxes, ½s. and ¼s	3 00
Syrup, gallons ½ doz. to case, per case	5 40
" ½ " 1 doz. to case, "	6 65
" ½ " 2 doz. to case "	6 00

FOREIGN DRIED FRUITS — Since the large Easter output the stocks are low in these lines. Withdrawals are reported in peaches, currants and apricots. The market generally is quite firm and particularly in those above mentioned. We quote last week's advanced prices. In some cases prunes have been run off at reduced prices owing to the fact that packers were anxious to get rid of their stocks before the warm weather set in. We cannot quote a reduction however.

Smyrna Sultana raisins, uncleaned, per lb	0 07
" " " cleaned, per lb	0 08½
Tenor's Valencia raisins, Loose, per case, 28's	2 05
" " " 14's	1 00
" selects " 28's	2 25
" " " 14's	1 15
" " layers " 28's	2 35
" " " 14's	1 25
California raisins, choice seeded in ¼-lb. packages per package	0 05½
" " fancy seeded in ¼-lb. packages per package	0 05½
" " choice seeded in 1-lb packages per package	0 06½
" " fancy seeded, 1-lb. packages, per package	0 07½
Raisins, 3 crown muscatels, per lb	0 05½
" ¼ " " "	0 0..½
Prunes 80-100 per lb	0 05
" 80-90 "	0 05½
" 70-80 "	0 06½
" 60-70 "	0 0..½
" 50-60 "	0 08½
" 40-50 "	0 .8
" 30-40 "	0 09
Silver prunes	0 09
Currants, uncleaned, loose pack, per lb	0 06½
" dry cleaned, Filiatras, per lb	0 06½
" wet cleaned, per lb	0 07
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 07½
Pears, per lb	0 08½
Peaches, standard, per lb	0 07½
" choice	0 0..
Apricots, standard, per lb	0 11½
" choice, per lb	0 12
Plums black pitted, per lb	0 11½
Nectarines, per lb	0 09½
Dates, new, per lb	0 06

RICE AND TAPIOCA—Rice is selling well owing to the advance soon to be made. Tapioca is firm at a ½c reduction in price.

Japan rice, per lb	0 04
Patna " "	0 04½
Rangoon rice per lb	0 03½
Tapioca, per lb	0 04

EVAPORATED APPLES—Since apples have cleared off the market the evaporated product has gained in sale. A revival in the market will continue until more summer fresh fruit comes in. The price is nominal only, the majority of lots going at about 8c.

HONEY—The supplies are scarce, but prices are unchanged.

Honey, 2½ lb. tins, in case 11	3 85
" " " " 12	3 75

NUTS—The market is good and the prices are unchanged.

Shelled Walnuts, in boxes, per lb	0 26
" " small lots, per lb	0 28
" Almonds, in boxes, per lb	0 28
" " small lots, per lb	0 30

ROLLED OATS—The market is very firm and further advances are expected soon. Oats and oat chop have both advanced and there seems to be no reason why the cereal product should remain unchanged. We quote last week's prices.

Rolled oats, 80 lb sacks, per 80 lbs	2 27
" 40 " " 80	2 35
" 20 " " 80	2 40
" 8 " " 80	2 70

CORNMEAL—Another advance of 5c per sack and 10c on smaller quantities is reported this week. The prices are as follows :

Cornmeal, per sack	2 05
" per ½ sack	1 05
" per bale (10, 10's)	2 35

QUAKER OATS—These are very popular on the local market. We quote the following prices as submitted today by W. H. Escott, the company's local representative :

Quaker oats, 36 packages	3 50
Quaker corn flakes, 24 pkgs	2 00
Pettijohn breakfast food, 18 pkgs	2 25
Puffed rice and grits, per lb	0 22

BEANS—Ontario beans are scarce at present on the local market. Advances as a consequence are expected. We quote the 3-pound picked at 2.25 and the prime white at 2.20.

POT AND PEARL BARLEY—The advanced prices of last week remain firm. Pot barley is quoted at $2.70 ; pearl barley at $3.90 and half sacks at $2.05.

BROOMS—The high prices continue. Manufacturers of hair brooms are reported to be endeavoring to undermine the sale of corn brooms, since they consider their prices to be more reasonable. Corn brooms are moving from $3 to $4.25 per dozen.

TUBS—There is a rumor locally that tubs are about to advance ; on account of this retailers are buying quite heavily at the following prices :

Eddy's tubs, No 0, per dozen	11 25
" " " 1 "	9 10
" " " 2 "	7 50
" " " 3 "	6 40
" " nests of 3, No. 0, 1, 2, per nest	2 35
" " " 3, No 1, 2, 3 per nest	1 95
" " " 4, No. 0, 1, 2, 3, per nest	2 85

CANNED FRUITS AND VEGETABLES—The market in these lines is good. Heavy shipments are going out to lumbering and mining camps. We quote the following prices :

	Group No. 1	Groups No. 2 &3
Apples—3's standard, per case	$2.44	$2.34
" gals. standard, per case	1.55	1.52½
Cherries—Red, pitted, 2's	4.18	4.08
" black, pitted, 2's	4.18	4.08
" white, pitted, 2's	4.38	4.28
Currants—Red, 2's	4.18	4.08
" black, 2's	4.18	4.08
Gooseberries—2's	4.58	4.48
Lawtonberries—2's	4.18	4.08
Peaches—Yellow, 2's	4.18	4.08
" yellow, 3's	6.54	6.44
" pie, unpeeled, 3's	3.34	3.24
" pie, unpeeled, gals	2.42½	2.40
" pie, peeled, gals	3.30	3.27½
Pears—Flemish Beauty, 2's	3.68	3.58
" Flemish Beauty, 3's	4.74	4.64
" Globe l.s., 2's		2.73
" Globe l.s., 3's		4.14
Plums—Damson l.s., 2's	2.28	2.18
" Lombard l.s., 2's	2.28	2.18
" Green Gage l.s.	3.08	2.98
Raspberries—Red, 2's	4.18	4.08
" red, gals	3.80	3.77½
" black, 2's	4.18	4.08
" black, gals	3.80	3.77½
Strawberries—2's	4.18	4 08
" gallons	3.80	3 77½

VEGETABLES.

Asparagus—2's	6.28	6.18
Beans—2's	2.08	1.98
Corn—2's	2.03	1.75
Peas—No. 4 standards, 2's	1.88	1.88
" Early June, 2's	1.98	1 88
" Sweet Wrinkle, 2's	2.18	1.85
" Extra fine sifted, 2's	3.08	2.75
Pumpkins—3's	2.14	2.04
Succotash—2's	2.63	2.58
Tomatoes—3's	2.44	2.10
Tomatoes—2's	2.08	1.74

GREEN FRUITS AND VEGETABLES—These have been coming in freely and the market has been good. There are no apples on the market to-day except the Washington Box Ben Davis variety, which are selling at $2.50 per box. California celery has come in recently and we quote the following prices which are a reduction from those of last week.

Celery, Cal., per doz	1 00
Tomatoes, Florida, per case	4 00
Lettuce, per doz	0 50
Radishes, per doz	0 50
Parsley per doz	0 50
Peppers, per box	3 00
Oranges per box	3 50 3 00
Lemons "	4 00 4 50
Apples, spy per bbl	7 00 7 50
" Ben Davis, per bbl	5 50 6 00
Bananas, per bunch	2 50 3 50
Strawberries, per case, 24 pts	3 50
Pineapples, per doz	2 50 3 00

MEATS—The Canadian meats which we have been quoting are gaining in favor in the west. The "American" products have heretofore been selling heavily here, but it is expected that the Canadian goods will win out in the competition in time.

EGGS—The cold weather during the past week has decreased the supply of eggs from local poultry raisers. It was expected that they would be as low as 16c by this date, but to-day they are selling freely at 18c from the jobbing house.

BUTTER—The creamery product is quite firm at 26c to-day, and the dairy is also advanced one cent over last week, selling from the jobber at from 15c to 16c per pound. The butter market will be good until the grass product begins to come in.

A VALUABLE AID TO GROCERS.

Law's Grocers Manual contains much useful information for tea and fruit dealers, Italian warehousemen, grocers, chandlers, drysalters, bakers, confectioners, and general store-keepers. The work was compiled and arranged by James T. Law, and is in its 2nd edition. The work is being put out by Gilbert & Rivington, Ltd., St. John's House, Clerkenwell, London, E.C. In addition to the encyclopedia which contains matter dealing with practically every product handled by the above enumerated tradesmen, there is a large portion of the back of the book taken up by a treatise on the conduct of a retail store. This matter covers practically every phase of store management, including bookkeeping and window dressing, customs duties, weights and measures, and many other things of interest to the grocer. The book certainly denotes deep research on the part of Mr. J. T. Law, the publisher, and is one that a grocer, who once procures it, would scarcely care to part with.

PRESENT DAY CLERKS.

The Winnipeg correspondent in the issue of two weeks ago, complains about the difficulty merchants have in securing good clerks. It is a fact, he says, in which all grocers at least agree, that the clerks of to-day are not of the same calibre as they were years ago, and he would like to have the opinions of the clerks themselves on this question. If these merchants are right there must be a reason for it and nobody can give it better than the clerks themselves. The Canadian Grocer will be pleased to receive any correspondence from clerks and grocers on this interesting question.

HINTS TO BUYERS.

Orders for immediate and future delivery of canned goods and mushrooms, the former goods Soleil Brand, and the latter packed by F. Lecourt, Paris, are being taken now by Eby-Blain, Limited, Toronto. The stock of Soleil canned goods carried by this firm is complete and fresh and orders are promptly filled. These goods are so favorably known to the consumer that orders are coming in very satisfactorily. F. Lecourt, Paris, France, has made a reputation for himself as a packer of first class mushrooms and as the prices quoted are very attractive it is not surprising that the volume of business being done is extremely large. Travelers are now on the road with samples and prices.—Advt.

Canadian General Markets and Market Notes

See also Provisions, Cereals and Fruit, Vegetables and Fish Departments on pages following.

QUEBEC MARKETS

POINTERS—

Sugar—Strong Undertone.
Maple Products—Season Closing.
Tea—Stocks Light.
Coffee—Steady Market.

Montreal, April 29, 1909.

The week has been rather on the quiet side. This is generally the case at this time of the year. Business in the country is more or less tied up on account of the bad condition of the roads and the fact that buyers are waiting in many cases for inland navigation to open, on account of the special advantages in freight rates that they receive therefrom. In addition to this the whole country is waiting for the opening of the port of Montreal. Whether this makes as much difference to the business situation as is thought, is a question, but in any case it is looked forward to, to give a great impetus to trade in general.

The sugar market has developed a strong undertone, although no changes have actually taken place in quotations. The maple sugar market has not changed, although some very fancy prices have been paid in a few isolated cases, for exceptionally fine goods. These transactions have been limited, to a few special requirements.

Teas are very scarce in all varieties, the market being bare of Japans and some lines of blacks.

Other lines are practically the same as last week. There is a marked improvement in collections reported this week.

SUGAR—The continued unfavorable weather in Cuba has imparted a strong tone to the market. The rains have hampered work greatly, many factories have closed and will resume only when the weather becomes favorable again. Locally business has been fairly good but buyers are holding to the hand to mouth style of buying largely. There have been no changes in quotations.

Granulated, bbls	$4 70
" ½-bbls	4 85
" bags	4 65
" 20-lb. bags	4 75
" Imperial	4 40
" Beaver	4 40
Paris lump, boxes, 100 lbs	5 55
" " 50 lbs	5 65
" 25 lbs	5 85
Red Seal, boxes	0 35
Crystal diamonds, bbls	5 85
" 100 lb. boxes	5 95
" " 50 lb. "	6 05
" " 25 lb. "	6 25
" " 5 lb. cartoons	6 40
Extra ground, bbls	5 10
" " 50-lb. boxes	5 30
" " 25-lb. boxes	5 50
Powdered, bbls	4 90
" 50-lb. boxes	5 10
Phoenix	4 65
Bright coffee	4 60
No. 3 yellow	4 50
No. 2 "	4 40
No. 1 " bbls	4 39
No. 1 " bags	4 25

SYRUPS AND MOLASSES—The demand for Barbadoes molasses is not as brisk as when the stock arrived on the bare market. Although the quantity which has come in is small, it has been large enough for the requirements. Corn syrups continue to go into consumption fairly freely, especially the smaller tinned lines. Prices have not shown any changes during the week.

Barbadoes, in puncheons, choice and fancy	0 39 0 42
" in barrels	0 41½ 0 44½
" in half-barrels	0 42½ 0 45½
New Orleans	0 28 0 35½
Antigua	0 30½
Porto Rico	0 40
Corn syrups, bbls	0 03½
" ½-bbls	0 03½
" ¼-bbls	0 03½
" 38½ lb pails	1 75
" 25 lb pails	1 25
Cases, 2 lb tins, 2 doz per case	2 40
" 5-lb. " 1 doz. "	2 75½
" 10-lb. " ½ doz. "	2 65
" 20-lb. " ¼ doz. "	2 60

MAPLE PRODUCTS—The maple sugar season is over and although the season has been a short one, the yield has been fairly gratifying. In discussing the situation with a resident of the Eastern Townships, he stated that the quality of the sugar made this year had been high. Demand has become regular and of fairly good size. There is noticeable an increasing preference for maple syrup rather than sugar each year. Prices have not altered during the week.

Compound maple syrup, per lb	0 04½ 0 05
Pure Townships sugar, per lb	0 07 0 08
Pure syrup, 8½lb tin	0 60 0 67½
" 10½ lb. tins	0 70 0 75

TEA—Picking for the new crop has commenced in Japan but this only applies to some choice grades which are picked before the leaves fully mature. It is rather early to form an opinion with regard to the future of the crop. The export stock will not be on the market for some time yet. The stock that is being picked now is for home trade and does not affect the export market. Locally, the market is bare of supplies. Practically all lines of blacks are also in small compass and some are exhausted. Fortunately trade is anything but good, so the two conditions co-incide. Reports from London state that trade in the month of March was decidedly dull and much under the volume done in the corresponding month of last year.

Choicest	0 40 0 50
Choice	0 35 0 37
Japans—Fine	0 31 0 35
Medium	0 25 0 28
Good common	0 22 0 25
Common	0 20 0 21
Ceylon—Broken Orange Pekoe	0 21 0 40
Pekoes	0 20 0 22
Pekoe Souchongs	0 20 0 22
India—Pekoe Souchongs	0 19 0 20
Ceylon greens—Young Hysons	0 20 0 25
Hysons	0 20 0 21
Gunpowders	0 19 0 22
China greens—Pingsuey gunpowder, low grade	0 14 0 18
" " pea leaf	0 20 0 30
" " pinhead	0 30 0 50

COFFEE—The demand for coffee has been remarkably steady for a long time but during the week seemed to have received some special impetus, as the jobbers and wholesale men report an exceptionally brisk business. The undertone of the market is strong. No quotable changes in prices have occurred.

Mocha	0 18½ 0 [illegible]
Rio, No. 7	0 09 0 11
Santos	0 12 0 15

DRIED FRUITS—Raisins generally are quiet. Fancy seeded in 1-lb. boxes on the spot are easy. Loose raisins are steady. There is a fair call for imported Sultanas. Valencia layers are held with some confidence, and there is a fairly good demand. There is noted a firmer feeling in currants on the spot. Cleaned and bulk currants are moving well. Figs and dates are in fair demand. Apricots, peaches and pears are being sold briskly. Other lines are moving in a normal way.

Figs—	
Bag figs	0 03½ 0 05
Tapnets	0 03½ 0 05
Etemes	0 08 0 14
Dates—	
Hallowees, per lb	0 05 0 06
Sairs, per lb	0 05
Malaga Raisins—	
London layers	2 25
"Connoisseur Clusters"	2 50
" " ½-box	0 75
" Royal Buckingham Clusters," ½-boxes	1 30
" " boxes	4 75
"Excelsior Windsor Clusters"	5 75
" ¼'s	1 60
Australian raisins	0 07 0 08
California Raisins—	
Fancy seeded, 1-lb. pkgs	0 09 0 10
Choice seeded, 1-lb. pkgs	0 08½ 0 09
Loose muscatels 3 crown	0 08 0 09
" " 4 crown	0 09 0 10
California Evaporated Fruits—	
Apricots, per lb	0 12 0 14
Peaches, "	0 11 0 14
Pears "	0 13
Prunes—	per lb.
Prunes 25-lb. boxes, 30-40s	0 10 0 12
" " " 40-50s	0 09 0 10
" " " 50-60s	0 08½ 0 10
" " " 60-70s	0 08 0 08½
" " " 90-100s	0 07
Currants, fine filistras	0 06½ 0 07
" atras	0 08 0 08½
" Vostizzas	0 08½ 0 09½

SPICES—There is a fair all around demand for spices, with nothing of special interest to note. Prices are unchanged.

	Per lb.	
Peppers, black	0 14	0 20
" white	0 20	0 27
Ginger, whole	0 15	0 20
" Cochin	0 17	0 20
Cloves, whole	0 18	0 30
Cloves, ground	0 20	0 25
Cream of tartar	0 28	0 32
Allspice	0 15	0 18
Nutmegs	0 30	0 60
Cinnamon, ground	0 15	0 19
" whole	0 14	0 16

RICE AND TAPIOCA—There is an improved demand for rice, but there remains much room yet for improvement. Tapioca is selling fairly well with no changes in prices.

Rice, grade B, bags 250 pounds	2 95
" " " 100 "	2 95
" " " 50 "	3 05
" " pockets 25 pounds	3 03
" " ½ pockets, 12½ pounds	3 11
" grade c.c., 250 pounds	2 85
" " 100 "	2 85
" " 50 "	2 95
" " pockets 25 pounds	2 95
" " ½ pockets, 12½ pounds	3 05
Tapioca, medium pearl	0 04½

BEANS AND PEAS—There has been no change in the market for beans or peas during the week and prices remain steady at last week's level.

Ontario, pickers	2 10 2 15
Peas, boiling	1 40 1 50

EVAPORATED APPLES—There is very little interest manifested in this line just now and stocks are in many cases completely exhausted.

Evaporated apples, new	0 08 0 08½

CANNED GOODS

MONTREAL—There is an exceptionally good demand for canned vegetables but canned fruits are going slowly. Fish has of late shown some improvement to the preceding two or three weeks. Canned salmon is being inquired for freely. Canned meats are increasing steadily in demand, owing to approach of

summer. There is a good steady demand for pork and beans.

TORONTO.—For many lines of canned goods the demand is good. In the fruit line gallon apples have been moving quite rapidly. Pumpkin is als a fair seller in view of the comparative cheapness of the attributes which go to make up pumpkin pie. Tomatoes are also going into consumption readily as well as corn and peas, considering the quantity of the latter.

Meats are also gaining in favor with the approach of the warmer weather.

ONTARIO MARKETS

POINTERS—

Starch—Advance of ½c.
Corn Syrup—10c per case advance.
Sugar—Easier.
Dried Peaches—Splendid sales.
Evaporated Apples—Better trade.

Toronto, April 29, 1909.

While the announcement is made by some of the wholesale grocers this week that trade is improving others still claim that a quietness for this time of year still prevails. The rather chilly spring weather may have had something to do with business along some lines and also the fact that the farmers of Southern and Western Ontario are busily engaged with their seeding causes their trade with their country towns to be somewhat slack. Collections, however, are on the upward move and this is a good sign.

The advances in the prices of starch and corn syrups are the features of the week. This change came into effect on Monday. Corn syrup, on account of the advance in corn, has gone up 10c per case and some lines of starch half a cent per lb.

Sugar since last week was firmer but has since eased off a little. New York refiners advanced their prices 10c per cwt. but continued to sell at their old figure.

Dried fruits, and particularly peaches, are in good demand. The advance in currant prices in the primary market may eventually raise prices here but up to the present no changes have occurred.

SUGAR—The market in sugar has been fairly firm during the week. Since the last report it has developed considerable strength. Large quantities of raw sugar for April and May shipment have been taken on by the refiners and in New York May shipments from Cuba have sold as high as 2⅝c cost and freight and the recent total sales on this basis amounts to some 4,000 bags.

The advance was primarily attributed to heavy rains, causing considerable doubt as to the final outcome of the present crop as well as injuring the young canes. From latest reports however, the weather in Cuba has improved but still remains unsettled.

On the 23rd inst. New York refiners advanced their prices 10c per cwt. to the basis of $4.95 for standard granulated, but they continued taking orders on the old basis. At the time of going to press the tone of the market is, if anything, slightly easier, owing to freer offerings of raws than was anticipated.

In Canada there is no change to record and the market is without special indications for the immediate future. The demand here shows some improvement, which is a hopeful sign for consumption in recent weeks, was down rather low on the hand-to-mouth basis.

"Crystal Diamonds," barre's	5 95
" " half barrels	6 05
" " boxes, 100 lbs	6 15
" " " 50 lbs	6 25
" " " 25 lbs	6 35
" " 5-lb. cartons, boxes 100 lbs	6 10
St. Lawrence Crystal Diamond Dominos, 5 lb. tins	5 40
Paris lumps, in 50-lb. boxes	5 85
" in 100-lb. "	5 75
in 25-lb. boxes	6 95
Red Seal	7 10
St. Lawrence granulated, barrels	4 80
Beaver granulated, bags only	4 50
Redpath extra granulated	4 80
Imperial granulated	4 50
Acadia granulated, (bags and barrels)	4 70
Wallaceburg	4 50
St. Lawrence Golden bbls	4 30
Bright coffee	4 70
No. 3 yellow	4 60
No. 2 "	4 50
No. 1 "	4 40
Granulated and yellow, 100-lb. bags 5c. less than bbls.	

SYRUP AND MOLASSES—A general advance in corn syrups is the feature of this market. This took effect on Monday and was due to the advance in corn prices in the United States. The extent of the raise was 10c per case, ⅛c per barrel, half-barrels and kegs, and 5c per pail. Starch has also advanced in several lines, including Canada Laundry, Silver Gloss kegs, barrel and kegs, No. 1 white, Canada white gloss and Canada Corn to the extent of ½c per pound. Molasses are firm, but not changed in price.

Syrups—		
Medium	0 30	0 35
Bright	0 40	0 45
	Per case.	
2 lb. Tins, 2 doz in case		2 50
5 " " "		2 55
10 " " "		2 75
20 " " " "		2 70
Barrels		0 03½
Half Barrels		0 03½
Quarter "		0 03½
Pails, 38½ lbs. each		1 80
" 25 " "		1 30
Maple syrup—		
Gallons, 6 to case		4 50
½ " 12 "		4 80
Quarts, 24 "		4 80
Pints, 24 "		2 50
Molasses—		
New Orleans, medium	0 31	0 33
" bbls	0 29	0 31
Barbadoes, extra fancy		0 41
Porto Rico	0 45	0 60
West Indian	0 31	0 36

TEA AND COFFEE—Brokers state that tea is moving rather slowly and nothing of interest is observed in the market. It is stated that the tea trade in the United States will urge a duty on tea, which, if it goes through, would effectually exclude competition from Canada. From this country in 1908 over 2,000,000 lbs. were exported, and the chief market for this is the United States. The coffee market is steady, with a good demand from northern Ontario.

DRIED FRUITS—Regarding dried peaches one wholesaler states that there were more sold this year than during any of the past four. The reason likely is that the prices are comparatively low. Prunes are in good demand and rather short in some lines, while apricots have also received a good call. Dried apples are handled, but little by the wholesalers, the demand for them being of an export character. Currants are firm in the primary markets and eventually prices should advance here. Valencia raisins are moving fairly.

NUTS—This is a quiet season of the year in the nut market and wholesalers report a quiet trade. Prices remain the same as last year.

Almonds, Formigetta	0 12½
" Tarragona	0 13
" shelled	0 30 0 32
Walnuts, Grenoble	0 14
" Bordeaux	0 11
" Marbots	0 13
" shelled	0 28
Filberts	0 10
Pecans	0 16 0 18
Brazils	0 16
Peanuts	0 10 0 12

RICE AND TAPIOCA—This market shows nothing new from the past week. A few days ago a carload of tapioca arrived, but the prices to the retailer remain the same. The market is if anything, quiet.

	Per lb.
Rice, stand. B	0 03½
Standard B, from mills, 500 lbs. or over, f.o.b., Montreal	2 95
Rangoon	0 03½ 0 03½
Patna	0 03½ 0 03½
Japan	0 05½ 0 06½
Java	0 06 0 07
Sago	0 05 0 06
Seed tapioca	0 06
Tapioca, medium pearl	0 04½

SPICES—The spice market is one of those which fluctuates very little during the year. At the present time the demand is only fair.

Peppers, blk pure	0 14	0 20
" white pure	0 22	0 30
" whole, black		0 18
" whole, white		0 28
Ginger	0 18	0 25
Cinnamon	0 25	0 40
Nutmeg	0 25	0 90
Cloves, whole	0 25	0 35
Cream of tartar	0 22	0 25
Allspice	0 16	0 19
" whole	0 17	0 20
Mace ground	0 80	0 90
Mixed pickling spices, whole	15	0 20
Cassia, whole	0 20	0 25

BEANS—"Looks like a famine in beans," remarked one of the wholesalers when this market was mentioned. They are certainly hard to get. United States buyers have been in Canada doing some buying, but whether they are getting what they desire is not known.

Beans, hand picked	2 10
" prime No. 1 "	2 00
" Lima, per lb	0 07½

EVAPORATED APPLES—This market is quiet, but better than usual. Export demand for evaporated apples from Germany did not amount to very much this year and the general business was poor. The price remains at 7½c

ANSWERS TO INQUIRIES.

"In your issue of 23rd you say the Eby-Blain Co. hace given Thos. Kinnear notice of their determination to quit membership in the Grocery Exchange, formerly called the Grocery Guild. Now please say how soon after this notice is given, can they start to sell sugars on open prices and dispense with the equalized rate book?"

WM. WALKER.

In answer to this query Eby-Blain say: Membership in the Guild has no bearing whatever upon prices or terms at which manufacturers' goods are sold by the wholesale trade. If it is necessary to give any further reasons they will be purely personal.

"Cottage" Window Wins in Display Competition

W. J. Graham, College Street, Captures First Prize With a Handsomely Dressed Window of Brushes, Brooms, Etc.—Splendid Display by J. Blood, of Yonge Street—David Bell Third—Some Others in the Contest.

That window dressing is becoming more and more a prominent feature in the business of the retail merchant is evidenced by the fact that some forty grocers and hardware dealers in Toronto alone were competitors in a competition instituted and carried out by the manufacturers and dealers in Boeckh's brushes, brooms, etc. The provisions of the contest were that the displays be kept in the windows from April 14th to 28th.

The winners in the grocers' contest were :

1st—W. J. Graham, 842 College St.
2nd—J. Blood, 419 Yonge St.
3rd—D. Bell, 702 Yonge St.

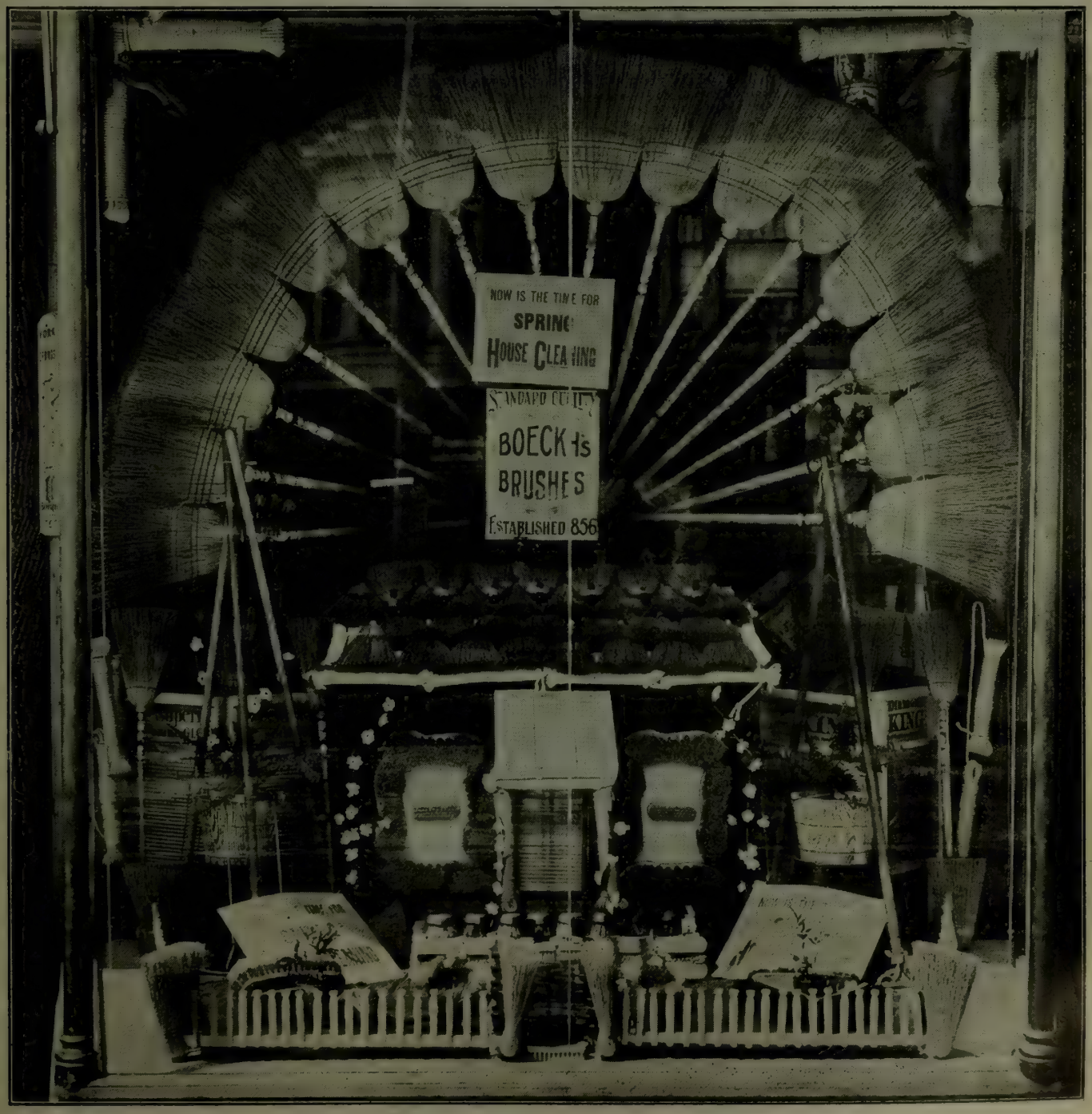
The prizes consisted of $25, $15 and $10 and these have been awarded to the winners of the competition. The judges were the editors of Hardware and Metal and The Canadian Grocer and in giving their decisions they took into consideration the selling power, attractiveness and originality of the displays in the order mentioned.

From the reproductions of the winning windows it will be seen that the first prize was deservedly won by W. J. Graham, of College Street. For its selling qualities, attractiveness and originality, in the estimation of the judges, it was almost perfect.

Cottage and Garden.

The feature of the display is of course the cottage with its whisk roof, eaves of clothes line, washing-brush window frames, wash-board door, rope porch-posts, and roof of clothes-pin boxes. All suggest to the observer the spring-time when housecleaning is in vogue, and the whole is pleasing to the eye.

The display, however, does not end with the neatly erected cottage beneath the fan-like foliage of brooms. It is car-



First Prize Window Dressed by W. J. Graham, College Street.

ried into the garden and to the roadway. The arrangement of the clothespins as pickets on the fence is novel and immediately attracts the eye. Corner and gate posts are represented by whisks and the walk from the gate to



J. Blood's Window which Captured Second Prize In Competition.

door of the porch is composed of the backs of scrubbing brushes. The porch foundation is also of brushes as well as the floor.

Flower gardens are introduced on either side of the walk by means of inverted brushes or brushes tilted on the sides. Even a brush is used for the chimney top.

Mops, brooms, pails—the latter being used as flower-pots—are also worked into the display appropriately.

An Original Display.

The window of J. Blood is a splendid one so far as originality is concerned and it should also be a good seller. The background is a map of Canada, the work of the "geographical" hand of Mr. Blood's driver. The words "Boeckh's Brooms sweep Canada from Ocean to Ocean" are inscribed across it showing the value of the map. On the left hand side of the cut will be observed the inscription "Pin your faith to Boeckh's Brooms and Brushes" with the one B serving for the three words. The third original feature is the woman standing before the wash-tub wearing the smile "that won't come off."

The Third Prize.

Attractiveness is a strong point in David Bell's window. The brooms, brushes, washboards, pails, tubs, whisks, clothes lines, etc., are all neatly arranged and the window should induce a number of passers by to do some purchasing. Symmetry is also a strong point in its favor and while it might be a little more original, the other qualities under which it was judged, and especially the attractiveness, stand out in prominence.

Many of the other windows in the competition were attractive but seemed to lack the originality displayed in the winners of the first and second prizes. Some of them also wanted selling power, which of all qualifications is the one more earnestly sought after.

Among those deserving of mention were R. Higgins & Son, G. J. Melhuish, Blanche Goodchild (showing the neatness of a lady's touch), Charles Harlock, Geo. Rogers, R. H. White, Wm. Greaves, H. Tolchard, R. K. Dowsley, J. F. Holloway, Lewis Bros., W. Cole, and the Grand Valley Produce Co.

The competition was arranged and successfully carried through by C. M. Farringer.



Attractive Brush and Broom Display In David Bell's Window which won Third Prize.

CO-OPERATIVE STORES.

A Reply to Rossland Writer Who Tells of Success of Two of Them.

Editor Canadian Grocer,—After arguments sufficiently strong were presented to the Senate on which the Co-operative Bill was defeated, after it had been unfairly railroaded through the House of Commons, there are still a few who defend co-operative storekeeping. J. H. Stephens, of Rossland, B. C., can point to two stores which he claims are successful according to his letter in the Canadian Grocer recently. The one is managed by himself and the other by an "up-to-the-minute grocer," and both have been in operation for over a year. The time, however, is too short to be taken as a fair test. I will however not quarrel with him about the profits they have paid to the shareholders. I will leave that to the merchants to figure out.

Mr. Stephens wishes to know why co-operative stores cannot be succesful in Canada, after he has given us figures to show to what extent they have grown in England. One particular reason is, that the conditions are vastly different here from what they are across the ocean. Here a population not many more than in London alone, is spread over an enormously large country, and new settlements are made where small stores are needed and where it would be impossible to provide co-operative stores. These small stores have followed up the new settlers all over our vast country and were a blessing to the people wherever they went. The storekeepers were absolutely necessary to assist the farmers in bringing our new land under cultivation, and deserve as much credit for facing the hardships as the farmers, miners, or any other class of people. Many of these storekeepers supplied the new settlers with goods when they had no money, and waited till they had produced some grain with which to pay for them. After they had done this and established themselves a home, and the settlers had made some money then some irresponsible schemer comes along, who has no money of his own, takes no risk whatever, and asks these settlers, who have been accommodated by the regular and responsible storekeeper to give him their money to put the old storekeeper out of business.

If for no other reason than this, they should never be allowed to exist in this happy country of ours. The prin-



It is good storekeeping to sell only goods which you know to be reliable and to keep only such goods on your shelves.

All grocers should carry a full stock of Royal Baking Powder.

It gives the greatest satisfaction to customers and pays the grocer a greater profit, pound for pound, than any other baking powder he sells

ciple is wrong and I hope as long as The Canadian Grocer retains its name it will knock this infringement on the best interests of our people.

But let us look at it from an economical standpoint. It is an undisputed fact that the cheapest and only possible system for distributing the products of the world over our large country is through the wholesale and retail stores. No other system could succeed and as one is dependent on the other, they must of necessity protect each other. Would it be fair, is it fair now, for wholesale houses to supply regular stores and also co-operative stores at the same time? Any one has a right to start a store wherever he likes, but when one goes into a place and either by honest or dishonest representation induces people to take stock in his store and in that way rob the other stores of their customers, and tie them up so that he can hold them even against their wishes, then he takes unfair means to defeat his competitor and the wholesale houses who have been benefiting through the retailers should be in duty bound to protect them.

It is also a well known fact that storekeepers as a rule are not getting too well paid for their work and risk, and will any sane man for a moment believe that hired managers will conduct a business more economically than owners themselves? It has never been the case and never will. From where then can the profit come for the shareholders? M. MOYER.

A SALESMAN'S AUTO.

How a Montreal City Traveler Moves Among His Firm's Clientele.

Charlie Wilkinson, who covers the city trade for Mathewson's Sons, Montreal, startled wholesale grocery salesmen last week by appearing on his rounds in an automobile. The boys are still wondering how it happened. This is the 75th anniversary of the founding of the firm now known as Mathewson's Sons, the wholesale grocers, and this may account for the appearance of the auto at this moment. The accompanying photograph shows the machine and three recent occupants of it. Charlie Wilkinson it at the wheen, while S. J. Mathewson, one of the partners, sits at his left, looking quite unconcerned. His son, Fred, is seated in the back, supervising the photographer.

The machine is the most recent Reo make, and a first-class automobile in every respect. Through it Mr. Wilkinson is enabled to cover his ground more frequently, and also more thoroughly. Mathewson's Sons is the first wholesale grocery firm in Montreal to supply a local traveler with an auto, but it is likely that the example thus set will be followed by other houses in the near future. The progressiveness of the firm in making use of the automobile to boost business has been favorably commented upon throughout the city.



"A Salesman's Auto."

IMMENSE AUSTRALIAN FARM.

More Than Nine Million Acres Purchased by Bovril Australian Estates.

The newly formed company "Bovril Australian Estates" have acquired pastoral lands to the extent of 9,261,400 acres in the northern territory of South Australia and the Kimberley district of western Australia, together with about 100,000 head of cattle. Even in this country of immense areas these estates may be considered large for two would more than equal the whole of New Brunswick and they would almost equal the whole of Nova Scotia. If the larger provinces of the Dominion were divided into estates of the size of the Bovril Australian Estate the result would be that:

Manitoba would make five.
Alberta would make sixteen.
Saskatchewan would make seventeen.
Ontario would make eighteen.
Quebec would make twenty-four.
British Columbia would make twenty-five.

The object of the company is to work with Bovril Limited and the Argentine Estates of Bovril Limited which recently acquired under a similar arrangement 438,076 acres and thus to place the Bovril Company in an absolutely secure position so far as their supplies of beef are concerned.

Lord Brassey is the chairman of the new company and Mr. Sydney Kidman, known in Australia as the Cattle King, is one of the directors.

The new company starts with a capital of $1,241,850.

TRADE NOTES.

J. J. Kirby, grocer, flour and feed merchant, Elora, Ont., has sold to J. L. Williamson.

Thos. Cook, manufacturer of soda water, Port Perry, Ont., has advertised his business for sale.

Gardner & Co., grocers, Keewatin, Ont., have sold to Walter Learoyd, their manager for four years.

J. C. Mossington, who purchased the Buchner grocery stock, Orillia, has reopened at the old premises.

Gardner & Co., general merchants, Kenora, Ont., have sold their grocery and crockery stock to Mrs. F. Le Royd.

N. H. McConnell, grocer, Welland, has sold his business to Many & Saskin, who will carry on the business in the same stand.



HOLBROOK'S

Worcestershire SAUCE

HOLBROOKS LIMITED

CANADIAN BRANCH
40 Scott Street, Toronto
Canadian Manager, H. Gilbert Nobbs

MADE AND BOTTLED IN ENGLAND.

Are Your Goods Placed in the West?

We have unequalled facilities for distributing the goods of manufacturers and shippers throughout Western Canada. With large track warehouses in WINNIPEG, CALGARY and EDMONTON we are in close touch with all the leading dealers.

Manufacturers in Eastern Canada, Great Britain and Elsewhere will find this Market a Profitable one and it is Growing All the Time

Are you getting your share of the business?
You will do so if you permit us to represent you in the West.

Correspondence Solicited

NICHOLSON & BAIN

Wholesale Commission Merchants and Brokers

WINNIPEG CALGARY EDMONTON

Storage for all classes of Merchandise. Also Cars distributed at Winnipeg, Calgary and Edmonton.

Thurston & Braidich

128 William Street NEW YORK CITY

Direct Importers of

VANILLA BEANS
TONKA BEANS
GUM TRAGACANTH
GUM ARABIC

Winnipeg Representative,

W. H. Escott

Wholesale Grocery Broker

141 Bannatyne Ave., East

R. B. Wiseman & Co.

123 Bannatyne Avenue East ***WINNIPEG, MAN.***

Warehousemen, Forwarding Agents and Wholesale Brokers

We make a specialty of distributing car lots. Goods stored at reasonable prices. Our facilities are unequalled. Warehouse situated in the wholesale district. Consign your cars to us, and we will look after everything. This is our business, having been established for years. If interested, we will gladly furnish you with a list of satisfied customers.

Reference—Bank of Ottawa, Winnipeg

COUNTER CHECK BOOKS

"Get The Best"

LOBLAW CREDIT SYSTEM

The CARTER-CRUME COMPANY, Ltd
TORONTO, - - - - CANADA

GUNNS
'EASIFIRST'
REGISTERED
LARD COMPOUND
EXCELS
ALL OTHERS

WE KNOW HOW—

It took time, but we have it now.

"EASIFIRST" LARD COMPOUND

has no duplicate in quality. A broad statement, but you can prove it with a trial lot.
No waste, taste or smell.
The price is better than you think.
Made under government inspection.
"EASIFIRST" is *Easy First*; Don't bother with "also rans."

GUNNS, LIMITED
WEST TORONTO, ONTARIO

LARD

There is a shortage in the Lard Market. The price is higher than we have known it, but notwithstanding the high price, we are unable to keep up with the demand for our Pure Lard. The people know a good thing and will have it.

Besides Pure Lard, we make excellent Lard Compounds. These are sold at very much lower prices than Pure Lard. If you are interested, write us for particulars, or ask our Salesmen about them.

F. W. Fearman Co.
LIMITED
HAMILTON, CANADA.

Our Selling Argument

Highest Quality Attractive Profits





Reindeer Condensed Milk

Our present selling proposition will interest you.

The Truro Condensed Milk Co., Ltd., Truro, N.S.

Your Provision Business

can be mightily "gingered up" by handling goods that are "wanted" again. That's the distinguishing characteristic of

Ryan Brand Pork Products

They prove so delicious that your customers want them continually. And, remember, the government food inspector has put the stamp of approval on them.

GET OUR PRICES NOW!

The Wm. Ryan Co.
LIMITED
70-72 Front St. East Toronto

Produce and Provision Situation of the World

Meagre Supply of Hogs Still Disadvantage to the Packers—Cured Meats Advance—Irish Butter on the English Market—Probable Advance in White Cheese.

While the situation of the provision business, from the packers' viewpoint, is very discouraging, it should be eminently satisfactory to the farmers of Ontario. It is, however, somewhat amusing to see articles in different papers from farmers asking assistance from the Government to protect the hog-raising industry, and yet the farmers of Ontario are receiving higher prices than they do in any other province in the Dominion, or perhaps in the whole world. Through the excellent quality of bacon produced by our curing houses, they have created a demand for cured meats, which is beyond the means of supply. In the effort to meet this great demand, they are paying those very high prices, and the farmers are getting the benefit of it. Through the keen race to secure the supply, hogs are bought before they have reached the proper weight and therefore the same number of hogs are not put into the same quantity of bacon on the market. This in itself, keeps the supply short for it works from both ends. The younger and leaner the bacon the better it eats, and, therefore, the more is consumed. The shortage of weight in the other end requires a larger number of hogs to produce a certain quantity of meat. There is at present nothing in sight to indicate that prices will be lower, but rather that they will still go higher, until the production of hogs has materially increased. On the whole, cured meats have advanced about half a cent, which the patient public will have to accept if they wish to enjoy their bacon for breakfast.

Reports arriving from England state that the weather prevailing there is wonderfully warm and bright and the pastures are coming on remarkably well. The arrival of the first consignment of Irish butter for the season has been received with demonstrations of satisfaction, and with the promise of a pretty big make in view, the market has taken unto itself a very dull feeling, with quotations pretty well 25c per cwt. down all around. Australians are arriving very slowly and have fallen off but this does not worry the buyers who do not seem to require it. Manchester, Bristol, Glasgow, Cardiff and Liverpool are all dull and prices lower. Canadian, at the latter port, is fixed at 96s. to 100s.

The English cheese situation is decidedly dull but prices remain firm and are unchanged with a tendency for white to improve at 64s. White is especially strong and probably will advance soon. The arrival of Canadian cheese during March was only half as much as arrivals from New Zealand.

MONTREAL.

PROVISIONS—A strong feeling developed in the foreign market last week for Canadian bacon and has been fully maintained and another advance is highly probable. The local market is without any new features, prices being firm on account of the recent strength displayed in the market for hogs. Abattoir fresh killed dressed hogs are selling at $11.25 to $11.50 per 100 lbs.

Compound Lard—	
Tierces, 375 lbs	0 09
Parchment lined boxes, 50 lbs	0 09½
Tubs, 50 lbs	0 09½
Wood pails, 20 lbs. net	0 09½
Tin pails, in cases	0 09
Heavy Canada short cut mess pork, in bbls	23 00 23 50
Selected heavy Canada short cut clear boneless pork	24 00 24 50
Very heavy clear pork	25 50
Plate beef, 100-lb. bbls	7 75
" 200 "	15 00
" 300 "	22 00
Pure Lard—	
Tierces, 375 lbs	0 13½
Boxes, 50 lbs., grained	0 13½
Tubs, 50 lbs., "	0 13½
Pails, wood, 20 lbs., parchment lined	0 13½
Tin pails, 20 lbs., gross	0 13½
Cases, tins, 10 lbs. each	0 13½
" 5 "	0 13½
" 3 "	0 14
Dressed hogs, fresh killed	10 50 10 75
" Manitoba	10 00 10 25
Country dressed	9 00 9 50

BUTTER—Make of fresh creamery is increasing. Prices at the boards on Saturday were high, but these cannot last, as soon as the make gets larger. There is plenty of butter in this market at the present moment to supply the demand, which is not very large. Reports from the Eastern Townships state that all the factories are in running order now.

Fresh creamery prints	0 26
Fresh creamery, solids, l.c.	0 24
Fall creamery, solids	0 21 0 22
Dairy, tubs, lb	0 14 0 15
Fresh large roll	0 17 0 18

CHEESE—The offerings of new cheese are large, and daily increasing. Prices being quoted in the country range around 11½ to 11⅝ cents. Exporting will commence shortly with the opening of navigation.

New cheese, large	0 12½ 0 12½
" twins	0 12½ 0 13
Old cheese, large	0 15½ 0 16
" twins	0 15½ 0 16
" small	0 15½ 0 16

HONEY—The honey market is steady and unchanged.

White clover comb honey	0 13 0 15
Buckwheat, extracted	0 08 0 09
Clover, strained, bulk, 30 lb. tins	0 10 0 11

EGGS—Receipts of eggs continue to be large and prices have eased off from 2 to 2½ cents. Owing to the bad condition of the roads in the country the amount of eggs being shipped to the city is not as large as it otherwise would be. Locally there is an exceptionally good demand.

New laids	0 16 0 16½

TORONTO.

PROVISIONS—Still higher and higher go the prices of hogs, and the outlook for the packer is still more discouraging. Cured meats are firm with a slight advance and a decidedly upward tendency.

Long clear bacon, per lb	0 12½ 0 13
Smoked breakfast bacon, per lb	0 15½ 0 16
Roll bacon, per lb	0 11 0 11½
Light hams, per lb	0 15 0 15½
Medium hams, per lb	0 15 0 15½
Large hams, per lb	0 13 0 13½
Shoulder hams, per lb	0 10½ 0 11
Backs, plain, per lb	0 16½ 0 17
" pea meal	0 17 0 17½
Heavy mess pork, per bbl	20 00 21 00
Short cut, per bbl	23 50 24 00
Lard, tierces, per lb	0 13 0 13½
" tubs "	0 13 0 13½
" pails "	0 13½ 0 13½
" compounds, per lb	0 08½ 0 11
Dressed hogs	0 10 0 10½
Live hog, f.o.b.	7 25 7 50

BUTTER—The market for good butter is still firm and there is not any too much to meet the demand. Since so much of held creamery butter, which was of good quality, was put on the market at reduced prices, the consumption of butter must have doubled and in consequence it rapidly disappeared, and the demand for good butter must depend on the fresh made article. As the spring advances the receipts are expected to increase and lower prices are looked for.

	Per lb.
Fall cheese, m y pr nts	0 25 0 26
Fall creamery solids	0 20 0 21
Farmers' separator butter	0 21 0 22
Dairy prints, choice	0 19 0 20
Ordinary prints	0 16 0 17
Large rolls	0 17 0 18
Baking butter	0 13 0 15

CHEESE—The market is well supplied with new cheese and as every store in the city must have some, the demand at least will continue until the newness wears off. The quality is as good as it can be expected, made under unfavorable weather conditions, and from fodder-fed milk.

Cheese, large, prime	0 14 0 14½
" twins	0 14½ 0 14½
" new	0 12½ 0 13

EGGS—The market is very firm and more likely to advance than to decline. Buyers would like to get them cheaper, as they will make very dear eggs for next winter if put down at this price, but they must have their supply at whatever they may cost.

Fresh eggs	0 19 0 19½

MAPLE SYRUP—There is a large quantity of maple syrup on the market, and sales are a little slow from the fact that the quality is not quite up to the mark. This is owing to some cause which did not produce the best flavor over which the manufacturer had no control.

Maple syrup, in bulk, imperial gallon	0 90 1 00
" " in tins, " "	1 05 1 10
" sugar, per lb	0 09

POULTRY—The poultry market attracts very little attention. Here and there are seen a few early spring chickens, which are worth 40c a lb., and only within reach of a few. Prices on the whole are high and the quantity turned over very limited.

Early spring chicken, alive per lb	0 40
Young chicken, dressed, per lb	0 15 0 [illegible]
" " alive, per lb	0 14 0 17
Hens, per lb., dressed	0 13 0 14
Turkeys, per lb., large	0 20 0 22
" medium young	0 25 0 30

J. A. Mitchell, general merchant, Justice, Man., has been succeeded by Mitchell & Jones.

German-Canadian Treaty and Possible Benefits

The statement that there is a possibility of a commercial treaty being concluded between Germany and Canada comes as an agreeable surprise to German business men, who deplore the fact that they are losing ground rapidly in Canada. The Tageblatt points out that a settlement of the conflict with Canada will pave the way for the regulation of commercial relations with Britain, and urges that an agreement of a permanent nature should be arrived at as soon as possible. There is all the more necessity for an early conclusion of such an agreement on a sound basis, it says, as there seems to be every prospect of the idea of tariff reform being realized in Britain.

The foregoing is the copy of a cablegram sent from Berlin, Germany, and published in the Canadian newspapers some few days ago. The talk of a German-Canadian treaty is by no means new. Every little while since 1897, when Great Britain, at the request of Canada and the other self-governing colonies of the Empire, gave notice of the abrogation of her commercial treaties with Germany and Belgium in return for a trade preference within the Empire, there have been proposals, more or less seriously considered, looking towards the adoption of a trade arrangement between Germany and Canada.

No doubt the present agitation for a commercial treaty is due to the benefits expected to flow from the recently-signed Franco-Canadian trade treaty, and that the present agitation for this treaty comes from Germany, shows what country expects to reap the greater benefit. Hon. Mr. Fielding, Minister of Finance, says no negotiations are going on with the Canadian Government looking to the making of such a treaty.

At the time of the giving of the preference to Britain dire things were promised to result to this country should Germany retaliate; and something did happen when Germany put up the bars; notably, a great falling off of Canadian flour, wheat and other grain exports to Germany, as well as some damage done to our other agricultural products exported to that country. But Germany was the greater loser, and time and again German merchants have advocated a closer trade union between the fatherland and Canada.

Little Effect on Grocers.

John I. Davidson, of Davidson & Hay, did not see how goods handled by grocers could be either helped or hindered, and so, for the grocer, the projected treaty had no interest. But he took an interest in and followed closely Imperial affairs, and his opinion now was the same as that he expressed a dozen years ago, when he advocated a closer union between Britain and her colonies by shutting out cheap trashy products and doing something to prevent Britain being the dumping-ground of all nations.

Assistance to Packers.

James Madden, general manager of the Wm. Ryan Co., provision packers, thought such a treaty would help his business. Up to the time of the British preference, and before Germany retaliated, his company had done quite a good business with German houses in the exportation of rough meats. Briskets and such class of fresh meat were boned, cured, packed in tierces, and sent to Germany, and a thriving trade was done. But the raising of the duty and the placing of restrictions regarding the kind of meats imported and how that meat was packed soon cut off this business.

Germany Makes Its Own Cheese.

J. Wright, of the MacLaren Imperial Cheese Co., did not see how a commercial treaty between Canada and Germany would help the Canadian cheese trade. Germany is a great consumer of cheese, but every villager who owns a cow makes cheese, and a traveler going through that country can see on almost every house window little cheese balls left there for seasoning by the frugal housekeeper. Then the Germans eat a stronger cheese than is made in Canada. Nearly every town in Germany makes a brand of cheese which is the pride of the inhabitants of that village. A commercial treaty would not help the cheese trade. Canada does not want German cheese; and Germany does not want our cheese. There should, though, be a chance for Canadian cheese in Spain, where cattle are few and only goats' milk cheese is made.

From a Flour Standpoint.

A. H. Bailey, of the Northwestern Miller, did not think a commercial treaty would be of benefit to Canada so far as trading in flour and wheat is concerned. Since the abrogation of the favored nations' clause in the trade treaty between Britain and Germany, the latter country had fostered a bounty-fed industrial situation, whereby had been built up a flour-milling industry which was there to stay. Such was the opinion of Mr. Davis who was sent to Germany by the U. S. Government to study trade conditions and commercial possibilities. Last year Germany raised 138,000,000 bushels of wheat from less than 5,000,000 acres, and she milled all this into flour. Her imports from all countries were 96,000,000 bushels. Mr. Bailey thought that the bounty-paying industries of Germany would not care to see any change in the present situation in regard to flour and wheat, for Germany was herself reaching out after foreign markets wherein she could sell her own manufactured flour.

BASKETS

You can make money as well as oblige your customers if you handle our

Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

The Oakville Basket Co.,
OAKVILLE, ONT.

Balmoral Pure Jams
are just a whole lot better than the rest.
WRITE
W. H. ESCOTT
(Wholesale Grocery)
BROKER
Winnipeg Canada

BARRELS
For Flour, Butter or packing any kind of merchandise, manufactured and for sale by
H. CARGILL & SON
CARGILL, ONTARIO

SALT
Car lots of Fine, Medium or Coarse, in Barrels, Sacks or Bulk.
TORONTO SALT WORKS
128 Adelaide Street E., Toronto

SPRAGUE
CANNING MACHINERY CO.,
CHICAGO, ILL., U.S.A.


USE OVAL WOODEN BUTTER DISHES
THOMAS BROS., St. Thomas, Ont.



Royal Yeast Cakes.



Most Perfect Made.

Sold and Used Everywhere.

With Royal Yeast on your shelves you have in stock the Standard Yeast of Canada. **You** know it and **your customers** know it, two good reasons why you should not experiment with unknown and unsaleable brands.

Order from your wholesale grocer.

A Pure Dry Hop Yeast.

E.W. GILLETT COMPANY LIMITED
WINNIPEG. TORONTO, ONT. MONTREAL.

Highest Honors at all Expositions.

ESTABLISHED 1852.

CLARK'S Pork and Beans

One of the best and most constant sellers in Canada and a leading feature in my present advertising campaign.

In Canada when Pork and Beans are called for—CLARK'S are in mind whether they are specified or not.

Do not hold back your orders to the last minute. See that your stocks of the following are full :

Clark's Pork and Beans
" Corned Beef
" Ox Tongue
" Potted Meats

WM. CLARK

Manufacturer
MONTREAL

REMEMBER

BOVRIL

is invaluable in the kitchen in the summer

It saves time, labor and fuel and also provides many nourishing and appetising dishes.

A one pound bottle is a nice addition to an order and a timely suggestion will often secure it. ***Bovril*** is especially useful in the country house, the camp, picnics, etc.

In order to ensure ample supplies of prime beef for our needs we have just acquired 9,261,400 acres of pasture land in the northern territory of South and Western Australia and 438,076 acres in the Argentine Republic. We have now over 200,000 head of horned cattle on these estates and that number will be largely increased.

The estates are more than half the size of Nova Scotia.

BOVRIL LTD.

27 St. Peter St., - MONTREAL

The Importance of Discussing Trade Relations

Canadian Wholesalers Think it Advisable to Have Conventions of Manufacturers, Wholesalers and Retailers—Better Feeling Would Follow—Should Manufacturers Fix Prices to Consumers?—A Positive Argument.

A great deal of interest is evidenced in Canada in the convention held in New York a short time ago of manufacturers, wholesalers and retailers of the United States, to consider their relations to each other in the passing down of the manufactured product to the consumer. It was the first convention of its kind and naturally there was a great deal of speculation as to what the ultimate results would be. but all three interests congratulated themselves on its success. Opinions of the representatives who attended were of course bound to differ. but in many of the important questions they agreed and furthermore they were led to see each others viewpoints, which would naturally tend to break down the barriers so long standing.

In discussing the convention with The Grocer, G. J. Cliff, manager of the Toronto Salt Works and representative of the Canadian Salt Co. of Windsor, stated he was a thorough believer in trade going from the manufacturer to the wholesaler and then to the retailer. He did his business with the wholesaler and always found this plan beneficial.

"We collect from them," he said, "and eliminate all the worries and the extra expense we would have in dealing with the retailer."

Interests Are Common.

W. P. Eby of Eby-Blain, considered the idea of uniting to talk trade conditions was along the proper line. The interests of all three were analagous and it seemed right to him that they should consider together their own problems.

It would be difficult he thought to arrange a plan which would be suitable to all. Business conditions change so rapidly that it would be hard to stick to any fixed regulation.

With regard to manufacturers selling direct to retailers he said that very often it seemed imperative for them to do so.

"Often," he said, "the new manufacturer comes to the wholesaler asking him to handle his goods. The wholesaler may refuse on the grounds that he is selling similar goods for which he has a good demand. He will not carry a stock which he actually doesn't need and doesn't know whether he can sell or not. He says to the manufacturer—'go out and create a demand and then we will handle your goods.' He has then got to go to the retailer to have his goods introduced."

Favors Fixing Prices.

John Sloan, of John Sloan & Co., said the convention was a good idea. He was doubtful as to whether the plan of uniting to discuss rationally trade relations was workable or not but considered that a convention such as the one held in New York would tend to eliminate many of the petty trade prejudices existing. Each of the three sections thought his way was the only one and his views would be liable to be changed sometimes.

Of the manufacturer fixing prices, Mr. Sloan is a strong advocate.

"When a manufacturer insists on a price for any article," said Mr. Sloan, "he knows that that price will be maintained. He has no fear of the retailer underselling it, which not only injures his competitors but the manufacturer."

Mr. Sloan explained that very often the goods of a manufacturer were squeezed out of the market on this account.

"One retailer who is canvassed may say that his neighbor is disposing of the goods at a price under which he can sell to make a profit and so refuses to buy. The result is that retailers won't purchase the goods, preferring to make a profit on others that cannot be undersold."

Another point in favor of the fixed price in Mr. Sloan's opinion, was the smoother sales made. There was none of the haggling over prices so common years ago. When a price is set the buyer whether retailer or consumer knows he will be charged that price and that he is not being assessed higher than anybody else.

To illustrate his point he told a story of the days when stiff bargains had to be made to get a man's business.

"There was one fellow who used to come to town to buy and there seemed to be only one man who could get his trade. Everybody was quite anxious to find out his methods and I was very curious myself. One day I happened to be over there when this fellow came along. He asked the price of sugar by the barrel and when told what it was he said he could get it ⅛ of a cent cheaper somewhere else. 'Your a d—— liar, you know you are,' was the other fellow's reply and the man took the sugar without another moment's hesitation."

Afterwards Mr. Sloan was informed that the buyer did not very often adhere to the truth in such matters and that the way the wholesaler took was the only one with him. Such an occurrence would not be possible under the present sugar arrangement.

POT and PEARL

FOR CLOSE QUOTATIONS WRITE

JOHN MacKAY Caledonia Mills **BOWMANVILLE, ONT.**

BARLEY and FEED

OPEN TO BUY

From 5 to 10 Cars Choice Cooking Peas
Clean and White

Quebec's leading Flour and Grain House.

C. A. PARADIS, Dalhousie St., Quebec

EPPS'S GRATEFUL AND COMFORTING

IN ¼-LB. LABELLED TINS. 14-LB. BOXES

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal

In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg

NUTRITIOUS AND ECONOMICAL **COCOA**

Canadian Manufacturers and Exporters:

Are you aware of the fact that there are 4½ millions Irishmen prepared to buy Canadian Goods?

Don't you want some of this business?

You can get into touch with 5,000 distributors every week by advertising in THE IRISH GROCER, DRUG, PROVISION and GENERAL TRADES' JOURNAL, the best known general store and grocery paper in Ireland. Write for sample copy and particulars to

10, Garfield Chambers, Belfast, Ireland

SUCHARD'S COCOA

This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes. Delicious in flavor; prices just right.

FRANK L. BENEDICT & CO., Montreal Agents.

French Vermicelli and Macaroni

The only factory in Canada producing these goods.

H. CONSTANT
Manufacturer

Sales Agent: L. FONTANEL, 187 Commissioners St., Montreal

The GRAY, YOUNG & SPARLING CO., Limited

SALT MANUFACTURERS

Granted the highest awards in competition with other makes.

WINGHAM ESTABLISHED 1871

How Christie's Biscuits Sell More Than Biscuits—

A NEW grocery store was opened close to the best residential district of one of our largest cities. It was well located and splendidly fitted up.

In passing, Mrs. —— was attracted by its bright, clean appearance.

She thought of it next morning as she was going to the 'phone to order her supplies. Some of the articles on her list she wanted in a hurry. She decided to try the new store.

After getting the number, giving her name, and receiving assurance that quick delivery would be made, she started to read off her list ——

"A three-pound tin of Christie's Zephyr Cream" Soda Biscuits."——

"I'm sorry, madam, but we haven't got them in stock yet. We have ——'s and ——'s, though, if they will do," said the clerk.

"That's too bad," replied Mrs. ——, "for we never use any but Christie's. No the others won't do."

"We will be glad to get Christie's for you and send them up as soon as possible."

"I'm afraid they wouldn't get here in time. "I'll have to order them somewhere else."

"If you will let us fill the rest of your order we will send the goods up at once," urged the clerk.

"Well—no, I'll get everything at one place. Then I'm surer of having it delivered quickly," said Mrs.——

Just because he didn't have Christie's Biscuits, the new grocer lost this whole order, and probably many subsequent ones from the same source.

When he heard from his clerks of this and several similar occurrences, he figured that the little extra profit which had induced him to give other biscuits the preference over Christie's, counted for a good deal less than nothing alongside the trade he was losing.

Then he saw, very clearly, what Christie, Brown & Co's. traveler meant when he said that Christie's Biscuits sold more than biscuits.

Christie, Brown & Co., Limited

DAILY CAPACITY 30,000 LBS.



Dignard Limited

BISCUIT MANUFACTURERS

MONTREAL



Family trade is more desirable than transient custom. In handling

CARR & CO.'S BISCUITS

you are assuring yourself of the confidence of your best trade. These biscuits are unapproachable in every respect of superior quality.

ASK OUR AGENTS FOR THEM.

CARR & CO., CARLISLE, ENGLAND

AGENTS:

Wm. H. Dunn, Hamblin & Brereton, L. T. Mewburn & Co., Ltd. The Standard Brokerage Co., Ltd.,	Montreal and Toronto, Winnipeg, Vancouver, B.C.,	Eastern Provinces Port Arthur to Alberta Province of Alberta British Columbia
T. A. MacNab & Co.,	St. John's,	Newfoundland

"LUCERNA"

IMPORTED

Swiss Milk Chocolates

will surely please your customers.

To buying agents for certain districts special terms are offered.

Write us for samples, prices, etc.

LUCERNA ANGLO SWISS MILK CHOCOLATE CO.

214 Princess Street, - - Winnipeg

IF YOU ARE NOT SELLING

Cowan's

Maple Buds
—and—
Chocolate Confections

There is room for more profits from your Candy trade.

Superbly delicious flavor and wholesome purity make "Cowan's" specialties great sellers and profit earners.

The Cowan Co., Ltd.

Toronto, Canada

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

Right--Always Right--

It has never been anything else since we first turned out the goods (over 25 years ago).

MOTT'S

"DIAMOND" and "ELITE" brands of

Chocolate

Are for this very best of reasons the most satisfactory brands to handle.

At Every Jobber's

John P. Mott & Co.

Halifax, N.S.

SELLING AGENTS:

J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver

Arthur M. Loucks, Ottawa — R. G. Bedlington, Calgary



SOFT MINTS—5c. boxes.

ACME PELLETS—5-lb. tins.

M. & R. WAFERS 5c. bags.

and a complete line of **LOZENGES, ETC.**

Hard and Soft Licorice Specialties

Appropriate for the confectionery, grocery and drug trades.

Price Lists and Illustrated Catalogue on request.

AGENTS

ONTARIO, R. S. McIndoe, 54 Wellington St. E., Toronto

PROVINCE OF QUEBEC and MARITIME PROVINCES
W. H. Dunn, 394 St. Paul St., Montreal

MANITOBA, E. W. Ashley, 123 Bannatyne Ave., Winnipeg

VANCOUVR, J. F. Mowat & Co., 354 Water St.

By Royal Letters Patent

NELSON'S

POWDERED GELATINE

is a perfectly pure Gelatine in powder form, ready for immediate use, without soaking.

NELSON'S

Gelatine and Liquorice

LOZENGES

Should be in your confectionery department.

G. NELSON, DALE & CO., Ltd.

EMSCOTE MILLS, WARWICK, ENGLAND

The above can be had from any of the following agents:
The Smith Brokerage Co., Ltd., St. John, N.B.
Watt, Scott & Goodacre, P.O. Box 1204, Montreal.
J. L. Watt & Scott, 27 Wellington St. East, Toronto.
W. E. Ashley, Winnipeg.
Geo. A. Stone, 34 Inns of Court Buildings, Vancouver, B.C.

Flour, Cereals and Confectionery Department

Canadian Oatmeal Meeting With Favor in South Africa—United States Losing Ground in the Cape Town Market—Peculiarities of the People.

According to the British Consul-General at Cape Town, South Africa, Canada in 1907 shipped $181,411 worth of oatmeal through that port. The United Kingdom's share was $139,275, while the United States only sent $18,099 worth. This state of affairs was owing to a considerable extent to the preferential tariff in favor of British goods. The above figures show that the United States is losing her percentage of the trade and that Canada is gaining.

The Canadian oatmeal is wholesaled in Cape Town at $4.86 per case of twelve dozen two-pound packages, and retails at 15 cents per package. The oats from the United Kingdom wholesale at $6.56 per case of twelve dozen half-pound packages, $5.46 per case of three dozen two-pound packages and retails at 18 cents per package. In order to introduce their line the manufacturers of the British oats have given the merchants twelve dozen one-fourth-pound samples with every five-case order, which the merchants sell at 5 cents each. The result of this method of introduction is that very big stocks have been sold and are in the hands of the merchants, but consumers have been well satisfied with the Canadian rolled oats and have returned to their use.

Many other breakfast foods are being sold in South Africa, but the sale is limited, and it is stated that, although the population is always willing to try any new breakfast food which comes on the market, nothing has yet been found which permanently sells as well as the Canadian prepared oatmeal. Attempts are being made to induce people to eat breakfast foods made from South African grown maize (corn), but such foods do not meet with much success, as the general opinion in South Africa is that maize foods are only fit for the natives.

MONTREAL.

FLOUR—The pyrotechnics which have been taking place in the wheat market, have frightened buyers away. Another factor which militates against trade is the anticipation of river navigation. When it comes near this time, buyers strain a point to ship in this way, as they accomplish a considerable saving in freight rates. Prices among local millers still show considerable differences. No changes have taken place during the week.

Winter wheat patents		5 50
Straight rollers	4 70	4 80
Extra	4 00	4 10
Royal Household		6 50
Glenora		6 00
Manitoba spring wheat patents	5 80	6 00
" strong bakers	5 30	5 50
Five Roses		6 10
Harvest Queen		5 60

ROLLED OATS—The rolled oats market has undergone no change since our last report. Dealers are pretty well filled up, therefore are not buying very heavily. Despite the small demand prices continue firm and unchanged.

Fine oatmeal, bags		2 72½
Standard oatmeal, bags		2 80
Granulated "		2 80
Golddust cornmeal, 98-lb bags		2 10
White cornmeal	2 00	2 05
Rolled oats bags		2 55
" bbls		5 35

FEED—The supply of bran during the week has fallen off consequently the market is displaying a strong tone. The demand, however, is comparatively light and of a hand to mouth character. Shorts are unchanged under a fair demand. Mouillie straight grained is firm at $32 under a good demand.

Ontario bran	22 00	13 00
Ontario shorts		25 00
Manitoba shorts		25 00
" bran		23 00
Mouillie, milled	25 00	27 00
" straight grained		32 00
Feed flour	1 55	1 65

TORONTO.

FLOUR—The flour market, in response to the advance of wheat, is firm with an upward tendency. Wheat advanced again on Tuesday about 2½c, and millers are beginning to realize that wheat will maintain its high level and that flour must go up to reach a price that will bear the proper relation to wheat. At present it is claimed that wheat could not be bought and manufactured into flour and sold without a loss, leaving therefore nothing for the miller. This is a state of affairs that cannot last long and either wheat must drop or flour go up. Although the wheat market is supposed to be based on the stock on hand and the outlook of the next crop, it is probably more a fight between the bulls and the bears, and the general public have to abide by the results and pay accordingly.

Manitoba Wheat.

1st Patent	6 10	6 20
2nd Patent		5 80
Strong bakers		5 60

Winter Wheat.

Straight roller		5 40
Patents		5 60
Blended		5 60

CEREALS—The cereal market is firm and with the exception of rolled wheat which is a little higher, there is no other change in any line. Even with the approach of warm weather when the demand generally falls off, the market continues active and firm.

Rolled wheat, car load	2 80
" oats "	2 40
Oatmeal, car load	2 65
Rolled wheat in barrels, 100 lbs	3 00
" oats in bags, per bag 90 lbs	2 60
Oatmeal, standard and granulated, in bags 98 lbs	2 85

CUT OUT CREDITS.

Irrespective of the financial condition of their customers a large number of Minneapolis grocerymen will put their business on a strictly cash basis after May 1st. To this end placards now appear in many stores of that city notifying the patrons that the credit book will be a thing of the past within a few weeks. The action will be taken on account of the inability of many of the smaller stores to continue with outstanding accounts failing to materialize when due.

J. W. Mitchell, general merchant, of Mowbray, Man., has sold to Wilson Bros.

Are you Handling these, Mr. Grocer?



They represent something new in their line. They are just a little different and a little bit better, crisper and more toothsome than any other sodas you may have stocked in the past. That's why the people are asking for them. They are a good article to push.

The Mooney Biscuit & Candy Company,
LIMITED
STRATFORD, - CANADA



COX'S GELATINE

When an ARTICLE has held the FIELD for over SIXTY YEARS it must have MERIT on its side. That is why you should always supply
COX'S GELATINE

Canadian Agents
C. E. Colson & Son, Montreal
D. Masson & Co., "
A.P.Tippet & Co., "

J. & G. Cox, Ltd.
Gorgie Mills
EDINBURGH.

The Grocer's Encyclopedia From Week to Week

Manufacture of Licorice From the Roots of Various Plants—Cultivated in Southern Europe and in Asia—Valuable for its Medicinal Qualities—Demand Gradually Increasing—How the Sweet Juice is Obtained From the Root.

LICORICE. — This was anciently known as sweet root and consists of the roots of a genus of perennial leguminous plants, known as glycyrrhiza, of which there are seven or eight varieties. G. Glabra, the common variety, is a native of Italy and is well known, but the juices of G. echinata and G. glandulifera are equally esteemed as pectorals. They all have a sweet, earthy, strong and somewhat sickly taste and a peculiar flavor.

The true licorice (G. glabra) grows wild around Elizavetpol and Baku and other points in the south of Europe, but is cultivated extensively in the south of Spain, Italy and Asia Minor, and its roots, three or four feet long, abound with a starchy juice. They have a dark brown, longitudinally wrinkled and somewhat warty surface, and have a carrot-like bark, which is about one-sixth the thickness of the woody cylinder.

The plant also, has underground sucker-like stems, several feet long, harder and tougher than the root, but containing similar qualities. A considerable quantity is grown in Sicily. There, two species are found, but neither is cultivated. One sends down a root, three to six feet, with but few lateral roots. The other only creeps beneath the surface at a depth of 6 to 24 inches, the latter being the most productive and the most highly prized. In Catania there are some half-dozen factories of licorice employing 20 to 40 hands each.

How Root is Prepared.

In preparing the root for market, women with knives scrape off the bark, and then cut it into pieces from one-half inch to length desired. These are then dried in the sun and bagged for export.

Since the time of Elizabeth licorice root has been grown in England, about Mitcham in Surrey, and until twenty or thirty years ago around Kew and Isleworth, but now only in Yorkshire between Pontefract and Knottingly. The deep rich loamy soil of the latter district has long been noted for English licorice root. The plant usually grows from four to five feet high, has few branches but pinnated leaves with many leaflets and blue, violet or white pea-like flowers. In some districts the flowers multiply spontaneously, but where cultivated the plant is propagated by slips off the root stock and requires a deep, rich, loose soil. They are as tenacious of life as horse-radish, and as difficult to eradicate.

Ready in Three Years.

After three years' growth and during the cold season when the leaves of the plant turn yellow (this being an indication that the sap has turned) the whole roots are taken up and found to contain the very valuable and grateful juice called glycyrrhizine, a yellow transparent kind of sugar, uncrystallizable but perfectly soluble. At the above age, the root is at its best, but much of the thick root imported is of 10 to 20 years' growth and contains comparatively very little sap.

This dried imported root is somewhat darker in color than the fresh: it is furrowed longitudinally, and has a slightly acrid or bitter taste, but when peeled it has a yellow color externally and there is no acridity. When cut up into suitable pieces the dried root forms an excellent masticatory.

The British Consul at Batoum says the cultivation of licorice in the Caucasus is becoming very important. In 1897 the export from Batoum, being 4,423 tons, rose in 1898 to no less than 9,760 tons. In a district lying between Elizavetpol and Hadji Cabul, the green root is worth only about 25 shillings a ton. Large quantities are brought to America.

It is produced largely in Persia along the Burujird and Khorembad plains between Teheran, Karun, and Mohamrah, and it is found in considerable abundance in Turkey, near Korna, at the junction of the Tigris and Euphrates, whence it is sent in bales to Marseilles, via Busrah or Baora.

Demand Increasing.

There is an increasing demand for licorice root, in the manufacture of "chewing tobacco," especially in America.

Liquorice paste, or liquorice mass, is a form of crude liquorice somewhat coarse. The plant producing the modern chemical product "glycerolate" of ammonia is extensively cultivated in Turkey, the southern part of the Spanish Peninsula, in Italy, and Sicily and to a small degree in France, Germany, Russia, Mexico and China.

Its extraction from the root when fresh is very easy. It can be done without any special knowledge or training and without any machinery other than a copper kettle.

Has Medicinal Qualities.

After the licorice roots are cleaned and dried they are chopped and boiled in water until the liquid is saturated. When sufficiently boiled it is allowed to stand so that all foreign matter may settle. The liquid is then filtered and evaporated until it gains consistency.

This sweet, starchy and grateful juice has valuable medicinal qualities. As an emolient and demulcent it is very useful in coughs and colds, sore throats and other irritations of the mucous membranes, hence it is used in making cough lozenges, pontefract cakes, pipes and several other semi-sweets. Unfortunately, these pastes are not always what they ought to be; licorice is open to considerable adulteration, which is often palpable to the taste, and militates against its more extended use. It should be bought with considerable caution.

WEEKLY TERMS OF CREDIT.

Fruit and Produce Trade in Toronto Send This Notice to Their Customers.

The Toronto Fruit and Produce Associations have issued a small leaflet announcing to the retail trade the shortening of their terms of credit. This will take effect on May 1 next. The notice reads, regarding the terms all goods will be subject to after the beginning of next month, as follows:

1. That the terms of credit shall be weekly.
2. That all goods purchased up to Thursday night of each week shall fall due on Monday following and that all accounts are to be settled in full not later than the following Wednesday at 3 o'clock, at the offices of the members rendering the statement.
3. That notes, drafts or post dated cheques will not be accepted in settlement, unless same fall due before the final settling day.
4. That all accounts not settled within the specified time shall be subject to the rules of the association.

"It is earnestly requested that the trade will assist the association and the wholesalers by strictly observing the above terms of credit, the new arrangement having been found necessary owing to the large increase in the number of accounts, due to the rapid growth of the city, also to the fact that nearly all lines of fruit and produce have to be paid for by "spot cash" by the wholesalers. All important markets in the States have adopted this system and it has proved entirely satisfactory to both the wholesaler and retailer. The shortening of credit to the retailer means in the end the shortening of credit to the consumer, a solving of a problem which will promote a healthier state of affairs generally."

HEAD OFFICE CHANGES.

The A. J. Deer Co., manufacturers of the "Royal" electric coffee mills and meat choppers, are removing their general offices from Buffalo to Hornell, N. Y., where their factory is located. This company has grown rapidly since its inception four years ago when the idea was simply to erect a small single mill to sell to the smaller stores. But the business grew quicker than it was anticipated and consequently the company had to enlarge its establishment. Their sales organization now covers every state in the Union and they have of course foreign agencies.

About Carnegie and the Eggs

AND NOW Concentration is the Ironmaster's text—"Don't put all your eggs in the same basket," is all wrong. I tell you, "put all your eggs in one basket and watch the basket"; it's trying to carry too many baskets that breaks the most eggs.

¶ How many *flour* baskets do you watch and carry? We ask *not* through impertinent curiosity, simply because 'twill pay *you* better to concentrate your selling energy and put all your enthusiasm in the FIVE ROSES basket. The simple fact that you're pushing more brands than *one* is evidence that you have not sufficient faith in *any*. The customer gets the idea that you're bound to "get her coming or going."

¶ Pushing too many brands is like chasing too many rabbits —they *all* escape. Pick out a permanent, absolutely dependable flour, long on quality, a brand taking the place of all others, embodying their best features without their defects. Average flour cannot be *this* to you, else it would not be *average*.

¶ If you fear some other flour may be better than FIVE ROSES, refer the question to some *unbiased* expert—your own baker, say. Let him make comparisons *point by point*. Then follow his advice.

¶ We are in business to *sell* flour. Do you suppose for one moment if FIVE ROSES were not a *bread-pastry* flour incomparably superior to any other we know of, that we would stake our whole business reputation, our mills, faith and future on FIVE ROSES' quality against the competition of "near-good" flours and their bigger *one-time* profit? Just give us credit for ordinary business judgment. We're not trying to sell you *once*, but always. We expect your customer to buy "this brand every time," because she will find it *right*.

¶ Try Concentration—watch the FIVE ROSES basket. For it is results that will make your *next* order larger.

Five Roses Flour

LAKE OF THE WOODS MILLING COMPANY, Limited

Address the nearest office

Montreal, Toronto, Ottawa, London, St. John, N.B.
Winnipeg and Vancouver

Canadian Trade Changes of Recent Occurrence

Grocery Businesses That Have New Proprietors—Losses by Fire and Partnerships Dissolved—New Companies Instituted.

Ontario.

May Murphy, grocer, Hamilton, has sold to L. Capple.

N. Albert, general merchant, North Bay, has sold his assets.

R. J. Morgan, grocer, London, advertises his business for sale.

The Humber Supply Co., of Humber Bay, Ont., have dissolved.

John Annis, grocer, Toronto, has advertised his business for sale.

The stock of James A. Fowlie, general merchant, Orillia, has been sold.

Finlay McArthur, grocer, Toronto, has been succeeded by Charles McArthur.

Tyndall & Carr, grocers, Clinton, Ontario, have been succeeded by J. P. Sheppard & Co.

Foster & Kenning, grocers, Haileybury, Ont., have changed their style to Wilson & Kenning.

Quebec.

Hector Cote, general merchant, Cavignac, Que., has assigned.

John Taillon, general merchant, Dundee, Que., has compromised.

E. J. Arsencault, general merchant, St. Celestin, Que., has compromised.

Murphy & Weir, grocers, Quebec, have dissolved. R. S. Murphy continuing.

Mrs. J. D. E. Lafond, general merchant, Frelighsburg, Que., has registered.

Maritime Provinces.

Hunter Bros., grocers and dry goods merchants, Oxford, N.S., have recently suffered loss by fire.

Wile & Giffin, wholesale flour, feed and grocery merchant, Bridgewater, N.S., have dissolved partnership.

Western Canada.

I Chodirker, general merchant, Balmoral, Man., is succeeded by Kliman & Cates.

R. S. Anderson, general merchant, Milestone, Sask., is succeeded by J. W. Mitchell.

Miller & Sayki, general merchants, Langenburg, Sask., are succeeded by Miller Bros.

Gould, Gilbert & Beibersdorf, general merchants, Jansen, Sask., are succeeded by Gould & Gilbert.

Henschell & Co., general merchants, Rosthern, Sask., sustained loss by fire last week. Some insurance was carried.

New Companies.

The Dominion Scale Co., of St. John, N.B., has been formed to manufacture and deal in all kinds of scales.

Announcement is made in the Canada Gazette of the formation of a company at Salisbury de Valleyfield, Que., and known as the Star Biscuit Company, with a charter to manufacture candies, chocolates, biscuits, etc.

P. L. McNeil, Denver, Colorado, is now in Nova Scotia forming a company to grow cranberries near Aylesford. They have secured a tract of land 130 acres in area but it will probably take two or three years to place it in a condition to yield a good crop. Mr. McNeil says there is an unlimited market for cranberries.

HINTS TO BUYERS.

The "S.C.Co.," which means the Sherbrooke Cigar Co., of Sherbrooke, Que., have stamped their name on a new cigar named the 7-20-4. They have risked their reputation on making a fine ten-cent cigar. They claim it is the best ten-cent cigar on the market to-day. It is copious with fine Havana filling, and is a long, well-shaped, round cigar. Already orders for it have been coming in from all parts of the Dominion. Although the idea of brands by numbers is common in United States, no Canadian house has before attempted to use numbers for brands. The name 7-20-4 is easy to say and is so convincing to the busy man that it is sure to have a large sale among all classes. It is fine enough for any club and is so reasonable in price that even the working man can buy it. Why the latter is mentioned is that it would be better for the working man to buy a good cigar like this one, as he gets not only double value in size but in quality. Grocers will find the 7-20-4 a ready seller, and in the West and in big railway centres they will sell like hot cakes. Ninety per cent. of traveling men ask for cigars by numbers. If you carry the right brands you will get the trade. This company still make the brands Hogen Mogen, Royal Sport and Saratoga.—Advt.

Tell Your Customers That:

SHAMROCK

BIG PLUG

SMOKING TOBACCO

When cut never dries up or becomes hard. The leaves are so firmly packed that the plug remains fresh and moist

McDOUGALL'S

CLAY PIPES

THE BEST IN THE WORLD.

D. McDOUGALL & CO., Glasgow, Scotland.

If you desire to increase your business buy your

PIPES, TOBACCO, CIGARS, BISCUITS AND CONFECTIONERY

from

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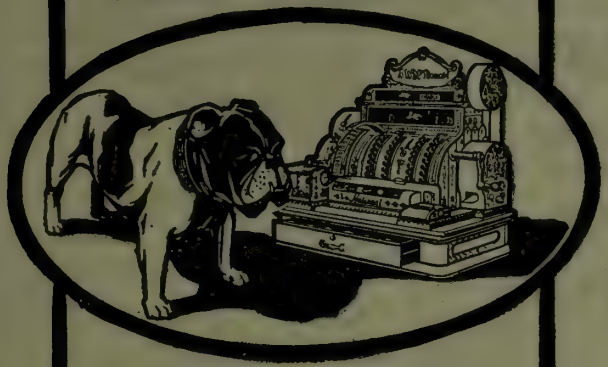
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THERE'S MONEY IN IT FOR YOU-

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SHERBROOKE, QUE.

Our travellers cover the Dominion.

Are You Keeping Your Tobacco Stock Up-to-Date ?

IF NOT—WHY NOT?

"Tuckett's Special"

the new 10c. plug is the latest

Order from Your Wholesaler

Manufactured from **Imported Leaf Exclusively**

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

ORANGES

California Navels, California Blood Oranges, Grape Fruit, Lemons, Pineapples, Tomatoes, New Cabbage, New Potatoes, Florida and California Celery, all best quality.

LET US HAVE YOUR ORDERS.
OUR PRICES ARE RIGHT.

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Franc Tracuzzi
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St. Nicholas
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AGENT:
J. J. McCabe
TORONTO

Canadian Fruit, Vegetable and Fish Markets

Advance in California Oranges—Apples Getting Scarcer—Canadian Winter-Grown Vegetables During the Near Future—Fresh Caught Fish in Small Stocks.

MONTREAL.

GREEN FRUITS.—California oranges are higher as their season is drawing to a close. Mexican oranges are not quoted this week. Valencias are $1.25 higher per case. California bloods are scarce. The new Mediterranean stock will soon be in, as several boats are on their way to Montreal. Bananas crated for the city are selling at from $1.75 to $2.25. Lemons are scarce and have advanced 75c. Apples are held in very small compass, and are strong at an advance of 50c to $1.

California navels, 80, 126, 150, 288 size	2 90
" 150, 176, 200, 216 size	3 25
Valencia oranges, 420 size	4 75
Cal. blood oranges, 150 to 216 size	4 25
Grape fruit	3 25 6 00
Lemons, choice, 300 size	2 25 2 75
Bananas crated	1 75 2 25
Pineapples, extra fancy, 24 size	4 00
Cranberries, per box	4 50
Spies, XXX	7 50
Ben Davis, XXX	6 00
Strawberries	0 40 0 60
Cocoanuts, bag	4 00

VEGETABLES. — Bermuda onions have appeared on the market and are being quoted at $3 per crate. New carrots are now selling by the doz. bunches at $1.00. French artichokes and sweet potatoes are practically off the market. Green peas have declined $2.50 per basket, now being quoted at $4.50. Spinach and green peppers and green beans have all declined, owing to the advancing season. Other lines are unchanged.

Mushrooms, lb	0 75
Cucumbers, dozen	1 00
New carrots, doz. n	1 00
Tomatoes, crate	2 75 3 50
Leeks, dozen	1 50
Parsnips, bag	1 00
Sweet potatoes, basket	2 50
French artichoke, each	0 25
Green peas, basket	4 50
Asparagus, doz	6 00 8 00
French cauliflowers, doz	6 00 7 00
Parsley, box	2 75
Sage, per doz	0 60
Savory, per doz	0 60
Celery, crate	2 00 5 50
Water cress, large bunches, per bunch doz	1 00
Spinach, barrel	2 50 4 00
Green peppers, crate	4 50
Beets, bag	1 00
Carrots, bag	0 90
Lettuce, early	0 40
Lettuce, Boston, box	2 50
Radishes, doz	0 50
Horse radish, per lb	0 15
" new, crates	4 50
Montreal potatoes, bag	1 25
New Brunswick potatoes	4 25
Onions, large bag, lb	0 02 0 74
Red onions, barrel	4 00
Turnips, bag	0 60 0 70
String beans, basket	4 00
New beets, crate	3 00
New cabbage, crate	3 00

FISH.—New varieties of fish are now coming into the market, including perch, bullheads, bluefish and sea bass, also shad and shad herring. Fresh B.C. salmon is now arriving. Shad is scarce and prices have advanced. Skinless cod is in good demand just now.

Fresh and Frozen Fish.

German carp	0 07
Codfish	0 04 0 04½
Qualla salmon	0 08
B.C. salmon, frozen	0 09
Fresh halibut	0 09 0 10
Mackerel, "	0 10 0 12
Dore, "	0 08 0 09
Steak cod	0 06 0 07
Grass pike	0 08 0 09
Whitefish, lb.	0 08 0 09
Lake trout	0 09 0 10
American live lobsters	0 18 0 20
Haddock	0 05 0 05
Large sea herring, per 100	1 50 1 60
Striped bass	0 14
Buck shad	0 35
Roe shad	0 75
Smoked—	
Haddies (exp) 15 lb. bxs., per lb	0 07 0 07½
Bloaters, per box, large, Yarmouth	1 10
Smoked herring, per box	0 16 0 18
Prepared—	
Skinless cod, new, 100 lb. cases	5 25
Shredded cod, ½ lb. cartons, 2 doz. cartons in box, per box	1 80
Dry cod, in bundles 112 lb., per pound	0 05
Boneless cod, 1 & 2 lb. bricks, 20 lb. boxes	0 06
Boneless cod, 20-lb. boxes	0 06
Boneless cod, 20-lb. boxes	0 09
Boneless fish, 20 lb. bxs., 2 lb. blocks	0 05
Boneless fish, 25 lb. bxs., loose	0 04½
Pure cod in crates, 1 and 2 lb. bricks	0 05
Salted and Pickled—	
No. 1 Labrador herring, brls	5 50
" " ½ brls	3 00
Large green cod, 200 lbs. bbl	6 00
Oysters, bulk, per gallon	1 30
Standards, bulk	1 40
" selects	1 50
" quart tins, sealed	0 40
Paper pails, per 100 qt. size	1 60
Standards, 4 gals	6 50
Selects "	7 00

TORONTO.

GREEN FRUIT.—On Tuesday morning after the fruit men had their meeting with the retailers the previous night to consider the new system of collecting their accounts, there was considerable talk about the different views retailers take of the plan. The wholesalers, however, feel that they are justified in taking the course they have adopted, and are satisfied, if strictly carried out, it will bring good results. Apart from this little excitement, business is moving along quietly with very little changes to report. Among the heavy work and hustle a little humor is always in place. The Grocer representative on his rounds observed a horse standing behind a waggon loaded with fruit and had his nose in a case of oranges enjoying a rare feast. A witty Englishman called the attention of the owner of the horse to the fact that his nag would be worth $3.00 more by the time he would "get through with that case." Navel oranges will soon be out of season. Pine apples are coming in freely. Exceptionally fine, hot house strawberries are shown at Wellwood's and watermelons at $2.00 apiece.

Apples, Spies	6 50 7 50
" Russets	3 50 4 00
" Baldwins	4 00 5 00
" Greenings	4 00 5 50
Oranges, Valentias, 420, ordinary	4 50
" " 420, large	4 75
" " 714	5 00
" California navels	3 00 3 50
" Mexican	2 75
" Messina bitter oranges	2 25 2 50
Lemons, Messina	2 75 3 25
Bananas	1 75 2 25
Grape Fruit, Florida, box	3 75 4 50
Pineapples, Florida, crate	3 00 3 25
Strawberries, Cal	0 55 0 60
" Louisana, pt	0 12½ 0 15

VEGETABLES.—Vegetables of all kinds are becoming more plentiful, and almost everything in this line is on the market. Almost from week to week it can be noticed that they are coming from points farther north and it will only be a short time till we will have them of our own growth here. It is remarkable however how the production of vegetables in hot houses has developed during recent years. Some of the finest lettuce that has ever been on this market has arrived from Aldershot, near Hamilton, where it was grown under

glass. With constantly improved transportation facilities, and by artificial means of cultivation, fresh vegetables may be expected to be within reach all the year round. Several cars of cabbage arrived this week in good condition. Potatoes are firm with a slight advance.

Beets, Canadian, old, per bag	0 45	0 50
" Florida, new, per dozen		1 00
Parsnips, per bag	0 75	0 80
Potatoes, Ontario, per bag	1 00	1 10
" sweet, hamper	2 50	2 75
" Bermuda, per bushel		3 00
" " per barrel		8 00
Onions, Canadian, dried, bag	1 35	1 50
" Spanish, crate	5 00	5 [illegible]
" " small crate		1 75
" Bermuda, per case		2 50
" Egyptian, per sack of 1.2 lbs		4 00
Tomatoes, Floridas	3 00	3 25
" small		0 75
Carrots, per bag	0 45	0 [illegible]
" new, per bunch		1 20
Cabbage, Florida, new	3 50	3 75
" Canadian, old, per barrel		2 25
Cauliflower, per case		4 00
California celery, per case	6 00	6 50
Florida celery, per half case	3 00	3 25
Turnips	0 35	0 40
Radishes, per dozen	0 40	0 45
Spinach, per bushel		0 75
Spinach, per barrel		3 50
Egg plant, per doz		3 00
Green peppers, per doz		1 00
Cucumbers, per dozen	2 00	2 25
Asparagus, per bunch	0 25	0 75
Green onions		0 [illegible]
Rhubarb		1 20
Beans, green, per hamper		2 50
" wax " "		3 50

FISH.—The supply of fresh caught fish is still not sufficient to meet the demand. This will help the dealers to get rid of some of the frozen stock which is still on hand. Trout especially are scarce. Several barrels of skinned catfish have arrived which were caught in the Bay of Quinte.

Herring, medium, per lb., fresh caught	0 05	0 07
" sea, per 100	1 00	1 [illegible]
" lake, per keg	4 00	4 25
Whitefish, frozen	0 09	0 10
Trout, "	0 09	0 10
Whitefish fres caught	0 14	0 15
Trout, "	0 13	0 14
Cod, fresh caught		0 08
Halibut	0 09	
Halibut, fresh caught	0 10	0 12
Haddock, frozen, per lb		0 07
" fresh caught		0 07½
Sea salmon, Silverside		0 09
" Steelhead		0 13
Pike	0 07½	0 08
Pickerel, yellow	0 08½	0 09
Herring, Digby, smoked, bundle 5 boxes		0 85
Oysters, Long Island		1 50
" " medium selects		1 75
" " extra		1 85
" shell, per 100		1 50
Finnan Haddie, smoked, 15-lb. package		0 08
Boneless cod, quail on toast		0 05½
" " imperial		0 05
" " steak		0 07
Shredded cod, doz		0 90
Arcadia, 24 packages, 1 lb. box		3 12
" 12 packages, 2 lb. box		2 40
Acadia cod, crate		2 40
" tablets, box		1 20
Bloaters	1 15	1 25
Qualla	0 08	0 09
Gold eyes	0 5	0 05½

TRADE NOTES.

The Walter Woods Company, Hamilton, Ont., are installing a broom manufacturing plant in the building formerly occupied by the Skedden Brush Company.

The fruit and produce business that has been carried on by McDougal & Lemon, Owen Sound, Ont., has been organized into a joint stock company, with an authorized capital of one hundred thousand dollars, to be known hereafter as McDougal & Evans, Ltd.

J. A. Marven, Limited, successors to the Philip N. Hamm Biscuit Mfg. Co., Moncton, N.B., are adding another building to their present quarters, which when completed will be utilized as a warehouse. It is now in course of erection and will probably be finished early in May.

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PRICES LOW THIS WEEK

Quality Fine. We have over ***One Thousand Crates*** arriving, and can assure you of ***Best Fruit*** and ***Lowest Prices.***

WHITE & CO., Limited
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FRESH CAR

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Both these cars **Fine Quality,** and prices lower.

Send us your orders

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GUELPH ONTARIO

Failure of Many of the Olive Crops in the Far East

Supply in Many Districts Insufficient to Meet the Home and Foreign Demands—Production Curtailed in Greece, Crete, Italy, Syria and Palestine—The Result is Higher Prices—Used for Soap Manufacture—Growers in Disgust Cut Down Trees.

By. O. S. Heizer.

It is estimated that the entire Turkish output of olive oil will not exceed 900,000 quintals (Turkish) or, say, 50,000 tons. The principal centres of production are Aidin, Baindir, Odemich, island of Mitylene, Edremit, Aivaly, Kulluk, and the islands of the Archipelago. This crop is below the average of 70,000 to 75,000 tons. It is, therefore, relatively insufficient to meet local requirements and foreign demands.

The olive-oil crop in Greece, Crete, Italy, and Morocco has completely failed. The crop of Tunis is estimated at about 10,000 tons, or about one-fourth of its average crop.

As far as Spain is concerned opinion is divided, but it is believed that the country possesses a very considerable stock of last season's oil and that the present crop will reach about one-third of that of a good year. Spain is the largest olive-oil producing country in Europe. A good harvest gives about 500,000 tons of oil. Its home consumption is very considerable, and it is probable that the high market price will prevent its exportation. If next spring the olive groves give hopes of a large crop, the prices of Spain will drop, affecting foreign markets, the American included.

The crop of Turkey alone gives no hopes whatever of export. Southern Russia, Roumania, Bulgaria, northern Asia Minor, Egypt, Tripoli, etc., draw their supplies from the Levant, which includes Greece and the island of Crete.

Shortage in the Crop.

The stocks on this market are nil, and the arrival of the newly pressed oil is anxiously awaited. Important orders are expected from France and Italy, which have already sent their agents to Smyrna to make important purchases. From the foregoing it is only natural that this market is firm and the prices paid for local consumption as well as export are in the ascendant. Compared with the yield in Spain, which often reaches 500,000 tons, the Turkish crop this season is an insignificant 10 per cent., which is all the more to be regretted as the climatic conditions are eminently favorable to olive culture and the trees grow wild in more than one province.

The exportations from Turkey amount to about 12,000 tons, valued at $1,851,529 for the year ending March 13, 1906, while the imports were 2,550 tons, valued at $380,287. Both exports and imports average 6 to 7 cents per pound, although the oils imported are superior French and Italian oils.

Improvements Needed.

Another fact bearing upon the quality of this product must not be overlooked, and it is that in many regions the system of olive pressing is most rudimentary and in some districts is very similar to that employed by the ancient Jews. There is certainly great need of modern machinery and more scientific methods in order to secure the best results from the oil industry in this Empire, which is so well adapted by nature and climatic conditions to be one of the leading olive-oil producers of the world.

Small Crop in Palestine.

Writing from Palestine regarding the olive crop in and around Jerusalem, Thos. R. Wallace states that the information gathered from the various olive-producing countries bordering on this district, as well as Asia Minor and Egypt, would indicate the olive crop at the best is this season far below the average, while in many places it is almost a total failure. In and about Jerusalem it is rated at a fifteenth of a crop, other neighborhoods it is a tenth, others an eighth; these ratings cover the general conditions of the crop in Palestine, so far as he was able to learn. In the large producing districts in Asia Minor it is reported at the best but half a crop, while in Egypt it is reported as almost a failure.

He was informed there was considerable oil kept over in storage, but not enough to affect the market prices. The stock on hand with the product of this season's crop will not nearly supply the local demand, and many are resorting to other articles as a substitute.

Oil Made Into Soap.

The price of oil is always lowest in December, but at the beginning of the year it was higher by 50 per cent. than at any time last season. Very little of the olive crop is shipped from that district in any form, except when manufactured into soap, but this season there is not enough to supply the local demand. The olive oil put upon the market is not tested, nor is it analyzed, so that it is impossible to determine the quality from that source.

The pulp of the olive is pressed three different times, and the quality or grade is fixed from that fact. The product derived from the first pressing is the highest grade, the third is the poorest. Oil derived from the third pressing is never put upon the market in that district. It is contracted for in advance by the soap manufacturers; therefore no market price is fixed to this grade.

The first two pressings are used as "edible," the third never; its color is black and much of the pulp is mixed with it. It is said a better soap is made by mixing with it the better grades. The best quality of olive oil sells on the market, says Mr. Wallace, at 80 cents per gallon, a poorer quality of the same grade at 75 cents, and the cheapest offered is 60 cents per gallon. There is no market price fixed for the third pressing.

The Syrian Olive Crop.

In the Aleppo district of Syria, the production is also greatly curtailed. Jesse B. Jackson writing from there says:

The statistics of the local government show that in the year 1907 the province of Aleppo produced 1,599,259 okes, equal to 4,397,962 pounds, of olive oil, figuring the oke at 2¾ pounds, with a total value of $748,000. These figures cover the amount of first-quality oil, pure yellow commercial oil, and a low-grade oil commonly used for soap manufacturing, but as no record was kept of each distinct quality, no separate figures can be given showing their respective amounts. The average value was estimated at 46¾ cents per oke.

Recent careful inquiry in the olive-producing localities indicates that the crop for 1908 is deplorably short, it being estimated at less than 25 per cent and probably not to exceed 20 per cent. of the product of 1907, or possibly 319,852 okes, at the present market price valued at $149,600.

Cut Down Trees in Disgust.

The great uncertainty of having a successful season creates much dissatisfaction among the growers, and it not infrequently occurs that a proprietor becomes so disgusted with the business that he cuts down his trees, sells the trunks and largest branches to the cabinetmakers, where he obtains fabulous prices, and the roots and other parts to the city inhabitants for fuel, thereafter cultivating the soil for the raising of cereals, etc.

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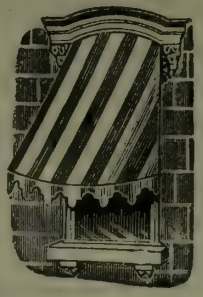
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This House is pleasantly and conveniently located on the East Side of Queen Street. The rooms are bright and cheerful. Every attention paid to guests. Billiards and pool. Hot and cold water baths. A. McNICOL, Prop

TOWER HOTEL, GEORGETOWN, DEMERARA, BRITISH GUIANA.

This first-class hotel is most conveniently situated in the coolest and healthiest part of the city. Five minutes from railway station and steamer stallings, and near to all principal public buildings. Cool and lofty bedrooms. Spacious Dining and Ladies' Rooms. Billiard Room. Electric light throughout.

HALIFAX HOTEL

HALIFAX, N, S.

WINTER RESORT—QUEEN'S PARK HOTEL

PORT OF SPAIN TRINIDAD, B.W.I.

JOHN McEWEN, Manager. For Rates, etc., apply Trinidad Shipping & Trading Co. 29 Broadway, New York.

THE GRAND UNION

The most popular hotel in

OTTAWA, ONTARIO. JAMES K. PAISLEY, Prop

VICTORIA LODGE

Mrs. J. F. SMITH, Proprietress. HAMILTON, BERMUDA

Opposite Victoria Park and Cedar Ave. Private Board $12 to $14 per week.

Open Now. Closes on May 1.

Jenkins & Hardy

Assignees, Chartered Accountants, Estate and Fire Insurance Agents, 15½ Toronto St., Toronto
465 Temple Building, Montreal.

WESTERN ASSURANCE COMPANY.

Incorporated 1851

FIRE AND MARINE

HEAD OFFICE—TORONTO, ONT.

Assets over - -	$3,570,000
Income for 1906, over	3,609,000

HON. GEO. A. COX, President,
W. R. BROCK, Vice President
W. B. MEIKLE, General Manager
C. C. FOSTER, Secretary

British America Assurance Company

A. D. 1833

FIRE & MARINE

Head Office, Toronto

BOARD OF DIRECTORS

Hon. Geo A. Cox, President W. R. Brock, Vice-President
Robert Bickerdike, M.P., W. B. Meikle, E. W. Cox, Geo. A. Morrow, D. B. Hanna, Augustus Myers, John Hoskin, K.C., LL.D.
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Sir Henry M. Pellatt, E. R. Wood.

W. B. Meikle, General Manager; P. H. Sims, Secretary

CAPITAL - - - - - - - - -	$1,400,000.00
ASSETS - - - - - - - - -	2,162,753.85
LOSSES PAID SINCE ORGANIZATION,	29.833,820.96

Keep Your Gasolene Outdoors

Store it in a Bowser Outdoor Cabinet

The Bowser will keep your property absolutely safe from gasolene fires and explosions because it keeps explosive gases from forming.

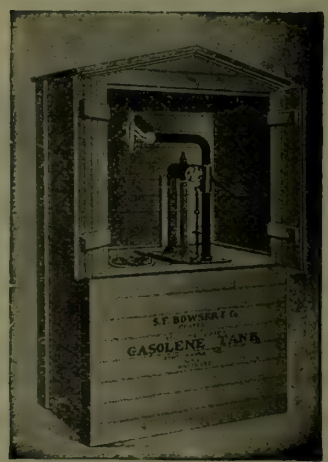
It will increase your profit on gasolene because it stops the usual loss of from 15 to 50 per cent., through evaporation, leakage and waste. It draws new trade because it is placed in front of the store where it continually advertises the fact to automobilists and others that you sell gasolene.

The Bowser costs you nothing because it pays for itself by its own saving of gasolene. Ask us to send Gasolene Catalog 5045. It's free.

S. F. BOWSER & CO., Ltd.

66-68 Fraser Ave., TORONTO

If you have an old Bowser and want a new one, write for our liberal exchange offer.



Cut 10—Outdoor Cabinet

DO YOU WANT

to buy or sell anything, to engage a clerk or secure a situation? Try a Condensed Ad. in The Canadian Grocer, it will bring results. Two cents per word for first insertion, one cent per word for each subsequent insertion. See page 69 for yearly rates

QUOTATIONS FOR PROPRIETARY ARTICLES

Baking Powder.

W. H. GILLARD & CO.

Diamond—

1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
2-doz.	5-oz.	1 75
1-doz.	12-oz.	3 50
½-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
¼-doz.	5lb.	19 75



MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 80
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	



ROYAL BAKING POWDER

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 2 lb.	15 60
" 5 lb	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 2 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—

1 lb. tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Baking Powder—	
1-lb. tins, 3-doz. in case, per doz.	2 00
½-lb. " " "	1
¼-lb. " " "	0 8

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Gillett's Mammoth, ¼ gross box	2 00

Cereals

H-O. COMPANY, ROCHESTER, N.Y.

	Per case.		Per case.
Force, 36s	$4 50	Gusto, 36s	$2 85
Korn-Kinks, 36s	1.45	H-O, oatmeal, 24, 3	10
Presto, 36s	3.40	Buckwheat, 36s	3.50
Pancake, 36s	3.50	Corn Starch, 36s	2.50
Tapioca, 36s	2.85	Farina, 24s	1.70
Hominy, 36s	2.50		



WHITE SWAN SPICES AND CEREALS LTD.

White Swan Breakfast Food, 2-doz. in case, per case, $3.00

The King's Food, 2-doz. in case, per case, $4.80

White Swan Barley Crisps, per doz., $1.

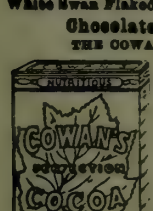
White Swan Self-rising Buckwheat Flour, per doz., $1.00.

White Swan Self-rising Pancake Flour, per doz., $1.00.

White Swan Wheat Kernels, per doz., $1.40.
White Swan Flaked Rice, per doz., $1.
White Swan Flaked Peas, per doz., $1.

Chocolates and Cocoas.

THE COWAN CO., LIMITED.



Cocoa—

Perfection, 1-lb. tins, per doz.	$4 50
Perfection, ½-lb. per doz.	2 40
Perfection, ¼-lb., per doz	1 10
Perfection, 10c size	0 90
" 5-lb. tins per lb.	0 37
Solu le, bulk, No. 1, per lb.	0 20
Soluble, bulk, No. 2, per lb.	0 18
London Pearl, per lb.	0 22

Special quotations for Cocoa in bbls., kegs, etc.

Unsweetened Chocolate—	Per lb.
Plain Rock, ½'s & ¼'s, cakes, 12-lb. bxs	0 36
Perfection Chocolate, 20c size, 2 dozen boxes, per dozen	1 80
Perfection Chocolate, 10c size, 2 and 4 dozen boxes, per dozen	0 90

Sweet Chocolate—

Queen's Dessert, ½'s and ¼'s, 12-lb. bxs., per lb	$0
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ½-lb., 12-lb. boxes, per lb	0 35
Parisian, 8's	0 30
Royal Navy, ½'s, ¼'s, boxes, per lb	0 30
Diamond, 7's, 12-lb. boxes, per lb.	0 24
" ½'s " " "	0 25
" ¼'s " " "	0 28

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., 2-doz. in box, per dozen	0 90

Confections—	Per lb.
Milk chocolate wafers, 5-lb. boxes	0 36
Maple buds, 5-lb. boxes	0 36
Chocolate wafers, No. 1, 5-lb. boxes	0 30
Chocolate wafers, No. 2, "	0 25
Nonpareil wafers, No. 1, "	0 30
Nonpare l wafers, No. 2, "	0 25
Chocolate ginger, 5-lb. boxes	0 30
Milk chocolate, 5c bundles, per box	1 35
Milk chocolate, 5c cakes, per box	1 35

Chocolate—	
Maple buds, 5-lb. boxes, lb.	0 34
Vanilla wafers, " "	0 35
" " nonpariels, 5-lb. box	0 35
" " 2's, 5-lb. boxes, lb	0 28
" " 2's, nonpareils "	0 28
Ginger, 5-lb. boxes, lb.	0 30
Milk sticks, box	1 35
Milk cakes, 5c. size, box	1 35

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

10c. tins, 4 doz. to case, per doz.	$ .90
¼ " " 4 " " "	2.40
½ " " 2 " " "	4.75
1 " " 1 " " "	9.00

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.
Arthur M. Loucks, Ottawa.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
R. J. Bedlington & Co., Calgary, Alta.
Standard Brokerage Co., Vancouver, B.C.

Elite, 10c size (for cooking), doz	0 90
Prepared cocoa, ¼'s	0 28
Prepared ½'s	0 28



Mott's breakfast cocoa, 10c. size	90 per dz.
" breakfast cocoa, ½'s	0 38
" " ¼'s	0 18
" No. 1 chocolate, ½'s	0 32
" Navy ½'s	0 29
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 24
" Plain choice chocolate liquors	0 32
" Sweet Chocolate Coatings	0 20

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, ½ and ¼-lb. cakes	$0 38
Breakfast cocoa, 1-5, ½, ¼, 1 & 5-lb. tins	0 41
German Sweet chocolate, ½ and ¼-lb. cakes, 6 lb. boxes	0 28
Caracas Sweet chocolate, ½ and ¼-lb. cakes, 6-lb. boxes	0 35
Auto Sweet chocolate, 1-6-lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins	0 47
Soluble cocoa (hot or cold soda 1-lb. tins	0 38
Cracked cocoa, ½-lb. pkgs., 6-lbs. bags	0 34
Caracas tablets, 100 bundles, tied 5s, per box	3 00

The above quotations are f.o.b. Montreal

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—5c., 10c., 20 and 40c. packages packed in 15 lb. and 30 lb. cases.

	Per lb.
1 lb. packages	0 26
1 lb "	0 27
1 lb. "	0 28
1 and ½ lb. packages assorted	0 26½
½ and ¼ lb. " "	0 26½
½ lb. packages assorted in 5 lb. boxes	0 28
½ lb. " "	0 29
¼ lb. " in 5, 10, 15 lb. cases	0 30

Bulk—

In 15 boxes.	15 lb. pails.	25 and 50 lb. Tins.	50 lb. Bbls.
White Moss, fine grade	0 10	0 11	0 12
Best Shredded	0 15	....	0 16
Special Shred	0 17	....	0 15
Ribbon	0 19	....	0 17
Macaroon	0 17	....	0 15
Desiccated	0 16	....	0

White Moss in 5 and 10 lb. square tins, 21c.

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Cocoanut—	
Featherstrip, pails	0 16
Shredded	0 15
In packages 2-oz., 4 oz., 8-oz., lb.	0 23

Condensed Milk.

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
"Eagle" brand (4 doz.)	$6 00	$1 50
"Gold Seal" brand (4 doz.)	5 00	1 25
"Challenge" brand (4 doz.)	4 00	1 00
Evaporated Cream—		
"Peerless" brand evap. cream	4 70	1 20
" hotel size	4 90	2 45





TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 80
Reindeer" brand per case (4 doz.)	5 60





Coffees.

EBY, BLAIN CO. LIMITED.

Standard Coffees.

Roasted whole or ground. Packed in damp-proof bags and tins.

Club House	$0 32
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Plantation	0 24
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" " " ground	0 17½
Golden Rio	0 14

Package Coffees

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, ½ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

THOS. J. LIPTON retail wholesale

Lipton's "Special" blend coffee, 1 lb. tins, ground or whole	0 40	0 30

JAMES TURNER & CO.

	Per lb
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

PATTERSON'S "CAMP" COFFEE ESSENCE

Agents, Rose & Laflamme, Montreal an Toronto.

5 oz. bottles, 4 doz. per doz.	1 75
10 " " 4 " "	3 00
Rep. quarts, 1 " "	6 50
Imp. " 1 " "	9 00

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Blend.



1-lb. decorated tins, 32c. lb
Mo-Ja, ½-lb. tins 30c. lb.
Mo-Ja, 1-lb. tins 28c. lb.
Mo-Ja, 2-lb. tins 26c. lb.

Cafe des Epicures—1-lb. fancy glass jars, per doz., $3.60.
Cafe l'Aromatique—1-lb. amber glass jars, per doz., $4.
Presentation, with 3 tumblers), $10 per doz



THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy litho-graphed canisters	0 30

Cheese.—I

Large size jars, per doz.	$3 25
Medium size jars, "	4 50
Small size jars, "	2 40
Individual size jars, per doz.	1 00

Imperial holder—

Large size, doz.	18 00
Med. size "	17 00
Small size "	12 00

Roquefort—

Large size, doz.	2 40
Small size, "	1 40



Confections

THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box	1 20
Milk Chocolate Sticks, 36 in box, "	1 35
" " 10c cakes, 36 in box "	2 35
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
" " No. 2, " "	0 36
Maple Buds, 5-lb. boxes, lb	0 36
Nut Milk Chocolate, ½-lb. cakes, 12-lb. box, lb.	0 40

These prices are F.o b. Toronto.

MACLAREN'S IMPERIAL CHEESE CO. LTD

Imperial Peanut Butter "Bobs," the Perfect Confectionery.

Large size, cases, 25 cartons	$3.50 each
Small " " 50 "	3.50 "
Assorted, cases, 26 small, 12 large	3.55 "

Net 30 days.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Ltd. Toronto. C. O. Beauchemis & Fils. Montreal

$2, $3, $5, $10, $15 and $20.

All same price one size or assorted.

UN-NUMBERED

Under 100 books	each 04
100 books and over	each 03½
500 books to 1000 books	03

For numbering cover and each coupon, extra per book ½ cent.

Cleaner.



	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 80
Quart "	3 75
Gallon "	10 00

Wholesale Agen

The Davidson & Hay, Limited, Toronto

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.

"Vita" Pasteurized Extract of Beef. Per case.

Bottles	1-oz.,	case of 2 doz		$3 20
"	2 "	"	1 "	3 00
"	4 "	"	1 "	4 50
"	20 "	"	1 "	4 75
"	20 "	"	½ "	2 00

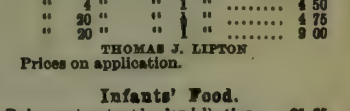
THOMAS J. LIPTON

Prices on application.

Infants' Food.

Robinson's patent barley ½-lb. tins	$1 25
" " 1-lb. tins	2 25
" groats ½-lb. tins	1 25
" " 1 lb tins	3 25

"Mephisto" and "Purity" Canned Lobsters.



Flavoring Extracts.

SHIRRIFF'S

1 oz. (all flavors), doz.			1 00
2 "	"	"	1 75
2½ "	"	"	2 00
4 "	"	"	3 00
8 "	"	"	3 75
8 "	"	"	5 50
16 "	"	"	10 00
32 "	"	"	18 00

Discounts on application.



Jams and Jellies.

SAUGER'S WHOLE FRUIT STRAWBERRY JAM

Agents, Rose & Laflamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz	2 20

THOMAS J. LIPTON

Prices on application.

T. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case, per lb.	07½
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 07
7 wood pails, 6 pails in crate, per lb	0 07
30-lb. wood pails "	0 06½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb.	07½
7 wood pails, 6 pails in crate, per lb.	0 07



IF EVERY MAN IN A FACTORY of skilled workmen presses all his energy into making the best, something is going to be done and done right. That's why ***Rising Sun*** Stove Polish in Cakes and ***Sun Paste*** Stove Polish in Tins are right every time you sell them and bring the customer back for more. Every man in the factory does his best and that best is backed with forty years experience. It is worth while to push the Stove Polish that is right.

MORSE BROS., Props. - Canton, Mass., U.S.A.

We Have Hammered Home Hard Hits

By our producing a superior product



By our plan of extensive advertising

With the house cleaning season there is no reason why you, Mr. Grocer, should not make this one of your best selling lines. It is ready and reliable, safe and lasting, brilliant and quick in results.

Sold by all Jobbers

The F. F. Dalley Co., Limited

Hamilton, Canada - Buffalo, N.Y., U.S.A.

Lost all he put into it

How often is this remark heard about some unfortunate investor. It's the old old story of rushing in without sufficient thought, knowledge or experience. Where can you gain these?

Read The Financial Post

It tells from week to week all about the stock and bond situations. It will keep you thoroughly and reliably informed. Its articles are clear, practical, interesting and authoritative; its information is accurate, complete and obtained at first hand.

Are you reading The Post?

Its columns will guide you in investments.

The Financial Post 10 Front St., East TORONTO, Ont.

Montreal Winnipeg New York Chicago Paris London

BLACK JACK

QUICK, CLEAN, HANDY

TRY IT.



SOLD BY ALL JOBBERS

¼-lb. tins—3 doz. in case.



Royal Metal Polishes

Lead the World.

The undoubted merit of Royal Metal Polishes makes them absolutely the best proposition in this line.

Spring-time is cleaning-time. There is a big share of trade awaiting the dealer who goes after it with the right line. **Samples free.**

Royal Polishes Company, Montreal

AGENTS: Ottawa—General Supply Co., of Canada, Ltd. Winnipeg—H. W. Glassco & Co. Vancouver—Wm. Erichsen & Son. Halifax—J. C. Calder. Sherbrooke—E. H. Bowen. And all dealers.



GOODWILLIE'S PURE PRESERVES

A REAL TREAT

At Any Time of the Year

GOODWILLIE'S delicious Fruits in Glass are always highly appreciated at **Any Table**—at **Any Time.**

Remind your customer of **GOODWILLIE'S** when she is buying and she will thank you for having done so.

Is Your Stock Well Assorted?

Agents: Rose & Laflamme, Limited
Montreal and Toronto

20-lb. wood pails..... 0 06½
Pure assorted jam, 1-lb. glass jars, 2 doz. in case..... 1 75

Jelly Powders

IMPERIAL DESSERT JELLY



Assorted flavors—gross 10.75.
MacLaren Imperial Cheese Co. Limited

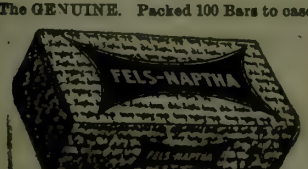


Assorted Case,	Contains 4 doz..$3.60
Assorted Case,	Contains 2 doz..$1.80
Lemon (Straight)	Contains 2 doz..$1.80
Orange (Straight)	Contains 2 doz..$1.80
Raspberry (Straight)	Contains 2 doz..$1.80
Strawberry (Straight)	Contains 2 doz..$1.80
Chocolate (Straight)	Contains 2 doz..$1.80
Cherry (Straight)	Contains 2 doz..$1.80
Peach (Straight)	Contains 2 doz..$1.80

Weight 7 lbs. to case. Freight rate, 3d class.

Soap

The GENUINE. Packed 100 Bars to case.



Prices—Ontario and Quebec:

Less than 5 cases	$ 5 25
Five cases, or over	5 15



List price "Shirriff's" (all flavors), per doz. 0
Discounts on application.

THE ROBERT GREIG COMPANY.

White Swan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.



Lard.

N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces....$0 10½	
½-bbls. 0 11	
Tubs, 60 lbs. 0 10½	
20-lb. Pails. 2 20	
20-lb. tins.. 2 10	
Cases 3-lb.. 0 11½	
" 5-lb.. 0 10½	
" 10-lb.. 0 10½	



F.O.B. Montreal.

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper....per lb.	$0 40
Fancy boxes (36 or 50 sticks)....per box	1 25
"Ringed" 5-lb. boxes.....per lb.	0 40
"Acme" pellets, 5-lb. cans....per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans.....per can	2 00
Licorice lozenges, 5-lb. glass jars....	1 75
" " 20 5-lb. cans.....	1 50
"Purity" licorice 10 sticks.....	1 25
" 100 sticks.....	0 75
Dulce large cent sticks, 100 in box....	....

Lye (Concentrated)

GILLETT'S PERFUMED. Per case

1 case of 4 dozen.....	$3 60
3 cases of 4 dozen.....	3 50
5 cases or more	3 40

Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case....per doz	$1 00
16-oz. glass jars, 2 doz. in case "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Pint Sealers (24 oz.), 1 doz in case, per dozen.....	2 00

SHIRRIFF BRAND

"Imperial Scotch"—	
1-lb. glass, doz...	1 55
2-lb. " " ..	2 80
4-lb. tins, " ..	4 65
7-lb. " " ..	7 35
"Shredded"—	
1-lb. glass, doz.....	1 90
2-lb. "	3 10
7-lb. tins, "	8 25



THOMAS J. LIPTON

Prices on application



SPRATT'S PRICE LIST

Mixed Bird Seeds, 1-lb. pkts., 3 dozen cases per box	$0 95
Parrot Food, ¼ lb pkts., 1 doz cartons	1 25
Parrot Food, ½-lb. pkts	0 35
Bird Cage Sand, about 1¼-lb. bags, ½-gross cases....	0 30
Bird Cage Grit, about 1½-lb. bags, ½-gross cases.....	0 30

Mince Meat

Wethey's condensed, per gross net ..	$12 00
" per case of 2 doz. net	3 00



ST. CHARLES CONDENSING CO

PRICES:

St. Charles Cream family size, per case	$4 70
Ditto, hotel,	4.90
Silver Cow Milk	5.00
Purity Milk....	4.70
Good Luck....	4.60

Mustard

COLMAN'S OR KEEN'S

D.S.F.	½-lb. tins..... per doz.	$ 1 40
"	¼-lb tins..... "	2 50
"	1-lb. tins..... "	5 00
Durham	4-lb. jar..... per jar	0 75
"	1-lb. jar..... "	0 25
F.D.	½-lb. tins..... per doz.	0 85
"	¼-lb. tins..... "	1 45

Olive Oil

LAPORTE, MARTIN & CIE., LTD.

Minerva Brand—	
Minerva, qts. 12's	$ 5 75
" pts 24's	6 50
" ½-pts. 24's	4 25

Sauces

PATERSON'S WORCESTER SAUCE

Agents, Rose & Laflamme, Montreal and Toronto

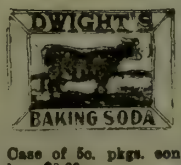
½-pint bottles, 3 & 6 doz., per doz.....	0 90
pint " 3 doz	1 75

THOMAS J. LIPTON

prices on application

Soda

COW BRAND



Case of 1-lb. containing 60 packages, per box, $3 00
Case of ½-lb. containing 120 pkgs. per box, $3.00
Case of 1-lb. and ½-lb. containing 30 1-lb. and 60 ½-lb. pkgs. per box $3.00
Case of 5c. pkgs. containing 96 pkgs. per box, $3.00

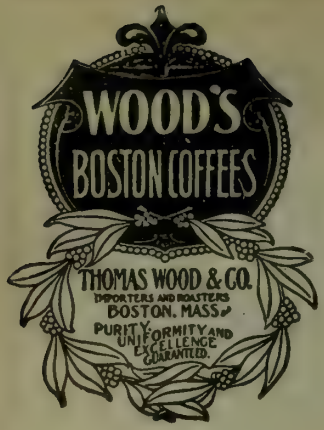
MAGIC BRAND Per case

No. 1,	cases 60 1-lb. packages.....	$ 2 75
No. 2,	" 120 ½-lb. "	2 75
No. 3,	" { 30 1-lb. " } ..... 60 ½-lb. " }	2 75

No. 5 Magic soda—cases 180—10-oz. pkgs.

1 case	$ 2 85
5 cases	2 75

LITTLE HELPS or GREAT HELPS?



"Every little helps"—yes it does.

But this generation moves very rapidly; more business can be done in an hour than in a day a few years ago.

However many "little helps" a grocer may have, Great Helps are a necessity to establish and round out successful trade; and to the latter belong

WOOD'S COFFEES

—greatest helps for the beginner, greatest for the ripe trader.
"WOODS," as applied to Coffees, means the BEST of the world's products graded and classified.

Canadian Factory and Salesrooms:
No. 428 St. Paul Street, - MONTREAL

Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross	$10 20
" " black	"	15 30
Oriole soap	"	10 20
Gloriola soap	"	13 00
Straw hat polish	"	18 20

3 doz. to box..... $3 45

6 doz. to box..... $6 90

30 days.



1 Box Price $4.00

5 Box Price $3.90

Freight paid on 5 box lots.

Starch

EDWARDSBURG STARCH CO., LIMITED.

	per lb
Laundry Starches—	
No. 1 White or blue, 6-lb. carton.	$0 07
No. 1 " " 3-lb. "	0 07
Canada laundry	0 06
Silver gloss, 6-lb. draw-lid boxes.	0 08
Silver gloss, 6-lb. tin canisters	0 08
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 07
Benson's satin, 1-lb. cartons	0 7½
No. 1 white, bbls. and kegs	0 0[illegible]
Canada White Gloss, 1-lb. pkgs.	0 [illegible]
Benson's enamel....per box 1 50 to	3 00
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07½
Canada Pure Corn	0 07½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
" " 1 " or blue,	

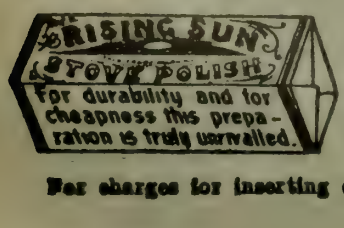
BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 6½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06½
Barrels, 200 lb.	0 7½
Kegs, 125 lb.	0 06
Lily White Gloss—	
1-lb. fancy cartons, cases 40 lb.	0 06
6-lb. toy trunks, 8 in case	0 06
6-lb. enameled tin canisters, 8 in case	0 06
Kegs, ex. crystals, 100 lb.	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 06
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	3 60

Stove Polish.

	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste 5c. size, ½-gross boxes	5 00



JAMES' DOME BLACK LEAD

	Per gross
6a size	$2 40
2a "	2 50

Syrup.

EDWARDSBURG STARCH CO., LTD.

"Crown" Brand Perfection Syrup.

Barrels, 700 lbs.	0 03½ per lb.
Half-barrels, 350 lbs.	0 03¾ "
¼-barrels, 175 lbs.	0 04 "
Pails 25 lbs.	1 30 each
" 38½ lbs.	1 80 "

Plain tins, with label—	Per case.
2 lb. tins, 2 doz. in case	2 80
5 " 1 " "	2 85
10 " ½ " "	2 75
20 " ¼ " "	2 70

(5, 10 and 20 lb. tins have wire handles.)

Teas.



THE "SALADA" TEA CO.

	Wholesale	Retail
Brown Label, 1's and ½'s	$0 25	$0 30
Green Label, 1's and ½'s	0 27	0 35
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, 1's and ½'s	0 44	0 60
Red-Gold Label, ½'s	0 55	0 80



EMPIRE PACKAGE TEA

Cases 30 and 50 lbs. each—Black, Mixed, and Green Ceylon.

25c.	1s, 20c.; ½s, 21c.
30c.	1s and ½s, 23c.
40c.	1s and ½s, 28c.
50c.	1s and ½s, 35c.
75c.	1s and ½s, Vulcan, 60c.

100 lb. lots freight paid.

LIPTON'S TEA

Thomas J. Lipton 75 Front St. East, Toronto.



Packed in air-tight tins only.

	wholesale	retail
Blue label ¼'s and 1's	0 24	0 30
Orange " ¼'s, ½'s and 1's	0 30	0 40
Pink " ⅛'s & 1's, tins	0 35	0 50
Red " Dominion blend, ¼'s and 1's	0 44	0 60
Gold " Afternoon blend, ¼'s and 1's	0 50	0 70



Blue Label, ¼'s	0 21	0 26
Orange Label, 1's and ½'s	0 23	0 40
Silver Label, ¼'s	0 20	0 25
Brown Label, 1's and ½'s	0 26	0 40
Brown Label, ¼'s	0 30	0 50
Green Label, 1's and ½'s	0 35	0 50
Red Label, ¼'s	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—		
Victoria, hf-c, 90 lbs		0 25
Princess Louise, hf-c, 80 lbs		0 19
Ceylon Green Teas—Japan style—		
Lady, cases 60 lbs		0 18
Duchess, cases 60 lbs		0 19

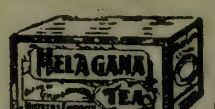


BLUE RIBBON TEA CO., TORONTO

	Wholesale	Retail
Yellow Label, 1's	0 20	0 25
" " ½'s	0 21	0 25
Green Label, 1's and ½'s	0 24	0 30
Blue Label, 1's and ½'s	0 25	0 35
Red Label 1's, ½'s and ¼'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, ½'s and ¼'s	0 55	0 80
Embossed, ½'s and ¼'s	007	1 00



	Wholesale	Retail
Pink Label 1's and ½'s	30c.	40c.
Gold Label 1's and ½'s	35c.	50c.
Lavender Label 1's and ½'s	42c.	60c.
Green Label 1's and ½'s	50c.	75c.
Canisters		
Gold Tins, 5's	35c. 1.75	50c. 2 50
Gold Tins, 3's	35c. 1.05	50c. 1.50
Gold Tins, 1's	35c. each	50c. each
Gold Label, ¼'s	12c ea. 36 lb.	25c ea. 50 lb.
Red Tins, ½'s	35c ea. 70 lb.	50c ea. 1 00 lb.
Red Tins, ¼'s	18c ea. 72 lb.	25c ea. 1.00 lb

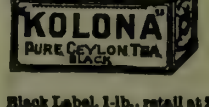


MELAGAMA TEA.

MINTO BROS., 55 Front St. East

	Wholesale	Retail.
Black, green, mixed, ¼s	0 70	1 00
" " ½s	0 55	0 80
" " ¼s	0 44	0 60
" " 1 lbs. & ½s	0 40	0 60
" " ¼s	0 38	0 50
" " 1 lbs. & ½s	0 35	0 50
" " 1 lbs., ½s	0 30	0 40
" " ½s	0 32	0 40
" " ¼s	0 25	0 30
" " 1 lbs.	0 24	0 30

We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c		$0 20
" ½-lb., " "		0 21
Blue Label, retail at 30c		0 23
Green Label, " 40c		0 30
Red Label, " 50c		0 35
Orange Label, " 60c		0 42
Gold Label, " 80c		0 55

RIDGWAYS.

London, Vancouver Winnipeg and Ceylon.

	Wholesale.	Retail.
Imperial Household, 1's and ½'s	0 30	0 40
Old Count, ½'s and ¼'s	0 35	0 50
5 o'clock, 1's and ½'s	0 42	0 60
H.M.S., ½'s and ¼'s	0 75	1 00

Ridgway's Standard Bulk Blend in stock at all our branches in Canada.





THOMAS WOOD & CO.

Montreal and Boston

	wholesale	retail
Wood's Primrose, per lb.	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ½-lb. tins. All grades—either black, green or mixed.

Tobacco.

IMPERIAL TOBACCO COMPANY OF CANADA, LIMITED—EMPIRE BRANCH.

Chewing—Black Watch 5s	36
Black Watch 11s	38
Bobs 5s and 10s	36
Bully 6s	44
Currency 5½s and 10s	38
Stag 5s	36
Old Fox 12s	44
Pay Roll Bars 7½s	54
Pay Roll 7s	56
Plug smoking—Shamrock 6s, plug or bar	45
Rosebud Bars 6s	45
Empire 5s, and 10s	36
Amber 8s, and 3s	60
Ivy 7s	50
Starlight 7s	70
Cut Smoking—Great West Pouches, 7s	51

JOS. COTE, QUEBEC.

Cigars	
St. Louis (union), 1-20	$33 00
St. Louis, 1-40	35 00
St. Louis, 1-100	35 00
Champlain, 1-20	35 00
Champlain, 1-40	34 00
El Sergeant, 1-20	55 00
El Sergeant, 1-40	55 00
El Sergeant, 1-100	55 00
Cut tobaccos.	
Petit Havana, ¼, 1-12—1-6	0 40
Quesnel, 1-4, 1-2	0 65
" 1-9	0 [illegible]
Cote's Choice Mixture, ¼-lb tins	0 75
" " ½-lb "	0 70
" " 1-lb "	0 60

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz.	$15 00
Absorbine Jr., per dozen	9 00

Yeast.

Royal yeast, 3 doz. 5 cent. pkgs	$1 10
Gillett's cream yeast, 3 doz. in case	1 10

For charges for inserting quotations in this dept, apply to Adver. Manager, The Canadian Grocer, at our nearest office.

TANGLEFOOT FLY PAPER The Standard throughout the world for more than twenty-five years. ALL OTHERS ARE IMITATIONS.





"GLOBE" with Percolator.

This pot speaks for itself. When tea is drawn take the Percolator out and tea remains free from tannin.

We make seven sizes of this, also The Champion Tea Pot. Send for price list.

R. CAMPBELL'S SONS

HAMILTON POTTERY

HAMILTON, - ONTARIO

WARNING!

Crescent BM&Co. TRADE MARK. Brand

SODA CRYSTALS (WASHING SODA)

Foreign Soda Crystals—and some of English manufacture—are being extensively offered for sale in this country which are grossly adulterated with Glauber-Salts (Sulphate of Soda), a cheap product which is not only entirely useless for washing purposes, but is even likely to injure the fabrics with which it comes in contact. The Adulterated Soda-Crystals, although nominally lower in price than BRUNNER MOND'S PURE SODA CRYSTALS, are in reality much dearer owing to the large quantity of useless and injurious matter which they contain.

BRUNNER, MOND & CO., LIMITED
WINN & HOLLAND, Agents
MONTREAL

FREQUENCY OF SAILINGS

Every twelfth day a Pickford and Black steamer leaves Halifax for Bermuda, The British West Indies and Demerara, and is away thirty-eight days. A delightful trip for moderate cost. Write us.

PICKFORD & BLACK
HALIFAX

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England
Agent:
JOHN FORMAN, - 644 Craig Street
MONTREAL.

APPRENTICES

can Bank **Money** in a few weeks.
Work will take but a few hours a week.
You Need no Money because we provide the capital.
We will start you in business by sending you your first stock without charge. The money from the sales of these will be used in buying new stock.
If you will try it, we will send supplies at once. Your profits are large.

IN ADDITION

there are bonus prizes: a watch is one of these bonuses.
Some boys and youths are earning a large sum each week as extra money.

WRITE AT ONCE TO

The MacLean Pub. Company
10 Front St. E., TORONTO

TWO CENTS PER WORD

You can talk across the continent for two cents per word in a Canadian Grocer Want Ad.

SALT

Why buy any but

THE BEST

when price is

NO HIGHER

best brands,
best assortment
best service.

VERRET, STEWART & CO.
LIMITED

MONTREAL

Apples are gone and your customers are at a loss to find something to fill the void.

Suggest

WETHEY'S MINCE MEAT

(IN CARTONS)

"Most Economical Pie Filler Made"
All Wholesalers Carry It

INSIST ON THIS BRAND



"Dutch Sets"

One customer has some to sell. Do you want to buy? A card will give you their name.

Empire Brand

Specials in the following:—

Salmon, Wrapping Paper, Imported Vinegar in decanters, Pineapple, Imported in Tins.

"Alcona" Flavoring Extracts, 'Cots, Peaches, Prunes.

Imperial Vinegar. If you do not use it you should. Your customers want the BEST.

Most popular
the
4
Free Phones
Are you a user?

GEO. E. BRISTOL & CO.

Hamilton, - - - - Ontario

CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

Montreal: 701-702 Eastern Townships Bank Bldg. Toronto: 10 Front St. East. Winnipeg: 511 Union Bank Building. London, Eng.: 88 Fleet St., E.C.

VOL. XXIII. PUBLICATION OFFICE: TORONTO, MAY 7, 1909. NO. 19.



Still the leader in Blue

Keen's Oxford Blue

is the grocer's most reliable brand of laundry blue. Its superior excellence and non-streaking qualities make it the safest brand to sell.

For sale by all jobbers

FRANK MAGOR & CO., 403 St. Paul Street, MONTREAL

Agents for the Dominion of Canada

STARCH

For Sale by All Grocery Jobbers in Canada.

For Cooking Purposes, Puddings, Blanc Manges, Desserts,

Benson's "Prepared" Corn

For the Finest Lanndry Work

Edwardsburg "Silver Gloss" Starch

are unequalled as trade-getters and trade-holders.

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, Toronto, Ont. Works, Cardinal, Ont. 164 St. James St., Montreal

MACONOCHIE'S

Mixed Chow Walnuts



Gherkins and White Onions

PICKLES

Fresh, crisp, home grown vegetables preserved in pure malt vinegar. They please the most discriminating customers and besides they show a good profit to the grocer.

New shipments of all lines will arrive next week with your Wholesaler. Ask him or ask our agents.

MacLaren Imperial Cheese Co., Ltd.

Maconochie Bros., Ltd.

LONDON, ENGLAND

Fish From Scotland

The "Tyne" Brand of canned Scotch fish has all the delicacy and richness of flavor of the freshly caught fish. It is a satisfactory brand to buy because it is always the same—you can judge the quality of the entire year's output by a single can.

The Shields Ice and Storage Company

are specialists in the packing of Scotch Fish—nothing can possibly be finer than their product "The Tyne Brand." Their reputation has been made entirely on this one thing. It is their hobby to offer only the "best"—*and they do it.*

Arthur P. Tippet & Co, Agents

8 Place Royale, Montreal — *84 Victoria St., Toronto*

The French Macaroni

The germ of the best wheat—the gluten—is the foundation on which the high quality of "CODOU" Macaroni rests. But added to that is the skill acquired by a life time of service in its manufacture. It is

Made By Felix Codou

It is very delicate and tender—never "rubbery." And there is a richness of flavor that makes it very toothsome. Monsieur Codou is so proud of his famous brand that he permits no package to leave his factory without having his name.

Arthur P. Tippet & Co, Agents

8 Place Royale, Montreal — *84 Victoria St., Toronto*



MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY



Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

HAMILTON

THE MAN ON THE SPOT

"There is many a slip between the enquiry and the reply." The man on the spot gets the order—That's me.

FACE TO FACE BUSINESS

G. WALLACE WEESE

Manufacturers' Representative. Hamilton, Can.
Offices, Myles' Fireproof Storage Warehouse.
Write Me To-day.

J. W. GORHAM & CO.

JERUSALEM WAREHOUSE, HALIFAX, N.S.

Manufacturers' Agents and Grocery Brokers

WAREHOUSEMEN

can give close attention to few more first-class agencies. Highest references.

FOR SALE

Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.

J. T. ADAMSON & CO.

Customs Brokers and Warehousemen

—

27 St. Sacrament Street, Montreal
TEL. MAIN 778 BOND 28

ROBERT ALLAN & CO.

General Commission Merchants
MONTREAL

Fish, Oils, Beans, Peas and Produce.
Agents: "Royal Crown" Skinless Codfish.
Representing Morris Co. Chicago. Pork and Lard.

Mr. Manufacturer

You will be interested in learning that the undersigned have entered into partnership, taking over the business of J. Walter Snowdon. They are open for one or two more agencies for Montreal City and district. Address:

SNOWDON & BORLAND

34 Guardian Building
MONTREAL

J. Walter Snowdon W. George Borland

STORAGE IN OTTAWA

We offer every modern convenience. Largest warehouse in Ottawa Valley. Fireproof, low insurance rates, direct communication with all railways —tracks to the door. Centrally located.

Secure Our Low Rates.

Dominion Warehousing Co., Ltd.
52 Nicholas Street, Ottawa
J. R. Routh, Manager.

D. McL. BROPHY

414 St. Paul St. Montreal

Broker and Manufacturers' Agent.

Open to represent one more up-to-date house desirous of utilizing my excellent connection with the grocery trade.

Correspondence will receive prompt attention.

D. STAMPER

GROCERY AND FRUIT BROKER
AND MANUFACTURERS' AGENT

Goods Stored and Distributed
Warehouse, City Spur Track.
P.O. Box 793 MOOSE JAW, SASK.

T. A. MACNAB & CO.

ST. JOHN'S, NFD.
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS

Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's.

Codes: A,B,C, 5th edition, and private.

G. C. WARREN

Box 1036, REGINA

Manufacturers' Agent and Commission Merchant. Direct Importer of all grades of pure Ceylon Teas, and Grocery and Drug Specialties. Dealer in Coffees, Spices, Mustard, etc. Established eleven years. More lines desired.

CLARE, LITTLE & CO.,

WESTERN DISTRIBUTORS

Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.

Phone 159 SASKATOON,
P.O. Box 257. Western Canada

W. S. CLAWSON & CO.

Manufacturers' Agents and Grocery Brokers.

Warehousemen

ST. JOHN, - - - N.B.

Open for a few more first-class lines.

Finest the World Can Produce

MORRIS & COMPANY
Chicago, Ill.

Lard, Shortening and Oil

—

W. H. MILLMAN & SONS
CANADIAN AGENTS
TORONTO

W. G. A. LAMBE & CO.

TORONTO

Grocery Brokers and Agents.

Established 1885.

W. G. PATRICK & CO.

Manufacturers' Agents
and
Importers

29 Melinda Street, Toronto

MacLaren Imperial Cheese Co.

Limited

AGENCY DEPARTMENT

Agents for Grocers' Specialties and Wholesale Grocery Brokers

TORONTO, Ont. DETROIT, Mich.

Don Storage and Cartage Co.

Limited

81 Front Street East
TORONTO

PHONE M. 2823

Storage facilities unequalled in city—Special cartage delivery—Lowest rate of insurance.

Wholesale Grocery Brokers

and

Manufacturers' Agents

Connection with Jobbing Trade of Toronto, Hamilton and London. Foreign and Domestic Agencies Solicited. Best of Storage Accommodation.

LIND BROKERAGE CO.
23 Scott Street Toronto

CARMAN BROKERAGE Co.

Wholesale Grocery Brokers

141 Bannatyne St. E. WINNIPEG, MAN.

We keep in close touch with the wholesale trade—Winnipeg and West—write us.

C. & J. JONES

Agents for James Robertson & Sons, Paisley. Jams and Jellies, etc.

WHOLESALE BROKERS
MANUFACTURERS' AGENTS AND IMPORTERS.

62 Scott Block - WINNIPEG, Man.

Domestic Agencies Solicited. Good Storage Facilities.

WATSON & TRUESDALE

(Successors to Stuart, Watson & Co.)

Wholesale Commission Brokers and Manufacturers' Agents.

WINNIPEG, - MAN.

Domestic and Foreign Agencies Solicited.

We can Interest You in all Kinds of

CANNED FRUITS

It's worth your while to look up your stock.
Send us your orders. Prices right.

EBY-BLAIN, LIMITED

Wholesale Grocers TORONTO

RICHEST IN QUALITY
ABSOLUTELY PURE
MAKES FRIENDS EVERYWHERE

LEADS ALL COMPETITORS
ALWAYS RELIABLE
LONGEST ON THE CANADIAN MARKET
SURE TO PLEASE

THE MOST EXACTING PALATE
ENQUIRE FOR PARTICULARS
AND WE ARE SURE YOU WILL BE A BUYER

RAM LAL'S PURE TEA CO., Limited 266 St. Paul Street, Montreal

Book-keeping Without Books

The Up-to-date Total Forwarding System

Over 50,000 in Use in the United States

It handles your accounts with only one writing.

It stops all forgetting to charge goods.

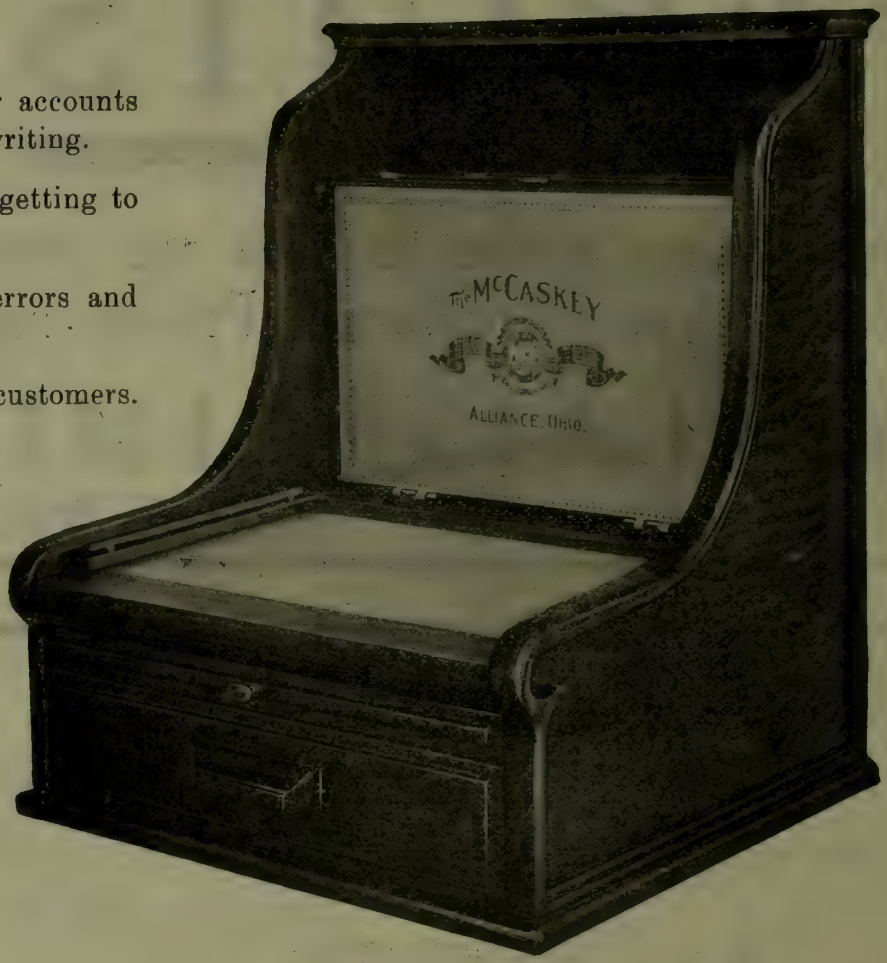
It eliminates errors and disputes.

It pleases your customers.

It draws new trade.

The greatest collector ever invented.

No night work copying and posting accounts.



It takes care of
Cash Sales,
Credit Sales,
Cash on Account,
Produce and Exchange Sales,
C.O.D. Sales.

Gives you COMPLETE DETAILS of your business.

A Money Earner and Money Saver

MADE IN SIZES TO FIT YOUR BUSINESS

If you do a Credit Business, you should have a Credit Register

WRITE US FOR FURTHER INFORMATION

The McCaskey Register Company

Corner Hughson and Rebecca Streets

Hamilton, - Canada

To the Trade:

Do You Know Why

CEYLON TEA

IS SO

Rapidly Displacing the Thin Light Teas, Here, in America?

(Two and Three-Quarter Millions Increase in Direct Shipments Alone in 1908 over 1907.)

First: Because it Makes a Strong, Full-Bodied Tea to Satisfy the Coffee-Educated Palate;

Second: Because of Its Piquant Flavor;

Third: Because of Its Unvarying Excellence;

and

Fourth: Because of Its Cheapness Regardless of Cost.

A Pound of Ceylon Tea
"Goes Twice as Far"
as the Light Thin Tea.

BOOST YOUR BUSINESS

You can do this partly yourself but a great deal depends upon the quality and character of the goods you sell. In the fruit and vegetable line there is no canned variety that will help you more than

The
Old Homestead Brand

In producing these lines, quality is first, last and always our motto. A clean, hygienic factory, the greatest care in selection, and the most up-to-date method of sanitary processing ensure the pure wholesome nature of our goods--goods which you can safely stock for real satisfactory business.

Specify Old Homestead Brand
WHEN ORDERING FROM YOUR JOBBER.

The Old Homestead Canning Co.

Picton **Ontario**

Making the Customers Come Back

That's just what

"Pride of Niagara Falls" Brand Canned Goods

have been doing this Season

They'll keep on doing it. It's all owing to the quality and methods employed in the most modern and sanitary factory in Canada. We have on hand

Select Hand Picked Tomatoes
Refugee Wax Beans

These are not cheap goods but THE BEST. Can be obtained through the following agents:

Eby-Blain, Limited, Toronto. **Frank L. Benedict & Co., Montreal**

F. H. Wiley, Winnipeg, Western Agent.

"PEERLESS" Brand
Canned Goods

are, in quality, just what the brand denotes, beyond question the finest output of any Canadian factory.

Put up by the Beamsville Preserving Co., Limited.

SOLE DISTRIBUTORS:

WARREN BROS. & CO., - LIMITED
TORONTO and KINGSTON



THE A 1 SAUCE

A Fine Tonic and Digestive.
An Excellent Relish For
"FISH, FLESH or FOWL."

Simply A 1.
Pleases everyone.
The Public WILL have it.
Sold all over the world.

For full particulars and prices write our Agents:

GENERAL AGENT—H. HUBBARD, 27 Common St., Montreal
THE WEIR SPECIALTY CO., 561-563 Yonge St., Toronto
J. READ, St. John, N.B.
R. T. TINN, 337 Hastings St. W., Vancouver, B.C.

BRAND & CO., Purveyors to H.M. the King, Mayfair Works, Vauxhall
LONDON - ENG.
LIMITED

Unequalled in Quality
and a Producer of Permanent Profit

QUAKER
Canned Goods

THE BLOOMFIELD PACKING CO.
BLOOMFIELD, - ONT.

Never Forget Old Friends

An old friend that has stood the test of years is

Cooper Cooper's Delicious Tea

"Tea Plant" Brand

Packed in ½ lb. Sealed Canisters at 40 — 50 — 60 cents per lb.

You *must* stock Cooper Cooper's Tea if you stock the *best*

CANADIAN AGENTS:
Green & Co., 25 Front Street East, Toronto, Ontario
D. Stamper, P.O. Box 793, Moose Jaw, Sask.

Cooper Cooper & Co., Ltd. Head Office: 71 & 73 Tooley St. London Bridge, London, S.E.

Hesitation Means Loss! ! ! !

The West is Open to You

Do you not desire to sell your goods in the prairie provinces?
Do you want reliable representatives to undertake the task?
That's our business exactly if you will permit us to do so.
Scores of eastern manufacturers and shippers will bear testimony to our success, enterprise, and business integrity.
Whether you wish to do business with the wholesaler or direct with the retailer, let us act as your agents.
We have the facilities and foresight to reach those you desire to serve.

LET US DISCUSS IT BY MAIL

RICHARDS & BROWN

Wholesale Commission Merchants

314 ROSS AVENUE WINNIPEG, MAN.

We have our own large track warehouse in the heart of the wholesale district.

Chocolate Bordeaux

has had many imitators ; but, in spite of competition (**in name only**), its consumption has steadily increased year by year and **"Bordeaux"** remains unequalled.

No other Chocolate can approach it in flavor, a fact which is fully appreciated by the public and evidenced by the immense sales we enjoy.

We give unequalled value, every batch is of the same even quality.

Bordeaux is the toothsomest morsel of Confectionery ever tasted : Tasting tells. **Always fresh. Always good. Always the same.**

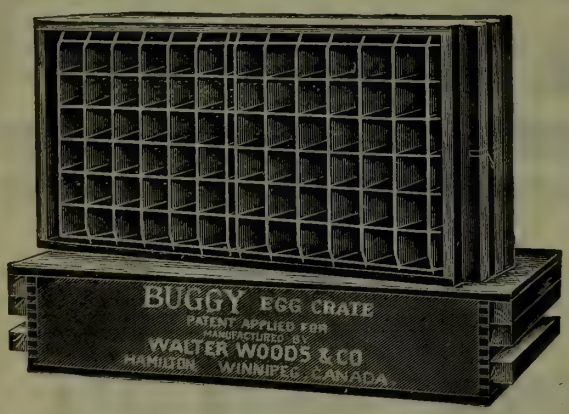
Be the up-to-date leader in your locality. Hard times don't affect the merchant who sells this line.

The Chocolate of quality. Yielding profit. Enjoying demand. Samples for the asking.

The MONTREAL BISCUIT CO., MONTREAL

Manufacturers of "SWEETS THAT SATISFY."

Buggy Egg Crate



Everybody Says So:

"Just the thing" "Been looking for this"

"Well, how simple" "So handy"

Every Dealer Should Have Them

Walter Woods & Co.

Hamilton and Winnipeg

IT WILL PAY YOU TO BUY A

"Eureka" Refrigerator

BECAUSE YOU CAN'T GET A BETTER ONE



"Eureka" Refrigerators have the most perfect circulation of dry, cold air known. Impurities are quickly carried off in the waste water—the food is kept sweet and fresh—no outside ventilation is needed—wet matches kept in the cooling chamber 12 hours become dry enough to light—and the consumption of ice is remarkably small. They are being used by the leading Butchers, Grocers, Hospitals, Hotels and Restaurants.

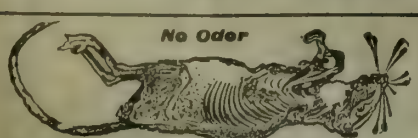
"Eureka" Refrigerators are lined with either porcelain or with Odorless Spruce coated with pure shellac. Zinc, or iron galvanized with zinc, is never used, because the zinc corrodes and poisons the food. Nothing equals the Odorless Spruce which we have been using for twenty years.

"Eureka" interior fittings can all be removed in a moment for cleaning.

EUREKA REFRIGERATOR COMPANY, LIMITED

54 and 56 NOBLE STREET, TORONTO, Canada

Near Queen Street Subway



It dries them up **Common Sense**

KILLS { *Roaches and Bed-Bugs* / *Rats and Mice*

All Dealers and 381 Queen St. W., Toronto, Ont.

Dealers find Common Sense a very good seller, for the reason that it gives general satisfaction and each customer tells others about same. Write for prices.

IT WILL PAY YOU to watch our Condensed Ad. columns. There are many money-making propositions there. You may find just what you are looking for.

Are You Handling the *BEST* Package Tea on the Market?

"MELAGAMA"

We aim to send out the **quality** that pleases every taste, and our **cash rebate** in every package creates enthusiasm and advertises the merchant that handles this renowned blend. If you are not selling it yet, do us the favor of adding your name to our already lengthy list, or give us the pleasure of forwarding you a ¼-lb. sample "gratis," and after you have "tasted and tried before you buy" our **"Melagama"** Tea, that has justly won so many "Diplomas" see prices and particulars on the last page of this issue and send us an order, or give our traveller who calls on you regularly a trial order, and you will ever handle **"Melagama."**

MINTO BROS., TORONTO and BUFFALO



Trade Mark Reg.

SATISFY YOUR CUSTOMERS

Sell them the

"SCHRAM AUTOMATIC FRUIT JAR"

made of clear crystal glass, with wide mouth Only two pieces—the jar and the cap. No rubber bands—no leakage.

New caps with rubber, retail at **15c.** dozen.

We are creating the demand; get your share of the business.

Clever advertising plans will be sent free to dealers on request.



Trade Mark Reg.

THE SCHRAM AUTOMATIC SEALER CO., OF CANADA
Limited

WATERLOO, CAN.

1566

"EDINBURGH'S PRIDE"



EVERY BOTTLE OF

Symington's "Edinburgh" Coffee Essence

does credit to the makers and the city of production. Every bottle gives satisfaction and helps to create further demand

Our **ESSENCE OF COFFEE AND CHICORY** gives wonderful value. One bottle makes 40 cups of delicious coffee fit for any connoisseur.

Recommend it for camping parties and Summer outings. It always pleases.

Thos. Symington & Co.
EDINBURGH

Agents for Ontario—
Messrs. W. B. Bayley & Co., Toronto.
Agents for Quebec—
Messrs. F. L. Benedict & Co., Montreal.



CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat Put up in ¼ gross cases

Bulk in 7-lb. Pails, ½ doz. in crate.

25-lb. Pails and 75-lb. Tubs.

Capacity one ton per hour. Sold by all wholesale dealers.

The CAPSTAN MFG. CO., - Toronto, Ont.

DRY GOODS REVIEW

10 Front St. East
TORONTO

Would You Know

More about general dry goods conditions; how to increase your net profits, by modern successful selling methods, by effective store advertising and by a thorough knowledge of the markets? The Dry Goods Review will tell you how. Published monthly. 130 to 230 pages.

Subscription, $2.00 a year.
Sample copies, 25c.

Get a Big Slice of Business



You can do it just now by pushing the sales of **Jams** and **Jellies** when the ordinary fruit supply is scarce. The best selling goods are the

E. D. S. Brand

This is a trade mark of absolute purity—not a mere say-so, but a positive guarantee. We use only high-grade fruits, pure cane sugar packed in sterilized air tight bottle and cans.

AGENTS

W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; R. B. Colwell, Halifax, N. S.; J. Gibbs, Hamilton

E. D. Smith's Fruit Farms, Winona, Ont.

THE "ROYAL" ELECTRIC COFFEE MILL LEADS THEM ALL



It's the mill that cuts the Coffee.

It's the mill that booms your Coffee trade.

It's the mill that cuts 50 pounds of Coffee for 1c.

It's the mill you should see before deciding to buy.

The following letter tells its own story:

The A. J. DEER CO. Greenville, S. C.

Gentlemen:

After having used your "ROYAL" Coffee Mill for several months we are satisfied that it is the best mill for a grocery store there is. Our coffee trade has increased 50% since we commenced to use the "ROYAL" electric mill.

Yours truly,
(Signed)—Rush Brothers

Send for our latest catalog showing full line. It tells all about the "ROYAL."

Our motto is "The best mill in the world at the least cost to you."

The A. J. DEER COMPANY

119 West Street Hornell, N. Y.

CRYSTAL SUGARS

Retailers throughout Canada handle them.

You deal direct with the factory.

Standard, Fine, Coarse, Berry, Powdered.

The best for PRESERVING.

Always the same, the best.

Let us send samples with quotations.

Sugars that always satisfy.

Uniform Grain.

Gains customers for you.

A trial convinces.

Remember! It is dollars in your pocket.

Sold strictly on the merits.

MANUFACTURED BY

The Wallaceburg Sugar Co., Limited

Wallaceburg, Ont.

Pansy  Broom

It is made of the best material and is the cheapest broom, quality and wear considered, that you can handle. It will give you a trade that is profitable, an article that is worthy in every respect, while back of it is the history of this Company which, for nearly 70 years, has been building up a business on practical knowledge and experience, resulting in the high standing that our goods enjoy throughout the trade.

BUY FROM THE MAKERS

H. W. Nelson & Co., Limited

Toronto, - Canada

Good Coffee

Coffee better than the average.
Coffee superior to others.
Coffee so exquisite in flavor.

That people want it again—and again. That's what

Aurora Coffee

is. The best money can buy. It retails at 40 cents and leaves you a margin for yourself that is worth while—something to justify your buying the brand and introducing it to your customers. Don't lose this chance.

W. H. GILLARD & CO.

Wholesale Grocers *Coffee Importers*

HAMILTON

Branch House—Sault Ste. Marie

GINGER BREAD

BRAND

MOLASSES

Is the Product of the British West Indies Sugar Cane.

It is sold in tins, pails, barrels and half barrels.

For cooking and table use it is undoubtedly the best.

"THE BEST THERE IS"

Agents

C. E. Paradis.	Quebec.	W. H. Escott,	Winnipeg.
C. DeCarteret,	Kingston.	R. G. Bedlington & Co.,	Calgary
Jas. N. McIntosh,	Ottawa	Tees & Pearse,	Edmonton.
Geo. Musson & Co.,	Toronto.	Wilson & McIntosh,	Vancouver
J. W. Bickle & Greening,	Hamilton.	C. Leonard Grant,	P. E. Island
G. H. Gillespie,	London		

Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

Quality Talks

every time, and in Coffees we are in a position to give you the best.

Chase & Sanborn

The Importers MONTREAL

For a Good Thirst Quencher Sell

BATGER'S

Lime Juice Cordial and Lemon Squash

Ready to Use

Rose & Laflamme, Limited

Montreal - Toronto

BATGER'S

Xmas Goods

BATGER'S line is unsurpassed for artistic merit and actual value. It is a line that always sells.

The range offered includes:

XMAS CRACKERS,
XMAS STOCKINGS,
XMAS NOVELTIES,
Etc., Etc.

also

Batger's English Confectionery

Justly famous wherever known

WAIT FOR OUR TRAVELER

Rose & Laflamme, Limited

Montreal and Toronto

JAPAN TEAS

TO JOBBERS Cable just received advises quality of New Crop good.
We are now in a position to submit cable quotations.

S. T. NISHIMURA & CO.

MONTREAL and JAPAN



"McLean's" White Moss Cocoanut

When you see the name ***White Moss Cocoanut,*** and this still further guaranteed by the name ***"McLean"*** you may be sure you are looking at the best cocoanut in the best package on the market—You can safely stock it.

The Canadian Coooanut Co., Montreal



In CORNETS and ICE CREAM SPECIALTIES

We are ready to fill your orders promptly,

The DOMINION WAFER CO.

Importers from the largest factories in the world.

42 St. Vincent St., Montreal
Tel. Bell, Main 1310

It sells like Lightning

Yes—'CAMP' sells just as you'd expect the best Coffee Essence in the world would sell!

The Quality of the Coffee, combined with the convincing advertisements continually appearing in the press and on the hoardings on its behalf, results in 'Camp' being half sold before you get it.

R. Paterson & Sons, Coffee Specialists, Glasgow.

'CAMP' COFFEE

ROSE & LAFLAMME, Limited Montreal and Toronto, Agents



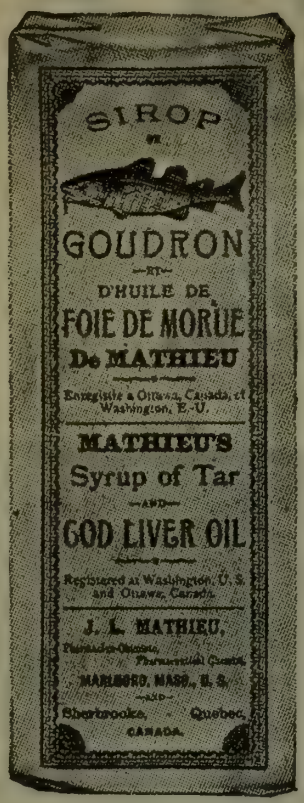
HIGHEST IN STRENGTH AND PURITY

These are the requisites of a high-grade flavoring extract such as

SHIRRIFF'S FLAVORING EXTRACTS

Every test proves that they are the best. That is the reason there is more money for you in handling them. The quality is uniform throughout and the flavor pure.

IMPERIAL EXTRACT CO., 18-22 Church St., Toronto, Canada



WHY YOU SHOULD SELL
MATHIEU'S SYRUP
of Tar and Cod Liver Oil

REASON NO. 3

It is not a secret fake medicine

It contains no dope, nor anything else that is injurious. It is just a scientific combination of pure Cod Liver Oil and Syrup of Beech Tar.

Therefore, in selling Mathieu's Syrup, you are promoting the welfare of your community, and also aiding in the war against disease and death. Mathieu's Syrup is the best thing for Coughs, Colds, Bronchitis, etc.

Mathieu's Nervine Powders—another simple family medicament—that is very good for headaches.

Just look over your stock and send us your order.

J. L. MATHIEU CO., Props.,
SHERBROOKE, P.Q.

Sold by wholesale trade everywhere
Distributors for Western Canada:

Foley Bros., Larson & Co., Wholesale Grocers and Confectioners, Winnipeg, Edmonton, Vancouver.

L. Chaput, Fils & Cie., Wholesale Depot, Montreal

PURITY SALT

IS THE KIND THAT PEOPLE CALL FOR

Dry, White, Pure and Clean

IT IS

"THE SALT THAT SATISFIES"

Write us for Prices and Samples.

The Western Salt Company, Limited

MOORETOWN, - ONTARIO

GUARANTEED ABSOLUTELY PURE

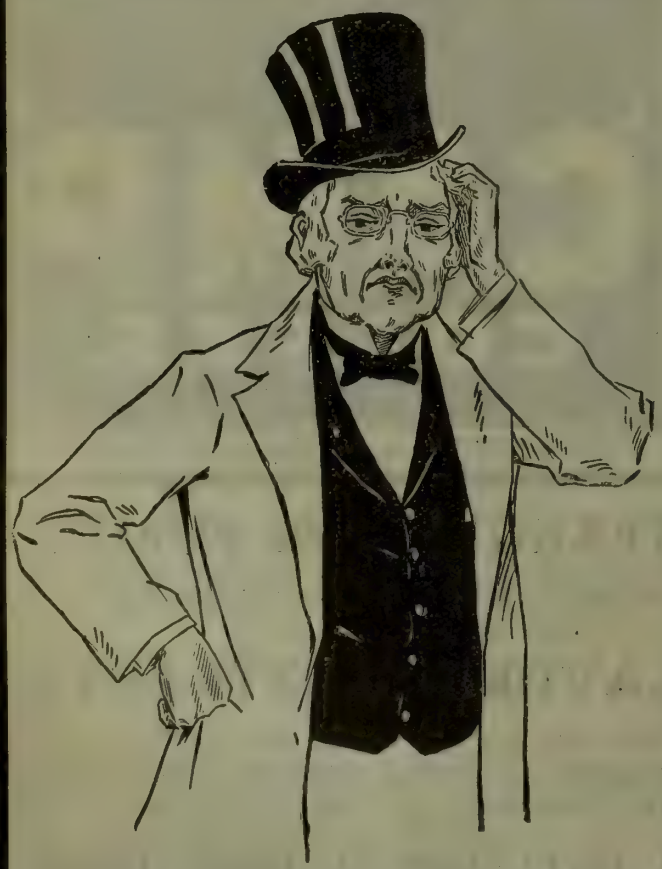
MASON'S NUMBER ONE SAUCE

Reduced to sell at
15c per bottle

Prepared by
GEO. MASON
The Original, From
LONDON, ENGLAND

The **Mason, Miller Co.**
TORONTO, CANADA

Agents Wanted



When in Doubt

ORDER THESE BRANDS OF RAISINS

F. W. Rowley
DENIA
Finest Selected

AND

S. Bodi
DENIA
Fine Selected

YOU are always sure of the best when ordering these famous raisins. Uniform quality and packing, unchanged for years, have given them an individuality it is impossible to equal.

Our SHELLED ALMONDS, in 14-lb. and 28-lb. boxes, merit your consideration at this season.
GREAT STOCK

UNDERDOWN & CRICHTON

London, Eng. Valencia, Spain Denia, Spain

Canadian Agents: Wm. C. Christmas, Montreal; E. T. Sturdee, St. John, N.B.; Grant, Oxley & Co., Halifax, N.S.; Eugene Moore, Toronto; W. H. Escott, Winnipeg; J. A. Kavanagh, Hamilton, Ont.

Free Trip to "Toronto National Exhibition"

and Return, with Six Admission Tickets thrown in for Good Measure.

To anyone, living in Canada, who sends us new, full-year, paid-in-advance subscriptions as per schedule below, will be furnished Free First-Class Railway, or Steamship, Transportation (as preferred) to Toronto and Return, over any Canadian Railway, or Steam oat Line, together with Six Regular Admission Tickets to the Toronto National Exhibition this fall. Tickets good during the Exhibition, subject to the regulations of the transportation company issuing them.

Begin now, and see how easy it is to earn this outing. Subscriptions may be sent in any time before July 15th next, but not later, as the remaining time before the fair is required to complete arrangements for traveling accommodation for those who respond to this offer.

There is no competition, or other element of chance or risk about this offer. The distance you reside from Toronto regulates the number of subscriptions you must send. When you have sent that number you may rest assured that our undertaking will be carried out to the letter. The regular railway time-tables will be used to determine the distance, which is to be calculated by the shortest passenger route. By consulting your railway time-table you will get this information, or we will supply it. Should you fail to secure the full number of subscriptions required, proper remuneration will be made by sending you, in lieu of the tickets, their pro rata equivalent in cash.

Notify us early of your intention to accept this offer; for convenience you may use the form below. This offer is open to ANYONE, whether a subscriber or not.

THE BUSY MAN'S MAGAZINE,
10 Front St. East.
Toronto, Ont.

Gentlemen:

I hereby accept your offer of "Free, First-Class Transportation to the Toronto National Exhibition and Return; together with Six Regular Admission Tickets to the Fair-Grounds," in consideration of which I will undertake to send you the number of new, full-year, paid-in-advance subscriptions to The Busy Man's Magazine, indicated by my X, on the schedule below. I reside no further from the city of Toronto than is indicated in the schedule opposite my X.

Miles from Toronto.		Number of subs.	Mark X
25 to	50	3	
51	100	5	
101	150	7	
151	200	9	
201	250	11	
251	300	13	
3 1	350	15	
351	400	17	
401	450	19	
451	500	21	
501	600	23	
601	70	25	
701	800	28	
801	900	31	
901	1000	34	
1001	1100	37	
1101	1200	40	
1201	1300	43	
1301	1400	47	
1401	1500	50	
1501	1600	53	
1601	1700	56	
1701	1800	59	
1801	1900	63	
1901	2000	66	
2001	2250	72	
2251	2500	80	
2501	2750	89	
2751	3000	97	

*Name*_____

*Street*_____

*Town*_____

*Province*_____

*My Ticket to be Via :*_____

*Railway*_____

*Boat Line*_____

Write plainly; this will insure immediate acknowledgment of your communications and safe and prompt delivery of your tickets.



BORDEN'S BRANDS



Unsweetened

Nothing better is put up, nothing better can be put up—Nothing is better advertised and nothing is so satisfactory—

"Eagle Brand" Condensed Milk and "Peerless Brand" Evaporated Cream.

At Every Jobber's in Canada.

WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man. Shallcross, Macauley & Co., Calgary, Edmonton, Vancouver and Victoria, B.C.

BANNER BRAND CONDENSED MILK



The demand for

BANNER BRAND CONDENSED MILK

since we made it first shows that a real condensed milk was looked for.

WRITE FOR PARTICULARS

John Malcolm & Son

ST. GEORGE, - - - - - ONTARIO



IMPERIAL EVAPORATED CREAM

THE POPULAR VERDICT!

The consumer, after all, is the person whose verdict counts most. If it is favorable, the manufacturer, the wholesaler and the retailer are assured of steady sales. The article on trial has stood the test.

IMPERIAL EVAPORATED CREAM

most assuredly has stood the test, for everywhere housekeepers are saying that it has no equal.

Are YOU Getting Your Share of the Trade?

The Canadian Condensing Co.

CHESTERVILLE, ONT.

GENERAL SALES AGENTS:—S. H. Ewing & Sons, MONTREAL

A SURE SELLING SPECIALTY

IS FOUND IN

Canada First Evaporated Cream



Every can is guaranteed absolutely pure, and grocers find a strong demand for this superior product from mothers, housewives, boarding houses, hunters, fishermen, explorers, lumbermen, etc.

The best to handle is the line

Manufactured by

AYLMER CONDENSED MILK CO., Limited

AYLMER, - ONTARIO

TRADE MARK
KEYSTONE
BRAND.
REGISTERED

IT IS DIFFICULT

to make one Broom which will be satisfactory for all purposes, but with the three standard lines

Klondike
Jubilee
AND **Sterling**

you can satisfy all demands. These lines have been on the market for twelve years and have never failed to give satisfaction.

Manufactured by

STEVENS-HEPNER CO. Limited

Port Elgin, Ontario

Grocers' Specialties

Coffee	Prunes
Tea	Raisins
Spices	Ev. Apples
Extracts	Ev. Peaches
Jams	Ev. Apricots
Jellies	Ev. Pears
Syrup	Starch
Molasses	Cereals

Ask for Quotations

The **John King Co., Ltd.**
FORT WILLIAM, ONT.

Sanitary Cans

For Hand Filled Goods

Tomatoes, Stringless Beans, Asparagus, Spinach, Etc., Apples, Peaches, Pears, Plums, Etc.

Sanitary Enamel Lined Cans

For Color Fruits and Goods of Strong Acidity

Strawberries, Red Raspberries, Black Raspberries, Blackberries, Sour Cherries, Blueberries, Beets, Rhubarb, Etc.

"The Can Without The Cap Hole"
"Bottom Like The Top"

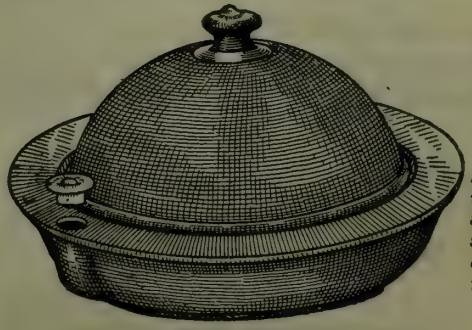
Write for Samples

Sanitary Can Company, Ltd.
Niagara Falls, - - Ontario

ORIGINAL LANGLEY WARE

MADE IN  ALL SIZES

FRENCH COFFEE FILTERS



BROWN AND GREEN WARE

Made in three Sizes: 8 inches, 9 inches, and 10 inches.

HOT WATER MUFFIN PAN

WRITE FOR NEW ART GOODS ILLUSTRATIONS AND QUOTATIONS

British Columbia and Yukon Territory Agents
W. HARRY WILSON & CO. Vancouver

Sole Agents for Canada
CARVETH & COMPANY
600 Linasay Building, Montreal

SARDINES

Finest French Fish, 1-4s (20-25 Fish) in best oil
Fine French Fish, 1-4s (14-16 Fish) in best oil
ALSO FULL RANGE OF PORTUGUESE AND DOMESTIC

The Davidson & Hay Ltd., Wholesale Grocers **Toronto**

ST. LAWRENCE Granulated Sugar

Maintains its high standard of excellence. This is proved by the following recent Government analysis:

Laboratory of Provincial Government Analyst,

Montreal, February 22nd, 1909

I HEREBY CERTIFY that I have drawn by my own hand ten samples of the St. Lawrence Sugar Refining Co.'s Extra STANDARD GRANULATED SUGAR, indiscriminately taken from four lots of about 150 barrels each and six lots of about 450 bags each. I have analyzed same and find them uniformly to contain 99-99/100 to 100 per cent. of pure cane sugar, with no impurities whatever.

(*Signed*)
MILTON L. HERSEY, M.Sc., LL.D.
Provincial Government Analyst.

The ST. LAWRENCE Sugar Refining Company, Limited
MONTREAL

Redpath

is

CANADA'S STANDARD

for

REFINED SUGAR

Manufactured by

The Canada Sugar Refining Co., Limited
MONTREAL

Absolute Purity is Essential

If you are to build up a business in spices—and such a trade is most profitable—it is essential that you should sell spices which are **absolutely pure.** You can always depend upon **Ewing's Prince of Wales** Brand Spices.

PUT UP ONLY BY

S. H. EWING & SONS, Montreal and Toronto

Tartan BRAND

SIGN OF PURITY

Build up your trade with the Best Goods.

TARTAN Tea pays the retailer a handsome profit.
TARTAN Coffee, Spices and Extracts are guaranteed pure.
TARTAN Canned Fruits and Vegetables have the home flavor and are recommended by connoisseurs.
TARTAN Baking Powder, Baking Soda, Syrup, Salmon and Groceries build up your business.

Send us sample orders and see the magic change.

Phone **596**—specially reserved for Long Distance Calls.

BALFOUR, SMYE & CO. Headquarters for all Fancy and Staple Groceries HAMILTON, ONT.

WHITE SWAN GOODS



ARE GOOD GOODS ALWAYS.

WHITE SWAN COFFEE

Is a perfect blending of the

FINEST MOCHA AND JAVA

It is used extensively for high-class family consumption and by caterers to particular people.

REMEMBER

WHITE SWAN COFFEE

is used and appreciated by thousands of Canada's best citizens who recommend it to their friends—The demand is very rapidly increasing.

ARE YOU RECEIVING YOUR SHARE OF THIS TRADE?

If not you are missing much profitable business.

(Packed 2 doz. 1 pound tins per case).

White Swan Spices & Cereals, Limited

TORONTO

WHITE SWAN GOODS



ARE GOOD GOODS ALWAYS.

Cables—BOYD, TRINIDAD

All Codes Used

BOYD & CO., TRINIDAD, B.W.I.

Late Watson, Boyd & Co.

General Commission, Export and Import Merchants

Export—Cocoa, Coffee, Cocoanuts and other Produce.
Import—Codfish, Flour, Oats, Split Peas, and all classes of Provisions.

Correspondence Invited.

London and New York, Frame & Co.



AUTO LANTERN GLOBE

PATENTED

FITS ALL LANTERNS

NO MORE BROKEN GLOBES

CIRCULARS MAILED ON APPLICATION

3 in 1

CAN BE USED FOR

DASH LANTERN
SEARCH LIGHT
COLD BLAST

1-3 cost

SOLD BY ALL WHOLESALERS

Manufactured in Canada by **THE SCHULTZ MFG. CO., Ltd.** HAMILTON, CANADA

A. H. BRITTAIN & CO., Sales Agents, MONTREAL



In the Spring time the average householder and housewife have to do a great deal of work that soils, besmears and blackens the hands, and you, Mr. Grocer, should recognize this is the

Season for Selling

Snap Hand Cleaner

It has many substitutes, but there is nothing to equal the original, nothing that your customers will accept on the plea of "just as good." The essence of Snap is, that it is the only genuine and original hand cleaner—remember that.

The Snap Company, Limited

Montreal, - Canada

If the Merit Wasn't There

We couldn't in a thousand years sell the salmon we have under the QUAKER BRAND.

It's because of the undeniable and consistent high quality of the brand that "QUAKER" has stood for THE BEST in salmon for years.

Your own interests demand that you sell the best Salmon—QUAKER BRAND

Mathewson's Sons

Wholesale Grocers

202 McGill Street - - Montreal



THE PEOPLE NEED H.P.

Bright "live" aggressive Canadian advertising will send the people to the stores for H.P. Sauce—England's most popular condiment. Stock melts like snow. The people are beginning to appreciate the world's best Sauce, so don't run short of H.P. Our advertising will send the customers; do your part; be ready to supply them, and a large and permanent trade is yours.

"Tasting" bottle with quotation (full ordinary size) on application to our Canadian Agents.

W. G. Patrick & Co., Toronto and Montreal. R. B. Seeton & Co., Halifax, N.S.
Georgeson Co., Ltd., Calgary, Alberta. Ellis & Co., Ltd., St. John's, N.F.
Kelly, Douglas & Co., Ltd., Vancouver, B.C.

MIDLAND VINEGAR CO., Ltd. **BIRMINGHAM AND LONDON, ENG.**

British Columbia Buyers

PLEASE NOTE THAT

TODHUNTER, MITCHELL & CO.
TORONTO

Can supply your wants for their well known lines of **Coffee, Cocoa, Chocolate**

FROM VANCOUVER

Write Our Agents

W. HARRY WILSON & CO.
VANCOUVER

"Turn Your Spare Time Into Money."

When you read this paper do you ever think of the opportunity open to you if you have spare time to look up new subscribers.

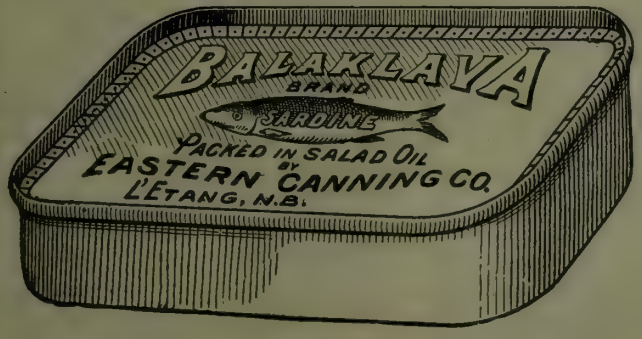
We publish other trade papers and require representatives to push circulation.

If you show business-getting qualities, we can always offer you promotion. Consider the opportunity of further extending your business education, and adding to your income at the same time; because, to be successful in canvassing for trade papers, you must study and understand them; to study and understand them is to absorb practical information, and to increase your earning power, by getting a grasp of every day actual business happenings as they occur and are disposed of.

This work, while affording valuable experience in modern business methods, will substantially increase your income, as our commissions are liberal.

When applying give references and state your qualifications for the appointment.

THE CANADIAN GROCER
TORONTO, CANADA



BALAKLAVA SARDINES

What you have been waiting for—a high class article at a popular price.

Send for Sample and Quotations

Canadian Agents: C. A. Chouillou & Cie., Montreal; Green & Co., 25 Front St. E., Toronto; D. C. Hannah, London, Ont.; Jos. Somerville, Hamilton; Boivin & Grenier, Quebec, Que.; H. M. McBride, 312 Ross Ave., Winnipeg, Man.

The Eastern Canning Company, Port Canada, N.B.

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Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

Yearly Contract Rates.

100 words	each insertion,	1 year.....	$30 00
"	"	6 months...	17 00
"	"	3 months...	10 00
50	"	1 year.....	17 00
"	"	6 months...	10 00
25	"	1 year.....	10 00

PERIODICALS.

ADVERTISING writers and business men interested in good printing should subscribe to Canada's only printing trade paper, THE PRINTER AND PUBLISHER. Subscription price $2 per annum. Address, 10 Front Street East, Toronto.

CANADIAN MACHINERY AND MANUFACTURING NEWS, $1 per year. Every manufacturer using power should receive this publication regularly, and also see that it is placed in the hands of his engineer or superintendent. Every issue is full of practical articles, well calculated to suggest economies in the operation of a plant. Condensed advertisements for "Machinery Wanted" inserted free for subscribers to the GROCER. "Machinery for Sale" advertisements one cent per word each insertion. Sample copy on request. CANADIAN MACHINERY, 10 Front St. East, Toronto.

COMPLETE information on books, stationery, fancy goods, music, photo supplies and kindred lines is given each month in THE BOOKSELLER AND STATIONER, of Canada. Subscription price $1.00 per annum. Address, 10 Front Street East, Toronto.

THE BUSY MAN'S MAGAZINE is the most popular periodical of its kind. Why? Because each issue contains a strong list of original articles of interest to every Canadian. It also reproduces the most timely, instructive and interesting articles appearing in the other magazines and periodicals of the month. The cream of the world's periodical press is too valuable to overlook. BUSY MAN'S is on sale a. all news-stands. Better still, send $2 for one year's subscription. Mail it to-day. THE BUSY MAN'S MAGAZINE, Toronto.

THE market reports make HARDWARE AND METAL a necessity to every hardware merchant, paint and oil dealer in Canada. It is mailed every Friday. Subscription price is $2 per year. Address HARDWARE AND METAL, Montreal, Toronto or Winnipeg.

SITUATIONS WANTED.

MAN with 20 years' experience in business open for engagement as traveler through Province of Quebec for manufacturing concern. Best of references. Box 305, GROCER office, Toronto. (19p)

WANTED—Experienced tea and coffee packer to take charge of packing room. Apply to P. O. Box 841, Vancouver, stating experience and salary required. (20p)

AGENCIES WANTED.

AUG. DUBRU, Rotterdam, Holland, dried fruit commission agent, wants relations with first-class packers and shippers of Canadian dried apples and other dried fruits. (26p)

PROPRIETARY MANUFACTURERS desiring to introduce their goods to Grocers and Stores throughout United Kingdom, can secure thorough representation. Experienced staff of travellers and complete sales organization. William Hill, McAlpine Street, Glasgow.

COUNTER CHECK BOOKS.

OUR NEW MODEL is the handiest for the grocer, operated instantly, never gets out of order. Send for complete sample and prices. The Ontario Office Specialties Co., Toronto.

FOR SALE.

FOR SALE—Grocery business in the town of North Bay. Good clean stock and well established trade. Would consider partnership with responsible party who would invest about three thousand and take management of the business. Address Box 308, CANADIAN GROCER, Toronto. [21]

BOOKS FOR THE GROCER.

ART AND SCIENCE OF WINDOW DRESSING, by S. W. Roth. Every retail grocer should learn the methods set forth in this book—which is specially written for **Grocers**—on how to make grocery windows attractive and thus draw trade. Every means of successfully displaying goods is treated of in its 14 chapters and 30 illustrations. Price $2.00, postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto

COFFEE, its history, classification and description, by J. M. Walsh. This interesting and instructive book deals with the commercial classification and description, adulteration and detection, and the art of blending and preparing of coffee. Price, $2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include special sales, getting holiday business, co-operative advertising, money-making ideas, contests, etc. Price, $2.50 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

TEA BLENDING as a fine art, by J. M. Walsh. This work is especially designed for the use and instruction of those engaged in the tea and grocery business, containing formulae for the scientific and judicious combination of the different varieties and grades of tea. Price, $2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

TEA, its history and mystery, by J. M. Walsh. The contents of this practical and exhaustive work include cultivation and preparation; adulteration and detection; arts of testing, blending and preparing; chemical and medicinal properties, etc. Price, $2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

THE GROCERS' MANUAL—New edition, enlarged and illustrated, 1188 pages. All about Groceries, Provisions, Fruits, Spices, Drysalteries, and Chandlery, their sources, varieties, manufacture, adulteration, &c. Specimen pages free. W. Clowes & Sons, Ltd., 23 Cockspur St., London, S.W.

WANTED.

WANTED in every town and village, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

ADDING MACHINE.

ELLIOTT-FISHER Standard Writing-Adding Machines makes toil easier. Elliott-Fisher Limited, 513, 83 Craig St. W, Montreal and 129 Bay St., Toronto.

MISCELLANEOUS.

YOUR CHEQUE CAN'T BE RAISED to any amount above that which you intend it to cover if you use the PROTECTOGRAPH. This device stamps a line such as "Not over ten dollars, $10," with acid proof, indelible ink which penetrates right through the fibre of the paper. This device is being used by 90% of the Banks of Canada and the United States, as well as the treasuries of both countries. Write for full particulars and price. W. E. Parker & Co., Sole Canadian Agents, 37 Yonge Arcade, Toronto, Ontario. [28]

A MARKET OF BUYERS, backed up by money to spend, is open to you in the Busy Man's Magazine. Every territory in Canada is represented. If you have something to sell, something you want to buy, a condensed advertisement in the Busy Man's Magazine will put you in touch with the classes you want to reach. Four cents per word will carry your message from Atlantic to Pacific. Send copy of your advertisement along with order to cover cost of insertion. Your announcement will appear under a special heading. Busy Man's Magazine, Montreal, Toronto, Winnipeg.

AUSTRALIA CANADIAN MANUFACTURERS and Exporters—An experienced Canadian salesman of exceptional ability, about to locate in the commercial centre of Australia, will handle and introduce manufacturers' and exporters' products on their own terms. What have you to offer? Address Salesman, care CANADIAN GROCER, Toronto. (12p)

HIGH CLASS COLOR WORK—Commercial stationery, posters. The Hough Lithographing Co., Limited. Office, No. 3 Jarvis St., Toronto. Telephone, Main 1576. Art, good workmanship, business methods.

IF YOU are looking for a side line to add to your business, there is none better than COLUMBIA GRAPHOPHONES. Double Disc Records (which means two records for a single price) and Indestructible Records (that will not break or wear out no matter how much you abuse them). The Columbia Phonograph Company is the only firm that manufactures both Disc and Cylinder Machines and Records, therefore, a Columbia dealer has the advantage over all others, as he can furnish his customers with what they want while his competitor nas to sell them what he has or lose the sale, which he generally does where there is a Columbia dealer. Are Columbia goods sold in your town? If not, why not? Do you want the exclusive agency? (remember exclusive). You had better write to-day or some one else in your town will read this advertisement and beat you to it A postal will bring catalogues and full information free. Write to-day. Do it now TORONTO PHONOGRAPH CO., Limited, Exclusive Columbia Jobbers, 40 Melinda St., Toronto, Canada.

AN EXTRA 1 PER CENT. PROFIT.—A National Cash Register will earn at least an extra one per cent. profit for any retail merchant. The National Cash Register Co., F. F. Mutton, Canadian Manager, cor. Yonge St. and Wilton Ave., Toronto, Ont.

NOTICE—Users of Pitner Gasoline Lamps are warned against being induced to purchase parts of other makes of lamps to be used on the Pitner. The most vital part of any lamp is its generator, and the Pitner generator has been granted a patent in Canada, the United States and other countries, on the principle of its improved method of generating gasoline vapour. Supplies and parts for the Pitner Lamps can be received by return mail by applying to our representatives or direct to the Pitner Lighting Co., Limited 36-38 Lombard St., Toronto, Ont.

MAPLE SUGAR—Cakes or tins. Written guarantee of purity. Woodman & McKee, Coaticook, Que. (19p)

THE WALES VISIBLE ADDING AND LISTING MACHINE is superior to any other machine for these reasons, among others:—Visible Printing, Flexible Keyboard, Column Space Bar, Automatic Clear Signal, Adjustment for Carbon Copies, Eliminating Keys, enabling the operator by the mere pressure of a key to add without listing or list without adding. 30 days free trial to responsible people. Write us for free illustrated catalogue. Adder Machine Company, Wilkesbarre, Pa.

Try a business card in The Canadian Grocer.

EXPORT TRADE DEPARTMENT.

Messrs. Gordon, McDonald & Co., 6-7 Cross Lane, East, cheap, London, invites correspondence, either from Exporters of Canadian produce or Importers of general groceries. From their long experience in Glasgow, Liverpool, and London, they have a wide and comprehensive knowledge of both trades on every side. All goods imported paid cash against documents. References to Montreal firms with whom we have done business for many years. Cable address, "Donable." Codes—"A B C," fifth edition, Riverside and Adams.

DAVID SCOTT & CO.

Established 1878. 10 North John St.
LIVERPOOL, ENGLAND.
Splendid connections and references. Try us with a shipment of CANNED GOODS.
T. A.—Scottish, Liverpool.



is without a peer in the Canadian market.

No tea is more extensively advertised or better known.

Good tea is a magnet which always draws trade.

Ridgway's Tea will be a trade winner for your store.

CANADIAN OFFICE, VANCOUVER, B.C.

Agents—Richards & Brown, 314 Ross Avenue, Winnipeg, Man.

ESTABLISHED 1849

BRADSTREET'S

Capital and Surplus, $1,500,000
Offices Throughout the Civilized World
Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claims as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices.
Correspondence Invited.

CALGARY, ALTA.
LONDON, ONT.
HALIFAX, N.S.
ST. JOHN, N.B.
OTTAWA, ONT.
WINNIPEG, MAN.
HAMILTON, ONT
MONTREAL, QUE.
QUEBEC, QUE.
TORONTO, ONT.
VANCOUVER, B.C.

—OFFICES IN CANADA—

THOS. IRVING, General Manager
Western Canada, Toronto

A. Boake, Roberts & Co., Limited

STRATFORD
LONDON - - ENGLAND

For:—

Vinegar and Sauce Coloring

Essential Oils Essences Oil Lemon

Acid Phosphate & Phosphate Lime Precip.

Harmless Colorings

Herbs, Roots, etc.

CANADIAN AGENTS:—

Andrews, Gillespie & Co.

CORISTINE BLDG.
MONTREAL

Room 32, No. 8 Colborne St, Toronto.

MANUFACTURERS' AGENTS DEPT.

(Continued from page 2)

R. B. COLWELL

Representing in
Nova Scotia

Maritime Dairy Co.
Sussex Mineral Springs Co.
Ingersoll Packing Co.
Asepto Mfg. Co.
Ebony Polish Co.
E. D. Smith

Also Dealer in Butter, Eggs and Cheese. Consignments solicited. Highest market prices guaranteed. Quick turnover and prompt returns.

CORRESPONDENCE REQUESTED

265 Barrington St.
Halifax, N.S

BOULEVARD SHOE DRESSING



For Ladies' and Children's Boots and Shoes

YOU SHOULD SELL IT BECAUSE:

It gives a beautiful finish.
It requires no rubbing
It is guaranteed not to injure the leather.
It is neatly put up in four-ounce bottles.
It will certainly be asked for again.
It has never brought us a complaint.
It can be had at all jobbers.

Manufactured only by:

The American Dressing Co., Ltd.
Montreal

Trade with Ireland—

There are millions of Irishmen who don't know about these fine Canadian Biscuits, Jams, Jellies etc. THE IRISH GROCER, DRUG, PROVISION and GENERAL TRADES' JOURNAL calls weekly on 5,000 grocers and general storekeepers.

If you want this business write us for particulars how to get close to them.

10, Garfield Chambers, Belfast, Ireland

WINNIPEG STORAGE

TRACK WAREHOUSE

Consignments solicited, stored and reshipped to order.

K. J. JOHNSTON
Wholesale Commission Broker.
Box 122 Winnipeg. Reference, Bank of Commerce.

A SUGGESTION

That offers possibility of a larger profit-earning or increasing your sales.

When a wholesale or manufacturing house has a specialty to offer the trade, it can help its travelers considerably by advertising in the recognized grocery trade journal, The Canadian Grocer, thus ensuring a warm welcome for the traveler.

If your proposition is one which interests the retailer—he will be waiting for the traveler to come along.

There is a remarkable resemblance between food and advertising. Advertising is the food of business; it is needed to sustain business-life, as food is needed for strength and vitality. Don't starve your business; give it regular and wholesome diet—give it a good supply of strengthening advertising in The Canadian Grocer.

Write Our Offices as Under for Rates, etc.

Montreal : Eastern Townships Bank Bldg.
Toronto : 10 Front Street East.
Winnipeg : 511 Union Bank Building.
New York : 622 Tribune Building.
Chicago : 933 Monadnock Block.
London, Eng. : 88 Fleet Street, E.C.

There is

NO TIME LIMIT

to the popularity of

"SALADA"

Hundreds of pounds
were sold
YESTERDAY

Thousand of pounds
are being used
TO-DAY

and its popularity will
be greater still.
TO-MORROW

Because

QUALITY IS THE SALESMAN

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Special Committee Will Consider Assessment Act

Ontario Legislature Likely to Make Some Amendments at Next Session —All Proposed Changes will Meanwhile be Considered—Working Out of the Business Assessment Generally Regarded as an Improvement on the Old Personal Property Tax—Manufacturers and Coal Merchants Want Reduction in Ratings – Other Retailers Fairly Well Satisfied at Present.

Throughout Ontario when the operations of the new assessment act come into force in January, 1905, resulting in the business assessment being substituted for the personal property tax, it was generally felt that some radical move on the basis of definite, accurate, and more equitable valuations was needed; otherwise, no change would have been inaugurated. After nearly five years of trial it is admitted that the business assessment as a substitute for the personal tax is, on the whole, preferable, although as time has proceeded some inequalities have developed in the working out of the new order of things, not only with regard to business assessments of manufacturers, wholesalers and retailers, but also in connection with the assessment of income, etc.

During the recent session of the Ontario Legislature several notices of amendments to the act were brought forward and specific cases instanced where its provisions were unfair, but the Government felt that to make changes in order to meet these objections would constitute a bad precedent and create a muddle. Patching up an assessment act, once in operation, is like tinkering with the tariff. It would create uneasiness, discord and dissatisfaction. If any alterations are to be made they should be general and take in the whole scheme so that business conditions and standards of valuation may not be too much upset. Mercantile interests want to know exactly where they are at.

Special Committee Appointed.

Nothing was carried out in the shape of amendments last session, but a special committee was appointed shortly before the House adjourned, to inquire into and report upon the working of the present act, and to this committee all bills having in view the changing of present provisions were referred. All these will be thoroughly considered by the committee which will bring in a report at the next session when the provisions of the whole act will come under review. Any changes that are deemed desirable from the standpoint of the many rather than the interests of the few, will likely be made. Merchants and manufacturers, wholesalers and retailers, who think that some of the present clauses should be altered, would be acting in their own welfare if, in the meantime, they present their views and lay their objections before members of the special committee which is a large one, and representative of all parts of the province.

The special committee is composed of Sir James Whitney, Premier; Hon. W. J. Hanna, Provincial Secretary; Hon. A. J. Matheson, Provincial Treasurer; W. K. McNaught, North Toronto; J. W. Johnson, West Hastings; I. B. Lucas, Centre Grey; W. F. Nickle, Kingston; Col. Hugh Clark, Centre Bruce; Henry Eilber, South Huron; W. S. Brewster, South Brant; W. H. Hoyle, North Ontario; G. H. Pharand, Prescott; J. R. Dargavel, Leeds; W. H. Hearst, Sault Ste. Marie; James Torrance, North Perth; P. H. Bowyer, East Kent; F. G. Macdiarmid, West Elgin; J. J. Preston, East Durham; George Pattinson, South Waterloo; Allan Studholme, East Hamilton; Hon. A. G. MacKay, Leader of the Opposition; Daniel Reed, South Wentworth; V. Stock, South Perth; W. J. McCart, Stormont; James McEwing, West Wellington; Duncan C. Ross, North Middlesex; Wm. Proudfoot, Centre Huron; J. C. Elliott, East Middlesex.

Why Change Was Made.

The reason that the business assessment was substituted five years ago for the personal property tax was that it had been the experience, not only in Ontario, but all through America it was found impossible to equitably assess personal property; that an assessor had not the means of getting at a fixed, true valuation, and that there was no definiteness, certainty or foundation for the system. These and many other reasons were urged in favor of a change. Under the old system different methods of escaping taxation were resorted to while the whole plan was found to lead to deception, suppression of facts, and evasion, in the matter of liabilities, liens, and notes, the latter being often greatly exaggerated. The loop-hole was afforded by sub-section 20 regarding "exemption" in the matter of a personal tax, which says: "So much of the personal property of any person as is equal to the just debts owed by him on account of such property." This was the avenue of escape and the machinery provided to get at correct returns was ineffective and inoperative. Some men could, and frequently did refuse to give an assessor a statement of assets and liabilities and then the assessor had largely to resort to guesswork.

As result of crude methods, inequalities and other objections, the business assessment came into force whereby the merchant, the wholesaler and the manufacturer are assessed a certain proportion of the value of the real estate or premises occupied by them, the rating varying from 25 to 150 per cent. of the total value of their respective quarters, and to what purpose they are devoted. No man, however, can escape, if he is engaged in business, for the law does not permit him to pay taxes on a less value than one hundred dollars.

How Merchants Are Assessed.

All grocers, hardware merchants, plumbers, dry goods merchants, and others, under the business assessment, are assessed at 25 per cent. of the value of the premises occupied where the population of the municipality is over 50 000; 30 per cent. where the population is over 10,000; and 35 per cent. if under 10,000. The business tax of wholesalers is 75 per cent. and manufacturers 60 per cent. Coal merchants are rated at 50 p.c., except in cities of over 100,000 population, where it is 30 per cent. This method is easy of application, definite and fixed and the assessor does not have to delve into the private affairs of everyone doing business. It is not claimed that the new system is equitable from a basis of wealth, and could not be for the reason that a percentage of the assessed value of the land is taken as the business assessment in lieu of the value of personal property. Large capital is employed in small places and vice versa, but its advocates contend that it has this effect; and that is, no one can escape. Under the old way, debts due on account of personalty were to be deducted and it is said that not one-tenth of the personal property liable to assessment was assessed. Under the business assessment a certain rating is fixed by the act and an assessor cannot go beyond this rating. Here is where the improvement comes in, although the rating may afford causes of dissatisfaction.

Inquiries made from the city assessment department in Toronto and other cities elicits the information that the new system of business assessment is regarded as a decided improvement, and, while not perfect perhaps, is more satisfactory than the personal property tax. In fact, the number of appeals entered by merchants wholesalers, and manufacturers are not one-half what they used to be under the old order of things.

Difference in Rating.

The question naturally arises why rate some at 25 per cent., some 50 per cent., some 60 per cent., and so on up to 150 per cent? The answer is that, in framing the act and considering its effect on the different municipalities throughout Ontario as a means of providing taxes, it was necessary that its operation should provide at least as much taxes as were collectable under the old act. To prove this statistics from seventy-two municipalities in Ontario, showing the total assessment of their real and personal property and income were collect-

ed and statements were obtained also of the amount of taxes collectable from the merchant, the manufacturer, the wholesaler, and others and the assessed value of their real property, so that by supplying the present ratings it was satisfactorily demonstrated that no loss in taxation to any of these places would result. There were also, other reasons for the discrimination in rating, particularly in the larger cities.

E. M. Trowern, secretary of the Retail Merchants' Association of Canada, states that, with very few exceptions, the system of business assessment is giving satisfaction to retailers throughout the country. So far as he knows coal merchants are the only ones complaining. They believe that their rating in places under 100,000 population should be reduced to thirty per cent., the same as that of the majority of retailers. Manufacturers have raised objections and contend the rating of 60 per cent. for them is too high. For various reasons they maintain that the figure should be fixed at 50 per cent. The framers of the act, however, it is said, fixed it at 60 per cent. generally, because, with few exceptions, it is not necessary that manufacturers be located on valuable land.

All objections entered by any business interests will be taken into consideration by the special committee appointed by the Legislature and all anomalies and inequalities, if successfully established, will, in all likelihood, be remedied next year. The general opinion is that the business assessment, although having weakness, is preferable to the old mode. In a recent address before the National Tax Association Mr. Foreman, Assessment Commissioner of Toronto, declared that, as a substitute for personal property, the business assessment is so far in advance of the former system, that the assessment of personal property as such, will, in his opinion, never be revived.

ADVANCE OF CANADIAN SALT.

Now being Extensively Used for Table, Dairy and Canning Purposes.

"Five years ago wholesale grocers sold nothing but English salt; five days ago a representative of an English salt firm called on the trade in Toronto and he couldn't make up a carload."

This was the statement made to the Grocer the other day by a grocery wholesaler. He added that he had some English salt on hand which he had bought some months ago and that there was now little demand for it. The lack of demand was not due to any inferiority of English salt but to the coming of Canadian salt on the market.

Not may years ago little Canadian salt was utilized for canning purposes but now the majority of the canners in Ontario use it. Our own salt has been shown to be inferior to few others and for this reason and because it is easy obtainable it has rapidly grown in favor.

It is, of course, difficult to obtain absolutely pure salt, technically known as sodium chloride. It may be said that it is impossible. Adulterations consist of moisture, residue insoluble in water, calcium sulphate, calcium chloride, and magnesium chloride. The insoluble residue is starch.

The less these adulterants appear in salt the purer it is. Some time ago the government through the Inland Revenue Department collected 87 samples of common salt from retail stores in Canada. The result showed that Canadian salt in most cases excelled the imported varieties.

The samples were promiscuously collected from stores all over the Dominion and another feature shown by the analysis was that Canadian salt was almost exclusively used. For table and dairy purposes as well as for canning, salt of our own country is extensively used. The analysis referred to shows that it is qualified for these purposes and that it is making headway.

LEAVING THE ROAD.

Travelers Form Partnership in Establishing Wholesale Business.

Chas. S. Parsons, a traveler for John Sloan & Co., Toronto, for over 28 years, and Philip H. Brown, traveler for five years for the same firm, united their forces May 1 and opened a wholesale grocery store at 78 Colborne St., Toronto, to be known as Parsons, Brown & Co.

The former belongs to the old brigade of knights of the grip, having started out on the road in the year 1881. In his early days as traveler he covered the Wellington, Grey and Bruce district, but



C. H. PARSONS,

Twenty-eight Years a Traveler Entering Business for Himself.

during recent years his territory lay in Toronto city and the main points on the Northern Ontario ground in the Midland district. He was with the original firm of Sloan, Jardine & Mason. Mr. Jardine retired from it about 20 years ago to go with the Pure Gold Manufacturing Co. He traveled for the firm when the late Herbert Mason was connected with it. When he passed away the late Fred Mason became Mr. Sloan's partner and after him came W. C. Crowther. They were in business for ten years before the present arrangement was made. Through all those years Mr. Parsons was with that business until now with Mr. Brown he establishes himself in the wholesale grocery trade.

Philip H. Brown is a younger man than his partner, having been born in



P. H. BROWN,

A Young Traveler Who Forms Partnership with Mr. Parsons.

1873. His birth place was Mimico, where he received an early experience in business in the flour and feed trade. His father was the late C. E. Brown, one of the pioneers of York county.

With Harry C. Burgess, in 1891, he began his business career in flour and feed. The following year he purchased the business for himself and in 1897 added general merchandise. Ill-health, however, forced him to relinquish the business in 1902. The following year he took a trip to the Old Country in connection with an export apple business which he established. Health having returned, he was able to resume work again and secured the position of Toronto traveler for the firm he left last Friday night to again begin business for himself. He started in business originally with $150 capital and any success he made was through his own energy and foresight.

Mr. Parsons and Mr. Brown have known each other for years and at the time Mr. Brown sold his business in Mimico were contemplating becoming wholesale grocers. Their experience, however, as travelers since that time, they believe will benefit them in the present work.

AGENTS IN B. C.

W. Harry Wilson & Co., Vancouver, have been appointed agents for British Columbia and the Yukon Territory for Lovatt & Lovatt's Langley Ware of table pottery, art pottery and fireproof pottery, and they are carrying a full line of samples. Carveth & Co., Montreal are general agents for Canada.

The Canadian Grocer

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RETAILERS GETTING ALARMED.

Retailers throughout Ontario are becoming keenly interested in the school book contract which has fallen into the hands of the T. Eaton Co.

It would be surprising indeed, were the retail merchants of this country to remain silent and inactive under the circumstances.

The fact that the T. Eaton Company have practically been given a monopoly of the school book trade of Ontario is, perhaps, of very little importance directly to the retailers, but when its far reaching significance is taken into account it is a matter that should very much interest every one of them.

It is estimated that during the first year some 700,000 books will be required from the T. Eaton Company. This means that something like 700,000 children throughout Ontario will send to the Toronto department store for the necessary readers.

The significance of this should make every retailer sit up and think, and think seriously, for not only will it be books that the parents will send to the T. Eaton Company for, but with the catalogue of that firm in their possession they will naturally, when they have to send for books, purchase other things.

While this menacing state of affairs is, for the present, confined to Ontario, business men in other parts of Canada cannot afford to remain disinterested spectators.

The T. Eaton Company can print the same books for other provinces, the only condition being that they shall not charge a higher price than that in Ontario.

What does this mean? This and nothing else: if the Governments of the other provinces become possessed of the idea of getting books at less than cost, they may be led into the temptation of making a similar contract. The retail merchants all over the country would then find themselves in a similar position to that of their confreres in Ontario. It behooves them, therefore, to be on the alert.

It is not our intention for one moment to blame the Government of Ontario. Its first thought was no doubt to get cheap books for the school children throughout that province. But in its desire for this it doubtless overlooked the fact that it was giving a monopoly to an institution which has already done a great deal of damage to the retail trade throughout the country.

Before tenders were sought the Government experts no doubt ascertained the approximate cost of printing the books. They must have known, therefore, when the tenders were received that the figures of the T. Eaton Company were below the cost of production. Knowing this, it is unfortunate that they did not realize that the T. Eaton Company, not being a publishing house in the ordinary sense, must have had some ulterior motive in quoting the figures they did.

This ulterior motive is now obvious to everyone. As we pointed out in a previous issue, every book will bear the imprint of the T. Eaton Company and every book that goes out will probably carry advertising literature, not only regarding books, but merchandise in general. As far as the retail trade throughout the country is concerned, it is here that the heaviest blow is struck.

It is not yet too late for the Government to deprive the T. Eaton Company of this trade menacing evil. It has the power to have the imprint of the educational department put on the books and the books delivered to the educational department and through that department distributed among the purchasers.

Self-interest demands that the retail merchants of Ontario stir up both their local members in the Ontario Legislature and the local press, with a view to bringing about the necessary modifications in the contract.

THE FRUIT MEN'S CIRCULAR.

Two weeks ago The Grocer endorsed the step taken by the Fruit, Produce and Provision Association of Toronto, in curtailing its credit terms to one week. We took this stand because we believed it to be in the best interests of the retail merchant who was endeavoring to carry on his business as successfully as possible, and because it would have the tendency to exclude those grocers who, on account of credit received, were allowed to break in on the business of reliable and established men whom they injured by slashing prices and unfair tactics.

That is still our stand. The circular issued by the association is causing a good deal of opposition, but on the other hand, its purposes are endorsed by a large number of retailers. Some claim the ultimatum is unnecessarily harsh and that they will positively refuse to submit. Their contention is that while they are always willing to settle their accounts promptly, there might come a week in which it is impossible for them to do so. For such cases they would like a special consideration.

In view of this it has been suggested that the jobbers appoint a secretary to look after all questions of this nature and where he deems it advisable to allow an extra time for payment. This appears to be a reasonable request and until the new system is running smoothly it might dispose of any differences existing between the wholesalers and retailers. Eventually the cash system would prevail, as it is the proper one.

When retail merchants pay cash themselves they usually are more interested in receiving cash from their customers. The majority realize that the cash system is correct and if it can be successfully carried out it means smoother sailing in business. The jobbers are justified in their action by the tendency of the times and by proper business principles and the merchants should do their share in bringing about cash transactions all along the line.

DISHONEST MACARONI LABELS.

"What Canada wants for the protection of the grocer, the dealer in foodstuffs and the consumer is a pure food law," said a member of an influential Toronto importing house of food products to The Canadian Grocer a day or two ago in discussing the sale of macaroni and other foodstuffs put on the market under improper labels.

The United States has a law which might well serve as a basis for any legislation brought before the Canadian Parliament. Take, for instance, the case of olive oil, which is made and prepared in Lucca and many other cities in Italy and southern France.

Lucca olive oil has always been recognized as the standard for quality. Before the pure food law was made to apply in the States, however, the great bulk of the olive oil sold in that country was labelled as "Lucca" whether made there or in Genoa, Naples or any other Italian or European city. Even oil made in the United States was so labelled. At the present time this can-

not be done. Lucca olive oil must have been made in Lucca to bear the "Lucca" label. If the oil is made in Genoa or anywhere else it cannot be marked "Lucca." In such a case the nearest approach to a "Lucca" label that can be put on the bottles is "Made in Italy." Other oils must be similarly marked "Made in France," or "Made in the U. S.," as the case may be.

Here in Canada some dealers mark and sell olive oil as "Lucca" oil, although it may not be so. Even the labels of high grade oil are sometimes closely imitated.

Perhaps more injury is done to trade here in Canada, however, in the fraudulent marking and labelling of macaroni. There is some macaroni made and put up in Canada and sold under a label as having been manufactured in Europe, and grocers and consumers buy this product under the impression that it is imported. This practice is nothing less than trade deception and misrepresentation, and under the law is amenable to the criminal code. Officers of the law, however, do not care to exercise their authority unless some person prefers a charge, and this no one cares to do. At present this fraudulent custom, while irritating, is not very generally indulged in, but there is just the possibility that it might grow and spread to other lines.

One of the most effective means to check its advance is the enforcement of a pure food law, which would protect manufacturers, importers, wholesalers, retailers and consumers, and encourage honesty in business by placing the stamp of Government approval upon right methods.

THE BOOM IN BUSINESS.

Although there are evidences on every hand that Canadian trade is rapidly improving in almost every particular, travelers report that some merchants throughout the country remain pessimistic and talk of dull times. Why this state of affairs should exist in the face of existing conditions is hard to realize.

Bank clearings, customs returns and building permits in all parts of Canada in comparison with last year indicate that there is no sluggishness in trade and probably if the retail merchants were to reflect on the amount of their business during the first four months of 1908 they would begin the realize that we are on the threshold of a banner year.

In Western Canada bank clearings are showing enormous increases from week to week. As indicated by the Calgary correspondence, the increase last week was more than a hundred per cent. above the corresponding week of last year. Statistics of monthly customs receipts demonstrate similar progress in almost every town and city. The Dominion Government revenue receipts are away beyond those of last year, but in the increase of building permits in a dozen of the important cities of Canada there is found the best evidence of improving conditions.

For the month of March this year the permits taken out in Winnipeg showed an advance of over 645 per cent. over March of 1908. Peterboro was second, with an increase of more than 294 per cent. Halifax, Fort William and Edmonton follow next with substanial gains, illustrating that the building boom is not confined to any particular section of the Dominion.

With these facts before them, retail merchants should have little reason to complain of quiet times. While business may have been a trifle dull during the cool weather of the past couple of weeks, there is every possibility of a splendid year in the commercial arena and merchants, in order to aid in the bettering of conditions, should use their energies in booming business, instead of complaining. It will only be a short time, if the time has not already arrived, when money will be circulating in large and increasing amounts and a healthy state of affairs can be the only result.

INCREASE IN HOME CONSUMPTION

The report of J. A. Ruddick, Dairy and Cold Storage Commissioner for the Dominion, indicates that the dairy industry of Canada is going forward instead of backward. In his report he states that in the past it has been the custom to estimate the volume of he industry, partly on the factory output and partly on the export trade. He points out that this method was all right so long as the home consumption remained constant, because the export trade indicated the increase.

But now a new factor, must be taken into consideration. Latterly, our population had increased with such remarkable strides, that the old method of calculating the annual production was no longer adequate. The figures show that there has been a decline since 1903. This decline, however, has been amply compensated for by the increase in the home consumption. The decline in dairy exports for last year is given as $7,910,340, as compared with 1903, but there has been an increased home consumption of milk amounting to $4,500,000, of butter $4,000,000, of cheese $200,000 and of condensed milk $300,000, or a total increase of $9 000,000.

From time to time The Grocer has shown the injurious effect the habit of shipping green cheese to the English market was having on the Canadian export trade. Englishmen have a wonderful propensity for sticking to the people who treat them well and will do anything in their power to promote the best relationship; but when they are the victims of nefarious practices it requires a long time to win their confidence again.

The Canadian people should know this characteristic well by this time and put a stop to these practices which can only lead to disaster in the future. What little advantage may be gained momentarily is only mortgaging the future of one of Canada's greatest industries and placing her reputation in bad odor in the Old Country.

Mr. Ruddick states that if the Canadian farmer gives his best attention to the manufacture of only the best grades of stock, he will find the British public will be ready to pay the best prices. If the farmers will do this they need do no further worrying about cheese boards or farmers' exchanges, or whether we shall have inspection here or there, as all of this does not amount to anything, compared with the necessity of shipping only well matured cheese to the English market. From what Mr. Ruddick states, the possibilities of the dairying industry in Canada are illimitable, but the tocsin of the future must be first-class quality.

TAKE A DAY OFF.

It will pay every merchant to take a day off once in a while and visit a strange town to study the methods of doing business, the way windows are dressed and the arrangement of the various departments in the stores.

A retail merchant may be in a rut and not know it—a whole town may be unprogressive in fact and the grocer be but a product of his environment.

Some, of course, make an annual visit to the nearest large city but a merchant is more likely to pick up an idea in a town of 5,000 or 10,000 than in a larger city.

Take your day off among a class of people similar to your own townsmen in taste, necessities and environments. Take it, not in a spirit of rivalry or criticism; neither take it with the idea that nothing good or worthy of imitation can be found in your own town. Study your lesson with a desire to learn; with a desire to make your own town better in the future if it is behind the times a little at some points, and to appreciate it all the more heartily wherever it is found to be in the lead. And always remember that there are others in this great old world who can excel us in some ways, and who will surely do so if we fail to keep alive.

Some Interesting Ontario Grocery Correspondence

Death of an Old Chatham Grocer — Stratford Grocer Makes Success at Selling Flowers—Brantford Association Have Instituted Collection System and Appointed Collector — Lindsay Grocer's Success in Ad-Writing—Annual Meeting of Ottawa Retail Grocers' Association.

CHATHAM.

May 5.—For 40 years and more connected with the grocery business here, Ingram Marshall Taylor dropped dead while leaving his brother's dental office shortly before noon on Saturday. Mr. Taylor, who was 62 years of age, first embarked in the grocery business here in 1867, continuing the business, latterly in partnership with the late C. D. Williamson, until a few years ago, when he retired, leaving Mr. Williamson in sole charge. Later, he bought the business of H. G. Reed, but sold out about a year ago, retiring from active business life. For a while he conducted a mercantile establishment at Cedar Springs. He leaves a wife and three children, John P. Taylor, the Park St. grocer, is a brother. It is a singular coincidence that thirteen months before almost to an hour the late Mr. Taylor's partner, C. D. Williamson, dropped dead, and that both passed away practically on the self same premises, where they had conducted business together for over 20 years.

Herbert Malcolmson returned on Saturday from a few days visit to Toronto calling on business friends and picking up new ideas in the grocery line. Mr. Malcolmson pays periodical visits of this nature to the Queen City, and avers that it is good business. "Every trip pays for itself," he says.

Prices on the market had an upward trend Saturday. Eggs went up to 17c, while butter remained steady at 25c. Live hogs sold for $7.30 per cwt., though on Wednesday they sold as high as $7.50—a practically unprecedented price. Saturday's deliveries were very large. Maple syrup has been selling at 40c a quart for the real stuff, though some sold at 35c.

According to a correspondent, Blenheim grocers are perpetrating an unique stroke of business, in paying 10c a dozen for eggs where the regular market price is 16c and 17c.

Though there will be plenty of imported ice in Chatham this summer, the price is going to be high compared with former seasons, and a corresponding boost in ice cream and kindred products is assured. The two local dealers in ice, W. M. Grant & Co. and John Terry & Sons, have joined forces under the name of the Grant-Terry Co. They announce that henceforth monthly settlements will be the rule.

Frank C. Peck, the Jeannette's Creek grocer, is visiting in New Ontario.

Mr. Keerns of Wallaceburg, formerly of Chicago, will shortly open a grocery and general store at the corner of concession 14 and the electric line, Dover.

STRATFORD.

May 5.—In spite of the chilling breeze which prevailed, the market on Saturday was well attended, and a good supply of produce was offered for sale, but little change in prices was noted. Apples were a scarcity, while potatoes still maintained a high price. Eggs and butter remained firm at 20c to 22c for butter, and 18c for eggs. Chickens sold at 50c to 60c, and potatoes $1 per bag.

In the grain market wheat has jumped from last Saturday's price of $1.15 to $1.25, and visions of an increase in the price of flour and perhaps of bread loom up large upon the horizon.

Live hogs have dropped a little from last week and were quoted Saturday at $7 to $7.10. Evidently the farmers are taking advantage of the high prices offered.

Maple syrup is very scarce, the farmers of this district having sold their surplus stock. The price at present is $1.50 per gallon.

Lettuce, onions, radishes and rhubarb are selling very briskly these days, while pot plants and cut flowers are forming a good side line in some stores. One grocer here has worked up quite a paying business in flowers. He has made arrangements with a leading florist to supply him blooming plants in pots and cut flowers by the dozen. These are brought to the store on Friday and those not sold are returned to the greenhouse on Monday, and a very good commission is allowed for all plants sold. This grocer declares if he made no profit at all on his flowers it would still be a paying venture as it brightens the store and adds greatly to his window display.

The pineapple is finding its way into the stores in great quantities of late some of the stores having the windows full. The prices asked are 10c. 15c and 25c. Imported strawberries, too, are selling quite readily at 15c per box, and two for 25c.

McCully & Haugh have a demonstrator all this week serving jellies and coffee. In connection with the demonstration they have in their window a fine display of prettily molded jellies.

BRANTFORD.

May 5.—At the regular meeting of the Grocers' and Butchers' Association last Tuesday evening, it was unanimously decided that the stores close and the clerks be given their usual half-holiday on Wednesday afternoons during the months of June, July and August. A committee was appointed and given power to choose the date, and make the arrangements for the annual excursion to Niagara Falls. A report was also given by the members who are on the committee appointed to deal with the collecting system. They secured enough funds to pay everything the first year and advertised for a collector. The committee already have over 30 applications for the position.

Later—At a meeting of the committee who had the appointment of a collector in charge on Monday evening, after due deliberation on the forty applications for the position, chose Norman Willitts for the position. He is at present secretary of the Grocers' and Butchers' Association. Being an ex-grocer he should be well qualified to fill the position.

J. Russell, who has been in business for about 6 months at the corner of Pearl and Waterloo Streets, has sold his stock and the store is closed.

Pettit & Willitts, bakers, have dissolved partnership. The business will be continued by Harry Pettit. Mr. Willitts, who is secretary of the Brantford Grocers' Association, has not decided yet what he will do.

There was an excellent spring market last Saturday morning, and the attendance was fairly large. Eggs were quoted at 16c to 18c per doz. but were soon picked up. Buyers are offering 17c per doz. for them and this will keep the price up. Butter was 23c and 25c per lb. and chickens were plentiful at $1.25 to $1.60 per pair. In spite of the fact that local butchers have advanced the price of meat there was not a large offering on the market.

From some parts come reports that there is a scarcity of potatoes. Inquiries by the Grocer's correspondent find most of the local merchants are well stocked, although large shipments were recently made from St. George and Mt. Pleasant. Most of the merchants report that the sales of potatoes by the small quantities were small this winter in comparison to other years, no doubt due to the open winter when there was always large quantities on the market. Last week they were plentiful and were selling at $1 and $1.10 per bag.

PETERBORO.

May 5.—Ald. Gillespie, of White & Gillespie, grocers, has been serving the city well as chairman of the manufacturers' committee. He has been instrumental in the securing of a new industry for Peterboro.

Mrs. S. H. Mitchell is one of the city's successful lady grocers. She has moved to the store formerly occupied by Bert Hunter. It is new and larger than her own and the location a good one.

White & Gillespie are showing a window of pot flowers which they claim is a paying adjunct to the business.

R. A. Dutton's new fruits and vegetables are proving good sellers. Fresh tomatoes at 2 pounds for 25 cents is a conspicuous display card in his window.

The opening of the cheese factories has not brought about any change in the price of butter.

Geo. A. Gillespie, of White and Gillespies, was in Brooklin, Ont., last week installing a butter plant in the new factory there.

R. A. Dutton has been selling pine apples for preserving, the prices ranging from $1.50 to $2.50 a doz.

Butter is retailing at 24c and eggs at 17c, the same prices that are being asked on the farmers' market.

The maple syrup season is practically over. It is not likely that there will be

any more offered on the market. The grocers have a quantity which is retailing at $1.30 a gallon.

ST. CATHARINES.

May 5.—Phillip Ginsberg will shortly open a grocery store at the corner of Geneva and North Sts.

An important change has taken place in the wholesale grocery business here. W. H. Merriman has disposed of his business to The W. H. Merriman Co., the latter firm assuming control on April 22nd last. W. H. Merriman will retire, for a time at least, from active business to take a much needed rest.

Potatoes are selling at $1.25 per bag here. The price all season until the present has been around 90c per bag. Inquiry among the farmers seems to confirm the opinion that potatoes are very scarce in this district. Two carloads of excellent potatoes were received within the past few days and passed into stock by the grocers at $1.10 and $1.15 per bag. These will be retailed at 25c per peck.

Fresh eggs are retailing at 20c per dozen and are not plentiful at this figure. The local demand is much greater than the supply. Grocers here buy eggs at western points to secure sufficient for their trade. Choice dairy butter sold for 25c per lb. on the market Saturday last. The supply of butter offered from week to week is very limited.

One well known canner in conversation with your correspondent here as to crop prospects for strawberries for this season stated that he expected an extra large crop unless an extreme dry spell occurred about berry time. He based his reason on the fact that the acreage devoted to strawberries in this district is being increased yearly and for this year will be about three times what it was two years ago.

An important business change took place in the wholesale grocery trade of the city recently. W. H. Merriman, grocer, retires from active business and has disposed of his large wholesale business to James E. Merriman, Fred Parnell, Stanley Switzer and Frank Bentham. The announcement will come as a great surprise to the trade in general. Mr. Merriman is a self-made man. He was a fearless buyer, and by close attention to business and hard work he has built up a business that to-day will compare favorably with many of the larger centres. Mr. Merriman's decision to retire from business was quite characteristic of the man. Recent poor health prompted him to accept the doctor's order that he have at least six months' rest. With such a business to look after he decided he could not have complete rest. Hence the sale. The men who comprise the new firm are known to the trade and will no doubt be able to uphold the prestige of the house in the future as in the past. The first four mentioned have been members of W. H. Merriman's staff for years—each one specializing his own particular branch of the business. Frank Bentham is also known to the trade, having been located in Merritton for some time, where he carried on a successful retail grocery. For the past few years he has been on the staff of Jno. Ross, wholesale grocer. W. H. Merriman will, it is understood, after the transfer of the business and completion of other business details, leave on an extended visit to the southern States.

The new grocery under the proprietorship of George B. Darker, has opened for business.

A motor bus line operating between St. Catharines, Queenston and Niagara-on-the-Lake, is being boomed by the Board of Trade of this city. The merchants are being solicited for subscriptions to aid the enterprise. The promoter expects that much extra business will be derived by the stores of this city from that district. At present the districts mentioned can be reached only in a round-about way. How the merchants feel towards the proposition will be learned when the committee appointed to solicit subscriptions report to the next meeting of the Board of Trade.

GALT.

May 5.—The conclusion of the month of April has shown a very successful month for the trade in Galt, in fact the most satisfactory for some years. And the grocers had every reason to expect the increase. Every shop in Galt is working ten hours a day and in many instances overtime is required. The housewives feel more at ease with regard to finances and as a consequence many little luxuries, forbidden in the days of short hours, are now being purchased. The traveling men say that the size of their orders in Galt point to a largely increased trade.

Ald. T. G. Robinson has disposed of his grocery business on Brant Road and moved to Kalamazoo, where he will go into business. "Tom" was known to all classes in Galt and he will be followed by the best wishes of many friends.

"That Clean Grocery Store" is the way Deans & Walker wind up their advertisements these days.

The town council has received a communication from a number of residents requesting that a by-law be passed prohibiting grocers from buying on the market before nine o'clock. It seems that certain grocers have been in the habit of getting up bright and early and purchasing all the butter, eggs and poultry in sight. It is not likely that any action will be taken in the matter, the town fathers evidently believing in the old adage that the early bird gets the worm—and is entitled to it.

There are murmurings in the distance that sound like an agitation for a half-holiday during the summer months.

Preston grocers report that their April trade was better than for the same month in any similar year, and the same story comes from Hespeler.

PERTH.

May 5.—A change of interest in trade circles was announced this week when it was made known that Robt. Meighen, Montreal, president of the Lake of the Woods Milling Co., had withdrawn from the firm of Arthur Meighen & Bros. This, Perth's oldest established business, was begun in 1848 and has been successfully carried on ever since. The remaining partners, W. G. and William Meighen will continue the business under the old familiar name.

A merry butter war has existed in Lanark village for some days. The point has been reached where butter is bought from farmers at 23c and sold to customers for 20c.

Potatoes are very scarce. In fact for the past two weeks not a grocer in town has had a potato to offer. Relief is in sight though, for a local dealer advertises a car to arrive this week.

H. L. Jackson, Wilson St. West, although but two years a grocer has built up quite a business in the west end. His latest move toward the establishment of a branch store at Christy's Lake for the summer months.

Some Lanark village grocers have installed a new system of gasoline lighting.

A number of vinegar and molasses pumps have lately been added to local grocery equipments.

Evaporated fruits are moving better than they usually do at this time of year.

In spite of the Messina earthquake, November cut lemons are being quoted as low as and in some cases below last years prices.

ST. THOMAS.

The regular monthly meeting of the Retail Merchants' Association of this city was held on Tuesday evening of last week and was well attended. No business of special importance was brought up yet a few minor questions were dealt with. The City License Inspector has on several occasions lately, been endeavoring to bring to justice offenders of the license laws of the city and while he does not seem to be getting the assistance which one would think he should have from other civic officials yet still he continues to do his duty even though meeting with very little success, and in view of this a motion endorsing his actions was carried and ordered to be sent him. The question of holding the annual picnic was laid over until next meeting night. The secretary was in receipt of a circular letter from the C.P.R. city passenger agent and while it was one catering for business for his company was of importance to all city merchants and worthy of consideration. During recent years it has been the practice of nearly all excursion parties to have their point of destination at some "American" port and while mention of this was made in the letter, attention was drawn to the fact that Ontario presented several good places for excursions among them being Guelph, Galt, Berlin, Preston, Port Burwell and Toronto. The communication was filed for future reference. The action of the grocers in trying to bring about a six o'clock closing was endorsed

by the Association. It is to be hoped that the grocers will be successful in their undertaking and no doubt other merchants will follow suit. The formation of a Grocers' Section has been proposed by some grocers lately but still no definite steps have as yet been taken although no better time than the present could be found as the grocers are up in arms over the market by-law passed some short time ago which keeps them off the market until 10 o'clock.

LINDSAY.

May 5.—The town of Lindsay, situated as it is in the centre of an excellent farming community, is always sure, (weather providing) of having a large crowd within its boundaries on Saturday. Even when the weather is inclement, as it was last Saturday the farmers turned out in large numbers. As yet, owing to the recent heavy rains, the farmers have done very little seeding in this vicinity. They were unable to do any farm work on Saturday, and as a consequence they turned out en masse to the annual South Victoria Spring Fair. Horsemen from far and wide were congregated here and as the farmers of this county are to a considerable extent horse breeders, they displayed a great deal of interest in the judging of the same.

Fortunately the grocers of Lindsay, as well as merchants engaged in other lines of business, recognize the advantage of attracting the farmers and their wives to the town on Saturday, and such a Saturday is always looked upon as one of the best sales days in the year. Several of the town grocery men on Saturdays rearrange their display both inside and outside, so as to catch the eye of the visitor to town.

A. S. Harrison, one of the influential grocers of Norwood, is about to move to Lindsay, and it is said will open up a modern business. Mr. Harrison is an experienced and up-to-date groceryman, and has, while living in Norwood, been a public-spirited citizen, having been a member of the Board of Education, a town councillor, an active church worker, etc. He will be welcomed to Lindsay by business men and citizens generally.

Just recently Adams' Bros. closed their large grocery store, owing to the death of their mother, and on Friday and Saturday of this week, the store was again closed owing to the death of their father, Wm. Adams. In the death of the deceased, Victoria County loses a sturdy and highly-respected citizen, and the sons of the deceased have the heart-felt sympathy of the citizens of Lindsay and country. The surviving brothers are: Messrs. George, with the W. B. Sparling wholesale Co.; J. E. Delbert and Frank, of Adams' Bros. grocery, town; William, of Toronto; and R. T. Adams in the grocery business in Millbrook.

The market was not largely attended Saturday, owing to the bad condition of the roads. The grain market remained the same, while live hogs took another jump. Eggs advanced one cent per doz., and are now selling at 20c. Hay advanced $1 per ton, and is now worth $11 and $12 per ton.

Several of the grocers have been selling garden tomatoes recently, and being the first of the season they are being greatly relished by the customers.

Maple syrup was not an abundant article this season, but nevertheless the farmers in this vicinity reaped a small mint in the selling of the same, as the ruling prices were high.

During the past two or three months Ed. Robson, of Robson's grocery, has been writing some especially attractive ads., the same appearing in The Daily Warder every other day. Mr. Robson's ads. are the result of much careful thought, and are original in every respect. The same ad. never appears twice, and they are set up in an artistic manner, and in print cannot fail but attract the eye. A dozen of these appeared recently in "Brains." Mr. Robson states that the ads are bringing excellent results, and that "advertising pays" in every respect, that is when written up, set-up and properly displayed.

BRACEBRIDGE.

May 5.—Trade in town during the month of April has been very quiet on account of the backward season, and at times it was almost impossible for farmers to get into town on account of heavy roads. May, however, promises to be a better month. With the opening of navigation, warm weather and better roads, all have the busy feeling around them that makes things hum.

Improvements in our stores seem to be in order. Hutchison Bros. have added a bright coat of paint to their building and new electric lights. Jos. G. Meyers has built a brick addition, greatly adding to the appearance of his store.

Fire destroyed the frame store opposite the Queen's hotel last week, occupied so long by J. O. Phillips, grocer.

Potatoes in Muskoka seem to occupy the minds of our merchants just now. Your correspondent called on nearly all of the grocers regarding this important vegetable and all expressed the opinion that around Bracebridge enough could be secured for local consumption at 75c per bag. The crop in our district last year was good and the farmers have a good market in the capital of Muskoka.

More maple syrup has been sold in town this year than ever. Farmers are taking advantage of the name of "The Backwoods" given to us, by tapping the thousands of maple trees that abound through Muskoka, making this country a home for pure maple syrup that sells freely at $1 a gallon.

On May 26, the 367 Club of this town will take its annual sail around the lakes. This club is composed of grocers, who have at their head Peter Hutchison, as president. It was first formed with the object of soliciting orders from the hotelmen, boarding houses, etc., around the lakes, but now it is a club of pleasure seekers.

Grocers say that the trade in early vegetables and fruit is good, especially the pineapple. Splendid stock is being received and readily sells. Butter still continues scarce at 25c per pound, and fresh eggs plentiful at 18c per dozen.

Wm. Hanna, Sr., Port Carling, was a visitor to our town last week. Mr. Hanna is completing a new supply boat to be launched in June. Mr. Hanna has introduced the cash system in Muskoka, and speaks volumes in its favor.

GUELPH.

May 5.—With the land in such a condition that it is practically unworkable, the farmers came to the market in large numbers on Saturday. The result was a good supply in all lines and the prices which remained firm at the opening took a fall before the market closed at noon. Eggs, which opened at 19c remained steady for some time and then begun to go down, finishing at 16c per dozen. Butter was comparatively firm at 24 and 25c, but later in the morning 23c was paid. Potatoes took a big drop in price. When the market opened as high as 90c was asked and above 80c was paid, but those who held off got them as low as 65c. A basket of nice apples attracted attention as a curiosity at 50c. Chickens were scarce and high in price. Maple syrup was plentiful.

W. H. Fielding has two very nice windows this week. A good display of seeds is to be seen in one, while the other is devoted to pineapples.

G. Williams' window of oil and olives is one of the finest ever displayed—a window which readily catches the eye, and commands attention.

The guessing competition at A. J. Groom's store is concluded.

J. A. McCrea is holding a basket sale this week.

"To be, or not to be" is the thought which is occupying the minds of merchants and salesmen on the half-holiday question.

OTTAWA.

May 5.—At a meeting of the Ottawa Retail Grocers' Association, held in Royal Albert Hall, on April 28, the report of the committee which waited on the civic board of control to ask for an open market was received with the decision of the board to have the market open at 8 o'clock to the grocers instead of 8.30. The grocers decided to make no further move until it was found how this worked out.

C. J. Provost, treasurer, gave a most encouraging report of the year's receipts and showed a balance of over $500 in

ANSWERS TO INQUIRIES.

The Grocer desires to remind its readers that a column of its reading space will be available each week for inquiries and answers, relative to the grocery trade. If an address, place of manufacture of any special line of goods or name of the manufacturer is required, send a post card with name and address attached, and we will try to answer the question. Letters from manufacturers, jobbers, travelers, retailers and clerks, with suggestions for trade improvement are invited.

bank. F. W. Forde brought up the question of the grocers' section of the retail trade, separating from the general Retail Merchants' Association. He said that little benefit was derived from the general association by the Retail Grocers' Association and that there was no object in remaining affiliated. President Wm. York said that the other lines had not assisted the grocers here this winter when this association was taking up the reform of the Transient Traders' by-laws, etc. H. C. Ellis was strongly in favor of the union standing. He thought the union of all the trades was much stronger in securing legislation than one line could be. Alex. Phillips thought that in some cases two lines clash as in the case of the grocers in the country district clashing with the druggists over the law to prevent grocers selling proprietory medicines, etc. It was decided to take no definite action with this question until after the convention to be held



A. G. JOHNSON,

Re-elected Secretary of the Ottawa Retail Grocers' Association.

in Brockville this coming June. The officers elected for the year were:—

President.—Wm. York.

1st Vice-President.—Alex. Phillips.

2nd Vice-President.—Duncan Bell.

Secretary.—A. G. Johnson (acclamation).

Treasurer.—C. J. Provost (acclamation).

Executive Committee.—Geo. Atkinson, F. W. Forde, H. C. Ellis, R. B. Younghusband, P. Lamoreaux.

Auditors.—Geo. Hopper, and H. L. Dorion.

Delegates to Convention of the Retail Merchants' Association to be held in June, at Brockville.—F. W. Forde, H. C. Ellis, C. J. Provost and A. G. Johnson.

The Hull master bakers, although paying 50c per barrel more for flour, have decided not to raise the price of bread. Their price now is $1.30 per dozen of thirteen loaves and will remain so during the summer.

A. Cochrane has moved his grocery stock from 134 Florence St. to the corner of Preston and Somerset Sts.

C. B. McLean advertises canned tomatoes 7c a tin or 75c a dozen.

Merchants as a rule find business quiet just at present and collections slow, probably on account of the cold late spring. Saturday last quite a number of sleighs were seen around town—a most unusual thing for this period of the year.

LONDON.

May 5.—Wholesalers report trade in the country slightly improved last week. Locally, business is rather quiet.

According to local brokers, raw sugars keep very firm, owing to the short crop in Barbadoes. Advice from there says. "We have never experienced such a poor crop." Refined sugars are, of course, affected, and the market is strong. Fine and medium teas keep high. There is scarcely any Japan tea in the market. Picking of the new crop is only now beginning and none will be ready for export for a month at least. There is no change in coffees. Brazils being a little easier. California fruits such as raisins, apricots and peaches, are nearing the end of the season. Stocks in California are being cleaned up, and holders are asking a little higher for what they have on hand.

Work on the excavation for the new five-storey brick wholesale grocery warehouse for John Garvey began Monday morning. The building will be the finest of the kind in the city.

About four weeks ago the price of potatoes on the local market advanced to $1 per bag wholesale. The high price induced a more plentiful supply and in a couple of weeks there was a drop to 90c. On Saturday the finest quality could be bought for 85c. A local dealer says the advance was due to the demand from the Southeern States, where the plants were killed by frost. The second crop in the South being now available the demand from across the border has ceased. Farmers are believed to have still a good supply on hand, and the price is now more likely to go down than up.

R. H. Cullis, grocer, Wellington St., was the victim of a painful accident a few days ago. While driving on Talbot St. the wheels of his wagon became entangled with those of a butcher's wagon, the result being the smashing of Mr. Cullis' rig. He was hurled on to the pavement and badly bruised and shaken up.

BERLIN.

May 5.—In connection with the item in the Chatham correspondence anent the debt collecting scheme under consideration there, the question arises as to whether they are not going to a lot of unnecessary trouble. There is a system, an excellent one, prepared by the Retail Merchants' Association ready at all times to be put into operation. It is widely in use in Berlin and has been attended by highly successful results and at the extremely low expense of 10 per cent. of collections as against the 50 per cent required by first class collection agencies. The secretary of the local association, S. A. Brubacher, would doubtless be only too pleased to answer queries as to the success of the system in Berlin, in order to help merchants in other towns to a solution of the vexed question of "bad pays."

Honsberger and Hallman have taken over the grocery business established by Gravel Brothers, on Frederick Street, and conducted successfully by them since 1907 and have had the store enlarged.

R. Weber & Co., who recently started business in Guelph will dispose of their Berlin stock to the former proprietor, J. A. Good, who will continue it at the same stand in connection with his "China Palace."

Betzer & Co., have had their premises enlarged, the store now having a depth of sixty feet. A new plate glass front will be put in and there will also be two big plate glass windows facing Foundry Street. Mr. Betzer has just closed his eighth year in this business and has worked up a very fine trade.

TORONTO.

May 5.—A splendid window display and guessing contest combined was instituted a week ago Saturday by McCaw & McKay, grocers, corner Dundas and Argyle Streets. A candle was placed in the window weighing twenty pounds, it was lit and left burning day and night. Prizes were offered to the first five who came the nearest in guessing the number of days, hours and minutes it would take to burn away the entire candle. A great deal of interest was displayed in the contest and as the purchase of 50 cents worth of goods or 25 cents worth of soap was necessary for a guess, the competition was profitable. The prizes were a small express waggon, a fruit dish, and three pictures. Sunday evening last saw the finish of the candle after it had been burning 8 days, 15 hours and 50 minutes.

HAMILTON.

May 5.—Business here improved very much in the last two weeks. The grocery trade is busy, some of the merchants saying they had not quite expected things to pick up so quickly and consequently found themselves short of help. But as grocery clerks are always available, they were soon able to catch up with the business.

Markets for provisions are strong, almost everything having advanced. Flour is now retailing at $3.20 per cwt., and oats, barley and other commodities also advanced. Eggs and butter are still at high prices. Potatoes are from 40c to 50c a bag dearer than a month ago. Forty or fifty cars have been shipped from near-by points to the United States, and the local market has been

booming. They are selling from stores at $1.25 a bag, or 25c a peck. One of the local dealers is buying in cars from eastern Ontario and he sells to the retailers at $1.10.

The grocers here are very much interested in the suggestion of the Board of Health to make owners of dogs not only muzzle, but lead them. It is well known that the dog is an annoyance to the clean grocer, and they most heartily wish that a by-law embodying the above provisions may be put in force.

INGERSOLL.

May 5.—Judging from the information elicited from the grocers and others the potato situation in this section cannot be viewed in the light of a scarcity. It is true that during the past few weeks the price has been advanced from 50c to about 75c a bag off farmers' wagons, but this was occasioned by a rather spasmodic demand from across the border. While there is said to be a scarcity in some of the old potato States, it is not thought this fact will have the effect of materially "boosting" the price here. Most of those with whom The Grocer talked declared that there are still plenty of potatoes in the country, but that the farmers, owing to the previously low prices, have not commenced to market them in large quantities. It is understood that local dealers who were in search of them to supply American orders, experienced no difficulty in securing all they required. One merchant interviewed stated that he had a large supply and that he was retailing them at 75 cents a bag. As the season is growing late many are inclined to the opinion that the price will not be materially advanced. In the U.S. new potatoes will soon be on the market, and as they are sold there much cheaper than here, they will be given the preference over old potatoes brought in from Canada. The same thing will apply to a certain extent with many Canadians. As soon as the new potatoes are available they will be given preference over the old one. Although some of the dealers have advanced the price to ninety cents per bag there are others who are still at seventy-five cents and this will no doubt continue to be the ruling figure.



A Splendid Biscuit Window Display Shown Recently by Deans & Walker, Galt, Ontario.

A NEW GROCERY BROKER.

The first of May saw the establishment of a new grocery brokerage business in Toronto, known as C. L. Marshall & Co. Mr. Marshall, who is at the head of the company, is not unknown to the trade. For 13 years he was with the Warren Bros., wholesale grocers, as manager of the sample room; for a year and a half he was in the Western Brokerage Co., Toronto, and during the past three years he has been connected with the MacLaren Cheese Co.

Having visited all the great producing centres in Europe, Mr. Marshall should be well qualified to successfully attend to the business he has undertaken. He has already identified himself with some good foreign agencies and is anxious to get in touch with manufacturers desiring to introduce their goods on the Ontario market.

The office of the company is located in the Gooderham Building, corner of Wellington and Front Streets.

HINTS TO BUYERS.

For many years past Ice Castle lobsters have been the first new lobsters on the market. This year is no exception and J. W. Windsor's Montreal office reports new pack as now arriving.—Advt.

TRADE NOTES.

Chas. Raison, grocer, St. Thomas, has sold to Geo. Durkee.

Chas. Hales, general merchant, Northwood, Ont., has sold to Mrs. Glover.

F. Sheldon Muter, grocer, flour and feed merchant, Hanover, Ont., has sold to A. Knechtel.

The first whole car of North Carolina strawberries arrived in Toronto on Wednesday, which are sold at 15c a box. These are the regular quart sizes and therefore very cheap for early in May. No doubt they will find ready sale.

Boeckh Bros. Co., Limited, have taken over the business formerly conducted by Boeckh Bros. & Co., at Toronto and Montreal, manufacturers of brushes, brooms and woodenware. The company is now under the same management as formerly.

A. M. Gray has purchased and taken possession of the store and dwelling of H. C. Card, Nashville, Ont. Mr. Gray is continuing the business as a general store and as it is the only one in the village it should be a success. Mr. Card is conducting a general store in Woodbridge.

W. E. Freel, Adelaide, Ont., has purchased the stock of T. T. Caster, Schomberg. Mr. Freel is now proprietor of a young but live business in a live town. He was formerly in business in Springbank. Mr. Castor has bought the general store stock of Mr. Shields, Grand Valley.

The opposition of some of the retail merchants of Toronto to the weekly payment system introduced on May 1st by the Fruit, Produce and Provision Association is becoming interesting. On Tuesday night the special committee met and decided to call a mass meeting to take place at 21 Richmond St., next Monday night, when they will report the decision they arrived at.

Brault & Co., manufacturers' agents, Montreal, have leased offices and a warehouse at 306 St. Paul Street. The premises run through to Commissioner Street. Some new agencies have been secured by the firm, which has been newly organized. H. A. A. Brault and J. Brault continue in the firm, which is strengthened by the admission of T. Michaud. The firm's list of agencies includes: Mooney Biscuit and Candy Co., Stratford; Chocolat Menier, Paris; Biscuit Pernot, Dijon; also Castile soaps, French macaroni, vermicelli and pastes.

PERSONAL NOTES.

Jno. Waddell has joined the staff of John Sloan & Co., Toronto, to succeed P. H. Brown, as city traveler.

J. M. Bothwell, Barrie, Ont., is retiring from the grocery business after nearly forty years' experience, during which time his business has developed to keep pace with the advance of the times. He is selling out.

W. S. Greening, of Todhunter & Mitchell, has undergone an operation for appendicitis in Brighton, England, where he was on a visit. He is recovering and will return to Canada with his father, T. B. Greening, who has gone over to meet him.

Notes From the Maritime Provinces and Quebec

Articles South Africa Imports From Canada—Bermuda Onions Arriving at Halifax—Differences Existing Between Montreal Brewers and Grocers.

ST. JOHN.

May 4.—Prices in most lines continued firm last week. As yet there is not a great deal of produce arriving by way of the river. When the freshet subsides there is likely to be large receipts which the dealers think will affect prices. Butter and eggs remain at the same figure and the market for both is firm. New cheese is now being offered and the price has weakened somewhat. Fish, both fresh and dry, have declined in value with the exception of gaspereaux, which are still quite high, owing to freshet conditions.

King & McDonald, a new firm of wholesale grocers, produce and commission merchants, have begun partnership in business at 11 and 12 South Wharf. Louis King, who has been in business some years, has associated with him, Louis McDonald, who has been bookkeeper with R. Sullivan & Co., Dock street.

James Smith, who some years ago conducted a grocery store on Adelaide street north end, died at Coldbrook, on Thursday last, aged 78 years. He leaves a wife, one son and three daughters.

Bertrand J. A. McKenzie and Donald S. Trueman, of Campbellton, have entered into a general co-partnership as grocery and crockeryware merchants, under the firm name of McKenzie & Trueman.

With the sailing of the steamer Bendu, on Saturday last, five cargoes have gone from St. John to South Africa during the winter season now closing. The value of the first four cargoes amounted to $989 796, and with the Bendu's cargo the exports will be well over the million mark. Included in the Bendu's cargo was 65,000 sacks or 3,000 tons of flour, the largest consignment that has been shipped in one vessel since the inauguaration of the Canada-South Africa service. The steamer also took away a large quantity of Quaker oats, condensed milk and cream, canned meats, broom corn, broom handles, etc. Herbert H. Stewart, of Montreal, traffic manager of the Canada-South Africa service of Elder Dempster & Co., was here in connection with the sailing of the steamer and speaking of the business said: "We have had a most successful winter, all our vessels, with the exception of the Monarch, a vessel of 13,000 tons capacity, taking out full cargoes. Our flour is much in demand in South Africa, and we are holding our own with Australia. Prevailing prices, however, have prevented our doing much in wheat. In the last three months of 1908 Australia shipped to Cape Colony alone upwards of 12,000 tons of wheat for the milling companies there, while Canada in the twelve months of 1908 shipped to all South African ports only about 2,000 tons. Much is heard regarding the depression in South Africa. The cry is largely amongst those business men who, not realizing the business conditions after the war, over-traded and over-speculated. Captain Pousette, our new trade commissioner in Natal, says it is to be regretted that so little of their wealth passes Canada's way, but it rests with us whether we will secure for our manufacturers this growing market or whether we will sit still and leave it to our competitors undisturbed.

MONTREAL.

May 4.—A new grain inspector in the person of A. G. McBean, who is well-known throughout the grain trade in Canada, has been appointed grain inspector for Montreal and district by the authorities at Ottawa, and has been asked to take charge of the grain inspectors' office in this city, at once. The members of the Corn Exchange expressed their satisfaction at the Government's appointment, as they feel assured the grain inspection of this port will be considerably enhanced thereby.

J. G. Gordon, manager of the Montreal branch of McClure & Langley, of Toronto, has moved into his new uptown office in the Lindsay building. Mr. Gordon feels he will be in closer touch with his customers among the retail trade.

Walter Paul, corner Burnside and University Streets, has put his outdoor show cases out for the season. This is an invention of real practical value to the grocers. Very frequently foodstuffs exposed to public view outside a store without any protection whatever, are submitted to the dust of the street, to say nothing of the depredations of emulative dogs. Anyone who is awake to the tendency of affairs to-day, knows that the care of foodstuffs is becoming daily more hygienic and the higher the class of the trade, the more such measures are necessary. By this it should not be inferred that the poorer class trade are to be neglected, but perhaps the demand from them for such is not so insistent.

Once more the harbor has a business-like aspect. The sound of windlasses hauling freight from the holds of ocean boats, is again in the air along the waterfront. The boats of the R. & O. line are all spotless in new coats of paint and the prospects are good for a large season's business in both ocean and inland navigation.

As a result of the deputation of grocers, representing the Montreal Retail Grocers' Association, which waited on the Premier at Quebec last Thursday, it has been decided to allow the two factions to fight out a compromise of some sort. Already large deputations have interviewed Hon. Mr. Weir, presenting their views on the subject, and now they will be asked to meet him and try to come to some arrangement. A clause regulating the differences will be one of the most important of the proposed amendments to the provincial license law. The claim of the brewers is to the effect that the proposed restrictions asked by the grocers, to them means a restraint of trade, which is unjustified, that the grocers, with their comparatively limited supplies, cannot keep beer, a perishable product, in as good condition, and that by selling a spoiled article they may destroy trade. The grocers, on the other hand, say the brewers are infringing on their rights by delivering to Jewish, Syrian and Italian and other colonies, and spoiling their business without paying a license. The brewers, however, claim that this is not so, as they pay a license of $750 annually. It is expected that some interesting developments will take place at the meeting.

John Anderson, of Chase & Sanborn, Montreal, left on Monday for an extended trip to the Pacific coast.

Thomas Jones, grocer, died suddenly of apoplexy on Saturday, May 1, at his residence, 289 Charron Street, Point St. Charles. Mr. Jones had been at his business on Friday, but not feeling well on Saturday morning, he remained at home. He was apparently all right in the afternoon, but at 5.30 he was seized with a stroke of apoplexy and expired in a few minutes. The late Mr. Jones, who was 31 years of ago, was born in Cornwall, Ont., and was a son of the late Matthew Jones. He came to Montreal as a youth and has been engaged in the grocery business on Charron Street for the past five years. He leaves a widow, who was Miss Florence Gourlay. The funeral took place to Cote des Neiges cemetery Monday afternoon.

Buyers in Montreal during the week included: G. Dumontet, Brosseau Station; A. St. Amour, Coteau Junction; G. Constant, St. Dominique; M. Laferriere, Chicoutimi; J. M. St. Arnaud, St. Geneviere de Batiscan; F. Beauvais, Laprairie; J. M. Richard, St. Jerome; J. B. Lefebvre, St. Therese; E. Boulerice, Napierville; J. Herron, Lac Masson; E. Lahaie, St. Eustache; T. Bourdon, Chateauguay; P. S. Hardy, Chambly Canton; S. Hetu, Lavaltrie, Que.; J. A. Foucault, St. Leonard; G. Racine, Pointe Claire; Aug. Beausoliel, Terrebonne; J. A. Lanetot, St. Isidore; M. Lebeau, Charlemague; Wm. Hyman, Fox River.; J. P. Rocheleau, Pauline; S. Thibaudeau, St. Marie Salomee; F. Gravel, Ste. Rose; H. H. Channel, Stanstead; A. N. Viau, L'Epiphanie; M. Huet, St. Julie de Vercheres; M. Martin, Beauharnois; A. P. Gosselin, St. Alexander d'Iberville; G. Daoust, Ste. Anne de Bellevue.

W. H. Dunn, Montreal, is in New York this week.

Robert Meighen, president of the Lake of the Woods Milling Co., has left for Europe.

Latest Reliable Trade Review of the Golden West

Apples, Plum and Cherry Fruit Crops in British Columbia Promise Well, But Peach Crop May be Light—Healthy Business Conditions Around Calgary—New Sugar Arrangements in Regina—Fine Imposed for Operating Insurance Company Without a License.

CALGARY.

May 4.—Last week's bank clearings showed an enormous increase, being 100.01 per cent. more than the corresponding week last year. This is gratifying, and indicates in a substantial manner the development that is taking place in this part of the West. The demand for farm machinery is heavy. Last week a farmer went to one of the implement dealers wishing to purchase a seed drill, and to his surprise was informed that they were entirely sold out. Land seekers are still pouring in and the hotels are taxed to their utmost to provide accommodation for the incoming people, many of whom are from the United States. The attraction lies in the famous wheat lands of Southern Alberta. There is much survey and locating work being done by the railway companies, and should this year prove anything like as propitious as last for grain raising it would be difficult to estimate the advance that this province will make in the next five years.

Mercantile business is brisk in all lines; in produce and grocery prices are steady to firm. It is now definitely known that a large quantitv of potatoes will have to be brought in from the east as the available stocks in both Alberta and B.C. will not nearly meet the demand.

After a period of warm springlike weather the wind veered round to the north on Sunday night of last week and blew a gale accompanied by drifting snow which continued to fall intermittently for the following three days. Farmers were becoming anxious as seeding operations were being seriously interupted. The snow has, however put the land in excellent condition, and should warm weather follow—and present indications are favorable— germination will be rapid. Preparations have been made for a vastly increased grain acreage this year.

There are many outfits leaving the city to begin operations on various irrigation works which are being undertaken east and south of Calgary. Supplies are being purchased here consisting of groceries, hardware, tents, blankets, etc. Hay which until recently was somewhat of a drug on the market, is now in demand and has almost doubled in price. Good upland hay sold during the week at $12 per ton. Oats are high also, selling retail at $1.50 per sack of 100 lbs.

In grocery lines coffees are higher; Rios and Santos being up from ¼ to ½c according to grade. Starches and corn syrup have advanced, the former ¼ to ½c per lb, the latter 15c per case. Dried fruits are unchanged. There is still a quantity of 1907 crop prunes in California and buyers should be careful to see that they do not get this old stock, as they will not keep during the summer months. Fine Santa Clara prunes of the 1908 crop are available at very reasonable prices and as the crop in 1908 was a short one, it would seem that at to-day's quotation, prunes are a safe purchase, particularly in view of the heavy consumptive demand during the next five or six months.

VANCOUVER.

April 30.—Flour has gone up to $7.40 per barrel. "We poor retailers have to bear the brunt of the complaints made by consumers who come in and ask us why the millmen are always so quick at raising the price of flour when the price of wheat is high, but so exceedingly slow in reducing it when wheat goes down," a merchant remarked to The Canadian Grocer. "My customers from time to time remark on this peculiarity, and some have a tone of insinuation in their voice as much as to say that we keep the price up to make a little more. Heaven knows we drop prices all we can, for it takes all the trade we can get to make a respectable margin on what is allowed us."

Oranges are going up in price, being quoted at $2.90 and $3 a case, as against $2.25 a short time ago.

The export of Alberta wheat through Vancouver is the latest addition to this city's commerce, and the handling of it is occupying the attention of many parties. According to despatches, a deputation of Alberta grain men are in Ottawa asking the Government to build an elevator here, and the usual consideration is promised. William Whyte, second vice-president of the C.P.R., has been on the coast for a couple of weeks and went south to Portland, this same traffic occupying his attention. He declares that the C.P.R. will not dispose of elevator sites to private companies, preferring to keep control of the trade.

T. C. Irving, general manager of Bradstreet's, of Toronto, who comes out every year with Mr. Whyte, commented very favorably on conditions on the coast. There has been some talk of real estate activity in Vancouver amounting to a boom and being hurtful as such, but he says that he thinks the people here, taking into account the development of the past, have reason for their optimism.

From time to time, complaint is made by the halibut fishing enterprises that the "Americans" poach in Canadian waters, and further support of this was shown by the capture of the American auxiliary schooner, the Charles Levi Woodbury, charged with fishing within the three-mile limit. H. H. Watson and J. M. Atkins, of the Canadian Fishing Company, of this city, were in Ottawa a few days ago, to make protest against this illegal fishing, and their statements will have substantial corroboration by this event. Incidentally, it might be mentioned, the New England Fishing Company, an American concern, which has operated in Vancouver for years, has dropped out of the local market on account of local opposition.

Two carloads of seed oysters from New Haven, Conn., are being planted in the beds of the Crescent Oyster Company, just this side the boundry line. These are new beds, being started as a result of the success attending other companies in the same business.

The Brackman-Ker Milling Company are getting ready to ship 1,500 tons of oats from Alberta to the Orient. The grain will come here in bulk, but will be sacked here. Another shipment of 1,000 tons, shipped by the Alberta Pacific Elevator Company by way of Seattle, practically closes out last year's crop in Alberta. Four carloads of barley are now here awaiting shipment to Mexico.

That the fruit industry is to be properly cared for is evidenced by the conference held here of C.P.R. and Government officials in regard to the establishment of fruit cooling stations at points in the interior. There were present Hon. R. G. Talow, Minister of Finance and Agriculture; R. M. Palmer, deputy minister; R. M. Winslow, horticulturist to the department; William Whyte and R. Marpole, of the C.P.R.; W. C. Ricardo, manager of the Colstream ranch at Vernon, and R. H. Agur, a fruit grower of Summerland. The matter was discussed at considerable length, and while special announcement was not made of the conclusion, it is known that the cooling stations will be erected.

While last winter was not as severe as a year ago, when the frost continued for several weeks, the reports from the interior are that it was bad enough to cause extensive loss among the fruit trees. Peach trees suffered particularly, though a definite estimate of the loss is not yet made.

R. M. Palmer, who made a trip to the Okanagan district, reports that the crops of apples, plums and cherries promise well, but that the peach crop will be light, owing to the cold weather of

January. A much larger acreage has been planted with nursery stock this year than last, and many new settlers are in the district.

One of the most important business changes in Kamloops for years was the joining of John Beaton, one of the oldest and best known merchants of that city, with Ramsay & Phillip, the business being transferred to the premises of the latter. Mr. Phillip will still be president, and Mr. Beaton vice-president, the firm name continuing as Ramsay & Phillip. J. B. Rice, is secretary-treasurer.

REGINA.

May 4.—Owing to cold and stormy weather which has been prevailing here during the latter half of April, the farmers generally have been unable to get on their land to any extent and as a result very little seeding has as yet been done in this district. The first of last week opened up very fine, but after Monday the weather seemed to have gone back somewhat.

Fine weather will leave the ground in better condition for putting in the crops.

No doubt owing to weather conditons, the number of eggs being received by local jobbers has fallen off very much. They are now paying sixteen and a half cents delivered Regina for eggs. Butter is in very poor demand and jobbers report considerable difficulty in getting rid of their stocks. The local market is mainly supplied by farmers in the vicinity, which makes it necessary for jobbers to place the butter outside and they report that very low prices are being offered both east and west. However, receipts have been very late during the past couple of weeks and the surplus stock is being now placed.

The weather has also had a bad effect on the fruit business and with the exception of oranges, the fruit houses report light sales. Southern strawberries are on the local market and they are selling fairly well. Green fruits and bananas are moving slowly.

Owing to the extremely low prices of California fruits, there has been a big movement in these recently and owing to the position of the local grocery jobbers and their favorable freight rate, they report good buying by country merchants.

There has also been a considerable movement in canned goods. Vegetables have been moving particularly freely, owing no doubt to the exhaustion of the fresh stocks held from last fall. Fruits are beginning to move, but not as freely as vegetables. Potatoes are very scarce and are bringing high prices.

We have to report several new arrangements in regard to sugar. The British Columbia Sugar Refining Co. have added their "Big Tree" brand granulated to their stock here, which is being sold at ten cents below their standard granulated. A short time ago R. C. Johnston, of Calgary, sales manager of the Knight Sugar Co., of Raymond, was here and arranged that the local jobbers would carry stocks of their sugar both in Regina and in Moose Jaw. Instead of the latter company carrying a stock as heretofore, the local jobbers have now to do this.

With the approach of Spring several new stores have been opened. During the last month Raymond & McConnell, of Winnipeg, have opened an up-to-date confectionery and ice cream business in the Smith Block; Fodey and Dale have opened a confectionery and fruit business in the Colman Block on South Railway Street, and T. Murray's old stand has been torn down and a new brick block with two stores has been erected on the site. This was completed on the 1st May and Mr. Murray will occupy one of the stores with a new stock.

Several of the business houses have also been having their Spring housecleaning and among the improvements noted are a general painting and brightening up of several stores. Cameron & Heap Limited, have enlarged and painted their offices and laid linoleum.

H. G. Smith, manager for Campbell Bros. & Wilson here, has been spending the last few days in Winnipeg. During his absence, C. W. Vivian of their travelstaff has been in charge.

Among the visitors in Regina this week were: St. Clair Balfour, of Hamilton, who is on his honeymoon trip and is accompanied by Mrs. Balfour. Mr. McLorie, of The Mount Royal Rice Mills, of Victoria, also spent a day in the city. Mr. Millar, western representative of The Imperial Tobacco Co., accompanied by Mr. Bourke, of The Empire Tobacco Co., of Montreal, also spent a couple of days here this week and were shown over the town by their representative, Mr. Ford. Mr. Ford has been placing their new brand of Old Chum cigarettes. Mr. Williamson, of the Eby. Blain Co., has also been in town this week. Mr. Muldoon, manager of the Stuartburn Trading Co., of McTaggart and Rouleau, was here also and in conversation with The Grocer representative said that they had secured premises at Estevan and were opening there shortly.

WINNIPEG.

May 4.—A few of the local business men are preparing for their summer vacation trips. It is obvious that these men cannot leave their business behind them absolutely, and wherever they go they will be gathering up ideas in order to put new life into their trade upon their return.

A local grocer who contemplates taking an European trip this summer is J. G. Hargrave, who has been in the trade in Winnipeg for over thirty years. This is the first trip of the kind that Mr. Hargrave has taken, and it is no doubt well earned. If more of our business men would lay their plans to get out and see the world, and incorporate into their business the knowledge thus gained, it would be a means of revolutionizing the trades to a very great extent.

The retail business in Winnipeg in which there is perhaps the keenest competition is that of the confectionery trade. It is attributed largely to the fact that there are many foreigners in the city whose inclinations seem to turn that way. The grocers do not pretend to handle much fresh fruit or candies, and the greater bulk of this business is left to the various small confectionery stores scattered throughout the city. As a general thing these small fruit stores have not much enterprising management that would lead them to build up a general business in the bakery and confectionery line.

In Ontario the bakery and confectionery business is as a rule, combined, and these are quite successful. But in Winnipeg the candy and fruit retailers are inclined to extend their business into a lunch counter rather than a retail business of cakes, pies, etc. The result is, since the candy and fruit trade is monopolized, the retail cake trade is rather in a demoralized condition, for it is scarcely extensive enough to support a business in itself.

G. L. M. Holmes, western manager for the wholesale house of Warren Bros. & Co., Limited, Toronto, leaves Winnipeg this week to establish connections with his firm in various western towns.

W. A. Coulson, former secretary of the Retail Merchants Association of Western Canada, was fined $100 and costs for operating an insurance company without a license. The evidence in the case was largely given by Mr. Premier, who did not know much about the company and was induced to take out a policy for $3 000. He knew the company was not incorporated, but knew that a charter had been applied for and thought his interests would be protected. The magistrate was inclined to think that the managers acted in good faith, but issuing policies under these circumstances was illegal.

The National Trust Compuany, which has taken over the affairs of the Retail Merchants Association, asked Mr. Coulson to appear before the management of that company to answer charges of default. Mr. Coulson failed to appear on the day appointed which was Tuesday, April 27, and the company secured an order from the court to issue a summons. It is expected that he will be brought before them in a few days.

W. T. Harris, who for the past six years has been travelling for Geo. E. Bristol, of Hamilton, Ont., has been engaged to travel in the west for Foley, Lock & Larson.

The Western Branch of the McLaren Spice Company, of Hamilton Ont., which has been under the management of Norman Schaffer for the past two years, have moved into a new office and warehouse. The new apartments comprise two floors 100 x 80 feet each. During the past few months two new travellers have been put on the western lines.

SASKATOON.

May 4.—At a meeting of the city bakers held last week it was decided that the number of loaves to be given to the dollar be 14 to private custom-

ers and 16 to stores and boarding houses. The recent rise of 20 cents on the sack of flour induced the bakers to meet and discuss the advisability of increasing the price of bread.

A. Carruthers & Co., of Winnipeg, Man., have opened a new warehouse here from which they will handle skins, hides, wool, tallow, seneca root and raw furs. The warehouse is on Alberta Avenue and is the only one of its kind in town. It will prove a handy market for dealers in this district who handle this class of merchandise.

Henschel & Co., of Rosthern, whose store was burned recently, are preparing to re-open again. New premises will be built on modern lines and a new stock of goods ordered. A frame store will be put up in the meantime and brick veneered when the material can be secured.

Rosthern creamery should be open for business at an early date. The new machinery will be installed on its arrival. Mr. Hundt of Winnipeg is the manager of the concern.

Amongst other places of business the new town of Venn on the G.T.P. has a good general store, a flour and feed store and two elevators.

R. J. Clare, of Warman, has built a new warehouse for storing flour and sugar. His former warehouse has been fitted up as a store.

MANITOBA MARKETS

(Corrected by Telegraph.)

Winnipeg, May 6.—The severe cold wave that came over the city last week has taken away much of the snap that retailers have been putting into their business in the anticipation that things were about to boom in their line. The goods that have suffered most from the rather poor trade of the last few days are fresh fruits and vegetables. It is quite discouraging to a dealer to have these goods withering in his store and in the store window.

Nothing but fine weather will sell these goods. They must move quickly, and when the weather is not such as will tempt the public into the street, damageable goods will suffer. Just now particularly, when these lines are beginning to come in and have not yet been established on the summer market, the loss will be greater.

The low prices at which these lines are selling are of no consequence in the output of the goods. They are exceptionally cheap considering the period of the year. Strawberries are selling for 25c per quart and 15c per pint. Cucumbers are selling from 20c to 25c, and Florida grape fruit is going freely at 12c each. These prices, as well as others, are phenomenal for this time of the year.

The features of the week are the declines in sugar, and the advances in maple products and brooms.

SUGAR—There is a decline quoted this week of 10c on all varieties. The cause for the decline is attributed more or less to the competition among the refineries. Some companies are making strenuous efforts to land the western trade. It will be remembered that only a few weeks ago an advance was made, and since then the prices have been somewhat inflated. The 10c decline will put the market in a more normal condition.

Montreal and B.C. granulated, in bbls	5 20
" " in sacks	5 15
" yellow, in bbls	4 80
" " in sacks	4 75
Wallaceburg, in bbls	5 00
" in sacks	5 10
B.C. gunnies granulated, 5-lb's to bale, per cwt	5 15
" " 5-20's "	5 15
" icing	5 80
bar sugar	5 80
Icing sugar in bbls	5 80
" " in boxes	6 00
" " in small quantities	6 20
Powdered sugar, in bbls	5 55
" " in boxes	5 75
" " in small quantities	6 05
Lump, hard, in bbls	6 10
" " in ½-bbls	6 20
" " in 100-lb cases	6 10

SYRUP AND MOLASSES—The market is quite firm in both these commodities. Syrup is selling for higher prices than those quoted in a few houses. Molasses continues firm, but the sale is moderate. The following are the quotations:

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 32
" " 5-lb tins, per 1 "	2 75
" " 10-lb tins, per ½ "	2 59
" " 20-lb tins, per ¼ "	2 70
" " ½ barrel, per lb	0 03½
" " Sugar syrup, per lb	0 04
Beaver Brand, 2 lb tins, per 1 doz case	2 25
" 5 " 1 "	3 75
" 10 " ½ "	3 45
" 20 " ¼ "	3 35
Barbadoes molasses in ½-bbls, per lb	0 04½
New Orleans molasses in ½-bbls, per lb	0 03½
Porto Rico molasses in ½-bbls., per lb	0 04½
Blackstrap, in bbls., per gal	0 31
" ½ " "	0 33
" 5 gal. kgs., each	2 25
Gingerbread molasses in 2-lb tins, per doz	1 60
" " 5-lb tins, per doz	1 45

MAPLE PRODUCTS—The long-looked-for arrivals fresh from the bush were stocked last week. The quality is said to be of the choicest. The prices quoted heretofore were factory prices. This week we quote the bush prices, which are somewhat higher.

Sugar, per lb	0 13½
Syrup, gallons ½ doz. to case, per case	6 60
" ½ " 1 doz. to case, "	7 20
" ½ " 2 doz. to case "	7 50

FOREIGN DRIED FRUITS — There have been no advances made, but a few lines are very firm, This applies particularly to currants and apricots. Choice apricots in some instances are going out at 13c per pound, but generally the price is 12c. Up to this time quotations in dried fruits have been low. The summer trade may bring advances to almost the whole list.

Smyrna Sultana raisins, uncleaned, per lb	0 07
" " cleaned, per lb	0 08½
Trenor's Valencia raisins, f.o.b., per case, 28's	2 85
" " 14's	1 00
" selects " 28's	2 25
" " " 14's	1 15
" layers " 28's	2 35
" " " 14's	1 25
California raisins, choice seeded in ½-lb. packages per package	0 05½
" " fancy seeded in ½-lb. packages per package	0 05½
" " choice seeded in 1-lb packages per package	0 06½
" " fancy seeded, 1-lb. packages, per package	0 07½
Raisins, 3 crown muscatels, per lb	0 05½
" 4 " "	0 05½
Prunes 90-100 per lb	0 05
" 80-90 "	0 05½
" 70-80 "	0 06½
" 60-70 "	0 06½
" 50-60 "	0 07½
" 40-50 "	0 08
" 30-40 "	0 09
Silver prunes	0 09
Currants, uncleaned, loose pack, per lb	0 05½
" dry cleaned, Filiatras, per lb	0 06½
" wet cleaned, per lb	0 07
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 07½
Pears, per lb	0 08½
Peaches, standard, per lb	0 07½
" choice	0 08
Apricots, standard, per lb	0 11½
" choice, per lb	0 12
Plums, black pitted, per lb	0 11½
Nectarines, per lb	0 09½
Dates, new, per lb	0 06

RICE AND TAPIOCA—The rice market continues good. Tapioca is firm and in some quarters is selling for ½c advance of quotations.

Japan rice, per lb	0 04
Patna " "	0 04½
Rangoon rice per lb	0 03½
Tapioca, per lb	0 04

HONEY—The market is very weak. There is very little of the section honey to be had. The strained product is selling better, but declines are expected soon.

Honey, 2½ lb. tins, in case 24	3 85
" 5 " " 12	3 75

NUTS—Prices are firm, and the market is good.

Shelled Walnuts, in boxes, per lb	0 26
" " small lots, per lb	0 28
" Almonds, in boxes, per lb	0 28
" " small lots, per lb	0 30

ROLLED OATS—We cannot quote any change from last week, but oats have declined ½c in price per bushel. This will, no doubt, affect the cereal market, but as the price is already high, it is expected that present prices will prevail for some time.

Rolled oats, 80 lb sacks, per 80 lbs	2 27
" 40 " " 80	2 35
" 20 " " 80	2 40
" 8 " " 80	2 70

CORNMEAL—Last week's advanced price remains firm.

Cornmeal, per sack	2 05
" per ½ sack	1 05
" per bale (10, 10's)	2 35

QUAKER OATS—These cereals are selling freely in Winnipeg. The following prices prevail:

Quaker oats, 36 packages	3 50
Quaker toasted cornflakes, 24 pkgs	2 00
Pet ij hn breakfest food, 18 pkgs	2 25
Puffe ri e in bbls, per lb	0 22

BEANS—The market is rather dull. This commodity is a winter food and the market will possibly be weak all summer. The 3-lb. picker sells for $2.25 per bushel, and the prime white for $2.20 per bushel.

POT AND PEARL BARLEY — The whole cereal market has been good for a number of weeks. Just how long this will continue is uncertain, but the summer season is not the most congenial for heavy trade in these lines. The high prices of grains are responsible and as these prices fluctuate, the cereal market will also fluctuate. Pot barley is quoted at $2.70 per sack; pearl barley at $3.90 per sack, and $2.05 per half-sack.

BROOMS—A few years ago such prices as brooms are marketing for at the present time would have seemed exorbitant. Competition cannot bring the prices down, as the corn crop failure is general, and the prices of this week, which are an advance of 25c per dozen, will prevail, or may even go higher, until the new corn comes in. Brooms today are selling from $3.25 per dozen to $4.50 per dozen.

TUBS—Prices remain unchanged.

Eddy's tubs, No 0, per dozen	11 25
" " " 1 " "	9 10
" " " 2 " "	7 50
" " " 3 " "	6 40
" " nests of 3, No. 0, 1, 2, per nest	3 35
" " " 3, No. 1, 2, 3, per nest	1 95
" " " 4, No. 0, 1, 2, 3, per nest	3 35

CANNED FRUITS AND VEGETABLES—Owing to the superfluous stocks in retail stores, and also to the fact that green goods are taking the place of canned products just now, the market is weak. There is a great variety of prices. Special advertisements often appear announcing sometimes 3 and sometimes 4 cans for 25c. The following wholesale prices are, as a consequence, only nominal.:

	Group No. 1	Groups No. 2 & 3
Apples—3's standard, per case	$2.44	$2.34
" gals. standard, per case	1.55	1.52½
Cherries—Red, pitted, 2's	4.18	4.08
" black, pitted, 2's	4.18	4.08
" white, pitted, 2's	4.38	4.28
Currants—Red, 2's	4.18	4.08
" black, 2's	4.18	4.08
Gooseberries—2's	4.58	4.48
Lawtonberries—2's	4.18	4.08
Peaches—Yellow, 2's	4.18	4.08
" yellow, 3's	6.54	6.44
" pie, unpeeled, 3's	3.34	3.24
" pie, unpeeled, gals	2.42½	2.40
" pie, peeled, gals	3.30	3.27½
Pears—Flemish Beauty, 2's	3.68	3.58
" Flemish Beauty, 3's	4.74	4.64
" Globe l.s., 2's		2.73
" Globe l.s., 3's		4.14
Plums—Damson l.s., 2's	2.28	2.18
" Lombard l.s., 2's	2.28	2.18
" Green Gage l.s.	3.08	2.98
Raspberries—Red, 2's	4.18	4.08
" red, gals	3.80	3.77½
" black, 2's	4.18	4.08
" black, gals	3.80	3.77½
Strawberries—2's	4.18	4.08
" gallons	3.80	3.77½

GREEN FRUITS AND VEGETABLES—The market is opening up well and prices are declining. The following prices are nominal only:

Celery, Cal., per doz	0 90
Tomatoes, Florida, per case	3 50
Lettuce, per doz	0 40
Radishes, per doz	0 40
Parsley per doz	0 40
Oranges, per box	3 25 3 50
Lemons "	4 00 4 50
Bananas, per bunch	2 50 3 50
Strawberries, per case, 24 pts	3 50
Pineapples, per doz	2 50 3 00
Apples, wash box Ben Davis	2 50
Strawberries, per case, 24 qts	3 50
Pineapples, per doz	2 50 3 00

MEATS—Canned meats are going out freely to construction work camps. The prices quoted are firm.

Clark's 1 lb., pork and beans, plain, per case	2 40
" 2 " " " " "	1 90
" 3 " " " " "	2 45
" 1 " tomato sauce, per case	2 45
" 2 " " "	1 90
" 3 " " "	2 45
" 1 " Chili "	2 45
" 2 " " "	1 90
" 3 " " "	2 45
Soups, per doz	1 20
Corned beef 2's per doz.	2 70
" " 1's "	1 50
Roast beef	
" 1's, per doz	1 50
" 2's, "	2 70
Potted meats, ½'s, per doz	0 55
Veal loaf ½ lb., per doz	1 25
" 1 lb. "	2 35
Ham loaf ½ lb. "	1 25
" 1 lb. "	2 35
Chicken loaf ½ lb. "	1 25
" 1 lb. "	2 50
Lunch tongue 1's, "	3 30
Sliced smoked beef ½-lb. tins, per doz	1 55
" " 1-lb. tins, "	2 85
" " 1-lb. glass, "	2 45
English brawn, 1's, per dozen	1 60
" " 2's, "	2 75
Cambridge sausage, 1's, per dozen	1 85
" " 2's "	3 15
Geneva sausage, 1's, per dozen	2 10
" " 2's "	3 65
Boneless pigs feet, 1's, per dozen	1 75
" " " 2's "	2 75
Lunch tongue, 1's, per dozen	3 75
" " 2's "	6 30
Paragon ox tongue, 1½'s, per dozen	7 60

EGGS—The supply has decreased on the local market. The price is firm at 18c and may advance to 19c if the weather continues cold.

BUTTER—The creamery is a little weaker in price than that quoted last week. It is selling from the jobbing houses quite freely at 25c at present. The dairy product is the same, with slightly improved sales. It is jobbing from 15c to 16c per pound.

A CAR OF STRAWBERRIES.

On Wednesday morning, April 28, the first car of strawberries to enter Canada was received by Geo. Vipond & Co., Montreal. It was sold at auction by the Montreal Fruit Auction Co., J. J. Callaghan, auctioneer. These berries came from North Carolina and are of fine quality. The strawberry season is opening earlier than usual and while the prospects are not good for an extremely large crop the quality is reported to be excellent.

PURE FOOD SHOW IN MONTREAL.

G. Robertson and his brother, A. E. Robertson, are the sole managers of the Pure Food and Housekeepers Show, which will be given in the Coliseum, Montreal, May 17 to 29. N. J. Duquette has nothing whatever to do with the fair, G. Robertson informed The Grocer this week. The list of exhibitors is almost complete now, and the success of the show seems assured. One feature which seems to particularly attract exhibitors is the almost guaranteed large attendance ensured by the fact that thousands of tickets are being sold by the various charitable societies in Montreal, who are being permitted to keep the proceeds of all their ticket sales. The Montreal Star is selling tickets for charity in their branch office, and La Patrie will be doing similar charitable work, it is expected, in a few days. The Coliseum is one of the largest rinks in Montreal, and its central location will draw crowds that might not otherwise attend.

H. W. Smyth, treasurer Rose & Laflamme, Limited, Montreal, was married on April 28 to Miss Lillian Wilson. The wedding was a quiet one, and the same day the happy couple commenced a short honeymoon spent in Boston and New England points. R. H. Hendry, secretary of the company acted as groomsman. Mr. Smyth has any number of strong friends already among the benedicts who will gladly welcome him to the ranks, while those making up the single army will at least congratulate him.

DEFINITE STEPS TOWARDS PROVINCIAL ASSOCIATION.

From Our London Correspondent.

Exery member but one of the executive of the London Retail Grocers' Association attended the meeting on Monday night to consider the queestion of the organization of a Retail Grocers' Association for Ontario. The discussion was carried on for some time, the views of those present being embodied in the following resolution which will be presented to the association at its next meeting on the 11th inst:

"We, the executive of the Retail Grocers' Association, are fully convinced of the advantages of a provincial retail grocers' association, and we will do our share to promote the organization of such an association.

"We, however, think it the duty of retail grocers in every city and town in Ontario to first form a strong local retail grocers' association and then send their representatives to a convention to be held in one of our large cities, to elect officers and other preliminary work. By this means we could start with a strong provincial retail grocers' association that would command the attention of both the Federal and Provincial Governments. They could also deal with the wholesale grocers' guild and the manufacturers and then they would listen to us.

"We are confident a provincial retail grocers' association with good men at the head of it would be as powerful as any of the state organizations across the border, and most of us know that their powers are unlimited.

"We, therefore, ask The Canadian Grocer to make an appeal through its columns to the retail grocers in every city and town in Ontario to start a local retail grocers' association (if they have none at present) and get every man in the business into their local association. Then when that is done we would have no trouble in forming a provincial organization that would be a credit to us.

"We are satisfied that such an association would be of great assistance to every local grocers' association and be a sure remedy for the many wrongs from which the retail trade suffers from time to time.

"We deplore the fact that a large number of grocers throughout Ontario belong to retail merchants' associations composed mostly of merchants in other lines that have nothing in common with them.

"We would like the editor of The Canadian Grocer to get the opinion of every retail grocers' association in Ontario by writing to the secretary of each association for their views on the above subject."

Canadian General Markets and Market Notes

See also Provisions, Cereals and Fruit, Vegetables and Fish Departments on pages following.

QUEBEC MARKETS

POINTERS—
Sugar—Decline of 10c cwt.
Molasses—Supplies running short.
Tea—Picking begins in Japan.
Figs—Moving freely.
Beans and Peas—Firm.

Montreal, May 6, 1909.

Trade during the week has been only fair. Many orders which were waiting for the opening of river navigation have been shipped. Steamers have arrived from the Gulf and ferry boats are running. The business which is incidental to the presence of boats in the harbor is of fairly good proportions. as the harbor has quickly filled up with boats. For the last few days, there has been a steady procession of steamers moving down the river.

Travelers state that the country roads are drying up, consequently a better volume of trade is expected from these sources soon. Locally, the wholesale grocery and provision situation has not changed very materially. The sugar situation shows a decline in Canada. Dried fruits are practically unchanged. The chief interest in the tea market is shown in the Japan crop, which is now in the process of picking. Favorable cables have been received regarding the quality of the new crop. but prices have not yet been announced, as it is a trifle early. Other lines are featureless. Collections during the last few days have shown a wonderful improvement. The principal of a large firm stated that the past week had been one of the best which he had experienced for a long time.

SUGAR—The market declined in Canada on Tuesday, the reason probably being on account of slow demand. It is impossible to forecast what will next occu in this market. A sale of 3,000 tons of San Domingo was made last week.

Granulated, bbls	$4 6
" ½-bbls	4 75
" bags	4 55
" 20-lb. bags	4 65
" Imperial	4 30
" Beaver	4 30
Paris lumps, boxes, 100 lbs	5 45
" " 50 lbs	5 55
" " 25 lbs	5 85
Red Seal, boxes	0 25
Crystal diamonds, bbls	5 75
" " 100 lb. boxes	5 85
" " 50 lb. "	5 95
" " 25 lb. "	6 15
" " 5 lb. cartoons	5 40
Extra ground, bbls	5 00
" " 50-lb. boxes	5 20
" " 25-lb. boxes	5 40
Powdered, bbls	4 80
" 50-lb. boxes	5 00
Phoenix	4 55
Bright coffee	4 50
No. 2 yellow	4 40
No. 2 "	4 30
No. 1 " bbls	4 20
No. 1 " bags	4 15

SYRUPS AND MOLASSES—Advices from Barbadoes state that the visible supply of choice molasses gets shorter week by week. On the larger number of estates the canes are poor and planters naturally offer sparingly at 20 equal to 29 cost and freight, Montreal, but as Newfoundland requirements are a long way from being satisfied it appears that a very little of this grade will find its way to this market. The supply of choice will not exceed 12,000 puncheons, of which two-thirds are already marketed. As regards fancy, it is feared there will be little to go forward, and there is no chance of lower prices. "The total sugar crop will hardly exceed 20,000 tons so we look for very little business this season," remarked one of the interested. A good crop averages about 60,000 tons. A later cable from Barbadoes reported sales of several hundred puncheons of molasses for Montreal account on a basis of 29c for choice, and 26c for fancy, cost and freight Montreal. Locally, the market is strong but prices have not changed. Syrups are selling well, especially for the smaller tinned lines.

Barbadoes, in puncheons, choice and fancy	0 39 0 42
" in barrels	0 41½ 0 44½
" in half-barrels	0 42½ 0 45½
New Orleans	0 32 0 35½
Antigua	0 30½
Porto Rico	0 40
Corn syrups, bbls	0 03½
" ½-bbls	0 03½
" ¼-bbls	0 03½
" 38½ lb pails	1 75
" 25 lb pails	1 25
Cases, 2 lb tins, 2 doz per case	2 40
" 6-lb. " 1 doz. "	2 75
" 10-lb. " ½ doz. "	2 85
" 20-lb. " ½ doz. "	2 60

MAPLE PRODUCTS—The sale of maple products has dropped off considerably during the week. Dealers seem to be stocked up with about as much as they want to carry just now. Prices have not shown any changes.

Compound maple syrup, per lb	0 04½ 0 05
Pure Townships sugar, per lb	0 07 0 08
Pure syrup, 8½ lb. tin	0 60 0 65
" " 10½ lb. tins	0 70 0 75

TEA—Picking in Japan is proceeding and a cable received by a local house stated that the quality was good. It is a little early to predict prices, but it is expected that these will be out in a few days. Locally the market has been quiet, and attention has been centred chiefly in Ceylons and Japans. There have been no changes in prices.

Choicest	0 40 0 50
Choice	0 35 0 37
Japans—Fine	0 30 0 35
Medium	0 25 0 28
Good common	0 22 0 25
Common	0 20 0 22
Ceylon—Broken Orange Pekoe	0 21 0 40
Pekoes	0 20 0 22
Pekoe Souchongs	0 20 0 22
India—Pekoe Souchongs	0 19 0 20
Ceylon greens—Young Hysons	0 20 0 25
Hysons	0 20 0 21
Gunpowders	0 19 0 22
China greens—Pingsuey gunpowder, low grade	0 14 0 18
" " pea leaf	0 20 0 30
" " pinhead	0 30 0 50

COFFEE—The condition of the coffee market has kept up with almost clockwork regularity for many months, both as regards price and demand. This week, however, the volume of business is reported as much less than for some time. This is regarded as only a chance condition, as there is nothing in the primary market to warrant anything out of the ordinary.

Mocha	0 18½ 0 25
Rio, No. 7	0 09 0 11
Santos	0 13 0 15

DRIED FRUITS—California raisins have manifested a firmer feeling during the week, but no changes in prices have taken place. Currants have been passing into consumption freely of late. Reports from Greece indicate that the market is at its lowest ebb there just now, and that from now on a stronger tone will develop. Figs have brightened up a little, and are moving a little more freely. Dates, especially Hallowees and Khadrawees, are in small compass, and are selling well. Other lines are meeting a rather indifferent sale. No changes in quotations have been recorded during the week.

Figs—	
Bag figs	0 03½ 0 05
Tapnets	0 03½ 0 05
Elemes	0 08 0 14
Dates—	
Hallowees, per lb	0 05 0 06
Sairs, per lb	0 05
Malaga Raisins—	
London layers	2 25
"Connoisseur Clusters"	2 50
" " ½-box	0 75
"Royal Buckingham Clusters," ½-boxes	1 30
" boxes	4 75
"Excelsior Windsor Clusters"	5 75
" ¼'s	1 60
Australian raisin	0 07 0 08
California Raisins—	
Fancy seeded, 1-lb. pkgs	0 09 0 10
Choice seeded, 1-lb. pkgs	0 08½ 0 09½
Loose muscatels 3 crown	0 08 0 09
" " 4 crown	0 09 0 10
California Evaporated Fruits—	
Apricots, per lb	0 13 0 14
Peaches, "	0 11 0 14
Pears, "	0 13

Prunes—	per lb.
Prunes 25-lb. boxes, 30-40s	0 10 0 11
" " " 40-50s	0 09 0 10
" " " 50-60s	0 08½ 0 10
" " " 60-70s	0 08 0 08½
" " " 90-100s	0 07
Currants, fine filiatras	0 06½ 0 07
" Patras	0 08 0 08½
" Vostizzas	0 08½ 0 09½

SPICES—There is a fair all around demand with no special features.

	Per lb.
Peppers, black	0 14 0 20
" white	0 20 0 27
Ginger, whole	0 15 0 20
" Cochin	0 17 0 20
Cloves, whole	0 18 0 30
Cloves, ground	0 20 0 25
Cream of tartar	0 23 0 [illegible]
Allspice	0 13 0 15
Nutmegs	0 30 0 60
Cinnamon, ground	0 15 0 19
" whole	0 14 0 16

RICE AND TAPIOCA—Rice is going into consumption fairly freely but tapioca is moving very slowly. No changes in prices have been recorded.

Rice, grade B, bags 250 pounds	2 [illegible]
" " " 100 "	2 95
" " " 50 "	3 [illegible]
" " pockets 25 pounds	3 05
" " ½ pockets, 12½ pounds	3 15
" grade c.c., 250 pounds	2 85
" " 100 "	2 85
" " 50 "	2 95
" " pockets 25 rounds	2 95
" " ½ pockets, 12½ pounds	3 05
Tapioca, medium pearl	0 04½

BEANS AND PEAS—Both beans and peas are firm and unchanged. Austrian beans in round lots have been sold to arrive at $1.87 per bushel.

Ontario, pickers	2 10 2 15
Peas, boiling	1 45 1 50

EVAPORATED APPLES—This line has been quiet for a long time, due to scarcity. The demand is very small and stocks are smaller. No changes in quotations have taken place.

Evaporated apples, new	0 06 0 06½

CANNED GOODS

MONTREAL—Canned vegetables are selling exceptionally well this week, also canned fruits. The price of the fresh stock has not yet come down within the reach of the masses, so the canned stock is getting a good call. Fish is going well considering the time of the year. Canned pork and beans is moving slowly. Meats are in seasonable demand.

TORONTO—Canned fruits are selling well with apples and especially gallon apples in the lead. Peaches and plums are in good demand also, this being the season when the stock of preserved foods of the housewife are getting low.

Vegetables are also in demand, especially corn, peas and tomatoes. Some claim there will be a shortage in corn before the new goods arrive as well as peas.

ONTARIO MARKETS

Pointers—

Sugar—Decline of 10c cwt.
Starch—Good demand.
Corn Syrup—Selling Fairly Well.
Dried Fruits—Demand Continues Good.
Beans—Scarce and Firm.

Toronto, May 6, 1909.

The only feature of the markets of the week was a decline of 10 cents in sugar which occurred on Tuesday afternoon. The decline was confined solely to Canada and the only reason given is the unusually poor demand at this time of the year. The market is so peculiarly situated that there are no indications as to what will happen next.

The advance announced in starch last week caused those who had their orders in previously to get their supplies and there was a decided run on starch stocks on that account.

"Better business," "more goods going out" and "trade has been fine this week" were among the answers to The Grocer's queries while on his rounds. The general impression is that trade is picking up although in a few lines it is somewhat quiet.

Collections for April were reported by several firms as good and much better than in March. The cold weather no doubt checked business to some extent last week and wholesalers are anxiously awaiting the time when "there ain't goin' to be more cold."

SUGAR—Since last week the sugar market developed some weakness and on Tuesday afternoon there was a decline in Canada of 10 cents per cwt. United States refineries on account of recent heavy purchases showed some indifference to further offerings of raw sugars resulting in fractional concessions in prices for sugars on spot and for shipment up to second half of May. The market is quoted nominally at 2 17-32 c. and f., New York, for 96 test centrifugals, with buyers at 1-32 less or say 2½c for May shipment, while a 1-32 mor or say 2 9-16 would be paid for June shipment. Latest reports from Cuba indicate 119 central factories in operation or 12 less than the previous week and now that we are approaching the close of the campaign it is stated that the final outcome will be up to the the original estimate of 1,300,000 tons. Europe for week declined 3d to 10s, 3d per cwt. While no change occurred in refined prices in New York, Canadian prices declined as stated above. The only apparent reason is the exceedingly slow consumptive demand, but there should be an improvement in this respect in the near future. Meanwhile, the market may be called "unsettled" with no special indications for the time being.

"Crystal Diamonds," barrels	5 85
" " half barrels	5 95
" " boxes, 100 lbs	6 05
" " " 50 lbs	6 15
" " " 25 lbs	6 35
" " 5-lb. cartons, boxes 100 lbs	8 00
St. Lawrence Crystal Diamond Dominos, 5 lb. cts	8 40
Paris lumps, in 50-lb. boxes	5 75
" in 100-lb. "	5 65
" in 25-lb. boxes	6 95
Red Seal	7 00
St. Lawrence granulated, barrels	4 70
Beaver granulated, bags only	4 40
Redpath extra granulated	4 70
Imperial granulated	4 40
Acadia granulated, (bags and barrels)	4 60
Wallaceburg	4 60
St. Lawrence Golden bbls	4 20
Bright coffee	4 60
No. 3 yellow	4 50
No. 2 "	4 40
No. 1 "	4 30

Granulated and yellow, 100-lb. bags 5c. less than bbls.

SYRUPS AND MOLASSES.—At the present time sugar syrups are scarce but there is not much of a demand. Wholesalers claim that in recent years the sugar syrups have lost some of their former prestige and glucose seem to be what are wanted. Demand for molasses in light but prices are firm. It is the contention of some that the supplies will be cleaned up.

Syrups—		
Medium	0 30	0 35
Bright	0 40	0 45

	Per case.
2 lb. Tins, 2 doz. in case	2 50
5 " " " "	2 85
10 " " " "	2 75
20 " " " "	2 70
Barrels	0 03½
Half Barrels	0 03½
Quarter "	0 03½
Pails, 38½ lbs. each	1 80
" 25 " "	1 30
Maple syrup—	
Gallons, 6 to case	4 80
½ " 12 "	4 80
Quarts, 24 "	4 80
Pints, 24 "	2 50
Molasses—	
New Orleans, medium	0 31 0 33
" bbls	0 29 0 31
Barbadoes, extra fancy	0 45
Porto Rico	0 45 0 53
West Indian	0 31 0 30

TEA AND COFFEE.—During the week the tea and coffee markets were quiet, especially the former. A fairly steady demand exists for coffee. Reports from Japan indicate that the picking of the first crop of tea is in progress but nothing has yet been said about prices.

DRIED FRUITS—"I never remember a better season for dried fruits," remarked a wholesaler in discussing the market. They are still selling plentifully, particularly prunes, apricots and peaches. There is no change in current prices as yet, notwithstanding firmer primary markets. Figs are being given more attention than usual.

Prunes—	Per lb.
30-40's, 25-lb boxes	0 10½
40-50's, 25-lb. boxes	0 09½
50-60's " "	0 08½
60-70's " "	0 07½
60-70's, 50-lb. boxes	0 07½
80-90 " "	0 05½
90-100 " "	0 05½

Apricots—		
Standard		0 12
Choice, 25-lb. boxes		0 13
Fancy, " "		0 15
Candied and Drained Peels—		
Lemon	0 10 0 11	Citron 0 17 0 20
Orange	0 10½ 0 12	
Figs—		
Elemes, per lb		0 08 0 10
Tapnets, "		0 03½ 0 04
Bag Figs		0 03½ 0 04
Dried peaches		0 07½ 0 08½
Dried apples		0 07½
Currants—		
Fine Filiatras	0 06½ 0 07	Vostizzas 0 08½ 0 09
Patras	0 08 0 08½	
Uncleaned, ½c less.		
Raisins—		
Sultana		0 07½ 0 09
" Fancy		0 11 0 12½
" Extra fancy		0 14 0 15
Valencias		0 05½ 0 05½
Seeded, 1-lb packets, fancy		0 08
" 16 oz. packets, choice		0 08
" 12 oz. " "		0 07
Dates—		
Halloweens	0 05½	Fards choicest 0 06
Sairs	0 05	" choice 0 07½

NUTS—Little can be said about the nut market other than that there is not much demand at this season of the year.

Almonds, Formigetta		0 12½
" Tarragona		0 13
" shelled	0 30	0 32
Walnuts, Grenoble		0 14
" Bordeaux		0 11
" Marbots		0 13
" shelled		0 [illegible]
Filberts		0 10
Pecans	0 16	0 18
Brazils		0 [illegible]
Peanuts	0 10	0 12

RICE AND TAPIOCA—No changes have occurred in these prices and wholesalers have little to report. The usual movement prevails.

	Per lb.
Rice, stand. B	0 03½
Standard B, from mills, 500 lbs. or over, f.o.b., Montreal	2 95
Rangoon	0 03½ 0 03½
Patna	0 05½ 0 05½
Japan	0 05½ 0 06½
Java	0 06 0 07
Sago	0 05 0 06
Seed tapioca	0 06
Tapioca, medium pearl	0 04½

SPICES—If anything, the spice market is a little quieter than usual and nothing has occurred that would tend to change prices.

Peppers, black pure		0 20
" white pure	0 22	0 30
" whole, black		0 18
" whole, white		0 28
Ginger	0 18	0 25
Cinnamon	0 25	0 40
Nutmeg	0 35	0 90
Cloves, whole	0 25	0 35
Cream of tartar	0 22	0 25
Allspice	0 16	0 19
" whole	0 17	0 20
Mace ground	0 80	0 90
Mixed pickling spices, whole	15	0 20
Cassia, whole	0 20	0 25

BEANS—Beans seem to be getting scarcer and the probability is that they will be all cleaned up. Stocks among the farmers are getting low. Prices remain stiff, but the same, as quoted last week.

Beans, hand picked	2 25
" prime No. 1, "	2 00
" Lima, per lb	0 07½

EVAPORATED APPLES—After a dull season evaporated apples seem to be waking up and quite a number are beginning to move. Prices have eased off a little and are now from 7 to 7½ cents. Stocks so far as local dealers are concerned are plentiful.

If you can't stand prosperity, let your wife take care of your money. The merchant who is always dipping into his own money drawer is like the saloonkeeper who stands outside of his own bar too much.

Canada's Trade Revival

Canada has entered upon a new era of business activity. This means a great deal to you as a retail merchant. You have a grand opportunity to help on the general movement and increase your own business by talking good times to your customers. Here are a few facts such as are being published every day showing trade revival:

The custom receipts for the Dominion during April totaled $3,961,678, an increase of $511,730 over April last year, and the March revenue showed a betterment of $391,189.

Gross earnings of the C.P.R. for March were 20 per cent. higher than in 1908 and 6¼ p.c. higher than in March 1907.

While the aggregate gross railway earnings of American railways in March showed an increase of 11 per cent over March, 1908, Canadian roads show an increase of 19 per cent.

Toronto bank clearings for April, 1909, were $111,289,680; for April, '08, $86,829,124, and for April, '07, $101,544,017. This year shows also a high increase for the four months to date as follows:

Four months, 1909	$439,523,472
Four months, 1908	343,051,137
Four months, 1907	413,824,610

A dispatch from Montreal says: Financiers and others who are interested in the progress and expansion of the Dominion have regarded with increasing satisfaction the frequent signs and evidences of financial and industrial improvement throughout the country.

Montreal bank clearings for the month of April show in an unequivocal manner that the progress reported from ocean to ocean is general and sound. Last year the clearings for the month of April amounted to $111,092,633. This year they reached the large sum of $135,180,233, which is an increase of $24,087,600 over the previous year. Figures for 1907 were given as $117,054,598. which is also considerably smaller than this year's record.

Bankers have reason to feel satisfied at the strength of the figures. and with the opening of navigation the return of normal trade conditions is assured.

Construction for April says: Instead of there being any indication of a let up in the building line, greater activity becomes manifest as the season advances. A remarkable building wave is sweeping over the entire country.

A striking feature of the March reports is the strong upward trend which prevails throughout Ontario. Every city submitting comparative figures has more than doubled the amount of building operations, as compared to the month of March last year.

Failures in Canada during six weeks ending April 29 totalled 154, compared with 201 during the same period in 1908.

How are you going to get your share of the revived business activity?

There are several ways that suggest themselves. Believe that business generally has improved, tell your customers so and increase their confidence. Push the goods you know are the best in their line. Do you know a better article to make a leader of than good tea?

You know RED ROSE TEA is good tea. If you use it in your home you know it is the best tea in Canada.

With that confidence you can recommend it to your best trade. No other tea will do as much to increase and hold your customers. Try Recommending RED ROSE TEA. It brings more business.

3 Wellington St. E.
Toronto, Ont.
315 William St.
Winnipeg, Man.
} Branches

T. H. ESTABROOKS

St. John, N.B.

The Grocer's Possibilities in the Month of May

Opening of the Summer Season Gives Opportunities for a Good Business—Merchants Must be Aggressive — Give Prominence to Seasonable Goods—Dried and Canned Fruits Should be Cleared Away Before Preserving Time — Value of Window Display and Interior Decorations.

Again the month of May rolls round, and with it the beginning of a new season for the grocer. During April the weather has been alternately winter and summer-like, and while it has not been a good planning month, it has not been at all good for carrying out or building up any set plans for the improvement of the business.

One of the things that should receive first consideration in May is the annual housecleaning, if it has not already been done. The good housewife at this time of year gives her home a thorough overhauling. The grocer, too, should be prepared to do the same with his store and stock. A freshly-painted, nicely-cleaned grocery store will serve as a splendid advertisement and help you to sell the housecleaning lines that should be carried by all grocers who wish to be to the fore in the business world. A bright store front with an attractive window display of tubs, pails, brushes, clothespins, rope, mops, soap, soda, blue, baskets and all the other housecleaning utensils and goods specially called for at this season should greatly assist in selling these articles, and other lines as well, besides making your store better known.

Good Displays Essential.

Too much stress cannot be laid on the importance of window displays—that is, good window displays. There is a story told among the Brantford merchants of a grocer who many years ago was a leader in the trade of that city. Some fifteen years ago, having taken his son into partnership, the grocer placed dependence on the son for dressing the windows. After a couple of years the son, being ambitious, left to make his way in a newer community, and, before leaving, gave the windows a final dressing. That was twelve years ago—and the same displays are shown in that grocer's windows to-day. That grocer, although in the forefront a dozen years ago, is to-day a back number, a "has-been." Don't be a "has-been." Devote some time and attention to your windows. Change the goods and displays frequently—every fortnight at least; every week is none too often. Do not crowd your windows; and only display one line of goods at a time. You will reap a reward and the result will be beneficial to your business.

It would be well to run a series of window pictures by making up the displays from seasonable lines. Besides housecleaning goods the grocer might use window displays of flowers, dried and other fruits and vegetables. A great many grocery stores have double windows. A nice plan in such an event would be to devote one window to a display of flowers and the other to vegetables. The centre of the windows might be occupied with boxes displaying seeds. Nearly every seed house puts up its product in neat packages and boxes, and these will make admirable centrepieces for your windows. Surrounded in one window with a number of plants and in the other with groupings of greens and vegetables the meaning of the picture would be clear—cause and effect.

Advertise Seasonable Lines.

As well (and this is most important) the displays will tell the passerby that you handle these lines—seeds, vegetables and flowers—and if you show them off to advantage your window pictures will be watched for and will cause comment in the homes of not only your present customers but also in those of many others who may become customers, but who otherwise might not know of your existence. The real object of window-dressing is to attract, to advertise your business and the lines you carry. First, there is the attraction. The passer-by makes the mental comment "that's a pretty window." Next week something new is shown, and the store is commented on for its nice, clean appearance. That fact is mentioned in the home, and little by little the news spreads that "Jones has a clean store; his windows are pretty; the interior is neat, and he carries good lines. He carries, too, lines that we did not know a grocer dealt in."

Everybody knows that all grocers carry certain package, tinned and bulk goods; but everybody does not know that many grocers carry seeds, green vegetables, green fruits, potted and cut flowers, housecleaning utensils, confectionery, fresh fish, cakes, crockery and many other lines which might, could and should be made profitable. And there is only one way to make the fact known that you carry them—and that is, show them. To show them make neat window displays, and the people will prefer to come to your store to buy these things, along with their other grocery needs, rather than lose half a day making trips to a seed store, a vegetable and fruit stand, a flower shop, a house-furnishing store, a candy store, a fish depot, a bakery, and a crockery store.

The various lines noted above might be used in rotation for window displays especially if they be seasonable. In May dried fruits, vegetables, confectionery, seeds, housecleaning utensils, cakes and preserving articles are seasonable; and they can be made profitable to handle as well.

Coming of Preserving Time.

The early fruits are beginning to come in now and nearly every grocer can handle these lines. Bananas and pineapples are the first arrivals, and the grocer who does not handle fruit the year round should now let his customers know he is prepared to meet their requirements in this respect. He should, too, show them that he has preserving bottles, gem jars, etc. More and more every year are the Canadian people preserving pineapples, which is the first fruit to be canned, and towards the end of May is a good time to advocate the preserving of them. The pines are then plentiful; they are of good quality; and they are cheap—all points favorable to making sales to consumers.

Early vegetables and greens are now coming in freely enough to enable all grocers to handle them. They are turned over quickly so the chance of them staying on the grocer's hands is slight, Then there are flowers, which many grocers are now handling all the year round. A great number of florists in all sections of the country are making arrangements with grocers for the placing of their plants. The grocer gives them shop and window room free (which is an expense saved the florist) and on sales he makes a profit of 15 per cent. The plants are renewed and replenished daily at no expense to the grocer. Under such an arrangement he cannot lose; and in the far-off event of not making even a single sale the grocer has the free use of many potted and cut flowers and plants to help make his store attractive.

Push Confectionery.

Confectionery is a line which rightly belongs to the grocer, and he should make an effort to retain it. The up-to-date grocer makes an occasional window showing of confectionery and has a neat display case inside to set off this line. That it is a profitable line when properly handled was proved at a recent salesmanship demonstration held in Toronto when a chocolate representative made the statement that one some milk chocolate lines as high as 100 per cent. could be made by a grocer handling this class of goods, and on some other high-grade confectionery lines the profit was as much as 60 per cent. Many grocers say they can only sell confectionery at Christmas time, inferring that people buy at that season only but there are other seasons, too, and it can be put down as a fact that the person with a sweet tooth is not going to wait for Christmas or any other season to buy confectionery. He, or rather she, wants it now and all the time, and if you have not got it the buyer will go elsewhere.

Cakes are another line that can be handled by grocers profitably and on the same commission plan as flowers. From investigation this line is said to pay about 20 per cent. The margin of profit on any particular bakery article may be small, as the cakes must be put at a popular price, but with care cakes should be a good line, not only for the profit in themselves, but because they may be used as magnets for attracting to the store new buyers, who eventually will

become customers. The summer time is a good time to begin to handle cakes.

Re-arrange Interior Decorations.

Inside the store the shelf goods should be rearranged. Bring to the front more seasonable lines. If there are any quantities of canned fruits and vegetables left make them so prominent that they will figure in frequent sales. The other day a grocer made a display of canned apples at a time when they were reported scarce. The result was the sale of 100 cases of canned apples within a few days. That grocer was wide awake, but not any more so than hundreds of others all over the country. Be a wide-awake grocer yourself. Jelly powders, essences, spices and many other little articles may be used to fill in the spaces in front of heavier goods on the shelves.

They are summer and preserving lines and will be sure to be asked for. Their prominence will certainly inspire the buyer. In fact, the grocer should have this one thing always before him: to help the buyer by spoken word and prominent display to know and see the things which he wants. This can be done by helpful suggestion and bringing to the front the most seasonable, and, therefore most wantable, lines.

Watch Perishable Goods.

The keeping of butter, cheese and eggs will become a serious question for the grocer as the summer advances. If he is wise the grocer will, from the start, put these goods under cover in a cool refrigerator where they can be inspected and viewed without removal from the ice chest.

The interior decorations should now be changed. Perhaps the taking down of the old decorations and the making of a clean store will do for a time. Later on, the many cartons which find their way to every grocery store, may be used to weave into a number of fanciful designs which will greatly enhance the appearance of the interior as well as save the stock from the depredations of flies and the dust and dirt of the hot summer days.

And above all else treat every person who comes into the store, whether buyer or not, as a friend and in polite terms, and you will find that business will not be so very hard, nor so very unprofitable.

RELIC OF THE OLD DAYS.

An interesting old invoice was unearthed by S. H. Ewing & Sons, Montreal, this week, when they were doing some spring housecleaning. It was dated August 1, 1868, and was prepared to be sent out to J. McNiece, a Montreal retail grocer in those days. The invoice charged up 40 lbs. coffee bought in four lots during the month of July, and was made out under the heading S. H. & A. S. Ewing, as the business was being run then. The coffee was sold at 15½c and 17½c lb., and the total amount of the invoice was £1 13s. 9d. It is an interesting relic of the old days in the grocery trade in Montreal.

The Making of Feather Dusters a New Industry

Just Introduced Into Canada—Visitor to the Factory at Toronto Describes the Process of Manufacture—A Market Provided for Turkey Feathers.

The latest industry to invade the manufacturing field in Canada is the making of feather dusters. Strange as it may seem to grocers, hardwaremen, and other merchants who handle these goods, feather dusters until the present have not been made in Canada, if we except a small but unsuccessful effort made some few years ago to start such an industry in a Western Ontario city.

The Canadian wholesale and retail trade therefore, has had to depend on imported lines of feather dusters for their stocks. Naturally, being unable to obtain supplies at home the great bulk of feather dusters entering Canada have come from the United States, where the industry is established for many years.

New Industry Here.

It is but four months since H. W. Nelson & Co., Toronto, manufacturers of brooms and whisks, and dealers in woodenware, etc., added to their plant a factory for the making of feather dusters. The beginning was a modest one and the company confined itself to the manufacture of but one grade—the standard—used for household dusting purposes. Now, however, so great has been the success of the original effort that six or seven lines are being made, and the end is not yet.

S. G. Wharin, managing director of the company, showed a representative of this paper over the factory and explained the various processes of manufacture. He said the company was starting in a small way and would follow the lead of demand rather than go before, because the industry was just being built up. However, he was much cheered with the success of the undertaking up to now and was having some difficulty in supplying the demand for the lines at present made. As demand took concrete form for other wantable lines he would add them from time to time.

Wing and Tail Feathers.

Feather dusters, as everyone knows, are made from the wing and tail feathers of turkeys and they are cleaned, sorted and softened before being made up. Perhaps a description of the process of manufacture step by step will prove interesting and give some idea of how these useful household articles are made.

In the United States the saving and gathering of feathers has proved profitable to the farmer who plucks his own fowl for the market. He sells these feathers with his fowl to the dealers in his section, and through these dealers they find their way to the factories. They arrive, too, in fair shape, for the feathers are tied in bundles of 100 and placed in large sacks containing about 250 pounds. This allows of careful handling and also saves something in the way of freight tolls. In Canada, being a new industry, the feathers do not arrive at the factory in such fair shape; nor, in fact, does the same careful method of marketing, picking and packing obtain, the feathers reaching the factory in bulk lots of no particular size. However, this difficulty will be overcome before another year goes by, when the raisers of fowl know that turkey feathers are a merchantable commodity and have a monetary value.



The First Feather Dusters Made in Canada.

The Cleaning Process.

The feathers are placed in a huge rectangular box, the bottom and top of which are covered with screens. This box will contain probably 300 pounds of feathers. By means of an

electric motor the box is revolved for some length of time and the dust and grit falling through the screens is entirely separated from the feathers. The feathers next go through two sorting processes, a number of nimble-fingered girls who soon become experts doing this work. The feathers are divided into black, brown and fancy feathers, and these three groups are sub-divided according to sizes, which run from 8 to 14 inches. The brown feathers are used in the standard household size, which is the cheapest and most called for line, the black and spotted fancy feathers being used in the higher grades.

The next stage takes the feathers through a machine which splits the quill, a sharp knife cutting off the rough underpart of the stem, leaving the vane or beard attached to part of the shell of the quill. In this splitting or trimming occurs the only noticeable waste. With the quill unavoidably goes some part of the feather, and as yet no use has been found for this waste. In some of the U. S. factories it is understood that this quill is used in the making of ammonia, but the manufacture and supply of this latter commodity is greater than the demand at present in Canada.

Putting on the Handle.

After trimming they are run between two metal cylinders of a rolling machine which softens the stem and makes them pliable. They now go to another set of sorters who count out twenty feathers, place them in a clothes-pin and put them in baskets containing similar sized feathers. This latter sorting makes it convenient for the men assembling and binding the dusters. Every standard duster contains 100 feathers, so the assemblers taking five clothespins have without any counting on their part the requisite 100 feathers necessary for a duster. Evening and rounding off the ends a circular stub is inserted in the centre, the whole placed on a binding machine, a few twists of which completely and firmly wires the feathers to the stub. A couple of rows of shorter feathers around the lower end of the stub hides the wire and finishes off the brush end of the duster. The remainder of the duster-making process is simple. A paper binding is placed over the feather ends ; a leather cuff is next put on and then the handle is inserted by being screwed into the wooden stub. This handle is of black-japanned tan and cherry-colored woods for household dusters, and in the better grades is of imitation ebony and rubberoid. On these latter there is also placed a drawn-steel, nickel-plated ferrule. The leather cuff, which is on all the dusters, is a new idea and the Nelson company use it for displaying the names of the grade, the firm, and the "bull dog" trade mark of the manufacturers.

Many Varieties Made.

As before mentioned, while the factory was started primarily to manufacture the standard household feather duster, of late the making of the higher grade parlor, picture, janitor and carriage dusters are important additions. The factory while yet conducted on a small scale is as complete as any in the United States. It is impossible to say what amount of feathers are available for manufacture in Canada, but for purposes of estimating last year Great Britain imported 916,122 pounds of feathers of all kinds from all parts of the earth, and valued at £981,459. Of these 26,383 pounds valued at £82,422 were for the purpose of manufacture into dusters and similar goods.

GROCERY COST EVOLUTION.

Some Ups and Downs in Prices Since 68 Years Ago.

Some one has discovered an old copy of the Philadelphia Courier, printed in 1841, from which he has gleaned certain comparative quotations for foods in the United States, which will be read with interest by the retail grocery trade. There appears to have been a marvelous readjustment in values in the lapse of 68 years, some up and some down. Just to what extent they are the result of natural evolution or how much they come from artificial influences, set up by men and laws and the natural development of invention and economies, is difficult to trace, but it is a subject possibly worth studying. Here are a few of the comparisons:

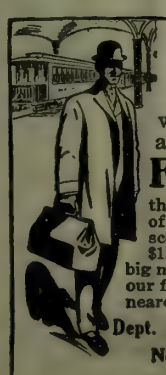
	1841.	1909.
Coffee, lb.	.9½	.25
Butter, lb.	.7	.34
Codfish, lb.	.2¾	.18
Flour, bbls.	$ 5.00	$ 6.80
Wheat,. bushel	1.08	1.25
Corn, bushel	.55	.80
Oats, bushel	.38	.65
Hops lb.	.20	.13
Hay, ton	12.00	12.00
Molasses, gal.	.20	.60
Nails, lb.	.10	.3½
Salt, bushel	.28	.35
Rye whiskey, gal.	.23	4.00
Port wine, gal.	.90	2.25

A NEW PACKAGE.

The demand for West India arrowroot which is specially suitable for the use of invalids and children, has prompted White Swan Spices and Cereals, Limited, to place on the market a quarter pound package of pure West India arrowroot to retail at ten cents and at the same time show the grocer a handsome profit. This new air-tight package should create a favorable impression. It gives directions for its use in preparing dainty and health-giving dishes.

The Easiest and Best

Women know the Fels-Naptha way is the easiest and best way of washing clothes. That makes Fels-Naptha Soap the easiest and best soap for you to sell them. Have it always where they can see it.



BE A SALESMAN

We will teach you to be an **Expert Salesman** in eight weeks by mail, and assist you to secure a position with a reliable firm. Through our

Free Employment Bureau

the largest of its kind in the world, we have placed hundreds of our Graduates in good paying positions, and always have scores of good openings. Traveling Salesmen earn from $1,000 to $10,000 a year and expenses. If you want to make big money, fill out and mail the attached coupon today for our free book "A Knight of the Grip," Address our nearest office.

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The BOECKH BROS. COMPANY, Ltd.

TO THE TRADE

WE beg to announce having resumed the business formerly carried on by Boeckh Bros. & Co. at Toronto and Montreal, as manufacturers of Brushes, Brooms and Woodenware. This business is now under the same management as formerly carried on by Boeckh Bros. & Co., and the Trade are assured that personal attention and supervision will be given all orders entrusted to us.

Our Factories are equipped with the very latest improved machinery, and our goods are known from the Atlantic to the Pacific, and the well-known high quality of our manufactures will be rigidly maintained. We guarantee all our goods to be strictly as represented.

We take this opportunity of thanking you for your valued business in the past, and trusting to be favored with a continuance of same, we remain,

Yours very truly,

THE BOECKH BROS. COMPANY, LTD.

Toronto, May 1st, 1909.

Make a showing in window or on counter of

Sterling Brand Pickles

and you'll attract the custom of best class of people in your community.

It will pay to keep "Sterling" Brand goods always in the front. Their merit gives them a front position.

Manufactured by

THE T. A. LYTLE CO., LTD.
Sterling Road, - Toronto, Can.

MASON'S O.K SAUCE

The one sauce possessing that piquancy of flavor and uniform quality that makes it always the same. Splendid profit for the dealer, 33⅓%.



GEO. MASON & CO., LTD.
Sole Manufacturers, London, Eng.

Sole Canadian Agents:
S. T. Nishimura & Co.
MONTREAL

SUB-AGENTS:
Toronto, Ont.—Geo. Stanway & Co.
Hamilton, Ont.—James Somerville
Ottawa, Ont.—Mackenzie & Co.
London, Ont.—Wm. G Coles & Co.
Quebec, Que.—The F. Abel Co.
Kingston, Ont.—James Craig

Let Us Market Your Goods in the West!

The Manufacturers and Shippers of Eastern Canada, Great Britain and elsewhere have a splendid opportunity for trade extension in the Western Provinces of Canada. It is practically a virgin field for many lines of grocery specialties.

Our facilities for properly covering the market are positively unequalled. We maintain large warehouses in the three main centres of Western commerce—**Winnipeg, Calgary** and **Edmonton,** and we are in close touch with every branch of the trade from Kenora, Ont., to the Rocky Mountains.

This market is getting more important every week.

Now is your opportunity to get in. We shall be glad to correspond with interested parties.

Write us about the matter

NICHOLSON & BAIN

Wholesale Commission Merchants and Brokers

WINNIPEG **CALGARY** **EDMONTON**

Storage for all classes of Merchandise. Also Cars distributed at Winnipeg, Calgary and Edmonton.

Thurston & Braidich

128 William Street **NEW YORK CITY**

Direct Importers of

VANILLA BEANS
TONKA BEANS
GUM TRAGACANTH
GUM ARABIC

Winnipeg Representative,

W. H. Escott

Wholesale Grocery Broker

141 Bannatyne Ave., East

R. B. Wiseman & Co.

123 Bannatyne Avenue East ***WINNIPEG, MAN.***

Warehousemen, Forwarding Agents and Wholesale Brokers

We make a specialty of distributing car lots. Goods stored at reasonable prices. Our facilities are unequalled. Warehouse situated in the wholesale district. Consign your cars to us, and we will look after everything. This is our business, having been established for years. If interested, we will gladly furnish you with a list of satisfied customers.

Reference—Bank of Ottawa, Winnipeg

COUNTER CHECK BOOKS

"Get The Best"

LOBLAW CREDIT SYSTEMS

The CARTER-CRUME COMPANY, Ltd

TORONTO and MONTREAL



Don't Gamble

You have to

Take Chances

on a lot of things in the grocery business. Lard is a staple where a little waste wipes out the profit - you know that.

But

"Easifirst" Lard Compound

Is something you can bank on.

No waste, taste or smell.

It fills the bill in price.

Made under Government inspection.

Try a sample lot

GUNN'S Limited

West Toronto - - Ontario

LARD

There is a shortage in the Lard Market. The price is higher than we have known it, but notwithstanding the high price, we are unable to keep up with the demand for our Pure Lard. The people know a good thing and will have it.

Besides Pure Lard, we make excellent Lard Compounds. These are sold at very much lower prices than Pure Lard. If you are interested, write us for particulars, or ask our Salesmen about them.

F. W. Fearman Co.

LIMITED

HAMILTON, CANADA.

Every



Man, Woman and Child in Canada

Knows

REINDEER

It stands for the Purest, Richest Condensed Milk.

It carries the most Businesslike and attractive proposition.

It will pay you to get it.

The Truro Condensed Milk Co., Ltd., Truro, N.S.

Your Provision Business

can be mightily "gingered up" by handling goods that are "wanted" again. That's the distinguishing characteristic of

Ryan Brand Pork Products

They prove so delicious that your customers want them continually. And, remember, the government food inspector has put the stamp of approval on them.

GET OUR PRICES NOW!

The Wm. Ryan Co.

LIMITED

70-72 Front St. East Toronto

Produce and Provision Situation of the World

Scarcity of Hogs Still Deplored by the Packers—English Butter Market Quiet—Weather Conditions on the Continent Favorable—Advance in Cheese Probable.

The scarcity of hogs continues to be the great trouble in the provision trade. The packers claim that they are paying so high for the hogs that they have no margin left for themselves. In an article in the Farmers' Advocate, a farmer considers that the hog industry is in a "deplorable condition," and asks, "Where lies the fault?" and then goes on to recommend a commission of competent farmers to go to Denmark to find the remedy. While he admits that they might bring back some good ideas of breeding and feeding, he places the most stress on the importance of co-operation in placing the products on the market. This answers his question from his viewpoint, and places the fault on the packers. This is not fair, neither is it true. The packers are doing their part right and well. They turn out the best possible product from the hogs, and are realizing from the patient public good prices for it, and are turning nearly all the money to the farmer and yet he thinks the hog situation is in a deplorable condition, and also that the Government should, in addition to the high price of bacon, tax the people to give some farmers a free trip.

There are enough packing houses in operation to take care of all the hogs the farmers will produce, even if they raise five times as many as they do now. It is not many years ago, since co-operative packing houses were started in many places of Ontario, and in every case they have failed. Why,, then, again waste the people's money to make experiments in the interests of the farmers? The farmers, no more than any other class, are entitled to the whole earth, and it is unfair to expect the Government to assist them in matters of business which are entirely for themselves. The only remedy to lift the situation out of this deplorable condition is for the farmer to do his part and be satisfied to raise hogs at a reasonable profit.

Reports arriving from England state that the butter market is quiet, but steady, with a tendency towards a weaker tone if anything. Buying has not been very large, and holders are not any too sanguine of a turn of the market in their favor. Advices from Ireland and points on the continent, state that weather conditions are highly favorable, so the probability is that the market will decline rather than advance. Supplies from home sources are also increasing. Prices have not altered materially, but a drop in the near future is inevitable, unless something extraordinary occurs. With these conditions existing, both buyers and sellers are interested spectators, but scarcely any business is transpiring.

Advices from England state that the cheese outlook is favorable, and an advance is a strong probability. It is thought that the new make is sufficiently far off to assume that the market will be fairly bare before the new make becomes a factor. In view of these conditions, the holders are waiting for better terms than can be obtained now. Stocks of Canadian are very small, and imports are nil.

MONTREAL.

PROVISIONS—A strong feeling prevailed in the local live stock situation at the latter end of last week, owing to a keen demand from packers for supplies, and prices advanced with sales of selected at $8.45. But owing to larger offerings on Tuesday than was anticipated, an easier feeling developed in the market, and prices reacted with sales at $8.25 to $8.35 per 100 lbs. weighed off cars. The market for dressed hogs was unchanged, prices being firm under a good demand at $11.25 to $11.50 per 100 lbs. No changes in lard prices have been recorded.

Compound Lard—		
Tierces, 375 lbs	0 09	
Parchment lined boxes, 50 lbs	0 09½	
Tubs, 50 lbs	0 09½	
Wood pails, 20 lbs. net	0 09½	
Tin pails, in cases	0 09	
Heavy Canada short cut mess pork, in bbls	23 00	23 50
Selected heavy Canada short cut clear boneless pork	24 00	24 50
Very heavy clear pork		25 50
Plate beef, 100-lb. bbls		7 75
" 200 "		15 00
" 300 "		22 00
Pure Lard—		
Tierces, 375 lbs	0 13½	
Boxes, 50 lbs., grained	0 13½	
Tubs, 50 lbs.,	0 13½	
Pails, wood, 20 lbs., parchment lined	0 13½	
Tin pails, 20 lbs., gross	0 13½	
Cases, tins, 10 lbs. each	0 13½	
" " 5 "	0 13½	
" " 3 "	0 14	
Dressed hogs, fresh killed	10 50	10 75
" " Manitoba	10 00	10 25
Country dressed	9 00	9 50

BUTTER—The butter market in the country rules at about 23½c, but it is expected that this will shade off during the week as the prospects for a large make are good. Stocks of fall creamery are in extremely small compass and prices are firm on this line. Total receipts of butter for the season have been 430,970 packages against 418,325 packages for the previous season.

Fresh creamery prints	0 26	
Fresh creamery, solids, lo	0 24	
Fall creamery, solids	0 21	0 22
Dairy, tubs, lb	0 14	0 15
Fresh large roll	0 17	0 18

CHEESE—Prices in the country are 11¼ to 11⅜ with a strong preference shown for colored. Exporting will commence immediately as the ocean boats are in dock now. Locally prices have not changed. The total receipts of Canadian cheese since May 1, 1908, have been 1,963,051 boxes against 2,056,351 boxes for the previous season.

New cheese, large	0 12½	0 12¾
" twins	0 12¾	0 13
Old cheese, large	0 15½	0 16
" twins	0 15½	0 16
" small	0 15½	0 16

HONEY—Some small trade has been done during the week in strained honey, but other lines have been practically at a standstill. No changes have been recorded in prices.

White clover comb honey	0 13	0 15
Buckwheat, extracted	0 08	0 09
Clover, strained, bulk, 30 lb. tins	0 10	0 11

EGGS—Country storekeepers are buying for 16½ to 17 cents. Supplies are fairly large and it is expected that prices will soon decline considerably, as present figures are much too high for storage purposes.

New laids	0 19	0 19½

TORONTO.

PROVISIONS—The hog market shows no indications of weakness, but continues a determined firmness which is likely to rule for some time. Cured meats are firm, but there has been no apparent advance this week. Local demand is good and business is brisk.

Long clear bacon, per lb	0 12½	0 13
Smoked breakfast bacon, per lb	0 15½	0 16
Roll bacon, per lb	0 11	0 11½
Light hams, per lb	0 15	0 15½
Medium hams, per lb	0 15	0 15½
Large hams, per lb	0 13	0 13½
Shoulder hams, per lb	0 10½	0 11
Backs, plain, per lb	0 16½	0 17
" pea meal	0 17	0 17½
Heavy mess pork, per bbl	20 00	21 00
Short cut, per bbl	23 50	24 00
Lard, tierces, per lb	0 13	0 13½
" tubs "	0 13	0 13½
" pails "	0 13½	0 13½
" compounds, per lb	0 08½	0 11
Dressed hogs	0 10	0 11½
Live hog, f.o b.	7 25	7 50

BUTTER—Butter is a little more plentiful and while on the whole the market shows signs of weakness, real choice butter is in good demand, and some favorite brands of creamery are bringing a cent a lb. more. Butter is however expected to be lower.

	Per lb.	
Fresh creamery prints	0 25	0 26
Fall creamery solids	0 20	0 21
Farmers' separator butter	0 25	0 26
Dairy prints, choice	0 19	0 20
Ordinary prints	0 16	0 17
Large rolls	0 17	0 18
Baking butter	0 13	0 15

CHEESE—There is very little old cheese left on the market, which will all sell at a good price regardless of what the price will be for new. The cheese factories are opening up with good prospects. The cows have wintered well, and are in good condition. New cheese is arriving freely, and finds ready sale.

Cheese, large, prime	0 14	0 14½
" twins	0 14½	0 14¾
" new	0 12½	0 13

EGGS—The high price of eggs does not at all suit our egg men. They are too dear to put down for next winter. With the present price of 19 to 19½c laid down here, together with the cost of handling and storing, it will make very dear eggs for next winter's use.

Fresh eggs	0 19	0 19½

MAPLE SYRUP—The usual few weeks' rush in this delicious article of food so far as the jobbers are concerned, is about over. It is principally in the hands of the retailers and is rapidly finding its way to the consumer.

Maple syrup, in bulk, imperial gallon	0 90	1 00
" " in tins, " "	1 05	1 10
" sugar, per lb		0 09

POULTRY—The market is quiet and receipts are small. Outside of hotel and restaurant trade, and with the exception of a few calls here and there, there is practically no demand.

Early spring chicken, alive, per lb		0 40
Young chicken, dressed, per lb	0 15	0 20
" " alive, per lb	0 14	0 17
Hens, per lb., dressed	0 13	0 14
Turkeys, per lb., large	0 20	0 22
" medium young	0 25	0 30

Lack of Salesmanship the Cause of Small Sales

Why Evaporated Apples are not Moving as Rapidly as in Former Years—Grocers Neglect to Push Sales at Proper Time —Export Trade to Germany not as Great as Usual — The Consensus of Opinions.

The attention of the Canadian Grocer was recently called to the fact that evaporated apples have not been selling in quantities as large as could reasonably be expected under existing conditions. Green apples are very dear, and as, evaporated apples can be used instead for a good many purposes there should naturally be a larger sale for them as they are much cheaper than green fruit.

Representatives of the Grocer in various parts of the Dominion were instructed to inquire into the matter, and the conclusion arrived at is, that it is owing to lack on the part of grocers to know how and where to present certain lines of goods to their customers.

The art of salesmanship is simply a thing unknown in many of our grocery stores. A good salesman is not only one who can run up the highest daily sales but a good salesman must lead and direct his customer to buy the right things at the right time, and consequently to the best advantage to the customer. Clerks in grocery stores according to many proprietors are as a rule waiters but not salesmen. They simply give the people what they ask for, without having an idea of what to lead the customer to buy, and if they do, they are apt to ask them to buy evaporated apples when green apples are in season. To offer anything to a customer which is out of season at once shows ignorance and want of business training. A good salesman should be a help to a customer to buy to the best advantage. He ought to know what to recommend, and the customer will soon see the value of it, and appreciate it.

Salesmanship Necessary.

Since nearly all the groceries are now done up in packages, the principal training a clerk requires is to handle his customers properly, but not to load them up with goods they do not want; to sell the kind of goods that will give them the best satisfaction at the lowest cost.

For instance if a lady not in the best of financial circumstances, were to ask for green apples at 60c a peck to make pies, it is the duty of a good salesman to direct her attention to evaporated apples which answer the same purpose, and which can be bought for much less money. If she finds that the advice was correct and that the clerk saved money for her she will be a customer that will stay.

Supposing a lady goes into a dry goods store to purchase the material for a dress, and she had no assistance from the clerk who should be far better qualified than herself to select the proper blending of colors, she would in nine cases out of ten not be pleased.

Good salesmanship has a great deal to do in making satisfied customers. Now is the time to sell all kinds of evaporated fruits before the summer berries and fruits come in, and these should be kept prominently before the customers, not only to get rid of them, but because they are the most economical things to buy. A grocer must realize the fact that he is not only in business for his own interests but to give the best possible service to the people who deal with him. they pay their money and they have a right to expect good service, not only in the quality of the goods, but also in directing them wisely in spending their money to their own best advantage.

No Export Demand.

A broker who handles evaporated apples extensively states that several things are due to the small sales this year. Usually a good export demand comes from Germany but this year there was little call from that country in comparison with some previous years. Why this was the case was difficult to answer.

Another item which he believed has contributed to the lack of sales of evaporated apples is the cheapness of California dried fruits. This year peaches, apricots, etc., were not very expensive and they sold well. Their appearance when placed beside evaporated apples probably catches the eye of the purchaser and detracts from the apples.

At any rate, he said they were not selling according to expectations but it was difficult to get at the real reason, if it was not that grocers were not well enough acquainted with the goods to advance their sales.

HUGE FINE AFFECTS BANKS.

New York bank statistics for last week show that a loss in cash of $2,638,400 occurred partially resulting from the enforced payments by the American Sugar Refining Co. of their huge fine to the Government customs department. These enforced payments amounted to $2,269,897, which, it will be remembered, was the sum necessary to balance the alleged fraud the company practised in weighing sugar importations.

Latest reports from New York regarding the latter case state that it is not yet over and that the Government is aiming to implicate men in the Federal as well as in the city employ. Harry L. Stimson, special assistant to the United States Attorney-General, intimates that the proceedings have as their object the indictment of certain officials of the corporation. The Government's intention is to get after individuals responsible for the fraudulent actions as far as the law will allow.

BASKETS

You can make money as well as oblige your customers if you handle our

Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

The Oakville Basket Co.,
OAKVILLE, ONT.

White Swan Cocoanut and Spices

Purity and Quality our motto.

WRITE

W. H. ESCOTT
(Wholesale Grocery)
BROKER
Winnipeg Canada

BARRELS

For Flour, Butter or packing any kind of merchandise, manufactured and for sale by

H. CARGILL & SON
CARGILL, ONTARIO

SALT

Car lots of Fine, Medium or Coarse, in Barrels, Sacks or Bulk.
TORONTO SALT WORKS
125 Adelaide Street E., Toronto

SPRAGUE
CANNING MACHINERY CO.,
CHICAGO, ILL., U.S.A.



USE OVAL WOODEN BUTTER DISHES.

THOMAS BROS., St. Thomas, Ont.



Your Store Is Known

by the goods you sell. The Grocer with an eye to the future studies his stock and sells only those goods he knows will please his customers.

¶ Cheap and inferior goods never find a place on his shelves.



Magic Baking Powder

insures such delightful results in baking that housewives most everywhere demand it.

¶ It is splendidly advertised and yields a lasting profit. If you haven't been selling it, begin now—you'll find it sells better than any other Baking Powder.

E.W. GILLETT COMPANY LIMITED
WINNIPEG. TORONTO, ONT. MONTREAL.

ESTABLISHED 1852.

Food products that are produced in clean factories are best.

The Trade's Co-operation

The co-operation of the trade with the advertising campaign of CLARK'S CANNED MEATS has resulted in good profits to them.

This campaign showed dealers there was a bigger net profit in handling well advertised goods of high quality than in selling unadvertised and probably inferior goods.

My present advertising campaign is now on. It includes

Clark's Corned Beef
" Ox Tongue
" Pork and Beans
" Potted Meats

Make your stocks complete and be ready to meet the demand.

WM. CLARK

Manufacturer
MONTREAL

ROWATS'

still hold the Premier Position for

Imported Pickles and Olives.

Enquire of your wholesaler for our **New 12 oz. Bottle Pickles which retails at 10c.**

ROWAT & CO.

GLASGOW SCOTLAND

AGENTS IN CANADA:

Snowdon & Ebbitt, 325 Coristine Building, Montreal Ontario and Quebec.
F. K. Warren, Halifax, N.S.
F. H. Tippett & Co., St. John, N.B.
C. E. Jarvis & Co., Vancouver, B.C.
Nicholson & Bain., Winnipeg, Edmonton, Calgary.

OUTLOOK FOR TOMATO PACK.

Opinion of Packer Who Disagrees on Prospects of Big Available Stocks.

R. W. Messenger in Journal of Commerce, N.Y.

The writer was certainly very much surprised to note in your issue of yesterday that "some of the market wise" thought a break in the price of tomatoes was due and based their opinions upon "estimates of a carry-over from the last season's tomato pack of at least 5,000,000 cases—some make it nearly 7,000,000 cases—with a new packing season approaching and every indication that the coming pack will be as large if not larger than it was in 1908."

Now, as for expecting a break in the price of tomatoes, if one is due, let it come. The lower that article is now for the next thirty days the better for the business next fall and the higher they will be one year from now, as this is planting time and a discouraging prospect such as we have right now, even without any further break, is going to cut the "Tri-States" acreage 25 per cent. We will say no more about that.

Let us play fair on "estimates of a carryover" though. On November 12, last, positive statistics made canneries in Maryland, Delaware and New Jersey, which packed 4,228,000 cases of tomatoes, have on hand 2,125,000, and a close estimate made the entire amount then held in the three States 3,150,000. These three States packed, according to the most exhaustive statistics ever compiled, 6,307,000 cases of tomatoes, and, as that would mean that nearly half of the tomatoes packed in that district had already passed out of the canners' hands, the market was considered by those holding blocks to be in a very healthy condition. The buyers, however, entirely refused to see it that way and, in spite of the fact that 13,500,000 packed the year before, according to very incomplete statistics, (it is likely that as searching an inquiry as was made in the fall of 1908 would have developed close to 15,000,000 cases) were almost entirely cleaned up, saw fit to consider 11,500,000 cases packed in 1908, according to remarkably complete statistics, a very dangerous amount, and have only bought from hand-to-mouth since they learned the size of the pack. If the same proportion was carried out all over the country nearly half of the pack was out of first hands on November 12. It is fair to assume that such was the case, and farther, it is fair to assume that sales since that time have been, the country over, about on the same ratio that they have in this section, for while most of the States making small packs are probably holding a larger proportion it would seem from the amount of Eastern tomatoes selling for shipment to the Middle West, that that large producing section was better sold out than we are and have on hand a smaller proportion of their pack. Canners in this section have sold around half of the tomatoes they had on hand November 12, and followed out in the same proportion this would mean 3,000,000 cases now in first hands, which I am firmly convinced is nearer right than 5,000,000. Then, again, stocks in second hands are probably 2,000,000 cases smaller than they were eight years ago.

I don't anticipate any advance of consequence before packing season. If a man don't want to buy a thing he can't be made to do it, and as the distributers have some very good reasons for not wishing to carry stocks of canned goods of every kind, and especially tomatoes.

As for acreage, it is bound to be smaller than in 1908. Somebody is certainly mistaken when they say that there is every indication that the coming pack will be as large, if not larger, than it was in 1908. On the contrary, the seed salesmen, the label salesmen, the can salesmen and others all unite in saying that preparations are nothing in comparison to what they were last year. If nothing happens to encourage the canners and farmers too much in the next thirty days the acreage will be small and canned tomatoes will immediately become a good investment.

At a recent meeting of the directors and shareholders of the Young-Thomas Soap Company, E. Marshall Young was appointed general manager, and the sales management of the business was given to Philip Gershel, late of Chicago who is an expert salesman and has had wide experience in handling men in specialty lines. The change was made owing to the increasing business of the firm. Mr. Gershel, who has become a stockholder in the firm, will have his forces in hand at an early date and intends branching out extensively in Western Canada, the company having heretofore confined their efforts principally to Saskatchewan.



OPEN TO BUY

From 5 to 10 Cars Choice Cooking Peas
Clean and White.

Quebec's leading Flour and Grain House.

C. A. PARADIS, Dalhousie St., Quebec

CIE FRANCAISE des PATES ALIMENTAIRES

Macaroni, Vermicelli, etc.

Strictly French Manufacture Guaranteed

Manufactured at

92 Beaudry Street MONTREAL

SUCHARD'S COCOA

This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes. Delicious in flavor; prices just right.

FRANK L. BENEDICT & CO., Montreal Agents.

The Quality of Christie's Biscuits and what it means to you—

IN buying goods there are three cardinal points that you consider carefully. They are:

1. How quickly can I turn these goods over and get my money out of them?

2. Are they the best that I can buy?

3. Do I get a fair margin of profit?

The merit of the goods very properly takes precedence over the matter of price, although, of course, the latter is important.

However, quality has more to do with profits than some merchants think.

Fundamentally, quality determines the success of any article just as the success of every merchant depends upon the quality of the goods he handles.

Christie's Biscuits measure up to the very highest quality standard. There is no acceptable substitute for them on the market. Therefore, Christie's Biscuits are as staple as sugar and salt in the grocery stores that cater to particular trade.

The thousands of merchants, from ocean to ocean, who push Christie's in preference to all other brands of biscuits, have come to realize, through experience, just what Christie Quality means to them.

These merchants have proved that Christie's give them a larger turn-over, and greater aggregate profit in their biscuit departments; also that they build up the paying trade and hold it.

They have proved, too, that Christie's Biscuits sell more than biscuits.

Christie, Brown & Co., Limited

DAILY CAPACITY 30,000 LBS.



Dignard Limited

BISCUIT MANUFACTURERS

MONTREAL

"LUCERNA"

IMPORTED

Swiss Milk Chocolates

will surely please your customers.

To buying agents for certain districts special terms are offered.

Write us for samples, prices, etc.

LUCERNA ANGLO SWISS MILK CHOCOLATE CO.

214 Princess Street, - - Winnipeg

"Gentlemen, It's Quality!"

The Best Trade in Canada Know it and Stock



No other maple syrup is so delicately blended, having that new sap flavor just in from the bush.

Sugars & Canners Limited, - Montreal

The Demand for

Cowan's

Chocolate Confections
Maple Buds, Cream Bars
and Milk Chocolates

is steadily growing. Are YOU supplying this demand, or are you leaving this trade to your competitor?

The Cowan Co., Ltd.

Toronto, Canada

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

Right--Always Right--

It has never been anything else since we first turned out the goods (over 25 years ago).

MOTT'S

"DIAMOND" and "ELITE" brands of

Chocolate

Are for this very best of reasons the most satisfactory brands to handle.

At Every Jobber's

John P. Mott & Co.

Halifax, N.S.

SELLING AGENTS:

J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver — Arthur M. Loucks, Ottawa — R. G. Bedlington, Calgary

Canadian made Licorice
Y&S BRAND
All Druggists.



Manufactured by NATIONAL Licorice Co. Montreal.

SOFT MINTS—5c. boxes.

ACME PELLETS—5-lb. tins.

M. & R. WAFERS—5c. bags.

and a complete line of **LOZENGES, ETC.**

Hard and Soft Licorice Specialties

Appropriate for the confectionery, grocery and drug trades.

Price Lists and Illustrated Catalogue on request.

AGENTS

ONTARIO, R. S. McIndoe, 54 Wellington St. E., Toronto
PROVINCE OF QUEBEC and MARITIME PROVINCES
W. H. Dunn, 394 St. Paul St., Montreal
MANITOBA, E. W. Ashley, 123 Bannatyne Ave., Winnipeg
VANCOUVER, J. F. Mowat & Co., 354 Water St.

By Royal Letters Patent

NELSON'S

POWDERED GELATINE

is a perfectly pure Gelatine in powder form, ready for immediate use, without soaking.

NELSON'S

Gelatine and Liquorice

LOZENGES

Should be in your confectionery department.

G. NELSON, DALE & CO., Ltd.

EMSCOTE MILLS, WARWICK, ENGLAND

The above can be had from any of the following agents:

The Smith Brokerage Co., Ltd., St. John, N.B.
Watt, Scott & Goodacre, P.O. Box 1204, Montreal.
J. L. Watt & Scott, 27 Wellington St. East, Toronto.
W. E. Ashley, Winnipeg.
Geo. A. Stone, 34 Inns of Court Buildings, Vancouver, B.C.

Flour, Cereals and Confectionery Department

Grocers Breaking in on the Trade of Confectioners—Use of Show Cases Enhances Their Sales — Rapid Progress Being Made—Bleaching of Flour Prohibited in United States.

"A few years ago," remarked a traveler recently, "you would scarcely find a grocer throughout the country who handled high-class confectionery. There were usually a few bulk and gross goods kept on hand but the better class of candy wasn't touched. To-day scores of grocers who cater to the best trade in their own towns carry these goods."

At that time the traveler declared that the confectionery stores did not consider grocers as rivals but now they have come to the conclusion that they are contenders in the confectionery trade and are attracting considerable business. The lines formerly carried were of an inferior quality, often dirty looking and not conducive to extensive buying.

"Grocers are now installing handsome glass show-cases and are beginning to realize there is money in the business," continued the knight of the grip. "Their show-cases attract the eye and keep out the dust and dirt and some are even going so far as to put in ice cream counters."

The truth of the assertions of the traveler is borne out by many store interiors shown in The Grocer from time to time. The grocers who have taken up confectionery as a side line and who are giving their business some attention are finding it of double value—an attraction in the store and a paying investment.

The bleaching of flour referred to a few weeks ago is a violation of the United States Pure Food law. Justice Stafford, of the Supreme Court of the District of Columbia, in giving a decision recently, declared that Secretary of Agriculture Wilson was right in deciding that the bleaching of flour was contrary to law.

The court's decision was made in the case of the Alsup Process Co., of St. Louis, manufacturers of flour bleaching apparatus. The company sought by mandamus proceedings to have the secretary of agriculture reverse his ruling that the use of nitrogen peroxide in bleaching flour renders it unwholesome and deleterious. Secretary Wilson's order forbidding the bleaching of flour becomes effective in June, at which time it is expected millers on the other side will begin further court proceedings.

The advance in the price of flour in the United States has compelled shippers there to repurchase flour which they had previously sold to China some three months ago. It is stated this was the first time flour was ever imported from the Orient.

MONTREAL.

FLOUR—Ontario winter wheat is scarce and a firm feeling prevails locally for these lines of flour. Millers are offering practically nothing. Inquiries continue to arrive from Egypt for low-grade flours but there is nothing of this kind offering as the market is practically bare. The big millers report business dull, very little new trade offering. Some fairly decent orders are being completed now for South Africa, and other orders taken some time ago, to await the opening of inland navigation, are being sent forward.

Winter wheat patents		5 50
Straight rollers	4 70	4 80
Extra	4 00	4 10
Royal Household		6 50
Glenora		6 00
Manitoba spring wheat patents	5 80	6 00
" strong bakers	5 30	5 50
Five Roses		6 10
Harvest Queen		5 60

ROLLED OATS—Millers and jobbers state that the trade is well filled up, so it is very difficult to make sales just now. The exports from St. John, N.B., last week, were 2,375 sacks against 1,262 sacks, for the same period of last year. Prices have not changed.

Fine oatmeal, bags	2 72½
Standard oatmeal, bags	2 60
Granulated " "	2 60
Golddust cornmeal, 98-lb bags	2 10
White cornmeal	2 05
Rolled oats bags	2 55
" bbls	5 35

FEED—Bran is arriving in small supply, and the market continues firm. The demand is very limited and of the hand-to-mouth character. Dealers are fighting shy of anything not required to supply immediate wants. Shorts are unchanged, under a fair demand. Mouillie is showing a stronger tone, although the price has not changed any. Altogether, the feed market is decidedly dull.

Ontario bran	22 00	23 00
Ontario shorts		25 00
Manitoba shorts		25 00
" bran		23 00
Mouillie, milled	25 00	27 00
" straight grained		32 00
Feed flour	1 85	1 85

TORONTO.

FLOUR—All that can be said of the wheat and flour situation this week is that the market is strong, which means an upward tendency. Very little wheat is offered on account of the bad roads, as well as the busy time being here for the farmers in putting in their crops. One of the strange features in the flour market is the small difference between Ontario wheat flour and Manitoba hard wheat flour. Millers who have not been fortunate enough to lay in a good stock of wheat before the advance, have considerable trouble to get their supplies. One miller declared that he did not know where he could lay his hand on a single car of Ontario wheat at the present time. Wheat is running at $1.20 to $1.23. Seeding operations are progressing favorably in the Northwest, which has a quieting effect on the market.

Manitoba Wheat.		
1st Patent	6 10	6 20
2nd Patent		5 80
Strong bakers		5 60

Quality is the Basis

of the upbuilding of permanent business.

Mooney's Perfection Sodas

are made of quality. They are perfectly baked, neatly packed, and retain their fresh, crisp toothsome taste. These sodas possess many other features which commend them to the public. This is why you should always handle the box, the front of which is like **this**





COX'S GELATINE

When asked for GELATINE supply COX'S and you cannot go wrong. it is PURE and will do its work WITHOUT FAIL.

Canadian Agents
C. E. Colson & Son, Montreal
D. Masson & Co., "
A.P.Tippet & Co., "

J. & G. Cox, Ltd.
Gorgie Mills
EDINBURGH.

Winter Wheat.

Straight roller	5 40
Patents	5 6
Blended	5 60

CEREALS—While the market has not advanced this week the feeling is very strong and another advance is almost in sight.

Rolled wheat, car load	2 80
" oats "	2 40
Oatmeal, car load	2 65
Rolled wheat in barrels, 100 lbs	3 00
" oats in bags, per bag 90 lbs	2 60
Oatmeal, standard and granulated, in bags 98 lbs	2 85

DEATH OF M. G. DE WOLFE.

The Maritime Provinces Lose a Faithful and Energetic Worker.

Those who knew Melville G. De Wolfe of Kentville, N.S.,—and he had many warm friends in Ontario—deeply regret his death which occurred a few days ago after an illness of some months.

Until two years ago Mr. De Wolfe was proprietor of the noted "Red Store" in Kentville, for many years kept by his father.

He was one of the kindliest and best hearted men in the Maritime Provinces,



M. G. DE WOLFE,
Whose Death at His Home in Kentville, N.S., is Announced.

and no one took a deeper interest in the advancement of the best interests not only of the community in which he lived, but in the eastern provinces. Regarding his home town he was always anxious to see it forge ahead and in view of this he was the father of a good many schemes to further its advancement. Among other things he arranged fairs in Kentville on various occasions, to bring in the farmers from the surrounding country.

He was a member of the Maritime Board of Trade, the Nova Scotia Fruit Growers' Association and the Nova Scotia Farmers' Association, so that in business circles he will be greatly missed. He was 63 years of age.

Albert Welter, of the staff of Naismith & Waddell, Humboldt, Sask., has left for points on the G.T.P., west of Saskatoon, where he will look up a location for the establishment of a general store.

AN EXCELLENT OTTAWA HOTEL.

Walter Walby is still making improvments in the fine hotel he opened a couple of years ago in Ottawa, the Cecil. The large new wing was opened a few months ago, but many little things are being done to further improve the accommodation and the service. The Cecil Hotel caters particularly to commercial travelers and knows this class of patronage to be such as can appreciate A1 service and first-class accommodation. The cuisine has never been better, plenty of plain and fancy food, and variety. The rooms are now clean, fresh and modern in every respect. Running water; comfortable beds with the latest springs and mattresses; sanitary hardwood floors—these are a few features worth having for the sake of comfort. All in all, the Cecil Hotel strikes one as being about as modern an hotel as there is in Canada. The attractive commercial rate, and the courteous attention which travelin~ salesmen are accorded impress the knight of the grip most favorably. The majority of the salesmen going into Ottawa stop at the Cecil one time or another. After the first trip the Cecil is willing to take chances on the patron coming back.—Advt.

DEFENDANTS PAY COSTS.

Result of Action Preferred by Frank Everist Against Grand Trunk Railway Co.

The action of Frank Everist, of McWilliam & Everist, fruit commission merchants, Toronto, against the Grand Trunk Railway Co. for $450 damages, has been dismissed by Justice Magee, with costs to the defendants. The plaintiff's claim was made on account of the alleged loss of 180 barrels of apples from Londesborough, Huron County, to Toronto in November, 1907, through the alleged neglect of the defendants.

The evidence showed that the apples were not loaded on a car, but were waiting on the platform, and were burned when the station house was burned. In giving his decision his Lordship explained that the plaintiff conceded that no case had been established for holding the defendants liable merely as warehousemen, but contended that they were liable as common carriers, and although they might have been exempted from liability if the usual conditions had been signed, yet as the company had not so limited its liability, and, in fact, did not ordinarily so limit it until the goods were actually loaded, the full common law of responsibility existed.

The defendants, on the other hand, said they did not assume liability except as warehousemen, or as carriers upon the terms of their ordinary shipping receipts. They also maintained the goods had not come to their possession or control as carriers, but were still in possession and control of plaintiff. The fact that the stationmaster, Carlisle, had paid the farmers for the apples on behalf of the plaintiff did not, in Justice Magee's opinion change the situation as between plaintiff and defendants, which remained the same as if payment had been made by the plaintiff's agent, Cantelon. His Lordship thought the plaintiff did not finally instruct the company as to any particular barrels that they were to forward, and that on that account his action failed.

WIT OF A CORRESPONDENT.

One of The Grocer's readers has discovered what we already surmised—that our Kingston correspondent is a wit. The former points out that in last week's correspondence from the Limestone city the following item appeared: "The farmers are raising Cain owing to the advance in sugar."

THE PEOPLE OF
JAMAICA
are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the
KINGSTON
"GLEANER"
might bring inquiries. Better write for rates to
I. C. STEWART, Halifax

48 Highest Awards in Europe and America
WALTER BAKER & CO.'S
CHOCOLATE
& COCOA

Registered, U. S. Pat. Off.
Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.
Walter Baker & Co., Limited
Established 1780, Dorchester, Mass.
Branch House, 86 St. Peter St.
MONTREAL, CANADA

Forceful Flour

What does it mean—to you?

NO MAN'S selling talk is better than the goods he carries, for *good* salesmanship is founded on thorough knowledge of his wares.

¶ To get a first mortgage on good trade, you require not so much the spur of ambition as of faith and enthusiasm. These are qualities which take effect in the salesman, but find their origin in *good* merchandise.

FIVE ROSES
STRENGTHENS SALESTALK

¶ No retailer is at his best when he *knows* his flour may prove him a ——well, "gay deceiver."

¶ This power behind the salesman. How many flours possess it besides FIVE ROSES?

¶ We want *you*, our logical distributor, to know FIVE ROSES as we know it and to engraft in your mind merits possessed by no other flour designed to serve the housewife's *every* purpose. Twenty years have been spent in perfecting a good thing, twenty years spent (not wasted) in *progressive* study to find out what good cooks like best and need most in flour. When it involved top-notch men, methods, materials—*cost was slighted.*

¶ It costs you more, but pays you *better* — pays your customer better. If the other fellows could make FIVE ROSES they would charge *more* than we do and would have to cut the price.

¶ When he comes to *know* FIVE ROSES either through actual use or through *his own profits*, the alert retailer anxious to serve his customers right simply *cannot* prefer any other brand. We defy YOU to do it.

Lake of The Woods Milling Co.
Limited

MONTREAL TORONTO WINNIPEG KEEWATIN VANCOUVER ST. JOHN, N.B.

The Grocer's Encyclopedia From Week to Week

Cloves are Flower Buds of a Plant — Word Derived From French Word for Nail—Where Our Supply Comes From — Cloves Used as a Stimulant and Condiment—A Valuable Condiment for Culinary Purposes.

CLOVES—The clove tree belongs to the botanical family known as the Myrtawe. It has opposite long, oval, shining, leathery stalked leaves, and a short terminal cluster of flowers. The flower stalks are green; the calyx consists of a brownish-red cylindrical tube, terminated by four ovate teeth; there are four small greenish concave petals, and a large clusters of yellow stamens. The fruit is an oblong, one-seeded purple berry, crowned by the persistent teeth of the calyx. All the parts, as in other true myrtaceous plants, are covered with dots containing the essential oil peculiar to the species.

The clove was first discovered in the Moluccas from whence it has been carried to all other tropical parts of the world.

Flower Buds of the Plant.

The cloves found in spice shops and of commerce, are the flower buds of this plant, gathered before they open and dried in the sun; the round ball at their ends is the corolla, enclosing the stamens; the quadrangular part below is the tube of the calyx, and the four teeth are divisions of the calyx.

The word clove is a corruption of the French word clou, meaning a nail, which comes from its obvious suggestion of a nail. The clove tree is a native of the small group of islands in the Indian Archepelago, called the Moluccas or Spice Islands; but has been cultivated for a long time by the Dutch in Amboyna, and two or three small neighboring islands.

Western adventurers were in a measure led on to greater exploits in the hopes of finding the habitat of cloves, as they were in the early ages extremely valuable, and trade in them was a lucrative one.

Introduced by Portuguese.

To those interpid navigators of the middle ages, the Portuguese, belongs the honor of first bringing them to the European markets and they obtained possession of the clove plantations of the Moluccas, and retained them until expelled by the Dutch in 1605. This latter power made a vain attempt to monopolize the trade by destroying largely the trees in the Moluccas, and cultivating them in Amboyna, and two or three neighboring islands. In 1770 the French, after many difficulties, introduced the tree into Mauritius, and subsequently they were introduced into Guiana, and at the end of the eighteenth century, they were planted in Zanzibar.

Sources of Supply.

The chief commercial sources of supply are now Zanzibar, and the neighboring islands of Pemba, on the East African coast, and Amboyua. Cloves are also grown in Java, Reunion, Sumatra, Guiana and the West Indian Islands.

Cloves of commerce are a deep brown in color and have a powerfully fragrant odor, with a hot acrid taste. They contain a volatile oil, with which they are charged to the large proportion of 18 per cent.. This oil is obtained by a process of repeated distillation. It is a pale yellowish liquid which becomes darker the longer it stands.

Uses as Medicine.

The chief uses of cloves are in medicine, and for culinary purposes. When taken into the stomach they are powerful stimulants and promote digestion by increasing the flow of the juices of the stomach, when taken with insipid food or that which is difficult of digestion. Though the action is generally limited to the stomach, yet if taken in excess, or the use long continued, it extends to the brain, causing giddiness, and other inconveniences.

Cloves are sometimes administered in powder form along with gum in very moderate doses, but the infusion is the best method. Infusion of cloves is often used as a gargle by people too much salivated by the use of mercury. Alone, or when made the vehicle for carbonate of ammonia, nothing so effectually and safely removes the feeling of coldness and weight about the stomach experienced by hysterical or gouty persons, and renders recourse to alcoholic stimulants unnecessary.

Oil of cloves is largely used to drop into decayed teeth, and also is given with many purgative and other medicines, to correct their griping effects. Cloves are regarded as one of the most useful and pleasant condiments that find use in a culinary way.

Tell Your Customers That:

SHAMROCK

BIG PLUG

SMOKING TOBACCO

When cut never dries up or becomes hard. The leaves are so firmly packed that the plug remains fresh and moist

CLAY PIPES

Those made by McDOUGALL are peerless. Insist upon having them.

D. McDOUGALL & CO., Glasgow, Scot.

If you desire to increase your business buy your

PIPES, TOBACCO, CIGARS, BISCUITS AND CONFECTIONERY

from

JOS. COTE

Importer and Wholesale Tobacco Dealer

The greatest assortment of smoker's articles in the Dominion.

Office & Store - - 188 St. Paul S
Warehouse - - 119 St. Andre St
Branch - - - 179 St. Joseph S

Tel. Up 2076 Tel. East 5964

YOUNG'S PATENT PIPE

in Seven Shapes

W. J. GRANT

Sole Agent for Canada

506 Lindsay Building, MONTREAL

BLACK WATCH

The Big Black Plug Chewing Tobacco.

Already a Big Seller

Sold by all the Wholesale Trade



THE RELIABLE ICE CREAM FREEZER



Makes ice cream in 5 minutes with 1-2 the ice, 1-4 the time and 1-8 the labor.

Retails at $1.00 and shows a big profit to the dealer.

Everybody wants one at that price.

Every grocer can sell them.

Write us for full particulars and prices.

HOWARD BROS.

Canadian Agents — Brantford, Canada

YOU HAVE SOME Surplus Cash

Is it working for you and earning a reasonable return, or is it practically rusting out? You can learn how to

Properly Invest Your Money by subscribing for a reliable, popular and progressive publication like The **Financial Post.**

Every week it has readable and practical articles, written in a clear, comprehensive and impartial manner on various forms of investment, bond issues, security situation, etc.

The Financial Post gives the facts. It's a weekly journal on which you can depend.

Single copies, 10 cents, at all news stands. 5 cents to the trade.
$3.00 per year.

THE FINANCIAL POST

10 Front Street East TORONTO, Ont.

Montreal, Winnipeg, New York, Chicago, Paris, London.

Are You Keeping Your Tobacco Stock Up-to-Date ?

IF NOT—WHY NOT?

"Tuckett's Special"

the new 10c. plug is the latest

Order from Your Wholesaler

Manufactured from **Imported Leaf Exclusively**

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

PINEAPPLES

Prices we think are now as low as they will be this season. Stock is extra fine. Our first car of North Carolina Strawberries arrived in good shape. Will now be receiving car daily. Tomatoes little higher, stock still good, lots of Cabbage, New Potatoes, Green and Wax Beans, in fact season is now in full swing, and we look for good business in all lines.

McWILLIAM
Mc. AND E.
EVERIST

25-27 CHURCH ST. - TORONTO

PACKED BY:
Franc Tracuzzi
MESSINA,
ITALY

Franc Tracuzzi advises that he is back at Messina again

and St. Nicholas and Home Guard will be packed in possibly the largest and most up-to-date Packing House in Sicily.

AGENT:
J. J. McCabe
TORONTO

Canadian Fruit, Vegetable and Fish Markets

Good Apples Disappearing From the Market—Decline Reported in Potato Prices—United States Buyers Not so Eager—On the Threshold of the Fresh Fish Season.

MONTREAL.

GREEN FRUITS—It is expected that the cargo of the "Francesco Ciampa," which is loaded with about 35,000 packages of oranges and lemons, will be sold about May 12. The demand for the California navel orange still exceeds all others. Valencias are stronger this week, the best grades going at $5. Cuban oranges are selling at a very reasonable figure, $2.25 to $2.50, all sizes, being asked for them. Grape fruit is getting scarce and the price remains strong. The prices on new stock from the Mediterranean are being quoted for Catania oranges at $3 to $3.50. Sorrento oranges are plentiful this year, and will sell around $2.50 to $3. Lemons will rule $2.50 to $3 per box.

California navels, 96, 126, 150, 288 size	2 90
" " 150, 176, 200, 216 size	3 25
Cuban oranges	2 25 2 50
Valencia oranges, 420 size	4 50 5 00
Cal. blood oranges, 150 to 216 size	4 25
Grape fruit	3 25 6 00
Lemons, choice, 300 size	2 25 2 75
Bahamas crated	1 75 2 25
Pineapples, extra fancy, 24 size	2 50
Cranberries, per box	4 50
Spies, XXX	7 50
Ben Davis, XXX	6 00
Strawberries	0 40 0 50
Cocoanuts, bag	4 00

VEGETABLES—Tomatoes per crate are selling lower, choice Flofidas being quoted at $2.25 to $2.50; fancy are going at $3. A car of extra fancy celery is selling at $3 to $3.25. New cabbage is 25c lower per crate. Shallots are offering at 30c per dozen bunches. Sweet potatoes and French artichokes are off the market. Business during the week has been only fair among the vegetable men.

Mushrooms, lb	0 75
Cucumbers, dozen	1 00
New carrots, dozen	1 00
Tomatoes, crate	2 25 3 00
Leeks, dozen	1 50
Parsnips, bag	1 00
Green peas, basket	4 50
Asparagus, doz	6 00 8 00
French cauliflowers, doz	6 00 7 00
Parsley, box	2 75
Sage, per doz	0 60
Savory, per doz	0 50
Celery, crate	3 00 3 25
Water cress, large bunches, per bunch doz	1 00
Spinach, barrel	2 50 4 00
Green peppers, crate	4 50
Beets, bag	1 00
Carrots, bag	0 90
Lettuce, early	0 40
Lettuce, Boston, box	2 50
Radishes, doz	0 50
Horse radish, per lb	0 15
" new, crates	4 50
Montreal potatoes, bag	1 25
New Brunswick potatoes	1 25
New potatoes	0 6½
Onions, large bag, lb	0 02 0 2½
Red onions, barrel	4 00
Turnips, bag	0 60 0 70
String beans, basket	4 00
New beets, crate	3 00
New cabbage, crate	2 75
Shallots, doz. bunches	0 30

FISH—Prices of halibut have reached a low mark and stock arriving is of good quality. Haddock is scarce and higher, also shad. B. C. salmon is a shade lower this week. Frozen lines remain as last quoted. Reports from the country state that the cold weather is keeping back trout fishing. Smoked and salted lines are unchanged.

FRESH

Market cod, per lb	0 06
Haddock, per lb	0 04½
" fancy shore, per lb	0 06
Steak cod, per lb	0 06
Grass pike, round	0 08
Halibut, per lb	0 09
Round perch, per lb	0 05
Dressed bullheads (Barbotte), per lb	0 08
Bluefish per lb	0 20
Sea bass, per lb	0 16
Striped bass, per lb	0 14
B.C. salmon, new, per lb	0 18
Roe shad, each	0 90
Buck shad, each	0 50
Shad herring, large, each	0 02

SMOKED

Haddies 15 lb. bxs., per lb	0 08
Kippered herring, per box	1 00
Large bloaters, per box	1 10
Smoked herring, small boxes	0 08
Smoked salmon, sugar cured, per lb	0 25

SHELL FISH

Select bulk oysters, per gal	1 50
"Sealshipt" selects, per gal	1 90
Live lobsters, per lb	0 15
Boiled lobsters, per lb	0 17

FROZEN

Market cod, per lb	0 03
Steak cod, per lb	0 05
Halibut, per lb	0 09
B.C. salmon, red, per lb	0 09
Qualla salmon, per lb	0 08
Fall salmon, per lb	0 07
Grass pike, dressed, per lb	0 05
Dore, round, winter caught, per lb	0 18
Large whitefish, per lb.	0 09
Small " "	0 06
Lake trout, per lb	0 10
Mackerel, round per lb	0 10
Large frozen herring, per 100 (Weigh 55 to 65 lbs per 100 fish).	1 50

SALTED AND PICKLED

Labrador herrings, barrel	5 50
Labrador salmon half brls	9 00
B.C. salmon, half brls	9 00
No. 1 mackerel pails	1 75
Small green cod, per lb	0 03
Large " " "	0 03
Labrador sea trout, brls	12 50
Skinless cod, 100 lb. cases	5 25
Boneless cod, in blocks, 5½, 6, 8, 9 cents per lb.	

TORONTO.

GREEN FRUIT—Apples are rapidly disappearing from the market and good stock, if it can be obtained, sells at very high prices. Low-grade apples are not wanted, and must either be sold below the market value or allowed to spoil. Navel oranges will soon be out of season. Valencias are higher. Pineapples are plentiful and lower. Strawberries are now coming from North Carolina, and are in quart boxes, and sell to the trade at 20c a box. However, lower prices may be looked for in the near future.

Apples, Spies	6 50 7 50
" Russets	3 50 4 00
" Baldwins	4 00 5 00
" Greenings	4 00 5 50
Oranges, Valencias, 420, ordinary	5 00
" " 420, large	6 00
" " 714	5 00
" California navels	3 00 3 50
" Mexican	2 75
" Messina bitter oranges	2 25 2 50
Lemons, Messina	2 75 3 25
Bananas	1 75 2 25
Grape Fruit, Florida, box	3 75 4 50
Pineapples, Florida, crate	2 75 3 00
Strawberries, North Carolina	20
" Louisiana, pt	0 12½ 0 15

VEGETABLES—There is nothing startling to report about the potato market this week, still there seems to be some uncertainty in the minds of the dealers. The fact of the matter seems to be that the "American" buyers who caused a little stir a few weeks ago, have

withdrawn and the export demand has vanished, and the market is easier with a decline of from 10c to 15c a bag. That the "American" buyers were mistaken in their own market is shown from the fact that they resold some of the potatoes they had bought to Canadian buyers, at a loss. With the large quantity reported in the hands of farmers, both in Ontario and the Eastern Provinces, we may count with some degree of certainty that prices will not be any higher. At the same time it should not be overlooked, that all kinds of grain are higher and hogs are dear. So that the farmer is not obliged to sell his potatoes at a low price, because he can feed them and realize a good price for them in pork. Cabbage is arriving in large quantities, and is cheaper. Owing to the ill effects of the recent rain storms in Florida the tomatoes now coming to this market show that they have gone through the storm, and consequently are somewhat inferior in quality.

Beets, Canadian, old, per bag	[illegible]	0 [illegible]
" Florida, new, per dozen	1 00	1 20
Parsnips, per bag	0 75	0 80
Potatoes, Ontario, per bag	1 00	1 10
" sweet, hamper	2 50	2 75
" Bermuda, per bushel		3 00
" " per barrel	8 00	8 50
Onions, Canadian, dried, bag	1 35	1 50
" Spanish, crate	5 00	5 55
" Bermuda, per case	2 25	2 50
" Egyptian, per sack of 112 lbs		4 00
Tomatoes, Floridas	3 00	3 25
" small		75
Carrots, per bag	0 45	0 50
" new, per bunch		1 20
Cabbage, Florida, new	2 50	2 75
" Canadian, old, per barrel		2 25
Cauliflower, per case		4 00
California celery, per case	6 00	6 50
Florida celery, per half case	2 75	3 00
Turnips	0 35	0 40
Radishes, per dozen	0 40	0 45
Spinach, per bushel		2 75
Spinach, per barrel		2 75
Egg plant, per doz		3 00
Green peppers, per doz		1 00
Cucumbers	0 40	0 45
Asparagus	0 55	0 60
Green onions		0 25
Rhubarb		1 20
Beans, green		1 75
" wax		2 50

FISH—The fish market is unsettled. The real season for fresh caught fish has scarcely arrived and the frozen stock is out of date. One firm who seemed to be more fortunate than the rest received a good shipment of fresh fish in splendid condition, and were busy in filling the orders which were waiting for them. They, of course, reported that business was brisk, and as they were able, on account of their scarcity in other houses, to realize a good stiff advance, every one around the place was cheerful and glad to supply the "fisher for news" with the information he was looking for. In another place for the first time, a usually jolly Englishman was down in the mouth, and had very little to say except that business was dull, very dull. However, things will soon change. Contracts with the fishermen only begin May 1 and this is only the 4th, so that we may look for better things within a week.

Herring, medium, per lb., fresh caught	0 05	0 07
" sea, per 100	1 00	1 25
" lake, per keg	4 00	4 25
Whitefish, frozen	0 09	0 10
Trout, "	0 09	0 10
Whitefish fres caught	0 14	0 15
Trout, "	0 13	0 14
Cod, fresh caught		0 09
Halibut, fresh caught	0 10	0 12
Haddock, frozen, per lb		0 07
" fresh caught		0 08
Sea salmon, Silverside		0 09
" Steelhead		0 13
Pike		0 08
Pickerel, yellow	0 08½	0 09

STRAWBERRIES

Direct cars arriving from North Carolina.
Will have Daily Supplies of Best Fruit.

PINEAPPLES

Preserving time at hand. 2,000 crates Finest Fruit.

FOR THIS WEEK:

BANANAS, TOMATOES, ORANGES,
LEMONS, CABBAGE, Etc.

WHITE & CO., Limited
TORONTO and HAMILTON



RESOLVED

That nothing succeeds like success Only 11 weeks in Canada, yet the Largest sales of any one brand of Lemons—Why? Because they're good. My pack is new in Canada but long established in other markets. My name is easy to remember. Order my Lemons.

BUSTER BROWN

FOLLINA BROS.
Packers, Italy.

W. B. STRINGER
Can. Agent: Toronto.

PINEAPPLES

Fancy Colored Fruit, All Sizes
PLENTIFUL and CHEAP

FANCY { RIPE TOMATOES
RIPE BANANAS

NAVEL and MEXICAN ORANGES
Quality Excellent

Send us your orders. PRICES RIGHT.

HUGH WALKER & SON
GUELPH ONTARIO

Herring, Digby, smoked, bundle 5 boxes		0 85
Oysters, Long Island		1 50
" " medium selects		1 75
" " extra		1 85
" shell, per 100		1 50
Finnan Haddie, smoked, 15-lb. package		0 08
Boneless cod, quail on toast		0 05½
" " Imperial		0 05
" " steak		0 07
Shredded cod, doz		0 90
Arcadia, 24 packages, 1 lb. box		3 15
" 12 packages, 2 lb. box		2 40
Acadia cod, crate		2 40
" tablets, box		1 60
Bloaters	1 15	1 25
Qualla	0 08	0 09
Gold eyes	0 5	0 05½

THE FRUIT OUTLOOK.

First California Fruits Will Not Ripen as Early as Expected.

In a circular issued by the California Fruit Distributors, the following information on the fruit crop outlook in California is given :

Since our last letter to the trade dated March 11th, the fruit trees have passed the blossoming period and the fruit is set so that we can now give more definite information in regard to prospects for the coming crop. Our expectations of the ripening of fruit being earlier than last year will not be realized on the first fruits, but with good weather may be on those coming later.

Cherries—The early varieties will be rather lighter than last year. Black Tartarians, Royal Annes, Bings, etc., generally promise a fair crop. The first box of cherries is expected to go forward daily, but carlots can hardly be expected to move before the middle of May.

Apricots will be light in the early sections, but there will be enough for shipping purposes.

Peaches are generally looking well, and there will be an abundance of all shipping varieties. Muirs, generally used for drying purposes, and some varieties of Clings will not be as heavy as last year.

Plums and prunes will be in good supply.

Bartlett pears are generally looking very well.

Grapes—The vines are now well advanced and we anticipate a fine crop.

NEW PACKAGE OF BEANS.

Wm. Clark, Montreal, is putting up a new line of pork and beans, Chateau Brand, which is one of the most attractive lines he has yet offered the trade. The package is a very pretty one, and the quality of the beans has been the subject of considerable study on the part of the firm, with the result that it is something out of the ordinary. Wm. Clark is endeavoring to increase the consumption of pork and beans in Canada, which is not very large per capita, considering the nutritious value of the food. The firm is concentrating all their advertising along these lines, and they are asking the co-operation of the grocery trade in the movement they have undertaken.

Highest price paid for

DRIED APPLES

O. E. ROBINSON & CO.

ESTABLISHED 1886

Ingersoll - Ontario

Would you like our Weekly Circular

SEASON 1908-9

Dried Apples

Shipments Solicited
Settlements Prompt

W. A. GIBB COMPANY
HAMILTON

JAMES SOMERVILLE, Manager

We ask you to see our car of FRESH CABBAGE just arrived. Also BEANS, CUKES and TOMATOES. Some new arrivals of VALENCIA and CALIFORNIA NAVEL ORANGES, PINEAPPLES, Etc.

YOUR ORDERS SOLICITED.

THE DAWSON COMMISSION CO., TORONTO

"A Rose by any other name may smell as sweet"



By Special royal permission

may be all right in poetry but if you didn't call it a **rose** you couldn't get the price.

So With Imitation Sardines.

The Famous "KING OSCAR" Brand

Norwegian Sardines has established he reputation as the purest, sweetest, finest and best packed Sardine on the market.

That is all, but it's enough to make them sell.
STOCK "KING OSCAR" SARDINES.

J. W. Bickle & Greening

(J. A. HENDERSON)

Canadian Agents, HAMILTON, ONT.



"Mephisto" BRAND

Lobster

Our sole attention is given to the production of a choice canned lobster. We have no other business. If we cannot give you the regular quality you require, no other packer can.
1909 prices now out.

Fred Magee
PRODUCER
Port Elgin, N.B., and Pictou, N.S.

NEW PACK SARDINES

REPUTATION MEANS A GREAT DEAL



When packed by genuine merit and quality it cannot be shattered and you have the whole three in

THE BRUNSWICK BRAND

which are the standard of excellence, wholesomeness and sanitation.

We have spared neither time nor money in the manufacture of these goods and our plan is of the most modern character.

Mr. Dealer—Are you handling our ¼ Oil Sardines? They are leaders in their line and have a quality reputation that makes their sale decidedly easy.

A trial will bring conviction—Get Busy

CONNORS BROS., LIMITED

BLACK'S HARBOR, N.B.

AGENTS—Grant, Oxley & Co., Halifax, N.S.; C. H. B. Hillcoat, Sydney, C.B.; J. L. Lovitt, Yarmouth, N.S.: D. Rattray & Sons, Quebec: Leonard Bros., Montreal; Arthur M. Loucks, Ottawa; C. De Carteret, Kingston; James Haywood, Toronto; Chas. Duncan, Winnipeg; R. G. Bedlington & Co., Calgary; Drexel & Co., Vancouver; J. Harley Brown, London, Ont.

A TALK ABOUT LOBSTERS

There is no line of canned goods in which people want the BEST more than in Canned Lobsters.

Many people ask us: "Why do Lobsters turn dark?"

There are two reasons.

One is that the goods may not be properly handled at the packing factory. Another is that they may be fished from a muddy or sandy bottom. The Lobster that will ALWAYS remain perfectly white comes from rocky fishing grounds, and this is where

ICE CASTLE LOBSTERS

come from. They are backed by 30 years experience, and are packed immediately when caught. Each can contains nothing but selected claws and tails of the lobster.

We guarantee every can far superior to any lobster on the Canadian market to-day. Every can warranted good to keep forever.

If your wholesale dealer cannot supply you, write us direct.

J. W. WINDSOR - - - Montreal

THE IMPORTANCE OF GOOD GROCERY FIXTURES IS SECOND ONLY TO THAT OF A WELL-SELECTED STOCK



WALKER BIN FIXTURES will

Build up a new business,
Put new life into a dead business and
Improve and make more profitable
the best grocery business in Canada.

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

The Walker Bin & Store Fixture Co., Limited

Designers and Manufacturers of Modern Store Fixtures

Berlin, Ontario

Representatives { Montreal; Kenneth H. Munro, Coristine Bldg.
Manitoba: Watson & Truesdale, Winnipeg, Man.
Saskatchewan and Alberta; J. C. Stokes, Regina, Sask.

Bad Bills--Slow Collections Something's Wrong

When a grocer fails his reason is usually: "bad accounts," or "couldn't collect." What's the use of such talk, when there's a way to prevent the trouble?

ALLISON Coupon Books

Enable the grocer to keep all credit customers "under his thumb." And the best part of it is, the customers like the plan. Allison Coupon Books not only save many a dollar, but they SAVE MANY A BUSINESS.

How They Work



A man wants credit. You think he is good. Give him a $10 Allison Coupon Book. Have him sign the receipt or note form in the front of the book, which you tear out and keep. Charge him with $10 — No trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on until the book is used up. Then he pays the $10 and gets another book. No pass books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best.

For Sale by the Jobbing Trade Everywhere.

Manufactured by

ALLISON COUPON CO., Indianapolis, Ind.



ABSORBINE

Cures Strained Puffy Ankles, Lymphangitis, Poll Evil, Fistula, Sores, Wire Cuts, Bruises and Swellings, Lameness, and Allays Pain Quickly without Blistering, removing the hair, or laying the horse up. Pleasant to use. $2.00 per bottle at dealers or delivered. Horse Book 5 D free.

ABSORBINE, JR., (mankind, $1.00 bottle.) For Strains, Gout, Varicose Veins, Varicocele, Hydrocele, Prostatitis, kills pain.

W. F. YOUNG, P.D.F., 204 Temple St., Springfield, Mass.
LYMANS Ltd., Montreal, Canadian Agents.

When writing advertisers kindly mention having seen the advertisement in this paper.



OUR GROCER REFRIGERATOR

REFRIGERATORS

We manufacture the best line of Refrigerators for Grocery Stores, Restaurants, etc., on the market. Prices the lowest.

Ask all leading Hardware Merchants about them, or write us direct for circular.

We are the largest makers of Refrigerators under the British Flag.

The Ham & Nott Co., Limited

BRANTFORD, - CANADA



COMBINATION GROCER AND BUTCHER

TEA LEAD

Best Incorrodible

Buy "PRIDE of the ISLAND" Brand

as extensively used for years past by most of the leading packers of Tea in Canada

ISLAND LEAD MILLS LIMITED,

Tel. Address: "Laminated," London. A.B.C. Codes used 4th and 5th Editions.

LIMEHOUSE, LONDON, E., ENG.

Canadian Agents: ALFRED B. LAMBE & SON, TORONTO. J. HUNTER WHITE, ST. JOHN, N.B. CECIL T. GORDON, MONTREAL.

Are YOU

"In the Shade of the Old Apple Tree"?



Or have you an up-to-date awning like other progressive merchants?

If you have no awning you should get one at once. It saves you money by protecting your window and front-store stock, and it also attracts trade.

NOBODY CAN PLEASE YOU BETTER THAN

THOS. SONNE, Sr.

193 Commissioners St., Montreal



Cold Storage

of perishable goods has become a fine art. The Arctic Refrigerator will solve the greatest problem in this line. We guarantee our goods to give satisfaction in every respect.

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JOHN HILLOCK CO., Limited
TORONTO, ONT.



The Elgin National Coffee Mills

40 Sizes and Styles

They are the
Fastest Grinders
Easiest Runners

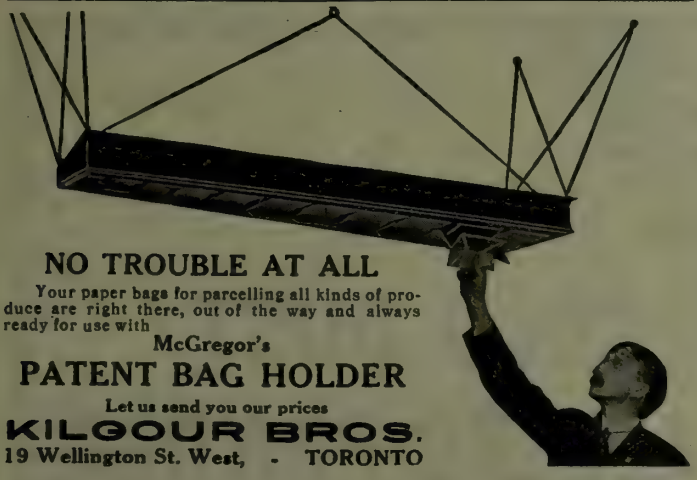
Ask any wholesale grocer, tea and coffee house or jobber for prices



WOODRUFF & EDWARDS CO.

MAKERS

ELGIN, ILLINOIS, U.S.A.



NO TROUBLE AT ALL

Your paper bags for parcelling all kinds of produce are right there, out of the way and always ready for use with

McGregor's

PATENT BAG HOLDER

Let us send you our prices

KILGOUR BROS.
19 Wellington St. West, - TORONTO

BUY

Star Brand

COTTON CLOTHES LINES

—AND—

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For Sale by All Wholesale Dealers.

SEE THAT YOU GET THEM.

Fisher Electric Coffee Mills



are made in Canada and are under a Canadian guarantee. They are beautiful in style and finish, simple in construction, efficient and inexpensive in operation, easy to install—and in a few words—cheaper and better than any Electric Mill on the American Continent.

Manufactured by

The A. D. Fisher Co.
Toronto Limited

Wolverine

Show Case



The best show case made in America for the money.

Price, $4.50 per foot
f.o.b. Detroit

W. H. ESCOTT
141 Bannatyne Avenue, Winnipeg, Selling Agent

No. 100.

This case is finished in golden oak—Beveled plate top —Shipped K.D.—

Made by

Michigan Show Case Co., Detroit, Mich.

"ENTERPRISE"

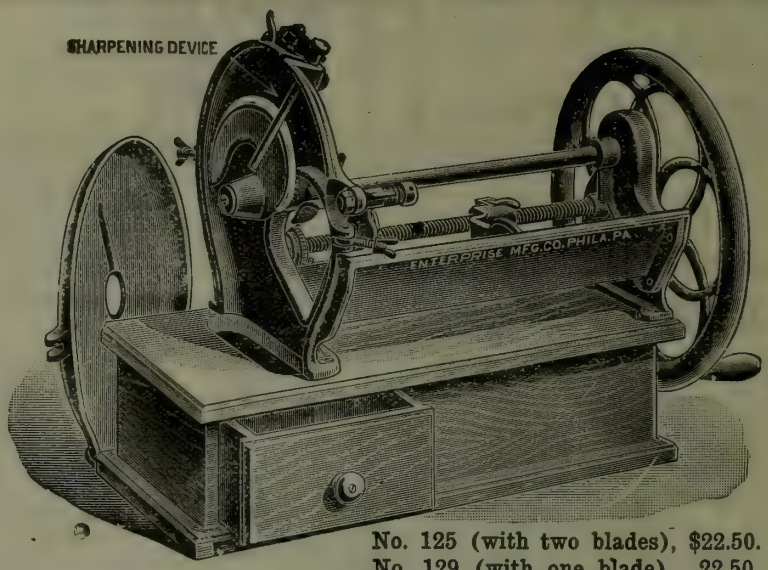
Grocers testify that when they install the

"ENTERPRISE"
Rotary Smoked Beef Shaver

sales of smoked beef showed a marked increase.

Of course they did.

The easier you make selling and buying—the better for business.



No. 125 (with two blades), $22.50.
No. 129 (with one blade), 22.50.

Observe the Sharpening Device, the drawer for storing sliced beef; note that the feed is readily regulated to cut from the thinness of tissue paper to 1-8 inch for the No. 125 and from 1-40 to 1-4 inch for the No. 129.

"Enterprise" Smoked Beef Shaver No. 23, Japanned, at $8.00; cuts evenly with a pendulum stroke.

Write for our latest catalogue of "Enterprise" goods for grocers.

The Enterprise Mfg Co., of Pa.
Philadelphia, U.S.A.

New York, 21 Murray Street — San Francisco, 438 Market Street

BUILDS BUSINESS

"Keep up with the Twins"



"Keep up with the Twins"

Handle . . . .

GOLD DUST WASHING POWDER

It will give satisfaction to your customers and satisfactory profi's to you.

One-half case free with every five cases assorted Soap and Gold Dust Washing Powder.

THE N. K. FAIRBANK COMPANY, Montreal

QUOTATIONS FOR PROPRIETARY ARTICLES

Baking Powder.

W. D. GILLARD & CO.

Diamond—
½-lb. tins, 2 doz. in case $2 00
¼-lb. tins, 3 " " " 1 25
½-lb. tins, 4 " " " 0 75

(IMPERIAL BAKING POWDER.)

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
½-doz.	5lb.	19 75

MAGIC BAKING POWDER



Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER



	Per Doz.
Royal—Dime	$ 0 95
½ lb.	1 40
½ lb.	1 95
1 lb.	2 55
2 lb.	3 85
3 lb.	4 90
5 lb.	13 60
10 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ¼ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 75
3 lb.	13 20
5 lb.	21 65

barrels—When packed in barrels one per cent. discount will be allowed

T. KINNEAR & CO.

Crown Brand—
1 lb. tins, 2 doz. in case $1 20
½ lb. " 2 " " 0 80
¼ lb. " 4 " " 0 45

WHITE SWAN SPICES AND CEREALS LTD

White Swan Baking Powder—
1-lb. tins, 3-doz. in case, per doz. 2 00
½-lb. " " " 1
¼-lb. " " " 0 8

Blue.

Keen's Oxford, per lb $0 17
In 10-box lots or case 0 16
Gillett's Mammoth, ½ gross box 2 00

Cereals

H-O. COMPANY ROCHESTER, N.Y.

	Per case.		Per case.
Force, 36s	$1 50	Gusto, 36s	$2 85
Korn-Kinks, 3 s,	1.45	H-O. oatmeal, 24,	3 10
Presto, 36s	3.40	Buckwheat, 36s.	3 50
Pancake, 36s	3.50	Corn Starch, 36s	2.50
Tapioca, 36s	2.85	Farina, 24s	1.70
Hominy, 36s	2.50		

WHITE SWAN SPICES AND CEREALS LTD.



White Swan Breakfast Food, 2-doz. in case, per case, $3.00
The King's Food, 2-doz. in case, per case, $4.80
White Swan Barley Crisps, per doz., $1.
White Swan Self-rising Buckwheat Flour, per doz., $1.00.
White Swan Self-rising Pancake Flour, per doz., $1.00.
White Swan Wheat Kernels, per doz., $1.40.
White Swan Flaked Rice, per doz., $1.
White Swan Flaked Peas, per doz., $1.

Chocolates and Cocoas.

THE COWAN CO., LIMITED.



Cocoa—
Perfection, 1-lb. tins, per doz. .. $1 50
Perfection, ½-lb. per doz. .. 2 40
Perfection, ¼-lb., per doz .. 1 30
Perfection, 10c size 0 90
" 5-lb. tins per lb. .. 0 37
Soluble, bulk, No. 1, per lb .. 0 20
Soluble, bulk, No. 2, per lb .. 0 18
London Pearl, per lb .. 0 22
Special quotations for Cocoa in bbls., kegs, etc.

Unsweetened Chocolate— Per lb.
Plain Rock, ½'s & ¼'s, cakes, 12-lb. bxs 0 36
Perfection chocolate, 20c size, 2 dozen boxes, per dozen .. 1 80
Perfection Chocolate, 10c size, 2 and 4 dozen boxes, per dozen .. 0 90

Sweet Chocolate—
Queen's Dessert, ½'s and ¼'s, 12-lb. bxs., per lb .. $)
Queen's Dessert, 6's, 12-lb. boxes .. 0 40
Vanilla, ½-lb., 12-lb. boxes, per lb .. 0 35
Parisian, 8's .. 0 30
Royal Navy, ½'s, ¼'s, boxes, per lb .. 0 30
Diamond, 7's, 12-lb. boxes, per lb .. 0 24
" ½'s " " " .. 0 25
" ¼'s " " " .. 0 26

Icings for cake—
Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., 2-doz. in box, per dozen .. 0 90

Confections— Per lb.
Milk chocolate wafers, 5-lb. boxes .. 0 36
Maple buds, 5-lb. boxes .. 0 36
Chocolate wafers, No. 1, 5-lb. boxes .. 0 30
Chocolate wafers, No. 2, " .. 0 25
Nonpareil wafers, No. 1, " .. 0 30
Nonpare l wafers, No. 2, " .. 0 25
Chocolate ginger, 5-lb. boxes .. 0 30
Milk chocolate, 5c bundles, per box .. 1 35
Milk chocolate, 5c cakes, per box .. 1 35

Chocolate—
Maple buds, 5-lb. boxes, lb .. 0 35
Vanilla wafers, " .. 0 35
" " nonpariels, 5-lb. box .. 0 35
" " 2's, 5-lb. boxes, lb .. 0 28
" " 2's, nonpareils .. 0 28
Ginger, 5-lb. boxes, lb .. 0 30
Milk sticks, box .. 1 35
Milk cakes, 5c. size, box .. 1 35

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

10c. tins, ¼ doz. to case .. per doz. .. $ .90
½ " " 4 " " .. " .. 2.40
½ " " 2 " " .. " .. 4.75
1 " " 1 " " .. " .. 9.00

EPPS'S.

Agents, C. E. Colson & Son, Montreal.
In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb .. 0 35
Smaller quantities .. 0 3

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.
Arthur M. Loucks, Ottawa.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
R. J. Bedlington & Co., Calgary, Alta.
Standard Brokerage Co., Vancouver, B.C.

Elite, 10c size (for cooking), doz .. 0 90
Prepared cocoa, ½'s 0 28
Prepared ½'s .. 0 28



Mott's breakfast cocoa, 10c. size 90 per dz.
" breakfast cocoa, ½s .. 0 38
" " " ¼s .. 0 38
" No. 1 chocolate, ½s .. 0 32
" Navy " ½'s .. 0 29
" Vanilla sticks, per gross .. 1 00
" Diamond chocolate, ½s .. 0 24
" Plain choice chocolate liquors .. 0 32
" Sweet Chocolate Coatings .. 0 20

WALTER BAKER & CO., LIMITED. Per lb.

Premium No. 1 chocolate, ½ and ¼-lb. cakes .. $0 38
Breakfast cocoa, 1-5, ½, ¼, 1 & 5-lb. tins 0 41
German Sweet chocolate, ½ and ¼-lb. cakes, 6 lb. boxes .. 0 28
Caracas Sweet chocolate, ½ and ¼-lb. cakes, 6-lb. boxes .. 0 35
Auto Sweet chocolate, 1-6-lb. cakes, 3 and 6 lb. boxes .. 0 35
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins .. 0 47
Soluble cocoa (hot or cold soda 1-lb. tins .. 0 38
Cracked cocoa, ½-lb. pkgs., 6-lbs. bags 0 34
Caracas tablets, 100 bundles, tied 5s, per box .. 3 00
The above quotations are f.o.b. Montreal

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—5c., 10c., 20 and 40c. packages packed in 15 lb. and 30 lb. cases. Per lb.
1 lb. packages .. 0 26
1 lb " .. 0 27
1 lb. " .. 0 28
1 and ½ b. packages assorted .. 0 26½
½ and ¼ b. " " .. 0 27½
½ lb. packages assorted in 5 lb. boxes 0 23
½ lb. " " .. 0 29
¼ lb. " in 5, 10, 15 lb. cases 0 30

Bulk—

	In 15 lb. pails	and 10, 25 and 50 lb. Pails.	Tins.	Bbls.
White Wax Shredded				
Best Shredded		0 18	....	0 18
Special Shred		0 17	....	0 15
Ribbon		0 19	....	0 17
Macaroon		0 17	....	0 15
Desiccated		0 16	....	0
White Moss in 5 and 10 lb. square tins, 21c.				

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Cocoanut—
Featherstrip, pails .. 0 16
Shredded .. 0 15
In packages 2-oz., 4 oz., 8-oz., lb. .. 0 18

Condensed Milk.

BORDEN'S CONDENSED MILK CO.
Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
"Eagle" brand (4 doz)	$6 00	$1 50
"Gold Seal" brand (4 doz)	5 00	1 25
"Challenge" brand (4 doz)	4 00	1 00
Evaporated Cream—		
"Peerless" brand evap. cream	4 70	1 20
" hotel size	4 90	2 45





TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.) .. $4 80
Reindeer" brand per case (4 doz.) .. 5 60





Coffees.

EBY, BLAIN CO. LIMITED.
Standard Coffees.
Roasted whole or ground. Packed in damp-proof bags and tins.

Club House	$0 32
Nectar	0 30
Empress	0 28
Duchess	0 6
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" " ground	0 17½
Golden Rio	0 14

Package Coffees

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, ½ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

THOS. J. LIPTON retail wholesale

Lipton's "Special" blend coffee, 1 lb. tins, ground or whole	0 40	0 30

JAMES TURNER & CO. Per lb

Mocca	$ 0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

PATTERSON'S "CAMP" COFFEE ESSENCE
Agents, Rose & Laflamme, Montreal an Toronto.

5 oz. bottles, 4 doz, per doz	1 75
10 " " 4 " "	3 00
Rep. quarts, 1 " "	6 50
Imp. " 1 " "	9 00

WHITE SWAN SPICES AND CEREALS LTD.
White Swan Blend.



1-lb. decorated tins, 32c. lb
Mo-Ja, ½-lb. tins 30c. lb.
Mo-Ja, 1-lb. tins 28c. lb.
Mo-Ja, 2-lb. tins 28c. lb.

Cafe des Epicures—1-lb. fancy glass jars, per doz., $3.60.
Cafe l'Aromatique—1-lb. amber glass jars, per doz., $4.
Presentation, with 3 tumblers, $10 per doz



THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins .. $0 33
"Gilt Edge" in 2 lb. tins .. 0 [illegible]
Canadian Souvenir 1 lb. fancy lithographed canisters 0 30

Cheese —I

Large size jars, per doz .. $8 25
Medium size jars, " .. 4 50
Small size jars, " .. 2 40
Individual size jars, per doz .. 1 00



Imperial holder—
Large size, doz. 18 00
Med. size " 17 00
Small size " 12 00
Roquefort—
Large size, doz. 2 40
Small size, " 1 40

Confections

THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box 1 80
Milk Chocolate Sticks, 36 in box, " 1 35
" " 10c cakes, 36 in box " 2 56
Chocolate Wafers No. 1, 5-lb. boxes, lb. 0 33
" " No. 2, " " 0 26
Maple Buds, 5-lb. boxes, lb .. 0 36
Nut Milk Chocolate, ½-lb. cakes, 12-lb. box, lb .. 0 40
These prices are F.o b. Toronto.

MACLAREN'S IMPERIAL CHEESE CO. LTD

Imperial Peanut Butter "Bobs," the Perfect Confectionery.

Large size, cases, 25 cartons .. $3.50 each
Small " " 50 " .. 3.60 "
Assorted, cases, 26 small, 12 large 3.55 "
Net 30 days.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Ltd. Toronto. C. O. Beauchemis & Fils. Montreal
$2, $3, $5, $10, $15 and $20.
All same price one size or assorted.

UN-NUMBERED

Under 100 books .. each 04
100 books and over .. each 03½
500 books to 1000 books .. 03
For numbering cover and each coupon, extra per book ½ cent.

Cleaner



	Per doz.
4-oz. cans	$ 0 90
8-oz. "	1 35
10-oz. "	1 65
Quart "	3 75
Gallon "	10 00

Wholesale Agen
The Davidson & Hay, Limited, Toronto

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.
'Vita" Pasteurized Extract of Beef. Per case.

Bottles	1-oz.,	case of 2 doz		$3 20
"	2 "	" 1	"	3 00
"	4 "	" 1	"	4 50
"	20 "	" ½	"	4 75
"	20 "	" 1	"	9 00

THOMAS J. LIPTON
Prices on application.

Infants' Food.

Robinson's patent barley ½-lb. tins .. $1 75
" " " 1-lb. tins .. 2 25
" " groats ½-lb. tins .. 1 25
" " " 1 lb tins .. 2 25

"Mephisto" and "Purity" Canned Lobsters.





Flavoring Extracts

SHIRRIFF'S

1 oz. (all flavors),	doz.	1	00
2 "	"	1	75
2½ "	"	2	00
4 "	"	3	00
5 "	"	3	75
8 "	"	5	50
16 "	"	10	00
32 "	"	18	00

Discounts on application.



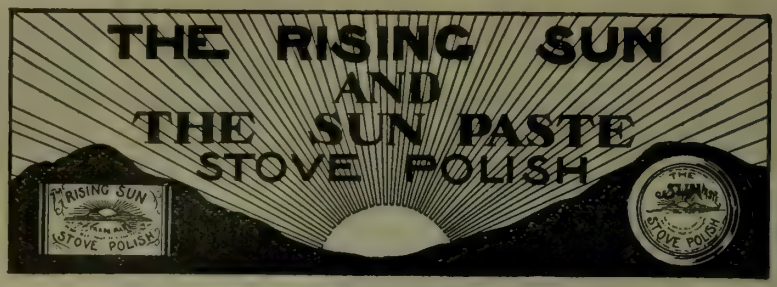
Jams and Jellies.

BATGER'S WHOLE FRUIT STRAWBERRY JAM
Agents, Rose & Laflamme, Montreal and Toronto.
1-lb. glass jar, screw top, 4 doz., per doz 2 20

THOMAS J. LIPTON
Prices on application.

T. UPTON & CO.

Compound Fruit Jams—
12-oz. glass jars, 2 doz. in case, per doz. $1 00
2-lb. tins, 2 doz. in case .. per lb. 07½
5 and 7-lb. tin pails, 8 and 9 pails in crate .. per lb. 0 07
7 wood pails, 6 pails in crate, per lb .. 0 07
30-lb. wood pails .. " 0 06½
Compound Fruit Jellies—
12-oz. glass jars, 2 doz. in case, per doz. 1 00
2-lb. tins, 2 doz. in case per lb .. 0 07½
7 wood pails, 6 pails in crate, per lb .. 0 07



IF EVERY MAN IN A FACTORY of skilled workmen presses all his energy into making the best, something is going to be done and done right. That's why ***Rising Sun*** Stove Polish in Cakes and ***Sun Paste*** Stove Polish in Tins are right every time you sell them and bring the customer back for more. Every man in the factory does his best and that best is backed with forty years experience. It is worth while to push the Stove Polish that is right.

MORSE BROS., Props. - Canton, Mass., U.S.A.

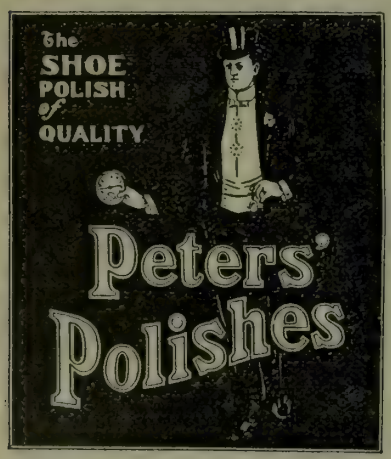
YOU CAN ALWAYS DEPEND

on the old original

JAMES DOME BLACK LEAD

to give entire satisfaction. The safest and best form of Stove Polish that can be used. Sold by all jobbers

W. G. A. LAMBE & CO., Canadian Agents



PETERS POLISH

A line of shoe polish that has created great enthusiasm among those selling and using it.

Write and get the sale of it for your district. It is a money maker.

M. Peters,
617 Queen St., West
Toronto



Talking to the Point

CLASSIFIED WANT ADS get right down to the point at issue. If you want something, say so in a few well-chosen words. Readers like that sort of straight-from-the-shoulder-talk, and that is the reason why condensed ads are so productive of the best kind of results.

CLASSIFIED WANT ADS are always noticed. They are read by wide-awake, intelligent grocers, who are on the look-out for favorable opportunities to fill their requirements.

TRY A CONDENSED AD IN THE CANADIAN GROCER.



The Greatest Seller of Them All
The World's Best Shoe Blacking

2 IN 1

We tell all Canadians who wear shoes that every up-to-date grocer can supply him. Are you handling this widely advertised Shoe Polish or some inferior and unknown brand?

Sold by all Jobbers

The F. F. DALLEY CO., Limited, ***HAMILTON, CANADA BUFFALO, N.Y., U.S.A.***



THEY

Sell Well

Show a Nice Profit

Give Satis-faction.

WHY?

Because they are

CANADA'S BEST

Rose & Laflamme, Limited, Montreal and Toronto

WAGSTAFFE'S

Fine old English

Pure Orange Marmalade

Season 1909, now ready.

WAGSTAFFE'S

Jams, Jellies and Sealed Fruits

are better than the imported.
Once tried always used.

WAGSTAFFE, LTD.

Pure Fruit Preservers

HAMILTON

20-lb. wood pails 0 06½
Pure assorted jam, 1-lb. glass jars, 2 doz in case 1 75

Jelly Powders

IMPERIAL DESSERT JELLY



Assorted flavors—gross 10.75.
MacLaren Imperial Cheese Co. Limited

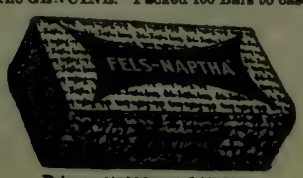


Assorted Case,	Contains 4 doz..$3.60
Assorted Case,	Contains 2 doz..$1.80
Lemon (Straight)	Contains 2 doz..$1.80
Orange (Straight)	Contains 2 doz..$1.80
Raspberry (Straight)	Contains 2 doz..$1.80
Strawberry (Straight)	Contains 2 doz..$1.80
Chocolate (Straight)	Contains 2 doz..$1.80
Cherry (Straight)	Contains 2 doz..$1.80
Peach (Straight)	Contains 2 doz..$1.80

Weight 7 lbs. to case. Freight rate, 3d class.

Soap

The GENUINE. Packed 100 Bars to case.



Prices—Ontario and Quebec:

Less than 5 cases	$ 3 25
Five cases, or over	3 15



List price

'Shirriff's" (all flavors), per doz. 0

Discounts on application.

THE ROBERT GREIG COMPANY.

White Swan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.



Lard.

N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces	$0 10½
½-bbls.	0 10½
Tubs, 60 lbs.	0 10½
20-lb. Pails.	2 20
20-lb. tins	2 10
Cases 3-lb.	0 11½
" 5-lb.	0 10½
" 10-lb.	0 10½



F.O.B. Montreal.

Li[illegible] prices

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper	per lb. $0 40
Fancy boxes (36 or 50 sticks)	per box 1 25
"Ringed" 5-lb. boxes	per lb. 0 40
"Acme" pellets, 5-lb. cans	per can 2 00
" " (fancy boxes 40)	per box 1 50
Tar licorice and Tolu wafers, 5-lb. cans	per can 2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" 100 sticks	9 75
Dulce large cent sticks, 100 in box	

Lye (Concentrated)

GILLETT'S PERFUMED.

	Per case
1 case of 4 dozen	$3 60
3 cases of 4 dozen	3 50
5 cases or more	3 40

Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case	per doz $1 00
16-oz. glass jars, 2 doz. in case	" 1 40
In 5 and 7-lb. tins and 7-lb. pails	per lb. 0 07
Pint Sealers (24 oz.), 1 doz in case, per dozen	2 00

SHIRRIFF BRAND

"Imperial Scotch"—	
1-lb. glass, doz.	1 55
2-lb. " "	2 80
4-lb. tins, "	4 65
7-lb. " "	7 25
"Shredded"—	
1-lb. glass, doz.	1 90
2-lb. " "	3 10
7-lb. tins, "	8 25



THOMAS J. LIPTON

Prices on application



SPRATT'S PRICE LIST

Mixed Bird Seeds, 1-lb. pkts., 3 dozen cases per box	$0 95
Parrot Food, ½-lb. pkts., 1 doz cartons	1 45
Parrot Food, 2-lb. pkts	0 35
Bird Cage Sand, about 1½-lb. bags, ½-gross cases	0 30
Bird Cage Grit, about 1½-lb. bags, ½-gross cases	0 30

Mince Meat

Wethey's condensed, per gross net	$12 00
" per case of 3 doz. net	3 00



ST. CHARLES CONDENSING CO

PRICES:

St. Charles Cream-family size, per case	$4.70
Ditto, hotel,	4.90
Silver Cow Milk	5.00
Purity Milk	4.70
Good Luck	4.50

Mustard

COLMAN'S OR KEEN'S

D.S.F., ¼-lb. tins	per doz.	$ 1 40
" ½-lb tins	"	2 50
" 1-lb. tins	"	5 00
Durham 4-lb. jar	per jar	0 75
" 1-lb. jar	"	0 25
F.D. ¼-lb. tins	per doz.	0 85
" ½-lb. tins	"	1 45

Olive Oil

LAPORTE, MARTIN & CIE., LTD.

Minerva Brand—	
Minerva, qts. 12's	$ 5 75
" pts. 24's	6 50
" ½-pts. 24's	4 25

Sauces

PATERSON'S WORCESTER SAUCE

Agents, Rose & Laflamme, Montreal and Toronto

½-pint bottles, 3 & 6 doz., per doz. 0 90
pint " 3 doz 1 75

THOMAS J. LIPTON

Prices on application

Soda

COW BRAND



Case of 1-lb. containing 60 packages, per box, $3.00
Case of ½-lb. containing 120 pkgs. per box, $3.00
Case of 1-lb. and ½-lb. containing 30 1-lb. and 60 ½-lb. pkgs, per box $3.00
Case of 5c. pkgs. containing 96 pkgs. per box, $3.00

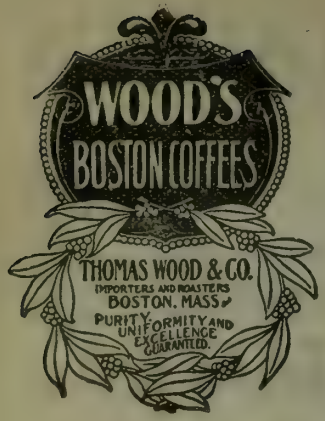
MAGIC BRAND

		Per case
No. 1, cases	60 1-lb. packages	$ 2 75
No. 2, "	120 ½-lb. "	2 75
No. 3, "	30 1-lb. " and 60 ½-lb. "	2 75

No. 5 Magic soda—cases 100—10-oz. pkgs.

1 case	2 85
5 cases	2 75

LITTLE HELPS or GREAT HELPS?



"Every little helps"—yes it does.

But this generation moves very rapidly; more business can be done in an hour than in a day a few years ago.

However many "little helps" a grocer may have, Great Helps are a necessity to establish and round out successful trade; and to the latter belong

WOOD'S COFFEES

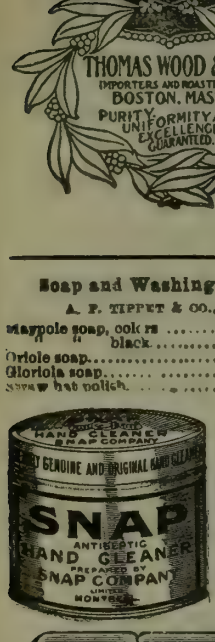
—greatest helps for the beginner, greatest for the ripe trader.
"WOODS," as applied to Coffees, means the BEST of the world's products graded and classified.

Canadian Factory and Salesrooms:
No. 428 St. Paul Street, - MONTREAL

Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross	$10 20
" " black	"	15 30
Oriole soap	"	10 20
Glorioia soap	"	13 00
Straw hat polish	"	13 80



3 doz. to box..... $3 45

6 doz. to box..... $6 90

30 days.



1 Box Price $4.00

5 Box Price $3.90

Freight paid on 5 box lots.

Starch

EDWARDSBURG STARCH CO. LIMITED.

	per lb
Laundry Starches—	
No. 1 White or blue, 4-lb. carton	$0 07
No. 1 " 4-lb. "	0 07
Canada laundry	0 06
Silver gloss, 6-lb. draw-lid boxes	0 08
Silver gloss, 6-lb. tin canisters	0 08
Edward's silver gloss, 1-lb pkg.	0 07½
Kegs silver gloss, large crystal	0 07
Benson's satin, 1-lb cartons	0 7½
No. 1 white, bbls. and kegs	0 06½
Canada White Gloss, 1 lb. pkgs	0 6½
Benson's enamel, per box	1 50 to 3 00
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07½
Canada Pure Corn	0 07½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
" " 1 " or blue,	

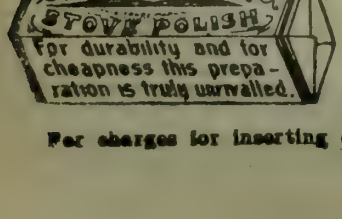
BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches	
Canada Laundry, boxes of 40-lb.	$0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 6½
Finest Quality White Laundry—	
1-lb. Canisters, cases of 40 lb.	0 06½
Barrels, 200 lb.	0 07½
Kegs 100 lb.	0 07½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 08
6-lb. toy trunks, 8 in case	0 08
6-lb. enameled tin canisters, 8 in case	0 08
Kegs, ex. crystals, 100 lb.	0 07
Brantford Gloss—	
1-lb fancy boxes, cases 36 lb.	$0 08
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 00

Stove Polish.

	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste 5c. size, ½-gross boxes	5 00



JAMES' DOME BLACK LEAD

	Per gross
6a size	$2 40
2a "	2 50

Syrup.

EDWARDSBURG STARCH CO., LTD.

"Crown" Brand Perfection Syrup.

Barrels, 700 lbs.	0 03½ per lb.
Half-barrels, 350 lbs.	0 03¾ "
¼-barrels, 175 lbs.	0 03⅞ "
Pails 25 lbs.	1 30 each
" 38½ lbs.	1 80 "

Plain tins, with label—	Per case
2 lb. tins, 2 doz. in case	2 50
5 " 1 " "	2 85
10 " ½ " "	2 75
20 " ¼ " "	2 70

(5, 10 and 20 lb. tins have wire handles.)

Teas.



THE "SALADA" TEA CO.

	Wholesale	Retail.
Brown Label, 1's and ½'s	$0 25	$0 30
Green Label, 1's and ½'s	0 27	0 35
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 38	0 50
Gold Label, 1's and ½'s	0 44	0 60
Red-Gold Label, ½'s	0 55	0 80



EMPIRE PACKAGE TEA

Cases 30 and 50 lbs. each—Black, Mixed, and Green Ceylon.

25c.	1s, 20c.; ½s, 21c.
30c.	1s and ½s, 23c.
40c.	1s and ½s, 28c.
50c.	1s and ½s, 35c.
75c.	1s and ½s, Vulcan, 50c.

100 lb. lots freight paid.

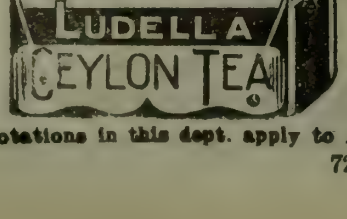
LIPTON'S TEA

Thomas J. Lipton
75 Front St. East, Toronto.



Packed in air-tight tins only.

	wholesale	retail
Blue label ¼'s and ½'s	0 24	0 30
Orange " ½s, ¼'s and 1's	0 30	0 40
Pink " ½'s & 1's, tins	0 35	0 50
Red " Dominion blend, ¼'s and ½'s	0 44	0 60
Gold " Afternoon blend, ¼'s and 1's	0 50	0 70



Blue Label, ¼'s	0 21	0 26
Orange Label, 1's and ½'s	0 28	0 40
Blue Label, 1's	0 20	0 25
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—

Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf-c, 80 lbs	0 19

Ceylon Green Teas—Japan style—

Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs	0 19



BLUE RIBBON TEA CO., TORONTO

	Wholesale	Retail
Yellow Label, 1's	0 20	0 25
" " ½'s	0 21	0 25
Green Label, 1's and ½'s	0 24	0 30
Blue Label, 1's and ½'s	0 25	0 35
Red Label 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, ½'s and ¼s	0 55	0 80
Embossed, ½'s and ¼'s	007	1 00



	Wholesale	Retail
Pink Label 1's and ½'s	30c.	40c.
Gold Label 1's and ½'s	35c.	50c.
Lavender Label 1's and ½'s	42c.	60c.
Green Label 1's and ½'s	50c.	75c.
Canisters		
Gold Tins, 5's	35c. 1.75	50c. 2.50
Gold Tins, 3's	35c. 1.05	50c. 1.50
Gold Tins, 1's	36c. each	50c. each
Gold Label, ½'s	18c ea. 36 lb.	25c ea. 50 lb.
Red Tins, ½'s	35c ea. 70 lb.	50c ea. 1 00 lb.
Red Tins, ¼'s	18c ea. 72 lb.	25c ea. 1.00 lb

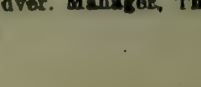


MELAGAMA TEA.

MINTO BROS., 55 Front St. East

	Wholesale	Retail.
Black, green, mixed, ¼s	0 70	1 00
" " ½s	0 55	0 80
" " 1s	0 44	0 60
" " ½s	0 40	0 60
" " 1 lbs. & ½s.	0 38	0 50
" " ½s	0 35	0 50
" " 1 lbs., ½s	0 30	0 40
" " ¼s	0 32	0 40
" " ½s	0 25	0 30
" " 1 lbs.	0 24	0 30

We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 20
" " ½-lb. " "	0 21
Blue Label, retail at 30c	0 24
Green Label, " 40c	0 30
Red Label, " 50c	0 35
Orange Label, " 60c	0 42
Gold Label, " 80c	0 55

RIDGWAYS.

London, Vancouver Winnipeg and Ceylon.



	Wholesale.	Retail.
Capital Household, 1's and ½'s	0 30	0 40
Old Country, 1's and ½'s	0 35	0 50
5 o'clock, 1's and ½'s	0 42	0 60
H.M.S., 1's and ½'s	0 75	1 00

Ridgway's Standard Bulk Blend in stock at all our branches in Canada.



THOMAS WOOD & CO.

Montreal and Boston

	wholesale	retail
Wood's Primrose, per lb.	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ½-lb. tins. All grades—either black, green or mixed.

Tobacco.

IMPERIAL TOBACCO COMPANY OF CANADA, LIMITED—EMPIRE BRANCH.

Chewing—Black Watch 5s	38
Black Watch 11s	38
Bobs 5s and 10s	38
Bully 6s	44
Currency 6½s and 10s	38
Stag 5s	38
Old Fox 12s	44
Pay Roll Bars 7½s	56
Pay Roll 7s	56
Plug Smoking—Shamrock 6s., plug or bar	45
Rosebud Bars 6s	45
Empire 5s, and 10s	36
Amber 8s. and 8s	60
Ivy 7s	50
Starlight 7s	50
Cut Smoking—Great West Pouches, 7s	51

JOS. COTE, QUEBEC.

Cigars	
St. Louis (union), 1-20	$33 00
St. Louis, 1-40	35 00
St. Louis, 1-100	35 00
Champlain, 1-20	35 00
Champlain, 1-40	36 00
El Sergeant, 1-20	55 00
El Sergeant, 1-40	55 00
El Sergeant, 1-100	55 00
Cut tobaccos.	
Petit Havana, ¼, 1-12—1-6	0 40
Quesnel, 1-4, 1-2	0 65
" 1-2	0 75
Cote's Choice Mixture, ½-lb tins	0 75
" " ¼-lb "	0 75
" " 1-lb "	0 60

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz.	$18 00
Absorbine Jr., per dozen	2 00

Yeast.

Royal yeast, 3 doz. 5 cent. pkgs	$1 10
Gillett's cream yeast, 3 doz. in case	1 10

For charges for inserting quotations in this dept. apply to Adver. Manager, The Canadian Grocer, at our nearest office

TANGLEFOOT FLY PAPER The Standard throughout the world for more than twenty-five years. ALL OTHERS ARE IMITATIONS.





"GLOBE" with Percolator.

This pot speaks for itself. When tea is drawn take the Percolator out and tea remains free from tannin.

We make seven sizes of this, also The Champion Tea Pot. Send for price list.

R. CAMPBELL'S SONS

HAMILTON POTTERY

HAMILTON, - ONTARIO

DWIGHT'S



BAKING SODA

More every day is being used—

The increase in sales of

"Cow Brand" Baking Soda

is due to its purity, strength, uniformity and absolute reliability in all its uses—

The housekeeper's attention need only be drawn to it once, it will be her constant demand when she wants baking soda—

This makes profit for you—

Are you taking advantage of it?

CHURCH & DWIGHT

Manufacturers

MONTREAL

FREQUENCY OF SAILINGS

Every twelfth day a Pickford and Black steamer leaves Halifax for Bermuda, The British West Indies and Demerara, and is away thirty-eight days. A delightful trip for moderate cost. Write us.

PICKFORD & BLACK

HALIFAX

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, - 644 Craig Street

MONTREAL.

Queen City Water White Oil

GIVES PERFECT LIGHT

The most economical high-grade oil ever sold in Canada.

FOR SALE EVERYWHERE

TWO CENTS PER WORD

You can talk across the continent for two cents per word in a Canadian Grocer Want Ad.

SALT

full lines, all
high grade
prompt delivery
ex NEW ARRIVALS
Write

VERRET, STEWART & CO.
LIMITED
MONTREAL

Apples are gone and your customers are at a loss to find something to fill the void.
Suggest

WETHEY'S
MINCE MEAT
(IN CARTONS)

"Most Economical Pie Filler Made"
All Wholesalers Carry It

INSIST ON THIS BRAND



Empire Brand

Specials

Salmon, Empire
" Red Cohoes, 1's tall, retails 15c.
" " " ½'s, Flat " 10c.

Bulk Pickles
" Empire

Pineapple, Singapore; Favorite Molasses in cans, 10c. and 15c. Tins Ideal Catsup, retail 8c.—2 for 15c.

4
Free Phones
Use them freely

GEO. E. BRISTOL & CO.
Hamilton, - - - - Ontario

CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

Montreal: 701-702 Eastern Townships Bank Bldg. Toronto: 10 Front St. East. Winnipeg: 511 Union Bank Building. London, Eng.: 88 Fleet St., E.C.

VOL. XXIII. PUBLICATION OFFICE: TORONTO, MAY 14, 1909. NO. 20.



For satisfaction to the housekeeper and dealer alike

Keen's Oxford Blue

stands unequalled—The wise grocer sticks to **The Best.**—

FRANK MAGOR & CO., 403 St. Paul Street, **MONTREAL**

Agents for the Dominion of Canada

CORN STARCH

is used in every family in Canada. The particular brand that has been a boon to the housekeeper for nearly fifty years is

Benson's "Prepared" Corn

(The original yellow package)

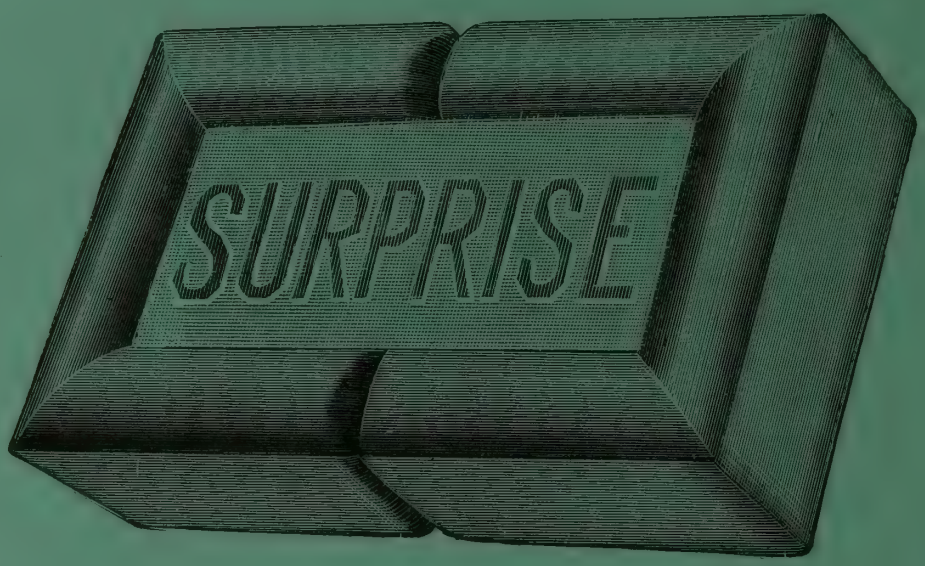
It is the grocer's most reliable brand---Every jobber in Canada sells it.

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, Toronto, Ont. Works, Cardinal, Ont. 164 St. James St., Montreal

EVERY merchant's back shop tells the story of stickers —things that sold well for a time and then went flat. You know what they have been in your case, don't you—and you don't need to look them over to find that SURPRISE SOAP isn't on the list.



SURPRISE has been a good seller from the very first

And every year it is getting harder for the man who sells a substitute to do any business at all. He finds that women simply won't listen to his argument about soaps that for the minute pay him a better profit—they've tried that kind before—and why should they when SURPRISE value is the best in the world?

THE ST. CROIX SOAP MANUFACTURING COMPANY

Factory at ST. STEPHEN, N.B.

Branches: MONTREAL TORONTO WINNIPEG VANCOUVER WEST INDIES

Fish From Scotland

The "Tyne" Brand of canned Scotch fish has all the delicacy and richness of flavor of the freshly caught fish. It is a satisfactory brand to buy because it is always the same—you can judge the quality of the entire year's output by a single can.

The Shields Ice and Storage Company

are specialists in the packing of Scotch Fish—nothing can possibly be finer than their product "The Tyne Brand." Their reputation has been made entirely on this one thing. It is their hobby to offer only the "best"—*and they do it.*

Arthur P. Tippet & Co, Agents

8 Place Royale, Montreal — *84 Victoria St., Toronto*

The French Macaroni

The germ of the best wheat—the gluten—is the foundation on which the high quality of "CODOU" Macaroni rests. But added to that is the skill acquired by a life time of service in its manufacture. It is

Made By Felix Codou

It is very delicate and tender—never "rubbery." And there is a richness of flavor that makes it very toothsome. Monsieur Codou is so proud of his famous brand that he permits no package to leave his factory without having his name.

Arthur P. Tippet & Co, Agents

8 Place Royale, Montreal — *84 Victoria St., Toronto*



MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY



Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

HAMILTON

THE MAN ON THE SPOT

"There is many a slip between the enquiry and the reply." The man on the spot gets the order—That's me.

FACE TO FACE BUSINESS

G. WALLACE WEESE

Manufacturers' Representative. Hamilton, Can.
Offices, Myles' Fireproof Storage Warehouse.
Write Me To-day.

J. W. GORHAM & CO.

JERUSALEM WAREHOUSE, HALIFAX, N.S.

Manufacturers' Agents and Grocery Brokers

WAREHOUSEMEN

can give close attention to few more first-class agencies. Highest references.

FOR SALE

Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.

J. T. ADAMSON & CO.

Customs Brokers and Warehousemen

—

27 St. Sacrament Street, Montreal
TEL. MAIN 778 BOND 28

ROBERT ALLAN & CO.

General Commission Merchants
MONTREAL

Fish, Oils, Beans, Peas and Produce.
Agents: "Royal Crown" Skinless Codfish.
Representing Morris & Co. Chicago. Pork and Lard.

Mr. Manufacturer

You will be interested in learning that the undersigned have entered into partnership, taking over the business of J. Walter Snowdon. They are open for one or two more agencies for Montreal City and district. Address:

SNOWDON & BORLAND

34 Guardian Building
MONTREAL

J. Walter Snowdon W. George Borland

STORAGE IN OTTAWA

We offer every modern convenience. Largest warehouse in Ottawa Valley. Fireproof, low insurance rates, direct communication with all railways—tracks to the door. Centrally located.

Secure Our Low Rates,

Dominion Warehousing Co., Ltd.
52 Nicholas Street, Ottawa
J. R. Routh, Manager.

D. McL. BROPHY

414 St. Paul St. Montreal

Broker and Manufacturers' Agent.

Open to represent one more up-to-date house desirous of utilizing my excellent connection with the grocery trade.

Correspondence will receive prompt attention.

D. STAMPER

GROCERY AND FRUIT BROKER
AND MANUFACTURERS' AGENT

Goods Stored and Distributed
Warehouse, City Spur Track.

P.O. Box 793 MOOSE JAW, SASK.

NEWFOUNDLAND

T. A. MACNAB & CO.

ST. JOHN'S, NEWFOUNDLAND
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS

Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's.

Codes: A.B.C, 5th edition, and private.

G. C. WARREN

Box 1036, REGINA

Manufacturers' Agent and Commission Merchant. Direct Importer of all grades of pure Ceylon Teas, and Grocery and Drug Specialties. Dealer in Coffees, Spices, Mustard, etc. Established eleven years. More lines desired.

CLARE, LITTLE & CO.,

WESTERN DISTRIBUTORS

Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.

Phone 159 SASKATOON,
P.O. Box 257. Western Canada

W. S. CLAWSON & CO.

Manufacturers' Agents and Grocery Brokers.

Warehousemen

ST. JOHN, - - - N.B.

Open for a few more first-class lines.

Finest the World Can Produce

MORRIS & COMPANY
Chicago, Ill.

Lard, Shortening and Oil

—

W. H. MILLMAN & SONS

CANADIAN AGENTS
TORONTO

W. G. A. LAMBE & CO.

TORONTO

Grocery Brokers and Agents.

Established 1885.

W. G. PATRICK & CO.

Manufacturers' Agents
and
Importers

29 Melinda Street, Toronto

MacLaren Imperial Cheese Co.

Limited

AGENCY DEPARTMENT

Agents for Grocers' Specialties and Wholesale Grocery Brokers

TORONTO, Ont. DETROIT, Mich.

Don Storage and Cartage Co.

Limited

81 Front Street East
TORONTO

PHONE M. 2823

Storage facilities unequalled in city—Special cartage delivery—Lowest rate of insurance.

Wholesale Grocery Brokers

and

Manufacturers' Agents

Connection with Jobbing Trade of Toronto, Hamilton and London. Foreign and Domestic Agencies Solicited. Best of Storage Accommodation.

LIND BROKERAGE CO.
23 Scott Street Toronto

CARMAN BROKERAGE Co.

Wholesale Grocery Brokers

141 Bannatyne St. E. WINNIPEG, MAN.

We keep in close touch with the wholesale trade—Winnipeg and West—write us.

C. & J. JONES

Agents for James Robertson & Sons, Paisley. Jams and Jellies, etc.

WHOLESALE BROKERS
MANUFACTURERS' AGENTS AND IMPORTERS.

62 Scott Block - WINNIPEG, Man.

Domestic Agencies Solicited. Good Storage Facilities.

WATSON & TRUESDALE

(Successors to Stuart, Watson & Co.)

Wholesale Commission Brokers and Manufacturers' Agents.

WINNIPEG, - MAN.

Domestic and Foreign Agencies Solicited.

JUST RECEIVED—Our Spring Importations

IMPORTED RICES

JAVAS
JAPANS
PATNAS
SIAMS

We are quoting exceptionally good values—
Samples on application.

EBY-BLAIN, LIMITED

Wholesale Grocers TORONTO

THE TOP LINE

The most profitable Package Tea for the Grocer to handle. Compare our prices with others.

YELLOW LABEL, pounds cost you ***20c.*** Half pounds, cost you ***21c.***, you sell at ***25c.*** per pound.

GREEN LABEL, pounds, and half pounds. Costs you ***24c.,*** you sell at ***30c.*** per pound.

BLUE LABEL, pounds, and half pounds. Costs you ***25c.,*** you sell at ***35c.*** per pound.

RED LABEL, pounds, half pounds, quarter pounds, and one-eighth pounds. Costs you ***30c.,*** you sell at ***40c.*** per pound.

WHITE LABEL, pounds, and half pounds. Costs you ***35c.,*** you sell at ***50c.*** per pound.

GOLD LABEL, pounds, and half pounds. Costs you ***42c.*** you sell at ***60c.*** per pound.

PURPLE LABEL, half pounds, and quarter pounds. Costs you ***55c.,*** you sell at ***80c.*** per pound.

DOLLAR TEA, EMBOSSED LABEL, half pounds, and quarter pounds. Costs you ***70c.,*** you sell at ***1.00*** per pound.

¶ These Teas give a handsome profit to the Retail Merchant—an average of 38%.

THE BLUE RIBBON TEA CO., Limited
266 St. Paul St., MONTREAL

BOECKH'S
BRUSHES and BROOMS

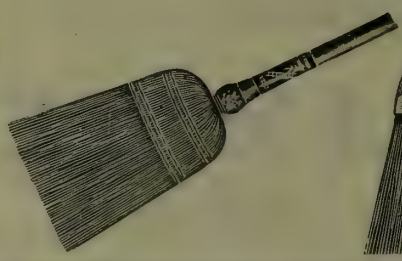
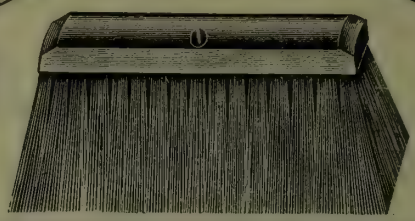
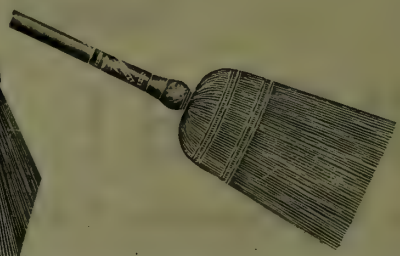



SORT UP NOW

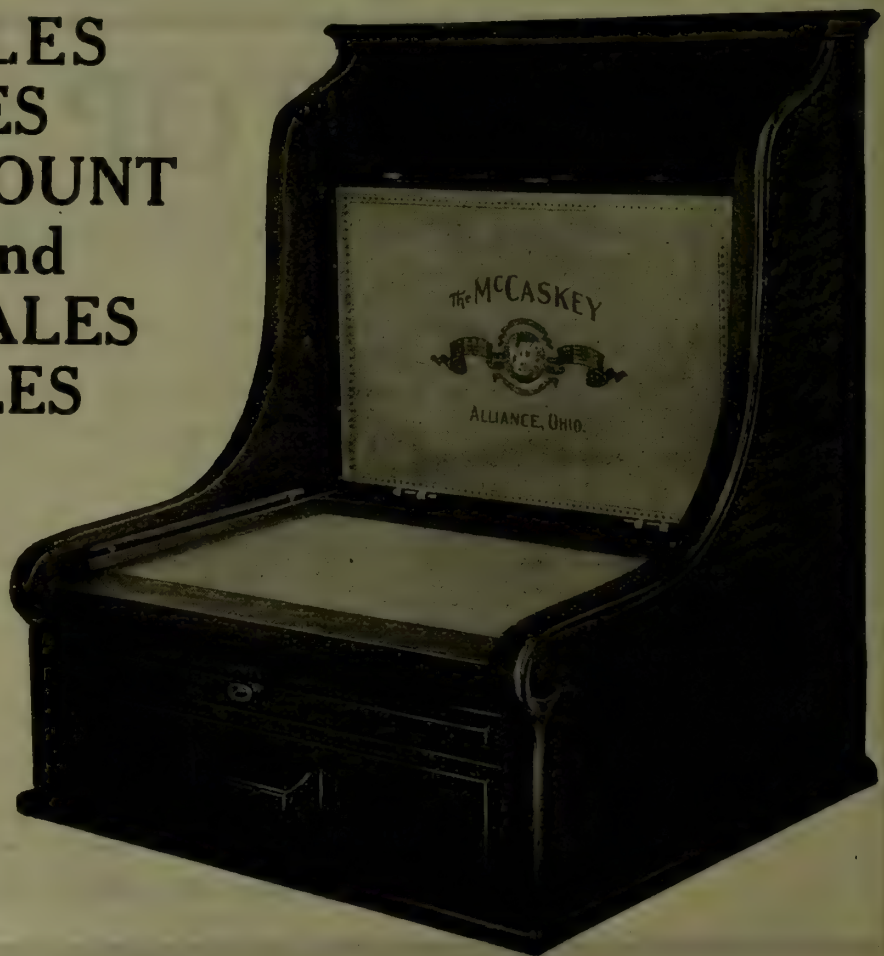
The busy season is on. Is your stock becoming low on some sizes? If so, you should send in your order promptly, so as to avoid delays, as we too are very busy and are receiving numbers of **Rush Orders** daily.

You can specify shipments later if you prefer.

BOECKH'S Head Office, 80 York St., Toronto


CREDIT SALES
CASH SALES
CASH ON ACCOUNT
PRODUCE and
EXCHANGE SALES
C. O. D. SALES



All handled with but ONE WRITING. The McCASKEY ACCOUNT REGISTER SYSTEM

Positively stops all forgetting to charge.

Eliminates errors and disputes.

Cuts out copying and posting.

Cuts out night work and Sunday work.

Saves time, labor and expense.

Pleases your customers.

Draws new trade.

AND will bring in the cash faster than any two-legged collector. It's a money saver and a money earner. If you do a credit business ask us for information.

We are the originators of the total forwarding, one-writing register system.

THE McCASKEY REGISTER CO.
Hughson & Rebecca Sts.
Hamilton, Canada

To the Trade:

Do You Know Why

CEYLON TEA

IS SO

Rapidly Displacing the Thin Light Teas, Here, in America?

(Two and Three-Quarter Millions Increase in Direct Shipments Alone in 1908 over 1907.)

First: Because it Makes a Strong, Full-Bodied Tea to Satisfy the Coffee-Educated Palate;

Second: Because of Its Piquant Flavor;

Third: Because of Its Unvarying Excellence;

and

Fourth: Because of Its Cheapness Regardless of Cost.

A Pound of Ceylon Tea
"Goes Twice as Far"
as the Light Thin Tea.

Indifference Doesn't Pay

If you have not been very particular about the class of canned fruits and vegetables that you have been handling in the past you probably have by this time come to the conclusion that the epigram in the caption of this announcement is true.

The
Old Homestead Brand

is the standard of pure canned products of the highest quality. Grocers who carry and stock this brand sell more canned goods, because our products create and keep good customers. They have a reputation and recognition that attracts and holds permanent trade.

Specify Old Homestead Brand
WHEN ORDERING FROM YOUR JOBBER.

The Old Homestead Canning Co.
Picton **Ontario**

50 Years Reputation

You've tried the rest— now try the Best TEA

50 Years Reputation

Cooper Cooper & Co.

are offering their world-famous ***Tea-plant Brand of***

TEAS

at the following Popular Prices: ***40 cents, 50 cents, 60 cents per lb.***

Packed in ½-lb net weight canisters under our own handsome "Tea-plant" label.

Good profit for you—Satisfaction for your customers.

CANADIAN AGENTS:

GREEN & CO., 25 Front St. East, Toronto, Ont. D. STAMPER, P. O. Box 793 Moose Jaw, Sask.
CLAWSON & CO., 11-12 South Wharf, St. John, New Brunswick.

Cooper Cooper & Co., Ltd. **Head Office: 71 & 73 Tooley St. London Bridge, London, S.E.**

"PEERLESS" Brand Canned Goods

are, in quality, just what the brand denotes, beyond question the finest output of any Canadian factory.

Put up by the Beamsville Preserving Co., Limited.

SOLE DISTRIBUTORS:

WARREN BROS. & CO., - LIMITED

TORONTO and KINGSTON

Unequalled in Quality
and a Producer of Permanent Profit

QUAKER
Canned Goods

THE BLOOMFIELD PACKING CO.
BLOOMFIELD, - ONT.

"Batger's"

Lemon Squash & Lime Juice Cordial

When your customers come in and ask for a **Good Summer Drink** sell them **Batger's** Lemon Squash or Lime Juice Cordial—They give the satisfaction that brings repeat orders — **No Sugar Required**, but just add water. Very **handy** and **economical**. Retail at popular prices and show a splendid profit. Try a case of 2 doz. Pints or Quarts.

Rose & Laflamme
Limited
Montreal and Toronto.

BATGER'S

Xmas Goods

BATGER'S line is unsurpassed for artistic merit and actual value. It is a line that always sells.

The range offered includes:

XMAS CRACKERS,
XMAS STOCKINGS,
XMAS NOVELTIES,
Etc., Etc.

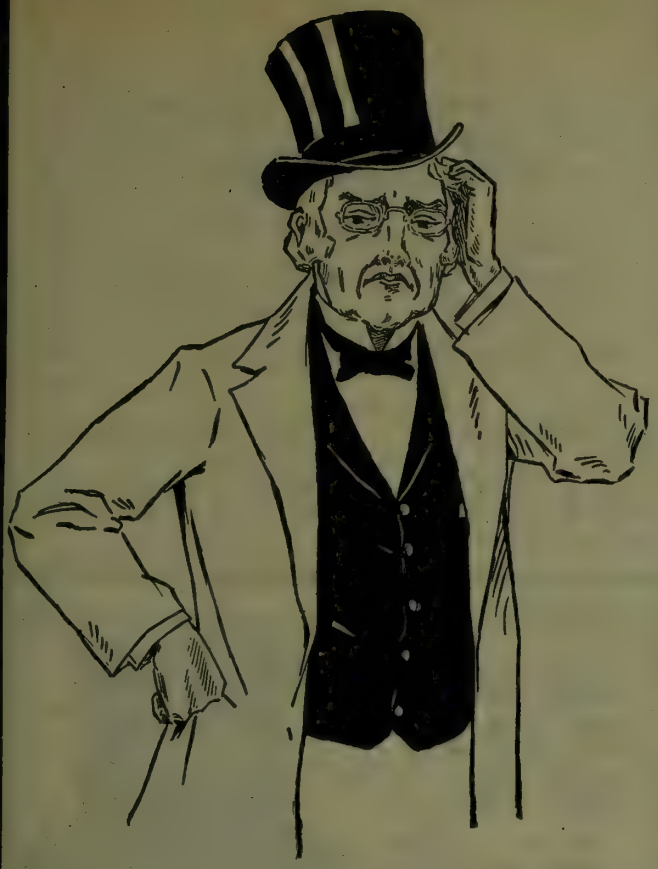
also

Batger's English Confectionery

Justly famous wherever known

WAIT FOR OUR TRAVELER

Rose & Laflamme, Limited
Montreal and Toronto



When in Doubt

ORDER THESE BRANDS OF RAISINS

F. W. Rowley DENIA — **Finest Selected**

AND

S. Bodi DENIA — **Fine Selected**

YOU are always sure of the best when ordering these famous raisins. Uniform quality and packing, unchanged for years, have given them an individuality it is impossible to equal.

Our SHELLED ALMONDS, in 14-lb. and 28-lb. boxes, merit your consideration at this season.
GREAT STOCK

UNDERDOWN & CRICHTON

London, Eng. Valencia, Spain Denia, Spain

Canadian Agents: Wm. C. Christmas, Montreal; E. T. Sturdee, St. John, N.B.; Grant, Oxley & Co., Halifax, N.S.; Eugene Moore, Toronto; W. H. Escott, Winnipeg; J. A. Kavanagh, Hamilton, Ont.

ARE YOU GETTING YOUR SHARE *of* Western Business?

If not, how long are you going to delay reaping the rich returns that a new and fertile country yields?

Perhaps you are just waiting for someone to point the way; to introduce your wares to the retail or wholesale trade.

That's our business. We are acting as representatives for others in the West. What we have accomplished for them we can do for you.

LET US HEAR FROM YOU

RICHARDS & BROWN

Wholesale Commission Merchants

314 ROSS AVENUE **WINNIPEG, MAN.**

We have our own large track warehouse in the heart of the wholesale district.

Chocolate Bordeaux

has had many imitators ; but, in spite of competition (**in name only**), its consumption has steadily increased year by year and **"Bordeaux"** remains unequalled.

No other Chocolate can approach it in flavor, a fact which is fully appreciated by the public and evidenced by the immense sales we enjoy.

We give unequalled value, every batch is of the same even quality.

Bordeaux is the toothsomest morsel of Confectionery ever tasted : Tasting tells. **Always fresh. Always good. Always the same.**

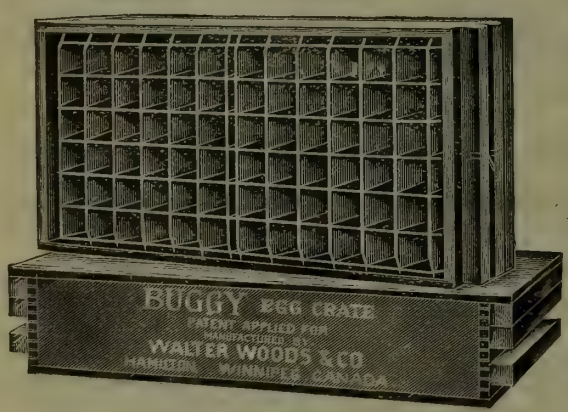
Be the up-to-date leader in your locality. Hard times don't affect the merchant who sells this line.

The Chocolate of quality. Yielding profit. Enjoying demand. Samples for the asking.

The MONTREAL BISCUIT CO., MONTREAL

Manufacturers of "SWEETS THAT SATISFY."

Buggy Egg Crate



Everybody Says So:

"Just the thing" "Been looking for this"
"Well, how simple" "So handy"

Every Dealer Should Have Them

Walter Woods & Co.

Hamilton and Winnipeg

Lines That Will Sell Well Right Now!

Successful Merchants who have stocked the goods of the Taylor & Pringle Co., Ltd., declare that they sell much better than the ordinary, and are thoroughly satisfactory in every way. Here are our leaders :



Queen Quality Pickles

Sweet, Mixed and Chow

Bulk Pickles, all sizes; Tomato Catsup, Worcestershire Sauce, Pure Apple Cider, Cider Vinegar.

NON-ALCOHOLIC WINES IN PINTS AND QUARTS AND IN BULK IN KEGS

German Sauer-Kraut — Pickles in Brine.

RYAN & HOOPER, Toronto Agents

Taylor & Pringle Co., Ltd.

Owen Sound, Ont.



It dries them up **Common Sense**

KILLS { *Roaches and Bed-Bugs* / *Rats and Mice*

All Dealers and 381 Queen St. W., Toronto, Ont.

Dealers find Common Sense a very good seller, for the reason that it gives general satisfaction and each customer tells others about same. Write for prices.

IT WILL PAY YOU

to watch our Condensed Ad. columns. There are many money-making propositions there. You may find just what you are looking for.

STERLING
BRAND
PICKLES

Choicest of relishes. A popular line with the trade—popular with the consumer. Known and liked from ocean to ocean. Canadian made.

The T. A. Lytle Co., Limited
Sterling Road Toronto, Can.

MASON'S
O.K
SAUCE

The one sauce possessing that piquancy of flavor and uniform quality that makes it always the same. Splendid profit for the dealer. 33⅓%.



GEO. MASON & CO., LTD.
Sole Manufacturers, London, Eng.
Sole Canadian Agents:
S. T. Nishimura & Co.
MONTREAL
SUB-AGENTS:
Toronto, Ont.—Geo. Stanway & Co.
Hamilton, Ont.—James Somerville
Ottawa, Ont.—Mackenzie & Co.
London, Ont.—Wm. G Coles & Co.
Quebec, Que.—The F. Abel Co.
Kingston, Ont.—James Craig



THE PUREST AND BEST

ST. CHARLES EVAPORATED CREAM

STANDARD THE WORLD OVER

ALWAYS READY—NEVER FAILS

A QUICK SELLER

EVERY CAN GUARANTEED

Manufactured by

St. Charles Condensing Co.
INGERSOLL, - ONTARIO
CANADA



Your Customers Know



this trademark. They know it stands for fine, pure salt—salt that will not cake or harden—salt without trace of bitterness.

Windsor Salt

has been for years—and is to-day—the one best seller.

The Canadian Salt Co, Limited
Windsor, Ont.

The Purity of Our Product

This is the strong talking as well as the convincing selling point in the

E. D. S. Brand of Jellies and Jams

An impartial analysis conducted by government experts has proved that this brand is the purest sold in Canada. Nature's flavor is preserved in every bottle and jar. Our guarantee goes with our goods.



AGENTS

W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; R. B. Colwell, Halifax, N. S.; J. Gibbs, Hamilton

E. D. Smith's Fruit Farms, Winona, Ont.



CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat Put up in ¼ gross cases

Bulk in 7-lb. Pails, ½ doz. in crate.

25-lb. Pails and 75-lb. Tubs.

Capacity one ton per hour. Sold by all wholesale dealers.

The CAPSTAN MFG. CO., - Toronto, Ont.

CRYSTAL SUGARS

Retailers throughout Canada handle them.
You deal direct with the factory.
Standard, Fine, Coarse, Berry, Powdered.
The best for PRESERVING.
Always the same, the best.
Let us send samples with quotations.

Sugars that always satisfy.
Uniform Grain.
Gains customers for you.
A trial convinces.
Remember! It is dollars in your pocket.
Sold strictly on the merits.

MANUFACTURED BY
The Wallaceburg Sugar Co., Limited
Wallaceburg, Ont.

DRY GOODS REVIEW

10 Front St. East
TORONTO

Would You Know

More about general dry goods conditions; how to increase your net profits, by modern successful selling methods, by effective store advertising and by a thorough knowledge of the markets? The Dry Goods Review will tell you how. Published monthly. 130 to 230 pages.

Subscription, $2.00 a year.
Sample copies, 25c.



Reputation, Excellence, Wear and Worth

are all combined in

The Pansy Broom

This broom is a leader. You can tell it anywhere. It has a wrapper which is the hall mark of merit. It pays to sell a good broom and also a broom that will last. It's better for the grocer and better for the customer. That's why we are talking to you month in and month out on **"The Pansy"** which is made from the best broom corn grown, is just the right size, weight and shape to win its way.

BUY FROM THE MAKERS

H. W. NELSON & CO., Limited

TORONTO CANADA

Good Coffee

Coffee better than the average.
Coffee superior to others.
Coffee so exquisite in flavor.

That people want it again—and again. That's what

Aurora Coffee

is. The best money can buy. It retails at 40 cents and leaves you a margin for yourself that is worth while—something to justify your buying the brand and introducing it to your customers. Don't lose this chance.

W. H. GILLARD & CO.

Wholesale Grocers *Coffee Importers*

HAMILTON

Branch House—Sault Ste. Marie

GINGER BREAD

BRAND

MOLASSES

Is the Product of the British West Indies Sugar Cane.

It is sold in tins, pails, barrels and half barrels.

For cooking and table use it is undoubtedly the best.

"THE BEST THERE IS"

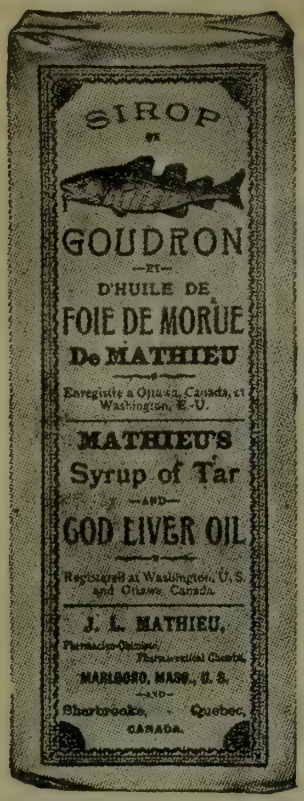
Agents

C. E. Paradis,	Quebec.	W. H. Escott,	Winnipeg.
C. DeCarteret,	Kingston.	R. G. Bedlington & Co.,	Calgary
Jas. N. McIntosh,	Ottawa	Tees & Pearse,	Edmonton.
Geo. Musson & Co.,	Toronto.	Wilson & McIntosh,	Vancouver
J. W. Bickle & Greening,	Hamilton.	C. Leonard Grant,	P. E. Island
G. H. Gillespie,	London		

Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia



WHY YOU SHOULD SELL

MATHIEU'S SYRUP

of Tar and Cod Liver Oil

REASON NO. 1

Nine out of every ten people when troubled with a cough or cold call for Mathieu's Syrup.

Hence there is no time wasted in selling it. It almost sells itself. This is the result of its exceptional curative properties in all chest and throat complaints — backed up by good advertising.

This advertising consists of

1. Our newspaper campaign.
2. One person recommending it to another, and probably telling him that he got it at your store.
3. Dealers who know a good article when they see it and gladly recommend it to their customers and friends.

Let us have an order from you to-day.

J. L. MATHIEU CO., Props., SHERBROOKE, P.Q.

Sold by wholesale trade everywhere
Distributors for Western Canada:

Foley Bros., Larson & Co., Wholesale Grocers and Confectioners, Winnipeg, Edmonton, Vancouver.

L. Chaput, Fils & Cie., Wholesale Depot, Montreal

EUREKA REFRIGERATOR



In order that food stuff may be kept properly a refrigerator must have no stagnant air. The Eureka System is so perfect that no stagnant air is possible. Food kept where circulation is imperfect soon spoils. Eureka Refrigerators are used by leading Grocers and Butchers in all parts of the Dominion.

WRITE FOR CATALOGUE

EUREKA REFRIGERATOR COMPANY, LIMITED

54 and 56 NOBLE STREET, TORONTO, Canada
Near Queen Street Subway

WAGSTAFFE LIMITED

are the only firm in Canada that put up solely Pure Fruit Preserves and Marmalades. We do not pack Tomato Catsup or Pickles, as everybody knows how searching are the acids in vinegar and tomatoes. It is impossible to get that true fruit flavor and delicate aroma in the different fruits out of a factory that makes Catsup.

Mr. Grocer, buy your

Jams, Jellies and Marmalades

FROM

WAGSTAFFE'S, PURE FRUIT PRESERVERS, HAMILTON, CAN.

JAPAN TEAS

TO JOBBERS: We now have favourable cable quotations on several of our high-grade standards for immediate shipment. We shall be pleased to hear from you promptly.

S. T. NISHIMURA & CO.

MONTREAL and JAPAN



"McLean's" White Moss Cocoanut

When you see the name ***White Moss Cocoanut,*** and this still further guaranteed by the name ***"McLean"*** you may be sure you are looking at the best cocoanut in the best package on the market—You can safely stock it.

The Canadian Coooanut Co., Montreal



In CORNETS and ICE CREAM SPECIALTIES

We are ready to fill your orders promptly.

The DOMINION WAFER CO.

Importers from the largest factories in the world.

42 St. Vincent St., Montreal

Tel. Bell, Main 1310

It sells like Lightning

Yes—'CAMP' sells just as you'd expect the best Coffee Essence in the world would sell!

The Quality of the Coffee, combined with the convincing advertisements continually appearing in the press and on the hoardings on its behalf, results in 'Camp' being half sold before you get it.

R. Paterson & Sons, Coffee Specialists, Glasgow

'CAMP' COFFEE

ROSE & LAFLAMME, Limited Montreal and Toronto, Agents



WHAT YOUR CUSTOMERS EXPECT

They are always sure to get in true, full flavor, strength, purity and reliability if you sell them

SHIRRIFF'S FLAVORING EXTRACTS

They are leaders on the market and the most profitable, satisfactory and patron-creating kind that you can handle. Try it and see.

IMPERIAL EXTRACT CO., 18-22 Church St., Toronto, Canada



BORDEN'S BRANDS



Unsweetened

Nothing better is put up, nothing better can be put up—Nothing is better advertised and nothing is so satisfactory—

"Eagle Brand" Condensed Milk and "Peerless Brand" Evaporated Cream.

At Every Jobber's in Canada.

WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man. Shallcross, Macauley & Co., Calgary, Edmonton, Vancouver and Victoria, B.C.

BANNER BRAND CONDENSED MILK



The demand for

BANNER BRAND CONDENSED MILK

since we made it first shows that a real condensed milk was looked for.

WRITE FOR PARTICULARS

John Malcolm & Son

ST. GEORGE, - - - - - ONTARIO



IMPERIAL EVAPORATED CREAM

THE POPULAR VERDICT!

The consumer, after all, is the person whose verdict counts most. If it is favorable, the manufacturer, the wholesaler and the retailer are assured of steady sales. The article on trial has stood the test.

IMPERIAL EVAPORATED CREAM

most assuredly has stood the test, for everywhere housekeepers are saying that it has no equal.

Are YOU Getting Your Share of the Trade?

The Canadian Condensing Co.

CHESTERVILLE, ONT.

GENERAL SALES AGENTS:—S. H. Ewing & Sons, MONTREAL

ALWAYS READY AND RELIABLE

THERE IS NOTHING BETTER TO CARRY IN STOCK THAN

Canada First Evaporated Cream



It is manufactured and guaranteed by Canadians, is of superior quality and perfectly sterilized and pure.

It sells easily and rapidly.

Manufactured by

AYLMER CONDENSED MILK CO., Limited

AYLMER, - ONTARIO

H.P. SAUCE

—good for Customers—good for You!!

H.P. Sauce is such capital value and we spare no pains to acquaint the public with this fact.
It is in big and constantly growing demand.
And offers you a generous profit—That's why it is certainly

THE SAUCE FOR YOU

W. G. Patrick & Co., Toronto and Montreal. R. B. Seeton & Co., Halifax, N.S.
Codville, Smith & Co., Ltd., Calgary, Alberta. Ellis & Co., Ltd., St. John's, N.F.
Kelly, Douglas & Co., Ltd., Vancouver, B.C.

MIDLAND VINEGAR CO., Ltd. **BIRMINGHAM AND LONDON, ENG.**



Sanitary Cans

For Hand Filled Goods

Tomatoes, Stringless Beans, Asparagus, Spinach, Etc.,
Apples, Peaches, Pears, Plums, Etc.

Sanitary Enamel Lined Cans

For Color Fruits and Goods of Strong Acidity

Strawberries, Red Raspberries, Black Raspberries, Blackberries, Sour Cherries, Blueberries, Beets, Rhubarb, Etc.

"The Can Without The Tap Hole"
"Bottom Like The Top"

Write for Samples

Sanitary Can Company, Ltd.
Niagara Falls, - - Ontario

Grocers' Specialties

Coffee	Prunes
Tea	Raisins
Spices	Ev. Apples
Extracts	Ev. Peaches
Jams	Ev. Apricots
Jellies	Ev. Pears
Syrup	Starch
Molasses	Cereals

Ask for Quotations

The **John King Co., Ltd.**
FORT WILLIAM, ONT.



YOUR PAPER BAGS
are always ready with
McGregor's
PATENT BAG HOLDER
Our Price List will Interest You
KILGOUR BROS.
19 Wellington St. West, - TORONTO

Fisher Electric Coffee Mills



are made in Canada and are under a Canadian guarantee. They are beautiful in style and finish, simple in construction, efficient and inexpensive in operation, easy to install—and in a few words—cheaper and better than any Electric Mill on the American Continent.

Manufactured by
The A. D. Fisher Co.
Toronto Limited

English Malt VINEGAR

We have just received a shipment of special quality finest Malt Vinegar in bulk and bottles.

The Davidson & Hay Ltd., Wholesale Grocers **Toronto**

St. Lawrence Crystal Diamonds

in attractive 5 lb. cartoons

also in Barrels, 100 lb., 50 lb. and 25 lb. Boxes.

Crystal Diamond Dominos

In 5 lb. cartoons only

Choicest sugars of all grades, made only of cane sugar

The St. Lawrence Sugar Refining Co., Ltd.
MONTREAL

Redpath

is

CANADA'S STANDARD

for

REFINED SUGAR

Manufactured by

The Canada Sugar Refining Co., Limited
MONTREAL

Absolute Purity is Essential

If you are to build up a business in spices—and such a trade is most profitable—it is essential that you should sell spices which are **absolutely pure.** You can always depend upon **Ewing's Prince of Wales** Brand Spices.

PUT UP ONLY BY

S. H. EWING & SONS, Montreal and Toronto

Tartan BRAND

SIGN OF PURITY

Build up your trade with the Best Goods.

TARTAN Tea pays the retailer a handsome profit.
TARTAN Coffee, Spices and Extracts are guaranteed pure.
TARTAN Canned Fruits and Vegetables have the home flavor and are recommended by connoisseurs.
TARTAN Baking Powder, Baking Soda, Syrup, Salmon and Groceries build up your business.

Send us sample orders and see the magic change.

Phone ***596***—specially reserved for Long Distance Calls.

BALFOUR, SMYE & CO. Headquarters for all Fancy and Staple Groceries HAMILTON, ONT.

WHITE SWAN COFFEE

Is a perfect blending of the

FINEST MOCHA AND JAVA

It is
used extensively for high-class family consumption and by caterers to particular people.

REMEMBER

WHITE SWAN COFFEE

is used and appreciated by thousands of Canada's best citizens who recommend it to their friends – The demand is very rapidly increasing.

ARE YOU RECEIVING

YOUR SHARE OF THIS TRADE?

If not you are
missing much profitable business.

(Packed 2 doz. 1 pound tins per case).

White Swan Spices & Cereals, Limited

TORONTO

WHITE SWAN GOODS

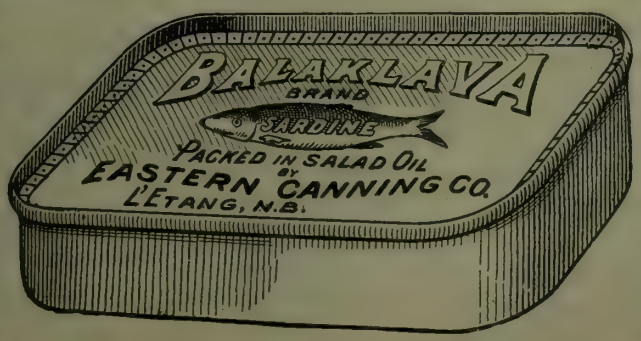


ARE GOOD GOODS ALWAYS.

WHITE SWAN GOODS



ARE GOOD GOODS ALWAYS.



BALAKLAVA SARDINES

What you have been waiting for—a high class article at a popular pr ce.

Send for Sample and Quotations

Canadian Agents: C. A. Chouillou & Cie., Montreal; Green & Co., 25 Front St. E., Toronto; D. C. Hannah, London, Ont.; Jos. Somerville, Hamilton; Boivin & Grenier, Quebec, Que.; H, M. McBride, 312 Ross Ave., Winnipeg, Man.

The Eastern Canning Company, Port Canada, N.B.

Classified Advertising

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

Yearly Contract Rates.

100 words	each	insertion, 1 year.....	$30 00
"	"	6 months...	17 00
"	"	3 months...	10 00
50	"	1 year.....	17 00
"	"	6 months...	10 00
25	"	1 year.....	10 00

PERIODICALS.

ADVERTISING writers and business men interested in good printing should subscribe to Canada's only printing trade paper, THE PRINTER AND PUBLISHER. Subscription price $2 per annum. Address, 10 Front Street East, Toronto.

CANADIAN MACHINERY AND MANUFACTURING NEWS, $1 per year. Every manufacturer using power should receive this publication regularly, and also see that it is placed in the hands of his engineer or superintendent. Every issue is full of practical articles, well calculated to suggest economies in the operation of a plant. Condensed advertisements for "Machinery Wanted" inserted free for subscribers to the GROCER. "Machinery for Sale" advertisements one cent per word each insertion. Sample copy on request. CANADIAN MACHINERY, 10 Front St. East, Toronto.

COMPLETE information on books, stationery, fancy goods, music, photo supplies and kindred lines is given each month in THE BOOKSELLER AND STATIONER, of Canada. Subscription price $1.00 per annum. Address, 10 Front Street East, Toronto.

THE BUSY MAN'S MAGAZINE is the most popular periodical of its kind. Why? Because each issue contains a strong list of original articles of interest to every Canadian. It also reproduces the most timely, instructive and interesting articles appearing in the other magazines and periodicals of the month. The cream of the world's periodical press is too valuable to overlook. BUSY MAN'S is on sale a. all news-stands. Better still, send $2 for one year's subscription. Mail it to-day. THE BUSY MAN'S MAGAZINE, Toronto.

THE market reports make HARDWARE AND METAL a necessity to every hardware merchant, paint and oil dealer in Canada. It is mailed every Friday. Subscription price is $2 per year. Address HARDWARE AND METAL, Montreal, Toronto or Winnipeg.

SITUATIONS WANTED.

WANTED—Experienced tea and coffee packer to take charge of packing room. Apply to P. O. Box 841, Vancouver, stating experience and salary required. (20p)

EXPERIENCED TRAVELER wants position as specialty salesman. Box 309, THE CANADIAN GROCER, Toronto. (20p)

SITUATION VACANT.

WANTED - Grocery clerk to take charge of advertising, window trimming and show card writing. Only first class man need apply. State age, experience and salary. W. Dowling & Co., 730 Rosser Ave., Brandon, Man. (21p)

AGENCIES WANTED.

AUG. DUBRU, Rotterdam, Holland, dried fruit commission agent, wants relations with first-class packers and shippers of Canadian dried apples and other dried fruits. (26p)

COUNTER CHECK BOOKS.

OUR NEW MODEL is the handiest for the grocer, operated instantly, never gets out of order. Send for complete sample and prices. The Ontario Office Specialties Co., Toronto.

FOR SALE.

FOR SALE—Grocery business in the town of North Bay. Good clean stock and well established trade. Would consider partnership with responsible party who would invest about three thousand and take management of the business. Address Box 308, CANADIAN GROCER, Toronto. [21]

BOOKS FOR THE GROCER.

ART AND SCIENCE OF WINDOW DRESSING, by S. W. Roth. Every retail grocer should learn the methods set forth in this book—which is specially written for **Grocers**—on how to make grocery windows attractive and thus draw trade. Every means of successfully displaying goods is treated of in its 14 chapters and 30 illustrations. Price $2.00, postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

COFFEE, its history, classification and description, by J. M. Walsh. This interesting and instructive book deals with the commercial classification and description, adulteration and detection, and the art of blending and preparing of coffee. Price, $2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include special sales, getting holiday business, co-operative advertising, money-making ideas, contests, etc. Price, $2.50 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

TEA BLENDING as a fine art, by J. M. Walsh. This work is especially designed for the use and instruction of those engaged in the tea and grocery business, containing formulae for the scientific and judicious combination of the different varieties and grades of tea. Price, $2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

TEA, its history and mystery, by J. M. Walsh. The contents of this practical and exhaustive work include cultivation and preparation; adulteration and detection; arts of testing, blending and preparing; chemical and medicinal properties, etc. Price, $2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

WANTED.

WANTED in every town and village, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine. Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

ADDING MACHINE.

ELLIOTT-FISHER Standard Writing-Adding Machines makes toil easier. Elliott-Fisher Limited, 513, 83 Craig St. W., Montreal and 129 Bay St., Toronto.

MISCELLANEOUS.

YOUR CHEQUE CAN'T BE RAISED to any amount above that which you intend it to cover if you use the PROTECTOGRAPH. This device stamps a line such as "Not over ten dollars, $10," with acid proof, indelible ink which penetrates right through the fibre of the paper. This device is being used by 90% of the Banks of Canada and the United States, as well as the treasuries of both countries. Write for full particulars and price. W. E. Parker & Co., Sole Canadian Agents, 37 Yonge Arcade, Toronto, Ontario. [28]

A MARKET OF BUYERS, backed up by money to spend, is open to you in the Busy Man's Magazine. Every territory in Canada is represented. If you have something to sell, something you want to buy, a condensed advertisement in the Busy Man's Magazine will put you in touch with the classes you want to reach. Four cents per word will carry your message from Atlantic to Pacific. Send copy of your advertisement along with order to cover cost of insertion. Your announcement will appear under a special heading. Busy Man's Magazine, Montreal, Toronto, Winnipeg.

AUSTRALIA CANADIAN MANUFACTURERS and Exporters—An experienced Canadian salesman of exceptional ability, about to locate in the commercial centre of Australia, will handle and introduce manufacturers' and exporters' products on their own terms. What have you to offer? Address Salesman, care CANADIAN GROCER, Toronto. (12p)

HIGH CLASS COLOR WORK—Commercial stationery, posters. The Hough Lithographing Co., Limited. Office, No. 3 Jarvis St., Toronto. Telephone, Main 1576. Art, good workmanship, business methods.

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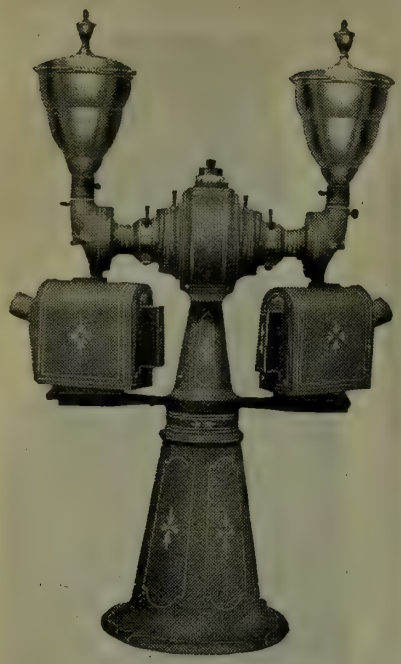
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"Very respectfully,
"(Signed) W. ROSS BEALOR & BRO."

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BY R. A. HOLMES

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Secret Commissions and Rebates Contrary to Law

Act Passes House of Commons and Senate Prohibiting Such Considerations—Travelers and Retail Merchants Directly Interested—Heavy Fine May Be Imposed Upon Any Person Convicted of This Offence—How It Has Been Carried on in The Past.

To prevent the payment or acceptance of illicit or secret commissions, an act has been passed by the House of Commons at Ottawa, amended and approved of by the Senate and now awaits only Royal assent before it becomes law. It is to be known as The Secret Commissions Act and is especially applicable to the business of retail merchants and travelers or agents of wholesalers and manufacturers who employ them.

The act is known as Bill 31 and reads as follows:

Everyone is guilty of an offence and liable upon conviction on indictment, to two years' imprisonment, or to a fine not exceeding two thousand five hundred dollars, or to both, and, upon summary conviction, to imprisonment for six months, with or without hard labour, or to a fine not exceeding one hundred dollars, or to both, who,—

(a) being an agent, corruptly accepts or obtains, or agrees to accept or attempts to obtain, from any person for himself or for any other person, any gift or consideration as an inducement or reward for doing or forbearing to do, or for having after the passing of this Act done or forborne to do, any act relating to his principal's affairs or business or for showing or forbearing to show favour or disfavour to any person with relation to his principal's affairs or business; or

(b) corruptly gives or agrees to give or offers any gift or consideration to any agent as an inducement or reward or consideration to such agent for doing or forbearing to do, or for having after the passing of this Act done or forborne to do, any act relating to his principal's affairs or business, or for showing or forbearing to show favour or disfavour to any person with relation to his principal's affairs or business; or

(c) knowingly gives to any agent, or, being an agent, knowingly uses with intent to deceive his principal, any receipt, account, or other document in respect of which the principal is interested, and which contains any statement which is false or erroneous or defective in any material particular, and which, to his knowledge, is intended to mislead the principal.

(d) Every person who is a party or knowingly privy to any offence under this act shall be guilty of such offence and shall be liable upon conviction to punishment hereinbefore provided for by this section.

The latter clause was an amendment to the original bill which passed the Senate on March 31st last. After being amended it was sent back to the House of Commons and agreed to on April 21st and was finally sanctioned by the Senate.

The Practical Meaning.

The Secret Commissions Act, as its name infers, prevents the giving of secret commissions, rebates or considerations.

A traveler who sells an article to a retailer—one which is sold generally by the trade so that its selling price is fixed by the manufacturer—cannot legally give that retailer any secret rebate or commission to induce the latter to purchase from him. If the goods are sold for less than the manufacturers' price in the ordinary way the sale will of course be legitimate in the eyes of the law; but if the goods are sold for the manufacturers' price and the salesman puts his hand in his pocket and gives a rebate or commission to the purchaser then the sale is illicit and that salesman if convicted is liable to imprisonment for two years or to a fine not exceeding $2 500 or both, as mentioned above.

One way that this has been done in the past was by the agent or traveler giving a purchaser the secret rebate in order to get his business and then carging up the rebate to his employer or the firm he represented as road expenses.

The new bill when it becomes law makes such an act contrary to the criminal code.

In the event of the traveler or agent selling below the manufacturer's price and doing so openly that traveler or agent does not commit a breach of the law. The manufacturer, however, has the privilege of determining to whom his goods shall be sold and at what price and in such a case if he desires, may refuse his goods to the house whose travelers or agents cut down his price.

A Concrete Example.

In the case of a staple-priced article such as sugar the giving of the secret commission could up to the present be easily accomplished. A traveler may probably have difficulty in selling a merchant sugar but he knows that if he allows that merchant a rebate of $10 he can sell him a car load. To get his business he does so by personally paying him ten dollars. He gets his money back from his house in his expenses.

This system is sometimes used by a house anxious to get business and when the traveler for the one "on the square" comes along he finds he is up against a competition that he cannot legitimately meet.

A traveler may offer the merchant a discount of a certain per cent. for cash off the staple wholesale price of an article. He promises that his house will do this and is very often backed up by the house. If he could secure the business of the merchant in the regular way this offer would not be made so that clearly a dishonest act has been committed to the detriment of the honest firm.

Retailer Becomes Liable.

Clause (d) in the above bill is the amendment that was made to it after it had reached the Senate. It makes the retail merchant just as liable as the traveler or house he represents who is guilty of a breach of the act.

Hitherto, the retailer has been under no moral or legal obligation and there was no legal or moral obstacle in the way in the acceptance of a secret commission. Now, however, if he is a party to an offence such as described, upon conviction he will be liable to the same punishment as the traveler who gives to him the secret consideration.

Being under no moral or legal obligation—further than knowing that the traveler was doing something that he had agreed not to do—he could up to the present accept the rebate, but when the bill becomes law he will become legally liable and morally liable as well and will be considered in the eyes of the law as much a party to the criminal act as the traveler.

Deterrent To Dishonesty.

"While the new act may not entirely put a stop to the practice of giving secret commissions it will be a great deterrent" remarked an interested business man to The Grocer the other day.

"It is" he explained, "difficult to make a conviction but nevertheless there will not be so many breaches of the law."

Wholesalers know fairly well to whom they should sell sugar and soap, etc. They know their loyal customers and if they become suspicious that a secret commission has been given by the agent of another house to induce the sales of such goods they have the privilege of laying a charge against both him and the retailers. They will be obliged to make an affidavit that they have committed no breach of the law.

"The punishment being so heavy it is not likely that many offences of this nature will occur," remarked one man in referring to the new act.

Origin of the Bill.

What led the government to take up this question were the frauds recently exposed in the Marine and Fisheries Department in Quebec. The Act prior to the amendment referred to, was similar to an English Act which was passed some years ago because English buyers representing London houses used to go to foreign countries where they practiced the secret commission game. It became somewhat general that they should get a commission from the London house before they did any buying. They not only did business for their house but for themselves as well by secret commission and this became the foundation for the English Act. The English Act, however, did not include the amendment which made the party who accepts the rebate liable to the punishment mentioned.

Retail merchants and travelers will, no doubt, think seriously before they place themselves liable in eyes of the law and the Act should have a tendency to place wholesalers and manufacturers on a more even footing than they have been in the past.

Elimination for the Sake of Economy a Question

Manufacturers Often Undone by Work of "Preferred Classes" Among the Big Retailers Who Seek to Do Away With Jobber—The Rights of Small Retailers, Jobbers and Manufacturers—An Old But New Problem.

New York Journal of Commerce.

There is a great deal being said and written of late about grocery trade evolution that is truthful, and which ought to be carefully heeded by thoughtful minded grocers. There is also much that is neither truthful nor wise, and which is panicky rather than helpful. Of the latter class are the predictions that this one or that is going to be eliminated in the interests of economy and the assertion that the man who can force out of the chain of distribution every unnecessary factor is a benefactor to the human race. Usually the speaker of the latter sentiment, if he be carefully analyzed, will be found to have some hidden, ulterior, selfish end to be gained by the proposed elimination.

As a matter of fact, there is considerable ground to suspect that the consumer is not in such rabid anxiety for the making of economic sacrifices as is claimed, and when the convenience of the consumer is considered fairly, elimination may actually annoy, rather than aid him. Anyone who ever lived in districts where small stores are numerous and near at hand when wanted will agree that the perpetuation of the many modest establishments promotes the public convenience much more than its sweeping elimination in favor of a few great ones that could work the extinction of the small merchant. The public would willingly pay the small, near-at-hand dealer a living profit for the accommodation he gives.

But even so, it is doubtful if the big establishment really offers any advantage in the way of economies. In the recent agitation of some of the big retailers in favor of their setting apart as a preferred class. the claim is openly and often made that such preference is necessary if they are to survive. This is distinctly surprising in view of the high-sounding assertions that are frequently made that the big stores are in the interests of the economy of the consumer. This claim would tend to prove that if a larger profit is necessary to run such stores—and the probabilities are that it is—the economies are with the small dealer; not to mention the public convenience and the right of the small dealer to live and not to be eliminated.

Eliminating the Jobber.

This big retailer, however legitimate and desirable he may be in the distributive machinery of the trade, appears to depend vitally on somebody's elimination. If he cannot eliminate the small dealer by securing preferential treatment that will enable him to cut prices to the ruination point for the small dealer, he demands that the jobber must be eliminated and that the manufacturers elect him for direct sales on the same terms as the jobber. Some few manufacturers have fallen for such a plan, but the general trend is distinctly away from such an idea at the present time. From the manufacturers' standpoint "preferred classes" are a mischievous commodity and work his undoing. Let's look at it.

The big retailer relies on the size of his outlet as an argument for his preferential. He says that he can handle in a week so many cases of goods, which is very likely, more than this jobber can. But he forgets that that jobber is buying for a widely diversified retail trade and that out of the margin must, in common fairness, come two profits instead of one. If he bought at jobber's rates he would make both profits and—judging from experience—not keep it for himself, but to act as a big stick of preferment with which to eliminate the small retailer who keeps the jobber alive. And the jobber markets about 85 to 90 per cent. of the manufacturers' goods, collectively considered.

But, suppose the manufacturer adopted a quantity price, what would occur? Every retailer would hasten to avail himself of the quantity price—forming buying pools, buying exchanges, chain agreements, etc. In turn, this would drive other retailers into such combinations or out of business, and with them would go the life of the jobbers. Every buying exchange tends to displace a jobbing house—not necessarily does displace it, but tends to. Ultimately, if combination went far enough, ten jobbers in a community would be eliminated and displaced by ten buying exchanges. But would either the consumer or the manufacturer be any better off?

Expediency in Evolution.

There are certain economic laws that are as inexorable as the laws of nature, and it is quite as futile to seek to stay them, but it does not necessarily follow that because for a time a certain expedient prospers, it is therefore the true economy. This economy of elimination—if it has reached a point where it needs propping up by "special privilege"—is hardly proving itself entitled to the economic diploma. And, after all, in the proving there is nothing divine that calls for a series of lamentations such as rise occasionally. Rather, the course of evolution must be met by reasonable expediency and coaxed along by the prompting of successful results, so long as those results are not trimmed by dishonesty, discrimination, unfairness and double dealing. It all depends on the viewpoint from which the problem is approached.

It is undoubtedly fair for any man to buy in the cheapest market possible and sell in the dearest. If the big retailer can buy directly from the manufacturer, he has a right to do so; if the small retailer complains, he has an equal right to do so. If the jobber objects and says the manufacturer is playing him false, he has a right to refuse that manufacturer his co-operation; even has a right to manufacture his own goods to compete with that manufacturer. In any of those events it is only legitimate retaliation in return for unjust—or fancied unjust—treatment. But whether or not such squabbling is worth while, whether it pays as well as intelligent co-operation and square dealing is quite another matter. The era of trade associations is based on the co-operative and reciprocal idea, and it is having a very salutary effect on public opinion in the trade. There is a strong suspicion, however, that before such a programme can attain its ultimate success there will be necessary much "housecleaning" in the ranks of all the elements—manufacturer, retailer and jobber.

Associations have undoubtedly accomplished wonders in a very few years; in fact, their influence has ferreted out much of the real cause of past friction, has swept away the cobwebs of misunderstanding and brought forth the real stumbling blocks in a way that is not altogether pleasing to any of the classes of trade. It has emphasized the fact that the fundamental cause of unrest was, after all, to a great extent, internal double dealing and unfairness, and that, aside from this and irregular practices, there is no radical reason why better things may not come to pass. But it brings some of the associations uncomfortably near a crisis.

Retail Grocers to be Voluntarily Blacklisted

Toronto Section of Retail Merchants' Association Holds Meeting of Protest Against Circular of Wholesale Fruit, Produce and Provision Association—Some Strong Statements Made Against Alleged Injustices—Permanent Purchasing Committee May Be Appointed.

"Resolved, That all retailers here present allow their names to go on the blacklist after Wednesday next."

"Resolved, That a committee be appointed to discuss the feasibility of forming a permanent purchasing committee for the retail grocers and fruit men of Toronto; that the general secretary be empowered to name the members of this committee; and also that he nominate the members of the purchasing committee if it is thought advisable to do so."

These two resolutions were unanimously carried at an enthusiastic meeting of the Toronto sections of the Retail Merchants' Association, held in St. George's Hall on Monday evening last, May 10, to discuss the recent circular issued by the Toronto Fruit and Produce Association respecting the shortening of the terms of credit.

Though the night was showery the hall was crowded to capacity, and at one time a number of spectators were compelled to stand at the back, which brought a remark from the chairman to "follow the advice given by R. J. Fleming and 'sit close.'"

George Good, grocer, was appointed chairman of the meeting and with him on the platform were E. M. Trowern, F. C. Higgins, A. B. Griffin, John Wilmot, A. Duggan, S. Crealock, R. W. Dockeray and other members of the executive committees of the grocers' and butchers' sections.

Opening of the Discussion.

F. C. Higgins, secretary of the Toronto grocers' section of the R.M.A., was the first speaker. He read the correspondence which passed between the grocers' executive and the wholesale fruitmen, giving a history of the case from the time the fruitmen's circular was issued. The grocers were quite willing to accept the first two clauses of the circular, which stated that all accounts be rendered and settled weekly; but they did not agree to clauses 3 and 4, with reference to payment by paper, and the threat that buyers not settling in time be subject to the rules of the Wholesale Fruit, Produce and Provision Association.

A number of meetings had been held between repreeentatives of the retailers and wholesalers, but the latter rejected any compromise. The suggestion of the wholesalers' representatives to their own association that the new terms be withheld from enforcement for two months had been repudiated and turned down.

"If they wanted to make any changes," said Mr. Higgins, "they might have come to our association and proposed them. Instead, they had come personally to me and you and said 'this circular is not intended for you'—entirely from the selfish point of view. It speaks well for the men who are not selfish, but who are here to-night to show by their presence and their words that they have not forgotten their own climb up the ladder, but are willing to help their fellows who are struggling up the hill. (Applause).

"The wholesalers say they were compelled to reduce the time of credit to six days because their profits are small and because the growth of the city has taxed their business capacity. If there is so much business to do that they cannot cope with it, then there is room for someone else to get into the business. They are getting a commission of about 12 per cent., and I do not think they are suffering so keenly. Look at them; they do not appear to be so badly used. It may be that thinking they have the business entirely in their own hands they are able to do whatever they wish.

"Now let us look at some of their complaints. A wholesaler going into business is supposed to have some capital, else why does he go into business? With a capital of $10,000 it is possible to have a turnover of half a million—a very nice sum, indeed. The wholesaler in fruit and produce, if he does pay spot cash, or nearly so, for his goods, can open up his warehouse with four bare walls. He has no such amount of stock to carry as has a wholesale grocer.

"As you have heard, we are not against clauses 1 and 2 in this circular. We are in favor of a reasonable curtailing of credits where the conditions have been lax. But our opposition is against clauses 3 and 4. We are against such totally un-British arrangements. (Applause).

Charges a Shylock Method.

"Clause 4 states that if a man has not paid by the stroke of the clock he is to be reported to their association. This is not an association; it is a combination. Its conduct reminds me of Shylock demanding his pound of flesh. (Hear, hear). There is no consideration for humanity; no consideration of justice to be weighed in the balance. Is this fair between man and man do you think? I don't. It is up to you to say whether you are going to submit to this.

"There is another matter to be taken into consideration, the matter of private contract, which the terms of this circular transgress. And there is a moral side to this question also. The suggestion of the terms of this circular is tyrannical and it will fail. Some of the men are already wavering; some of the members of the association do not know the import of these clauses. Then there is evasion by members of the association. One wholesaler said: 'You do not owe anything unless a bill is presented,' and so a week's delay is granted; and still another week's delay may be obtained before the association is notified. Now let us cut this thing out of business. (Applause).

"If this matter of short credit and black-listing is a good thing for the fruit and produce men it should also be good for the miller, wholesale grocer, and soap man. These men are necessary to trade. The manufacturer, wholesaler, retailer and banker are all necessary to the trade of this country. The manufacturer and wholesaler have been accustomed to go to the banker for loans, but who ever heard of the retailer going to the banker for loans? The banking system of this country is not for him. Let us suppose a wholesaler goes to his banker for the loan of $10,000 for six days. When the time is up he is, because of unforeseen circumstances, only able to pay back $5,000. He is no thief, nor should his business secrets be paraded before the members of any association. This is what the wholesale fruitmen wish to force on us. If our bills are not paid by the stroke of the clock then we are black-listed, and our business debts are reported to the association. Let us get rid of this darn nonsense. (Laughter).

"It appears that reputation counts for nothing and the retailers of the city are being put on the level of vagrants. The whole curse of the situation is the combine, which, not being satisfied with reasonable profits, is trying to squeeze the life out of the honest retailer who is the backbone of the business of the Dominion.

Claims Self-defence.

"The issue is not of our choosing. I am personally acquainted with these fruitmen and value their friendship. We believe in associations; but we believe in associations built on fair lines, and we are fighting in self-defence. This whole situation reminds me of the story of the dog and the axe. A man going for a walk one day was attacked by a dog which rushed at him. Having the good fortune to be carrying an axe he let swing with it and split the dog's head. The owner of the animal rushed up and shouted 'Why did you kill my dog; why didn't you strike it with the other end of the axe?' Back came the reply, "Why didn't your dog come at me with the other end.'

"The executive is recommending a preferred list of dealers to buy from. For myself I would cut out the whole list; but we may have to do business with some of them; and this list is re-

commended not in their interest, but in our own. This arrangement, we think, is for the best interest of the retail trade in Toronto. If we think this whole question is absolutely wrong, then we can right it. It remains to be seen if the Toronto retailer is big enough to do this. The fruitmen by this circular have shown themselves to be selfish. They single out some merchants who are not to come under the operation of these clauses. Now, if these terms are right for the city merchants, why are they not enforced against the out-of-town buyer?" (Loud applause).

Different From the Yankees.

A. B. Griffin, chairman of the Toronto grocers' section, R.M.A., considered the action of the wholesalers very high handed. The recognized term of credit all over the world is 30 days.

"Why is my individual right of making a contract taken from me? They say this scheme comes from the United States. Why should we conduct our business on the lines that Yankees conduct theirs? Twelve months ago when the shippers along the railway west of the city refused to supply certain fruit dealers we helped these dealers, and now this is what we get.

"At 12 per cent. the profits of a $500,000 business amount to $60,000. Now the fruitmen say their expenses cost 8 per cent. There is thus a net profit of 4 per cent., or $20,000. "Do you get that proportion of remuneration from your business? Let us stand shoulder to shoulder and if we do we can help ourselves."

R. W. Dockeray, president of the Toronto branch R.M.A., did not know much about the question at issue, being neither a grocer nor butcher; but he was willing to give all the help in his power to help the retailers in their fight.

Unsound Judgment.

Jno. Wilmot believed the R.M.A., the best organization, not only for retailer, but for wholesaler and consumer as well. A wholesaler had said to him: "This is not for you; we do not want to put you out of business; we do not want to injure you. It is the small men we are after.' Again they said, 'Our profits are very, very small.' At the same time they said, 'we have eighty, ninety, a hundred thousand dollars on our books,' which, I think shows mighty poor judgment. Then again they state this scheme was concocted in the United States. The trading stamp people also came from the United States and when they came they said they would beat us with Yankee brains and Yankee money; but we beat them with Canadian money and British law. (Cheers.)

For myself I can say that not one of these wholesalers has so far had to waste a postage stamp on me, but now if I do not pay my bill by Wednesday noon they throttle me and say 'Pay me what thou owest'. Is that Christianity? Is that British fair play? If any of these men are here to-night they should leave this meeting and go over to Massey Hall and hear Gypsy Smith on such a subject. (laughter.) It is the last time any of these men will have my name on their books."

A. Duggan, grocer, said the retailers were nothing more than the slaves of the wholesalers and manufacturers. "Why should thirty wholesalers with whom I have no business dealings know all about my concerns or my credit simply because payment was not made on the tick of the clock?"

S. Crealock, on behalf of the butchers whom he represented, said they, too, were coming under the ban, for the shortening of credit now extended to the fruit, vegetable, meat and provision men. "That $500 bond provision is a cast iron one, and just because of that it is unworkable. It is, too, unjust. Out of all the retail butchers who had built up a business in Toronto not 2 per cent. but had at some time or other been in the debt of the wholesaler. Now, character which had counted so much in years gone by is to be done away with. If there are evils among traders surely among all these wholesalers there are brains enough to devise means to drive out the "scallywags" and leave decent, respectable and honest retailers to do their business unhampered.

Invitation to All.

E. M. Trowern, general secretary of the R.M.A., was next called on. "If I can say a word to help to-night I want can say a word to help you to-night I want to say that our meetings are conducted openly at all times. We have no tiled doors; no secrets to harbor. The wholesaler is welcome and so is the solicitor. We are not afraid to discuss our affairs openly.

"The matter before the meeting to-night is not a matter of credit; it is a matter of the relations of private contract. It means: are you willing to tie yourselves up to this unreasonable combine?

"We stand first, last and all the time for the liberty of the individual retailer. For years we have been fighting all kinds of evils and weeds. Just a short while ago we had the co-operative people. They went to Ottawa to get legislation to carry on their business, and we went to Ottawa to tell the legislators just what a diabolical scheme co-operation was—a scheme to do up the public.

"What I am pleased about to-night is that the best men among the grocers and butchers have come forward to say that they want to throw down this whole thing. Why cannot these wholesalers say to a man who has exceeded his credit 'we cannot give you any more credit?' That is the manly way.

"But you are not going to put these men out of business unless you meet organization with organization. Already we have spent $5,000 at Ottawa in trying to get our hands free. We are not yet in the same position as the labor men. Mr. Gompers who was here a few days ago said in his address: 'If going to jail will free us from bondage I am going to jail! That is our position. Half the wholesalers do not know our conditions of business at all. They ask you 'why do you not go to the banks?' Banks are not for the retailer. They are but trustees. They are for the wholesaler and manufacturer.

A Challenge to Lawyers.

"And now I am going to take legal responsibility for what I am about to say, and if any lawyer wants to land me before Col. Denison he can serve the papers on me now. Some of these men have had too much time sitting around the clubs, and some of them have not had time enough to think of the retailer. I am now going to read out the names of those who were recommended by the committee as houses with whom to deal:

Here Mr. Trowern read a list of wholesale fruit and produce houses doing business in Toronto and it was noted that of these wholesale firms 3 fruit, 2 produce, 1 vegetable and 2 provision houses were left off.

Continuing Mr. Trowern went back to the co-operative movement. "If you do not follow the lead of some strong man," he said, "you will find the same conditions prevailing here as in England. Co-operation has sent many merchants from that country to Canada to seek situations as clerks in stores here. Now we in Canada are built of sterner stuff and as has been stated the Governor-General to whom we pay $50,000 a year had taken an interest in co-operation in the old country. When we found he was interesting himself in the question here we said 'you keep your hands off this proposition or we will write to the King and have you called back,' and he kept his hands off."

At the bidding of the chairman a number of speakers in the body of the hall made some suggestions, one of the latter, that of John Good, grocer, hinting that all retailers go on the black list caught the fancy of the audience. As Mr. Good explained, "if all go on the black list there will then be no person to sell to and it will be up tothe fruit men to solve the difficulty." The resolution of the committee was, therefore, superseded by an amendment proposed by J. Patterson, seconded by J. Hurst which virtually means that all retail grocers present at the meeting will allow their names to go on the black list this week. The second resolution empowering the creation of a purchasing committee also came from the body of the hall. It was proposed by J. Skelton and seconded by F. Spooner.

If any writs of attachment ensue from retailers going on the black list the R. M.A. through Mr. Trowern proposed to bring action through the courts against the wholesalers as combining in restraint of trade. As Mr. Trowern expressed it "If they trouble you we will have the whole bunch up before Magistrate Denison for an unfair combination in restraint of trade."

APPLE MEN'S CONVENTION.

The American Pomological Society will visit St. Catharines next September, where its next convention will be held. It is expected that between three and four hundred delegates will be present from all parts of the United States and Canada. The committee in charge has appointed E. D. Smith, the chairman, of Winona, to confer with the Hamilton, Grimsby and Beamsville Railway with a view to arranging side excursions to Grimsby and Stoney Creek, a portion of the great Niagara fruit belt. Robert Thompson, of St. Catharines, will arrange excursions to Beamsville and to the Model Farm and the Agricultural College, at Guelph.

Effects of the Department Store School Books

A Correspondent Condemns the Arrangement Which Gives the T. Eaton Company, Toronto, a Practical Monopoly of the Sale of School Books as Well as a Big Lever to Use in Making Sales of Other Goods.

The following letter from a member of the Ontario Retail Hardware and Stove Dealers' Association is indicative of the growing feeling of protest among merchants of all classes who are beginning to understand the evil results which will follow the carrying out of the ten-year (renewable) contract for the printing and sale of school books entered into between the Ontario Government and the T. Eaton Company, Toronto.

Mr. Bell, as stated in his letter, does not sell stationery, but he has a feeling for the fellow-retailer who does, and he intends using his influence with his local M.P.P. to prevent, if possible, the working out of the contract from being too one-sided. Mr. Bell is helping himself by so doing as the arrangement seems likely to injure hardwaremen, grocers, dry goods merchants and other retailers almost as much as it does the booksellers.

It works out this way: The Eaton Company, as publishers, are under contract to sell the set of books at 39 cents to everyone, whether retailers or ordinary buyers. They will not pay postage on the books, however, so it will be possible for booksellers living outside Toronto and suburbs to receive shipments of the books at 39 cents, plus freight and sell at 49 cents retail, making as their margin to cover their cost of doing business the difference between what their freight costs per set and the postage per set paid by the Eaton Company. They may, or may not, be able to sell for the 49-cent retail price, and if they do not buy in quantity or if they are some distance from Toronto and the freight is high they will have no margin at all.

But the Eaton Company handle other goods than school books and they will not lose the opportunity to point out that buyers outside Toronto can secure school books from them at 39 cents, and if a shipment of other goods is ordered there will be no postage, freight or cartage to pay. Herein is where the harm will be done to grocers, hardware dealers and other merchants. The wholesale price on school books will be used as a lever to sell hardware, dry goods, groceries boots or shoes.

As this paper understands the situation the Eaton Company will monopolize probably ninety per cent. of the retail sales throughout the province besides influencing the sale of other goods and securing an advertisement of inestimable value in the form of the firm's imprint on the bottom of the title page of each volume.

The Government, by exercising its privilege of purchasing the entire edition and selling them at wholesale (39 cents) to be sold in regular retail channels at 49 cents, could protect not only the booksellers but all classes of retailers, and by further causing the publishers to leave their name off the books the department store advertisement could be eliminated.

In an interview, however, with Hon. Mr. Pyne, Minister of Education, no hope was held out that the publisher's imprint would be left off. The Government has the right to revise each page but it is said that another clause allows the publishers to add their name. If this is so the retailers can only secure protection by having the Government handle the sale of the books through the Education Department and to secure this protection every influence should be brought upon the local members of the Legislature, particularly if they are Government supporters.

Mr. Bell's letter follows:

A Letter of Protest.

Editor Canadian Grocer.—I read with much interest the editorial in your issue of last week under the caption of "Retailers Getting Alarmed." I am quite in accord with your remarks in connection therewith, and—being a Conservative—I, like yourself, have no desire to get the Government of Ontario into trouble, but on the contrary, I think they are entitled to receive the thanks of the people of this province for taking the school readers out of the hands of the "Book Ring" and thus enabling the parents of school children to procure the books at a fraction of the previous cost. In stating that I agree with your views in this matter, it must not be overlooked that the present Government took office pledged to break this "Ring" and let such contracts by tender, awarding same to the lowest tenderer, and to place school text books in the hands of the people at or near the cost of production.

Such being the case, the Government could not well overlook the tender of the T. Eaton Company—although the president is a Liberal—they being the lowest tenderers. Now as I understand the matter, the full set of readers can be procured from the T. Eaton Company for 39 cents, and retailers throughout the country are not allowed to charge more than 49 cents for the set.

To my mind this seems to be where the Government has erred. The T. Eaton Company should not be allowed to sell these books at retail, for any less money than any other dealer throughout the country can sell them, for the average householder, knowing he can purchase the books for 39 cents, will not be satisfied to pay his local dealer 25 per cent. more money, but will send or go to the T. Eaton Company for the books, and procure other goods at the same time, and this, it seems to me, is where the profit of the T. Eaton Company lies.

The self-respecting retailer, too, does not want to charge 25 per cent. more for his goods than the same articles can be got elsewhere, and so the whole business will go to the T. Eaton Company, for the country merchant will not carry the line, and the poorer parent in the country, whose buying needs are not great, will have to send his little 39 cents to the T. Eaton Company and pay express or postage in addition thus costing him more than they otherwise would if all retailers were placed on an equal basis.

I fully agree with you in saying "the books should be delivered to the Educational Department and by it distributed among the purchasers" or otherwise the Government should fix a uniform retail price at which the books must be sold by all dealers who may choose to handle them, the T. Eaton Company included, and thus remove from retailers what will certainly prove to be a great handicap.

I may add that I am not opposed to the T. Eaton Company getting the contract, since they were the lowest tenderers, but I am opposed to their getting a monopoly on the retail sale of such a necessary staple as school books, and practically to exclusion of all other retailers, at least, to the extent that they are permitted to sell these books at retail, at the same price as any other dealer in stationery would have to pay wholesale. I quite agree, too, with your suggestion, that all retailers get after their local member, and endeavor to have this lop-sided arrangement set aside.

W. J. BELL.

Beeton, May 11.

P.S.—I do not handle stationery but have a feeling for my fellow-retailer who does. W. J. B.

FROM WHOLESALER TO BROKER.

The John King Co., wholesale grocers, etc., Fort William Ont., have sold to Cameron & Heap, of Kenora. John King, the president of the former company, and F. W. Fraser, the secretary, intend starting a general commission and brokerage business on June 1st under the style of Fraser & Co.

THE FIRM REMEMBERED.

On Saturday, May 8, the travelers of the F. F. Dalley Company, Hamilton, presented to the firm a life-sized oil painting of the late E. A. Dalley, formerly vice-president of the company. The members of the firm and the travelers were present. The presentation address was made by R. B. Hill, and replied to by F. F. Dalley, sr. It was just a small token of the high esteem in which Mr. Dalley was held by the travelers.

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A TEN-YEAR MONOPOLY.

The school book monopoly which the T. Eaton Co. has secured from the Ontario Government is not a thing for the day only. It has a ten-year term to run, with renewable privileges.

In other words, the big department store will for ten years enjoy the privilege, under Government patronage, of educating the school children of Ontario and through them the parents in regard to the advantages of dealing with the T. Eaton Co.

While it is estimated that for the first year the number required will not be more than 700,000, yet what will it be at the end of ten years? The possibilities are almost too great to comprehend.

Without this instrument of monopoly in its control the T. Eaton Company, during the last ten years, has wrought a great deal of injury to the retail trade throughout this country.

With a monopoly of the school book trade in its possession, and with the large amount of business which this will necessarily bring to it in other lines of merchandise, it must be apparent to everyone who gives the matter a moment's consideration, that it will cut into the retail trade of the country a great deal more deeply during the next decade than it has during the past.

There is only one thing that can clip its wings and modify its influence, and that is for the Ontario Government to take advantage of the conditions of the contract whereby the Government may stipulate that the imprint of the Educational Department shall be placed on the books and that delivery shall be made to the Educational Department.

To the task of persuading the Government to do this every retail merchant in Ontario should set himself, beginning with the members of the Local Legislature, and through them to compel the Government to recognize the justice of their claims.

This should not be a difficult task. What the Government has done has been done inadvertently, not through design, and when it realizes the great wrong it does the retail trade, it is reasonable to suppose it will modify the conditions. The first thing is to persuade the Government, and no merchant in Ontario should either slumber or sleep until he has taken steps to assist in doing so.

THE BACK YARD.

Fire underwriters' inspectors are now on the warpath looking after the conditions of warehouses and back yards of stores. No doubt during the past winter there has been an accumulation of barrels and boxes around many stores and with spring here the chances of fires breaking out are by no means mitigated. The inspectors will probably order the removal of all combustible matter, as well as other rubbish around the back lanes and merchants who do not comply with the request may regret their tardiness should a fire occur; they may have difficulty in obtaining their insurance.

Apart from the safety that the removal of rubbish from the back yard provides the merchant, the change in appearance a little brightening up brings is well worth the trouble. The merchant who prides himself on cleanliness, as all merchants should, must not stop at the rear door of the store. He must use the broom, the rake and the wheelbarrow and clear away all dirt and decaying substances and make the back yard of his store as clean, comparatively speaking, as his show window, store floor or front doorstep. Sanitary conditions are absolutely necessary, even if cleanliness and fire protection are not taken into consideration.

It, therefore, behooves every grocer and general merchant to step ont into the back yard for a tour of inspection and see that it is properly cleaned before the arrival of the hot, sultry rays of the summer sun.

KEEP STOCK WELL INSURED.

A grocery store recently destroyed by fire in an Ontario town had $35,000 insurance on a $45,000 stock and $6,000 on a $9,000 building, the loss, therefore, being about one-third of the total value of stock and building, with the result of several years of labor swept away in a night. The grocer is still young and can retrieve his loss but it is safe to say he will take less chances with the fire demon in future.

Too many merchants take chances, risking not only their own property but their connections with those who are jointly interested with them in the success of their business. They feel that fire is hardly likely to hit them and they run along with a limited amount of insurance, besides taking additional risk in carrying dangerous stock on the shelves or in barrels where they can cause untold damage if fire reaches them.

High insurance rates undoubtedly encourage laxity in insurance matters, and lack of appreciation of friendly actions arouses antipathy to insurance companies. The Canadian Grocer knows of one case where a merchant was refused reasonable damages to some of his goods which he allowed fire fighters to use in quenching a fire in an adjoining building, both buildings being insured in the one company and both being saved largely as a result of his assistance. The

Merchants should take advantage of every fire fighting device, meeting the requirements of the Underwriters' Association in getting their rates down to a minimum and maintaining some appliances for quenching a blaze when one occurs. A fire, even if the stock and building is well insured, is a thing to be avoided.

PASSING OF THE DELINQUENT.

The time seems to be fast approaching when the merchants of Canada in the larger towns and smaller cities at least will be able to cope with the time-worn and difficult problem of bad debts. This has been a condition which has sapped the life out of many a merchant's profits, and now, when a system has been unearthed by Guelph business men, others are anxious to follow their example.

Brantford has organized a system and appointed a collector. They have followed as closely as possible the example set by Guelph and with a hundred and twenty members in their new association paying ten dollars each for the protection there is every reason to believe that good results will be obtained.

The merchants in Chatham have been apprised of the workings of the collection department of the system, and already a number of them are willing to make the venture. The essential part of the system lies in the collector, and in this Guelph has been particularly fortunate.

In next week's issue of The Grocer the entire method of the scheme in Guelph will be given in detail, both from the association's and collector's standpoints.

Canadian General Markets and Market Notes

See also Provisions, Cereals and Fruit, Vegetables and Fish Departments on pages following.

QUEBEC MARKETS

POINTERS—

Fruits—Steady.

Sugar—Slight decline in some lines.

Beans—Advanced.

Peas—Advanced.

Montreal, May 13, 1909.

The recent cold and unseasonable weather has checked business somewhat but this is regarded as only a temporary check. There is an unmistakable feeling prevalent in all branches of trade that the pendulum has commenced to swing towards prosperity. This feeling has manifested itself in the way buyers are taking goods. The experience which they have practically all passed through in the last few years, has inculcated considerable caution into them, but at the same time, an obvious feeling of confidence is abroad.

The local market has shown only two or three very important changes during the week. The big millers are closer together this week owing to a decline in the prices quoted by one which brings them nearer the level of the other. This is, however, a local condition, and cannot be said to be in any way a reflection of the wheat market. Sugar has taken a slight drop, which is due to small demand, as much as anything else.

Beans and peas are both in an advancing stage, as the market is having a struggle to cover the requirements.

Altogether, trade has been fairly good, during the week, and remittances have been fair from all sections except the Northwest, where they have been exceptionally good.

SUGAR—The sugar situation has been an easy one during the week and some small declines have been noted. Country trade has improved but city requirements have not been large.

Granulated, ½-bbls	4 75
" bags	4 55
" 20-lb. bags	4 65
" Imperial	4 20
" Beaver	4 30
Paris lump, boxes, 100 lbs	5 45
" " 50 lbs	5 55
" 25 lbs	5 75
Red Seal, boxes	0 35
Crystal diamonds, bbls	5 75
" " 100 lb. boxes	5 85
" " 50 lb. "	5 95
" " 25 lb. "	6 15
" " 5 lb. cartoons	0 40
Extra ground, bbls	5 00
" " 50-lb. boxes	5 20
" " 25-lb. boxes	5 40
Powdered, bbls	4 80
" 50-lb. boxes	5 00
Phoenix	4 55
Bright coffee	4 50
No. 3 yellow	4 45
No. 2 "	4 30
No. 1 " bags	4 15

Bbls. granulated and yellow may be had at 5c above bag prices.

SYRUPS AND MOLASSES—Retailers are not buying in large quantities, as they are holding off for better prices. Some small sales, totalling about 1,000 puncheons, have been reported. A carload of mixed molasses sold this week at 35c for fancy and 36c for choice. Syrups are unchanged in price, and are in fair demand.

Barbadoes, in puncheons, choice and fancy	0 39	0 42
" in barrels	0 41½	0 44½
" in half-barrels	0 42½	0 45½
New Orleans	0 32	0 35
Antigua		0 30½
Porto Rico		0 40
Corn syrups, bbls		0 03½
" ½-bbls		0 03¾
" ¼-bbls		0 03¾
" 38½ lb pails		1 75
" 25 lb pails		1 25
Cases, 2 lb tins, 2 doz per case		2 40
" 5-lb. " 1 doz. "		2 75
" 10-lb. " ½ doz. "		2 65
" 20-lb. " ¼ doz. "		2 60

MAPLE PRODUCTS—This market is steady, under only a moderate demand. No changes have taken place in the quotations.

Compound maple syrup, per lb	0 04½	0 05
Pure Townships sugar, per lb	0 07	0 08
Pure syrup, 8½lb. tin	0 60	0 65
" 10½ lb. tins	0 70	0 75

TEA—Cable reports from the Japan market show a tendency of advancing for early teas owing to many buyers in United States rushing to bring in teas, before the new tariff bill will be finally settled, as there is every probability that the same will not be passed for five or six weeks yet. It is reported that some orders for early teas are sent from Canadian buyers. Very little is doing in blacks, as the supplies on the market will not permit of a wide range of business.

Choicest	0 40	0 [illegible]
Choice	0 35	0 37
Japans—Fine	0 30	0 35
Medium	0 25	0 28
Good common	0 22	0 25
Common	0 20	0 22
Ceylon—Broken Orange Pekoe	0 21	0 40
Pekoes	0 50	0 22
Pekoe Souchongs	0 20	0 22
India—Pekoe Souchongs	0 19	0 20
Ceylon greens—Young Hysons	0 20	0 25
Hysons	0 20	0 23
Gunpowders	0 19	0 22
China greens—Pingsuey gunpowder, low grade	0 14	0 18
" pea leaf	0 20	0 30
" pinhead	0 30	0 50

COFFEE—The coffee trade has returned to its usual hum-drum tone after the little aberration of last week. Prices remain the same under a good demand for practically all grades.

Mocha	0 18½	0 25
Rio, No. 7	0 09	0 11
Santos	0 12	0 15

DRIED FRUITS—Currants are strong owing to the small amount of stock available. There seems to be no doubt that an advance will come before long, for this line. It is thought in Greece that the coming crop will be a short one. California and Valencia raisins are quiet. Other lines are unchanged.

Figs—		
Bag figs	0 03½	0 05
Tapnets	0 03½	0 05
Elemes	0 08	0 14
Dates—		
Hallowees, per lb	0 05	0 06
Sairs, per lb		0 05
Malaga Raisins—		
London layers		2 25
"Connoisseur Clusters"		2 50
" ½-box		0 75
"Royal Buckingham Clusters," ½-boxes		1 30
" boxes		4 75
"Excelsior Windsor Clusters"		5 75
" ¼s		1 60
Australian raisin	0 07	0 08
California Raisins—		
Fancy seeded, 1-lb. pkgs	0 09	0 10
Choice seeded, 1-lb. pkgs	0 08½	0 [illegible]
Loose muscatels 3 crown	0 08	0 09
" " 4 crown	0 09	0 10
California Evaporated Fruits—		
Apricots, per lb	0 12	0 14
Peaches, "	0 11	0 14
Pears, "		0 13
Prunes—		per lb.
Prunes 25-lb. boxes, 30-40s	0 10	0 12
" " " 40-50s	0 09	0 10
" " " 50-60s	0 08½	0 10
" " " 60-70s	0 08	0 08½
" " " 90-100s		0 07
Currants, fine filiatras	0 06½	0 07
" Patras	0 08	0 08½
" Vostizzas	0 08½	0 09½

SPICES—There is a good steady demand all around for spices. Prices have not altered.

	Per lb.	
Peppers, black	0 14	0 20
" white	0 20	0 27
Ginger, whole	0 15	0 20
" Cochin	0 17	0 20
Cloves, whole	0 18	0 30
Cloves, ground	0 20	0 25
Cream of tartar	0 23	0 30
Allspice	0 15	0 18
Nutmegs	0 30	0 60
Cinnamon, ground	0 15	0 19
" whole	0 14	0 16

RICE AND TAPIOCA—The demand for rice has been fairly good, but this trade is confined chiefly to the city. Tapioca is quiet and featureless.

Rice, grade B, bags 250 pounds	2 95
" " " 100 "	2 95
" " " 50 "	3 05
" " pockets 25 pounds	3 05
" " ½ pockets, 12½ pounds	3 15
" grade c.c., 250 pounds	2 85
" " 100 "	2 85
" " 50 "	2 95
" " pockets 25 pounds	2 95
" " ¼ pockets, 12½ pounds	3 05
Tapioca, medium pearl	0 04½

BEANS AND PEAS—Both beans and peas are scarce and the demand is good. This condition has led to a stronger feeling, prices having gone forward 10c in the case of beans, and peas are quoted only at the highest price of a week ago. None remain at $1.40, which was the minimum last week.

Ontario, pickers	2 25
Peas, boiling	1 50

EVAPORATED APPLES—There is scarcely any business moving in this line, owing to scarcity of stock. No changes have occurred in prices.

Evaporated apples, new	0 08	0 08½

CANNED GOODS

MONTREAL.—Canned fruits are going more slowly this week, owing to more favorable prices in the fresh fruit market. Canned vegetables are moving very well. Canned fish are slow. Meats are selling well. Sale of pork and beans, has dropped off considerably, during the week.

TORONTO.—"There is scarcely an order comes to us without some canned goods in it," said a wholesaler to The Grocer this week. "There must be a great quantity of them going into consumption just now."

Peas will probably be soon off the market. There are very few in first hands and little in second. The retailers' stocks must be getting low also. Advanced prices should be easily obtainable.

Canned apples are still good sellers in view of the passing of the house-

wife's preserves. Other fruits are also moving well. Some report good business in canned salmon but other wholesalers report differently claiming a poor sale for any canned fish.

ONTARIO MARKETS

POINTERS—

Sugar—Decline in two sugars.
Evaporated Apples—Good sellers.
Canned Apples—Splendid demand.
Canned Peas—Going off market.
Figs—Scarcity reported.

Toronto, May 13, 1909.

"Business is improving slowly," remarked one wholesaler to a Grocer representative this week. Others had no complaints to offer and some even declared it was better than anticipated. Manufacturers are highly pleased with the outlook and there seems to be no occasion to expect a poor season. One fact that points to the opposite is that collections from country merchants are improving, indicating a better financial condition among the retailers and the consumers as well.

There was another little flurry in the sugar market during the week when Beaver granulated and Imperial granulated declined 10c. None of the others declined. The cause for this slight fall was due to no apparent reason in the information of the wholesalers.

Among the good sellers during the week have been evaporated apples and peaches, canned apples and most of the dried fruits.

Retailers should endeavor to create a steady market among liverymen, farmers, etc., for molasses for horses and cattle. Since the beginning of the winter one wholesale house has sent out 20 barrels of molasses for liverymen's use. The latter find it to be a good, reliable food that gives a glossy coat to the horses. Grocers should make this one of their selling points and in this way should be able to dispose of considerable quantities.

SUGAR—During the week two declines in Montreal sugars occurred. Those affected were St. Lawrence and Imperial granulated and each to the extent of 10 cents. The decline occurred on Saturday with no apparent reason. Demand for sugar has recently been quiet and no doubt the recent declines are partly attributed to this fact. A better market can be expected soon.

"Crystal Diamonds," barrels	5 85
" " half barrels	5 95
" " boxes, 100 lbs	6 05
" " " 50 lbs	6 15
" " " 25 lbs	6 35
" " 5-lb. cartons, boxes 100 lbs	8 10
St. Lawrence Crystal Diamond Dominos, 5 lb. ctns	8 40
Paris lumps, in 50-lb. boxes	5 75
" in 100-lb. "	5 65
in 25-lb. boxes	6 95
Red Seal	7 00
St. Lawrence granulated, barrels	4 70
Beaver granulated, bags only	4 30
Redpath extra granulated	4 70
Imperial granulated	4 30
Acadia granulated, (bags and barrels)	4 60
Wallaceburg	4 60
St. Lawrence Golden bbls	4 20
Bright coffee	4 60
No. 3 yellow	4 50
No. 2 "	4 40
No. 1 "	4

Granulated and yellow, 100-lb. bags 5c. less than bbls.

SYRUP AND MOLASSES—Beyond the usual steady call for both syrup and molasses this market has no feature. A market for the retailer might be worked up by selling molasses for feed for horses and cattle. Liverymen who used it claim it is excellent.

Syrups—	
Medium	0 30 0 35
Bright	0 40 0 45
	Per case.
2 lb. Tins, 2 doz. in case	2 50
5 " " "	2 85
10 " " "	2 75
20 " " "	2 70
Barrels	0 03½
Half Barrels	0 03½
Quarter "	0 03½
Pails, 38½ lbs. each	1 80
" 25 " "	1 30
Maple syrup—	
Gallons, 6 to case	4 50
½ " 12 "	4 80
Quarts, 24 "	4 80
Pints, 24 "	2 50
Molasses—	
New Orleans, medium	0 31 0 33
" bbls	0 29 0 31
Barbadoes, extra fancy	1 45
Porto Rico	0 45 0 63
West Indian	0 71 0 80

TEA AND COFFEE—Tea is not moving any too readily to suit those interested, but is probably a little better than a few weeks ago. The coffee market is steady.

DRIED FRUITS—As usual, dried fruits are among the best sellers in the wholesale store this week. Prunes, apricots and dried peaches are moving readily with little let-up and almost all wholesalers pronounce the present season one of the best they have ever had. There is a noticeable scarcity in figs, especially those used for cooking. Valencia raisins are also among the fruits in good demand.

Prunes—	Per lb
30-40's, 25-lb boxes	0 10½
40-50's, 25-lb. boxes	0 09½
50-60's " "	0 08½
60-70's " "	0 07½
60-70's, 50-lb. boxes	0 07½
80-90 " "	0 05½
90-100 " "	0 06½
Apricots—	
Standard	0 12
Choice, 25-lb boxes	0 13
Fancy, " "	0 15
Candied and Drained Peels—	
Lemon 0 10 0 11 Citron	0 17 0 20
Orange 0 10½ 0 12	
Figs—	
Elemes, per lb	0 08 0 10
Tapnets, "	0 03½ 0 04
Bag Figs	0 03½ 0 04
Dried peaches	0 07½ 0 08½
Dried apples	0 07½
Currants—	
Fine Filiatras 0 06½ 0 07 Vostizzas	0 08½ 0 09
Patras 0 08 0 08½	
Uncleaned, ½c less.	
Raisins—	
Sultana	0 07½ 0 09
" Fancy	0 11 0 12½
" Extra fancy	0 14 0 15
Valencias	0 05½ 0 05½
Seeded, 1-lb packets, fancy	0 08
" 16 oz. packets, choice	0 06
" 12 oz. " "	0 07
Dates—	
Hallowees 0 05½	Fards choicest 0 08
Sairs 0 05	" choice 0 07½

NUTS—Until later in the year nuts will be among the "slow" goods of the retail merchant and little business is recorded by wholesalers.

Almonds, Formigetta	0 12½
" Tarragona	0 13
" shelled	0 30 0 32
Walnuts, Grenoble	0 14
" Bordeaux	0 11
" Marbots	0 12
" shelled	0 28
Filberts	0 10
Pecans	0 16 0 18
Brazils	0 16
Peanuts	0 10 0 12

RICE AND TAPIOCA—Although no change has occurred in the price of rice here the London market is reported to be advancing a little. So far as tapioca is concerned there will not be much new until the next shipments arrive late in the summer.

	Per lb.
Rice, stand. B	0 03½
Standard B, from mills, 500 lbs. or over, f.o.b., Montreal	2 95
Rangoon	0 03½ 0 03½
Patna	0 05½ 0 05½
Japan	0 05½ 0 06½
Java	0 06 0 07
Sago	0 05 0 06
Seed tapioca	0 06
Tapioca, medium pearl	0 04½

EVAPORATED APPLES — These goods are going into consumption, particularly well after a lengthy, quiet period. "There are an awful lot selling," was the way one wholesaler expressed himself, and others concurred in his opinion. The price continues to range from 7c to 7½c.

SPICES—The spice market presents nothing new from last week.

Peppers, black pure	0 14 0 20
" white pure	0 22 0 30
" whole, black	0 18
" whole, white	0 28
Ginger	0 18 0 25
Cinnamon	0 25 0 40
Nutmegs	0 35 0 80
Cloves, whole	0 25 0 35
Cream of tartar	0 22 0 25
Allspice	0 16 0 19
" whole	0 17 0 20
Mace ground	0 80 0 90
Mixed pickling spices, whole	15 0 20
Cassia, whole	0 20 0 25

BEANS—Since stocks of beans are getting low and demand is keeping up fairly well, prices are well maintained. Advances would not be any surprise.

Beans, hand picked	2 25
" prime No. 1, "	2 00
" Lima, per lb	0 07½

RECORD CRANBERRY CROP.

Advices from the cranberry-raising sections of the United States state that there will be a record crop this year if present indications count for anything. The New York Commercial estimates that the yield will be about 495,000 barrels and that a ready market will be found, for the consumption of cranberries has been increasing greatly from year to year in the last decade.

Cape Cod has been furnishing most of the best cranberries, in competition with New Jersey, but now there is a new rival in the field, in Wisconsin, where the outlook is particularly good. There will likely be 50,000 barrels raised there, where there were only 12 000 barrels last year. About 225,000 barrels will come from Cape Cod and the remainder of the supply will come principally from New Jersey.

LOAVES WERE SMALL.

A couple of gentlemen the other day in a Hamilton grocery store discussing the smallness of the new loaves of bread told the following stories: A lady on seeing the bread left by the baker called him back and said: "Here I did not order any buns." The other story was this: "When the baker called at my house, my wife was upstairs and called to the man 'to open the door and put the bread on the table.' He answered back 'that the door was locked,' whereupon she told him 'to put it through the keyhole.'"

Notes From the Maritime Provinces and Quebec

Greatest Export Year in St. John's History—Potatoes Still Being Shipped to the United States From Halifax—Montreal Miller Advocates Free Trade Throughout British Empire.

ST. JOHN.

May 11.—Ontario flour took another jump upwards last week, when the price on all grades advanced 25c. This makes a total advance of $1 a barrel in Ontario flour since February. The jobbing price is now $6.60. Manitobas also advanced on Friday last, 20c a barrel, and the jobbing price is now $7.15 a barrel, and the retail figure $7.40 to $7.50. This is the highest price since 1898, and it is expected that the price of bread will be advanced this week from 7c to 8c retail.

Sugar declined 10c a hundred; eggs are cheaper but butter remains unchanged. A good demand is reported now for seeds by both wholesalers and retailers.

A large quantity of maple sugar is in the market and is selling wholesale at 13c to 14c a pound, and retail at 16c to 18c. The quality for the most part is excellent. Maple syrup is selling at $1.10 a gallon.

There has been a shortage of fat cattle in New Brunswick for some years past and during the past year or two the importations of cattle from the west have been gradually increasing. In the annual report of the slaughter house commissiouers for St. John county for the year ended December 31, 1908, it is stated that "the number of cattle killed was nearly 1,000 head less than the previous year, while the slaughter of sheep has been increased over 2,000, showing that at least under normal consumption over 4,000 quarters of dressed beef were brought into the city from Ontario and the West, exclusive of live cattle imported from the same districts for slaughter, which does not appear creditable to the agriculture of this province." Speaking of this shortage of cattle, one of the provision dealers said, it was on account of the farmers going in more for dairying, saying that they find it pays better than to fatten cattle.

Two thousand live lobsters passed through here in a special car on Tuesday May 4, en route from Sydney, C.B., to the Pacific coast, where they will be planted at Vancouver Island. The crustaceons are being placed in the Pacific by the Dominion Government. with the object of trying to populate the waters there so that lobsters will be a staple article of commerce in a few years. The shipment was in charge of Alex Finlayson, inspector of fish culture for the Dominion. Mr. Finlayson said he expected to get the shipment through in good order. Last year he took across the continent 1,620, and out of that number he lost only 73. He expects to have even better success this year. About 800 of the lobsters were in pairs, while the balance were separated in compartments. They were in trays in large cases, each one covered with seaweed and a large number of jugs of salt water were carried for keeping them well supplied with their natural element. Applications of ice were also administered as needed to keep the temperature even and cool. One case in the shipment contained "buried lobsters," those which have the spawn attached and especial care was exercised in looking after this part of the consignment.

E. S. Kirkpatrick, of Woodstock, was in the city last week and sailed on Monday last for Cuba, where he will be Canada's trade commissioner. He received his appointment from the Dominion Government some weeks ago. Mr. Kirkpatrick will go to Barbados first and will hold consultation with E, H. S. Flood, of St. John, who is trade commissioner for the West Indies. He will then go to Havana, where his headquarters will be. Mr. Kirkpatrick has been interviewing residents along the river and also business men in St. John, relative to trade with Cuba, and he believes that a very satisfactory trade can be built up in several lines, including potatoes.

E. B. Eddy, of the Seed Inspection Department, Ottawa, was in the city last week and will make a tour of the Maritime Provinces in the interests of seed inspection.

F. E. Law, O. B. Akerley, F. E. Williams, A. W. MacRae and George Swanton are seeking incorporation as the St. John Produce Company, Limited, with capital of $49,000 and head office in St. John, to take over the export business carried on by F. F. Williams Co., Ltd. The company is seeking power to deal in all kinds of goods, to own and operate ships, barges, etc., to build and operate docks, wharves, warehouses, canning factories, cold storage and generally to carry on warehouse and storage brokerage and factors' business.

The Willett Fruit Co., Ltd., has had letters patent granted to it. It will take over the fruit business carried on by John G. Willett and W. Rupert Willett under the name of John G. Willett. The total capital stock is $40.000.

The annual meeting of the White Coudy Company was held here May 3. Only routine business was transacted, however, and adjournment was made to the 17th inst.

The export business through the port of St. John for the season of 1908-9, which was brought to a close last week, was the largest in the history of the port. One hundred and ten steamers took away goods to the United Kingdom and South Africa, valued at $24,377,576, of which $17,416,938 was Canadian goods, and $9,960,638 were in foreign products. The total exports in 1907-8, which was the biggest season previous to this, was $23,685,160, showing a gain for 1908-9 of $692,416. Some of the principal exports were: Grain (bushels) 7,180,375; cattle (head) 22,923; flour, (bags) 540,890; cheese, (boxes), 78,521; apples (barrels) 38,266; apples, (boxes) 3,730. There has been a gradual increase year by year in the exports through the port of St. John, and business is considerably enlivened by the presence here during the winter months of the steamers and the large number of men employed in connection with the work.

James J. Davis has opened a retail grocery and meat store at 77 Sydney Street, in the premises recently occupied by Charles A. Clark. Mr. Clark has removed to Charlotte Street.

MONTREAL.

May 11.—A fine new freezer is being built by P. Poulin & Co., for the storage of dressed poultry and game in which this firm does a large Canadian trade, The building they will use is a five-storey structure, 45x70 feet, situated at the corner of St. Claude and Leroyer Streets. The York ammonia system will be installed, while the latest machinery will be placed all through the building.

W. C. Christmas, has removed from the Merchants Bank building into commodious new quarters in the recently completed St. Nicholas building.

S. H. Ewing & Sons have recently installed another coffee roasting machine. Some time ago they placed several new roasters, which made their plant one of the most up-to-date in Canada, but the new roaster adds another feature to their already excellent equipment.

S. H. Ewing, of S. H. Ewing & Sons, has returned from a trip to Cuba and the West Indies.

Something of a surprise was occasioned at a recent meeting of the Board of Trade to consider the resolutions to be presented by the Montreal delegates to the Seventh Congress of Chambers of Commerce of the Empire, which will be held at Sydney, Australia, next September. This occurred when Robt. Meighen presented a resolution favoring free trade within the empire, and protection against the rest of the world. The resolution, which was seconded by Alex. McFee, was as follows: Whereas, this seventh congress of the Chambers of Commerce of the Empire is in hearty accord with the resolutions adopted at the fourth and fifth congresses, which expressed the opinion that the Boards of the British Empire would be materially strengthened by a mutually beneficial commercial policy and that it is in the interests of the empire that steps should be taken towards consummating such an arrangement. Therefore, resolved, that on imports and exports of produce and merchandise, the component parts of the British Empire should protect themselves against the producers of foreign countries, and that with this end in view the Government of Great Britain and of the colonies should grant to one another

a substantial preference in duties, and that in so far as their respective revenues will permit the principle of free trade within the empire shall remain; and, further, that each organization represented by this Congress, hereby pledges itself to press its Government to take such action at the next Imperial Conference, as will give effect to the principles advocated in the resolution.

In support of this resolution Mr. Meighen made a patriotic speech, claiming that to retain trade within the Empire was the surest way to build up imperial relations, and assist in maintaining the supremacy of the British Empire. He considered that Canada would for years to come remain the granary of the empire, and rather surprised the gathering by prophesying that ere many years had passed, the Dominion would be growing 300,000,000 bushels of wheat a year. Alex. McFee also spoke to the resolutions, pointing out that if Great Britain adopted a protective policy, she would be likely to enforce tariffs against those colonies which had tariffs against her, as well as against foreign nations. There should be at least a removal of certain tariff barriers, if not absolute free trade within the Empire. Some opposition to the idea was expressed by A. A. Ayer, R. M. Ballantyne and Huntly Drummond, who considered that Canada needed protection to a greater extent than free trade within the Empire would permit. The resolution, however, was adopted, together with other resolutions on trade matters, which had been prepared by the council of the Board of Trade.

Sugars & Canners, Limited. Montreal, have just completed renovating their offices, which are now as fine as could be desired. A large, new private office has been arranged for Messrs. McMillan and Jackson, while practically no room has been lost in the general office, as a result of the change.

J. M. Kirk, representing White Swan Spices and Cereals, Ltd., Toronto, favored the Montreal office of The Grocer with a call last week. Mr. Kirk had just completed a satisfactory trip over his territory in Quebec Province.

J. A. Walker, Ottawa representative of the Blue Ribbon Tea Co., spent a few days in Montreal last week.

Many windows on St. Catherine St. and the west end are appropriately decorated in view of the Horse Show at the Arena. Whilst these things do not bring much trade to the grocers directly, they do in an indirect way. Many people are entertaining guests, and this means an increased provision list and likewise with the hotels.

A. B. Fisher, of J. W. Windsor, has left Montreal on a trip to the Maritime Provinces.

C. H. Killborn, of the American Can Co., New York, was in Montreal this week.

During the week the following buyers were in Montreal: P. St. Germain, Ste. Rose. Que.; J. N. Turcotte, Drummondville, Que.; J. E. Robitaille, Deseronto, Ont.; A. Lemieux, Henryville, Que.; J. Dandonneau, Isle Dupas, Que.; Alphonse Richard, St. Ignace de Loyala, Que.; E. Brunet, Pointe Claire, Que.; F. Robert, St. Hubert, Que.; L. Robert, St. Bruno, Que.; J. A. Duplessis, Trois Rivieres, Que.; W. C. Forget, St. Agathe, Que.; F. Carriere, Riviere Beaudet, Que.; F. Mathieu, Lachenaie, Que.; G. Daoust, Ste. Anne de Bellevue, Que.; N. Beauregard, Mitchell, Que.; L. Lapierre, Cote St. Michel, Que.; R. Suprenant, St. Jacques, Que.; F. Lamarche, St. Henri Mascouche, Que.; D. Menard, St. Justine, Que.; H. Germain, St. Hilaire, Que.; G. Beausoliel, Terrebonne, Que.; Aug. Beausoliel, Terrebonne, Que.; G. D. Parent, Pointe Claire, Que.; G. Racine, Pointe Claire, Que.; G. L'Ecuyer, Clarenceville, Que.; E. Lahaie, St. Eustache, Que.; E, Larose, Huberdeau, Que.; A. Rivard, Ste. Genevieve, Que.; S. Clairmount, Rigand, Que.; G. A. Felix, St. Remi, Que.

NEWCASTLE, N.B.

May 11.—John F. Dorothay, for over twenty years wholesale flour and feed merchant in Harcourt, the principal place on main I.C.R., between Newcastle and Moncton, died suddenly of pneumonia on the 9th inst. Deceased was a native of Ontario, coming to this province when fourteen years of age, about fifty-six years ago. Up to 20 years ago he taught school, then began business and built up a good wholesale trade. He was known everywhere as a man of integrity and fair dealing. He was known to be comfortably situated, but none of his relatives are known, no will has been found and not even his bank book. Mr. Dorothay was a profound scholar and philosopher and a lifelong liberal.

Ex-alderman George Stables has lately doubled the floor space of his retail grocery store here, on account of increasing business. Mr. Stables has one of the most up-to-date stores in New Brunswick. He has long been a subscriber The Canadian Grocer.

Wm. J. Black has closed out his grocery business here and gone to farming.

Wm. Stymiest has dissolved partnership with Wm. Corbett, the latter continuing the grocery business alone. Mr Corbett, who started a few years ago, in a small way, has this spring purchased the building in which he kept store and greatly enlarged and improved it.

HALIFAX.

May 11.—Business appears to be good in all lines. Produce of all kinds is in good demand, and stocks now on hand are gradually being reduced, especially potatoes. Large quantities of potatoes are now being shipped to the United States market. The local market is fairly well supplied; and as navigation between Prince Edward Island and the mainland has been resumed, sailing vessels will soon be arriving with cargoes direct from the centres of production. The price varies from 40 to 60 cents per bushel. Canned goods are now selling quite freely. The market is well stocked and there appears to be plenty in sight to tide over the season. There has been a slight advance in the price of eggs, due probably to the demand from the Upper Provinces. Nova Scotia eggs are quoted at 20c and P.E.I. at 19c. Butter is steady, the prices ruling from 24c to 26c, and dairy at 22 to 23c.

The first shipment of fresh salmon this season from Halifax to Boston, was made this week. The fish were netted at Tantallon. The catch numbered only two fish but as they are worth about one dollar per pound in the United States market, the shipment though small netted a handsome profit to the owner.

Generally speaking, collections are considered fair, though they are not quite as good as some of the business men anticipated earlier in the season. The outlook for the future is most encouraging.

While flour and feed prices are steady now, further advances would not cause any surprise in view of the condition of the wheat market. Hard wheat patents are now quoted at $6.65 to $6.70, seventy per cents. at $5.80 to $5.90 and straights at $5.25 to $5.35. Canadian hand pick beans are quoted at $2.10 to $2.30, round peas at $4.60 to $4.70, and split at $5.50 to $5.60. Oatmeal standard in barrels is worth $5.90 to $6.00, and in bags $5.70 to $5.85. Rolled oats is quoted at $5.45 to $5.50. and cornmeal in barrels at $3.50 to $3.60.

Both beef and pork are very firm and in consequence of the prevailing high prices the demand is not very heavy. American clear fat backs are quoted at $24.50 and P. E. Island at $23.00. Hams range from 15 to 16 cents, side bacon at 16 cents, and roll 12½. Lard in cases is worth 16 cents, and in pails 15 cents. American beef is $17.00 to $18.00 and Canadian about $16.50.

The importations of molasses continue to come along in good volume principally from Barbadoes. There appears to be some uncertainty about the market and the buyers now are not quite as active as earlier in the season. Barbados is quoted at 35 to 36c and fancy Barbados at the same figures. Newfoundland is also importing large quantities of molasses, several cargoes having reached St. John's this week.

The import of Bermuda onions this season continues quite heavy. The onions are of good quality and are quoted at three cents per pound.

D. Nelson McLeod has opened a new grocery store on the corner of Pownal and Euston Streets, Charlottetown. His store is well stocked with first class goods.

John Lumbers, wholesale and retail commission merchant at 145-147 Adelaide St., Toronto, and brother of Jas. Lumbers, wholesale grocer, Front St., Toronto, died last week after a prolonged illness.

Some Interesting Ontario Grocery Correspondence

A Model Twentieth Century Store in Berlin—Interesting Peterboro Police Court Case—Brantford Collection System Completely Organized and Chatham Well Under Way—Shortage of Potatoes at Guelph—Seeds Selling Well in Bracebrnge.

LINDSAY.

May 12.—The market on Saturday was fairly well attended, but the farmers were inclined to remain at home for the seeding, taking advantage of the excellent weather. A large quantity of butter and eggs were offered for sale, the prices remaining the same as last week, viz., 17c to 18c. The wheat market has taken another jump of ten cents per bushel, with the result that flour has advanced ten per cent. Apples cannot be purchased at any price. Potatoes on the market sold at 75c per bag. At present they are very scarce, but the price remains firm as far as the grocer is concerned. One grocer gave it as his opinion that the prices would remain up until the farmers finished their seeding. At present the prices are being well maintained.

Pure maple syrup is coming in quite freely, and there is still a good demand for the savory fluid. The retail price is now $1.50 per gallon for the best quality.

At an enthusiastic public meeting last Friday night, it was decided to submit a local option by-law to the people of Lindsay at the next January municipal elections. A good many of the grocers look very favorably upon this. They claim that at present they are unable to collect a large amount of outstanding bills, owing to the fact that the money that should be going into the grocer's till is going into the till of the hotelkeeper.

INGERSOLL.

Several business men were chatting in a store a few days ago when the telephone as a business-getter incidentally came up for discussion. It was agreed that the telephone was a great aid to the merchant and particularly on certain occasions. Its greatest value, one merchant thought was during the fruit season, or special occasions, when the merchant desired to make "quick sales." This thought brought out a statement from one of the group which will doubtless be of interest to all Grocer readers. This gentleman, for many years a grocer, told of a plan which he had followed one Christmas eve when the weather conditions threatened to have a disastrous effect on a large number of turkeys he had hanging up. Sales had not been frequent, and as there was a prospect of his fowl being damaged by the weather if "kept over," he hit upon a plan to "save the day." He accordingly thought over his list of customers and finally selected a number to whom he sent out turkeys, charging them up in each instance. Notwithstanding that it was Christmas eve the "recipients" evidently did not look upon the turkeys as gifts, as there were no complaints when they were called upon to pay their bills. To the average merchant nowadays, who is accustomed to all sorts of complaints this will no doubt seem a rather strange method, but as the turkeys in each case were accepted without complaint it must be considered as absolutely legitimate, and goes to show that the old merchants were "longheaded."

The change in the law respecting the sale of creamery butter is generally conceded to have had a very beneficial effect. Under existing conditions the purchaser feels reasonably assured that when he asks for creamery butter, he is getting exactly what he expects. It was evidently a move in the right direction to bring about a rigid classification of the dairy and creamery product. The price of butter has been so high that those who prefer the creamery article, and are always willing to pay the extra price should never have any reason to doubt its genuineness. At Saturday's market a large quantity of butter was offered, with the price ranging from 25 to 28 cents per pound.

Jos. O'Meara, for some time past clerk in S. M. Fleet's grocery store, left on Saturday for Harvard, Idaho, where it is his intention to reside. "Joe" has been connected with the grocery trade in Ingersoll for several years and has many friends who will wish him abundant success under the Star Spangled banner. On Friday evening he was surprised by some of "the boys" when he was presented with a handsome signet ring and a well-worded address, as tokens of their esteem.

Grocers and confectioners are this week making a specialty of pineapples. In the language of the grocers this is "pineapple week" and housewives who do not do their purchasing now will rue it later on, as it is said the prices will advance. Large quantities of the "pines" are arriving daily and the governing factors in regard to the prices which range from $1.15 to $2 per dozen.

Potatoes are being marketed a little more freely than during the past few weeks owing to enforced idleness among mand is brisk. Size and quality are the the farmers on account of the continuous wet weather. Prices are practically the same as a week ago—75c per bag wholesale being the ruling figure.

There is certainly irresistible attractiveness about a well-dressed window, and particularly if the window happens to contain those things which appeal to the appetite. For some time past F. McDougall has been paying special attention to window displays, and the work has certainly reflected much credit, not only on the "artist" but also on the proprietor. There has been a happy intermingling of fruits, vegetables, meats, etc., together with many tempting delicacies. The result has been that the window serves as a good index to the store and the method must be regarded as "good advertising."

On the eve of his departure for Ingersoll, F. McDougall, who has purchased Beattie & Co.'s grocery store, was honored by the citizens of Fenelon Falls, where he had been in business for many years. Both Mr. and Mrs. McDougall were kindly remembered by the congregation of St. Andrew's Church, while his Masonic brethren of Spry Lodge presented Mr. McDougall with a cane.

Several of the local confectioners have advanced the price of all sundaes to 10 cents.

Most of the merchants are still paying 17 cents per dozen for eggs. Now that the traveling buyers have commenced their trips through the country the supply that will be brought to town will be materially lessened and there is very little prospect of the price dropping.

CHATHAM.

May 12.—There was a record breaking meeting of the Retail Merchants' Association last week to hear D. A. Scroggie, secretary and official debt collector of the Guelph association, discuss the debt collection system in vogue among the merchants of that city. Mr. Scroggie took up the subject in considerable detail, and was listened to with considerable interest. His description of the Guelph system was quite a revelation to the merchants present, though its general outlines had already been made familiar to those who were readers of The Canadian Grocer. His address will doubtless do much toward solving the difficulties with which the movers for a debt collecting system here have had to contend. An extremely interesting and convincing feature of the address was the list of accounts collected for the various Guelph merchants, and that in many cases from accounts previously written off as utterly bad and uncollectable. Following the address, a lengthy and general discussion took place, Mr. Scroggie being pretty well catechized regarding the system. It was pointed out that, even though a merchant had absolutely nothing to collect, the protection afforded him against the incurring of bad accounts was worth the fee involved. At the conclusion of the discussion, the executive was authorized to take up the matter with a view to working out a feasible collection system for Chatham on the same general lines as prevail in Guelph, the executive being empowered to add to its numbers so as to make the committee in charge representative of all the merchants. The point was raised during the discussion that the collection system would not reach county debtors, but the general feeling was that these, being in most cases property owners, were pretty sure pay, even though sometimes slow. Quite a few members were anxious to make a start, but the majority thought that the scheme would appeal more strongly to the great mass of the merchants if a good collector were first provisionally

secured. A hearty vote of thanks was tendered Mr. Scroggie. Since the meeting, the executive has advertised for a collector, and a report on the scheme is to be forthcoming at the regular meeting of the association this week.

The front of Jas. Paul's grocery, St. Clair Street, has been repainted, and the "Baldoon Grocery" sign also touched up. Incidental to these improvements, the familiar big "T" which has for so long surmounted the grocery has vanished.

D. D. Gagnier's new general store at Pain Court is nearing completion. Incidentally, it is stated that in all likelihood Richard Reaume, who has been conducting a successful grocery on St. Clair Street, Chatham, will shortly open another store in Pain Court, where he formerly conducted business.

Chas. Hales has sold his general store at Northwood to Mrs. Glover.

Gaspare Favata, "honest fruit merchant," is once more holding the centre of the stage, which he shares with the peddler's by-law. The by-law requires a $100 license fee for all peddlers. Favata, who is an Italian conducting a fruit store on Queen Street, has been peddling with a push cart on King Street, and in other parts of the city. He appeared in the police court this morning charged with peddling without a license, when the point was raised by the defence that the by-law was passed, not in the general public interest, but in deference to the demands of grocers and fruit men. After hearing evidence on this point, Magistrate Houston adjourned the case till May 18. If a conviction is recorded, Favata will appeal to Toronto, so that an authoritative judicial pronouncement on this vexed question will doubtless be forthcoming.

Wallaceburg is imposing a $30 cigarette license upon tobacconists. The latter object, pointing out that grocers and drug stores are free to sell tobacco and cigarette papers, which, they claim, is unjust.

J. S. Gesner, of Ridgetown has taken a position in the grocery department of W. C. Crawford's store at Tilbury.

The Wallaceburg Sugar Co. held its annual meeting last week, when the following officers were elected for the ensuing year: President and general manager, D. A. Gordon, M.P.; vice president, Capt. B. Boutelle; secretary-treasurer, Chas. Howson; assistant manager, Arthur A. Wright. Arrangements were completed for taking over the plant of the Ontario Sugar Co., at Berlin, which will be put in a thorough state of efficiency as speedily as possible. The Berlin plant will be operated under the Wallaceburg management, some of the latter's most capable men having been already transferred there.

A careful review of crop conditions throughout Kent and Essex shows that, despite recent rains, farmers are pretty well advanced with their work. In Essex the outlook is good for apples, peaches, plums and small fruits. Probably 90 per cent. of the peach buds are alive, and more farmers are spraying than ever before. There will be a large acreage of corn, and the sugar beet acreage is larger than in former years. A fair tobacco acreage, considerably larger than last year, is anticipated. In South Kent the outlook for small fruits and peaches is good.

Hogs are scarce through the country, and the high prices being paid—$7.25 to $7.30 on Saturday—are rapidly bringing them to market.

Bean quotations here went up to $1.50 to $1.75 a bushel on Saturday.

The deal whereby E. Duffy was to have taken over F. S. Bounsall's grocery at the corner of Adelaide and Murray Streets has fallen through, and as a result Mr. Bounsall, who was moving to Hamiltan, will remain here for a short time longer.

H. Malcolmson has added a fine new electric coffee grinder to his grocery equipment. The new machine, instead of crushing the coffee berry, slices it by means of an arrangement of steel blades.

Pineapples are being prominently displayed in the groceries and fruit stores, at prices ranging from 2 for 25c. to 20c. each, according to size, while more extensive buying is stimulated by offering anywhere from 6 to 10 for $1. The argument, "pineapples for preserving," is being made use of quite generally.

There is a surprising demand for grape fruit locally this year. The past few years the big, yellow fruit, retailing from 2 to 3 for 25c., has been a novelty in which people seemed slow to take interest. This year, however, the fruit has caught on, and where a grocer formerly sold two or three boxes, he now sells 25. All of which goes to show that even though it be a slow process, in the long run it pays to create a taste for a new thing.

BRANTFORD.

May 12.—As announced in last week's correspondence, the committee in charge of arrangements for the collecting system, has chosen Norman Willits as the collector. This appointment was carried out at a meeting of the merchants held in Moffat's Hall last Thursday evening. Despite the disagreeable weather, there was a large attendance of representative merchants, showing the deep interest they are taking in the new scheme for the protection of themselves. It was decided that an organization of the merchants was the first beneficial move, and the name chosen was the "Merchants' Protective Association." Seven members representing the various lines of business were appointed as an executive committee who will have full charge of the collecting system. They will secure an office and everything will be arranged in a few days. Up to the present time one hundred and twenty members have joined the association and this fact alone, if no accounts are collected, should make the protection worth the cost of a year's membership.

Moses McCormack has purchased the property and grocery business of F. W. Durst, Darling St., and will conduct the business in future.

Jas. Peachy has sold his complete delivery outfit to Wm. Courtenage, who has taken the contract for a year to do the delivering and take the orders.

Pineapple season is in full swing now, about one month earlier than usual. The grocers are making large displays of them and as the price is very low, sales are sure to be much larger than usual.

Last Saturday's market was not large. Butter sold at 25c per lb. and eggs 18c per doz.

A number of cheese factories in this district have started operations, although the Cainsville factory is not going to open this year.

BRACEBRIDGE.

May 12.—Nearly all of the grocers in this town handle large quantities of seed-grain of all descriptions. Last week being warm there was a rush for that line of goods. Hutchison Bros. and W. Kirk say that during the week just past more seed was sold than during any one month last year. Saturday the streets were crowded with farmers and the large public wharf lined with boats of all sizes and descriptions bringing the buyers into town.

Ruling prices on Saturday at the market were: Eggs, 17c per doz.; butter 25c per lb.; potatoes, firm at 75c per bag; maple syrup, up to $1.20 per gal.

The clerks in this town are clamoring for the more daylight movement and hope that some of The Grocer's correspondents will soon take up this question to see what can be done. They want more show for the man behind the counter.

Certainly our merchants know how to dress windows. Some very fine ones are now on view and even the smaller stores have the fever which adds greatly to the appearance of the front street.

PETERBORO.

May 12.—Fire Underwriters' Inspectors are inspecting the mercantile risks of the city. They will be here about three weeks. Some of the merchants do not appear as if they "cared a copper" about the saving advantages of a lower rate and are not clearing up the boxes, rubbish, etc., around their premises.

One of the most interesting and appreciable points about a particular line of the grocery business during the past winter has been a marked increase in the sale of dried apples, evaporated peaches and prunes. A local wholesaler referring especially to the latter two states that they have had a large sale. The low price of the peaches has permitted the grocer to make good offers to his customers. Prunes are selling well now and for some reason, like peaches, have been in great demand during the past season.

An incident which arose in the local police court last week should be of interest to grocers in general. One of J. M. Donovan's customers owed him a bill for $1.20 which he had been trying to collect for some time but without any success. The woman sent her son to the store with a five dollar bill to be changed. The boy told Mr. Donovan it belonged to his mother and in court stated that he afterwards said it was his sister's. Mr. Donovan on being told that it was the mother's money thought that he was justified in keeping out the amount owed him and the lad returned

"Canada First"

You talk of building up this Canada of ours, but how better can you do it than by

Encouraging Canadian Industries?



Large quantities of English Jams and Marmalades are Brought into This Country Every Year

There Was a Reason for this at One Time, But To-Day

Canadian Canners are Turning out Jams and Marmalades

Equal to the Best Old England Produces, and at Lower Prices

ARE YOU GIVING THE CANADIAN GOODS A FAIR SHOW?

DON'T YOU THINK YOU SHOULD DO EVERYTHING POSSIBLE TO ENCOURAGE CANADIAN CANNERS' GOODS?

AYLMER GUARANTEED PURE JAMS and MARMALADES are made in Canada. Buy Aylmer in preference to imported.

QUALITY GUARANTEED BY

CANADIAN CANNERS, Limited

home with the change $3.80. It is learned that the mother's interest in the money was to the amount of three dollars which the daughter was handing over for her board. The mother laid a charge against Mr. Donovan for having "stolen" the money. She stated that she had received no bill and even said she did not owe the money. She said that if the proprietor had sent her notice and satisfactorily explained her indebtedness, the bill would have been paid. Mr. Donovan argued that he had repeatedly tried to collect the money. As he did not have his books with him in the court and as he stated that he would be willing to return the $1.20 to the young lady if her mother paid the amount owed him, providing he could prove that she really owed that amount, the magistrate enlarged the case for a week to enable the parties to come to an agreement.

Circumstances have a great deal to do with situations in the grocery business. This has been particularly demonstrated in the sale of apples during the past winter. The supply of spys was small and was soon exhausted with the result that the Ben Davis was used to meet the demand earlier than usual. Now that variety is nearly run out and the price is something to be reckoned with. Last autumn they could be bought for five cents a peck in this vicinity; now they are more than five times five and are all that is left to the lovers of the Canadian apple.

Announcement was made this week in the local papers that Harry Bradshaw was beginning his third business in his own behalf. He had extensive experience with Oke & Co., in the handling of fish and has made this a large department of his grocery store. He has arranged to handle fish on a larger scale than ever this season. He has contracted with an independent fisherman for daily supplies of trout and white fish fresh from Lake Superior.

The sale of oranges still continues brisk. E. F. Mason is making a specialty of them in his advertising and in his window displays.

J. J| Lundy and J. M. Brooks are each building three stores on George St.

One of the seasonable lines in the grocery business at present are the necessaries for housecleaning. Window displays of brooms, brushes, powders, etc., are quite common.

The wholesale price of flour is expected to advance in the near future.

Canned goods are seasonable and are receiving careful attention from the merchants with the result that there is a briskness in almost every line.

LONDON.

May 12.—A. Badenach, for eight years traveler for A. M. Smith & Co., wholesale grocers, of this city, has severed his connection with that firm to accept a position with Foley Bros. & Larsen of Winnipeg. On Friday evening last Mr. Badenach was the guest of honor at a banquet at the Grigg House, given by A. M. Smith & Co., the affair being intended as a sort of send-off. Col. A. M. Smith sat at the hend of the table, John M. Dillon, acting as vice-chairman and around the table were seated the firm's entire staff. In opening the toast list Col. Smith congratulated Mr. Badenach on the splendid services rendered by him while in the firm's employ, and declared he parted with him with feelings of profound regret. At the same time he wished him every success in his new sphere of labor. The toast list was then proceeded with. In responding to his toast, Mr. Badenach said words failed to express the regret he felt at leaving so many old friends. As long as he lived he would never forget the eight happy years he had spent with A. M. Smith & Co. After singing "He's a Jolly Good Fellow" and the National Anthem, the company separated. During the evening songs were sung by C. W. Nicholls, Mr. Milligan and S. Friendship.

Locally, retail business was fair last week but in the country towns rather quiet.

The only change noted by wholesalers the past week was a decrease of 10 cents in Montreal sugars, and of 9d. per cwt. in currants. The market for Californian fruits is very firm.

Local millers advanced the price of flour 15c on Saturday, the figure being now $3.15 for Manitoba milling. The bakers, who will be most directly affected by the change, say it will not cause an increase in the price of bread at present at least.

Eggs on the local market are in good demand at 17½c to 18c per dozen. Butter is somewhat easier at 20c to 22c, according to quality. Potatoes sell at 85c to 90c.

C. L. Mountjoy, for some time chief clerk in the grocery store of E. J. Ryan, hes resigned to accept a position with the Prudential Life Insurance Company.

C. Rennie who recently purchased the business of J. Goodge, corner Dundas and Maitland Sts., is remodelling the store and putting in new bin fixtures.

A baseball league, composed of grocers, butchers, shoemen and policemen, has been formed, and a schedule of games to be played Wednesday afternoons is being arranged. There are a number of fine players among the grocerymen and they should give a good account of themselves.

BERLIN.

May 12.—Maple syrup has been a very scarce commodity this season as far as the home product is concerned, and the price realized has been $1.50 and $1.60 per gallon.

Potatoes have jumped in price to $1 a bag, whereas a few weeks ago they were to be had at 75c. The grocers have had to pay as high as 85c and 90c a bag and sold them at a dollar. The people who thought they could do better at the Saturday market were generally disappointed, for the farmers, too, asked a dollar.

The Grocer correspondent had the pleasure of being shown through the fine establishment of W. Metcalfe & Co., the other day and came away with the conviction that he had seen a model 20th century grocery store. The firm now occupies all three storeys of the building at King and Foundry Sts., purchased by them several years ago, and in addition to the departments they have long carried on have added one which is devoted to the manufacture of candy. This department is located in a spacious and well-lighted room on the top flat and is open to the public. The candy-makers are attired completely in white and it is an interesting sight to see them at work. In addition to making candies for their own store the firm will carry on a wholesale business in this line in connection with the other lines they have been wholesaling for years.

A demonstration of extracting caffein from coffee took place in the coffee department of W. Metcalfe & Co., a few days ago by a representative of the Coffee Trading Co., of Bremen, Germany. This company is endeavoring to sell the patent rights for the United States and Canada and asks the modest sum of half a million dollars.

PERTH.

May 12.—Two car loads of potatoes, one from New Brunswick and one from Western Ontario arrived last week and put an end to the potato famine we have had for some little time. These are finding ready sale at 90c bushel; lots of 5 or more at 85c bushel. As far as can be learned very few potatoes are in the farmers' hands here and many of them will find it necessary to purchase their seed requirements. The Farmers' Club has at recent meetings considered the matter of potato growing in this district and with the point in view of making Perth an exporting instead of an importing point is urging its members to grow more potatoes and to confine themselves where possible to one common variety—Carmen No. 1.

Egg prices still stand at "paying 16c and selling 18c" but buyers are offering grocers 17½c, here, an advance of ½c over last week.

Last Tuesday's Spring Horse Show brought hundreds of farmers to town. The stores were very busy all day and most of them "enjoyed" the busiest day since before Christmas.

Apples, except the canned and evaporated variety are off the market altogether as far as Perth is concerned.

A number of fruit firms have been handling meats for some time now. A Hull, Que., firm of pork packers are offering all kinds of fruit.

A Gore St. grocer had the unique experience of being locked out of his own store on Monday morning. During Sunday night some boys had so filled the lock with matches and mud that an hour was required to remove the dirt so as to allow the key to turn in the lock.

Pineapples are being offered at very

reasonable prices but very few are yet being bought for preserving. Many housewives are preserving rhubarb with their pines and as rhubarb is still on the scarce list this probably explains why pines are not moving for preserving.

BARRIE.

John Ferguson, of the sixth ward, has purchased the insolvent stock of E. Budd and opened up last week.

T. H. Baker has purchased the stock of T. Sproule, of Stroud.

Potatoes that sold here as high as ninety cents a bag by the load have taken, this week, a drop to seventy-five and buyers do not look for any higher prices till the new ones come in. There was a talk a while ago of one dollar potatoes but this theory has vanished to the pleasure of the retail buyers.

Eggs sold about the same price on Saturday's market as before, the prices ranging from sixteen cents to sixteen and a half. Butter sold at twenty to twenty-two cents while high-class printed wrapper goods brought twenty-four and five cents. Fowl sold at ten to eleven cents and chickens at fifteen cents. A fairly good supply of green stuff such as onions, lettuce, radish, etc., was sold at from thirty to fifty cents a dozen.

Trade in general is picking up gradually with the approach of finer weather etc. There is a quantity of early vegetables and fruits selling on the market and a feature to help the fruit sales is the early preserving pineapples which are of good size and color for so early in the season, the prices ruling in proportion. At this time of year weather being cool and it makes preserving more comfortable and the coming week should see the bulk of preserving pines sold.

This is the time of year to brighten up. It doesn't matter whether you start in the back yard, in the cellar, any place in the store or at the store front, but brighten up. It will make business better and make you feel better—just try.

John Jamieson of Minto Bros., has the sympathy of The Grocer over the sad loss of his mother, who was buried this week.

Chas. Cheesman, son of Jos. Cheesman, has opened a grocery on Bayfield street.

TORONTO.

May 1.—James I. Scott, corner of Davenport and Dupont Sts., is a pace-setter, and his clerks are all on the run. They don't wait for things to happen, they do things.

There are plenty of clerks in the city who would easily be worth $50 more a year if the "boss" would invest $2 in the trade paper and give them a chance to learn what others do in the business.

If a grocer does not like his business there are only two things open for him to do—either to learn more about it, or get out of it. To say that you hate your business is to say that you don't know much about it. To say that you have not time to read your trade paper is to say that you have lost interest in your business, and that you are already a back number.

R. H. Rudson, 964 Bathurst St., is one of the best qualified grocers in the city and feels perfectly happy in his well arranged and carefully kept store. He loves his business because he understands it.

Cliff L. Marshall, who purchased H. Gordon's stock on Bathurst St., has put new life and a decidedly up-to-date appearance in the place.

W. C. Cork, 994 Bathurst St., claims to be the oldest grocer on that street, and he is yet able to hoe his row with any of the new comers.

Mrs. W. H. Coo, corner of Spadina and Camden Sts., has retired from business and has turned it over to her son. This old lady has been in this same place for 32 years. She has had her ups and downs but ended with the "ups." She has customers who have dealt with her since she started, and many a good turn have they received from Mrs. Coo. She is highly respected and has the good wishes of her old friends and customers. She has considerable property which, in its increase in value, will bring her a nice income during her old age. Many a one going to the old store will miss Mrs. Coo, who for so many years was part and parcel of the place.

John McLeod, head of John McLeod & Sons, grocers, died at the family residence, 698 Spadina Ave., yesterday after an illness lasting some time. He was 62 years of age, a native of Inverness, Scotland, and came to Canada when comparatively young. He carried on an extensive coal and wood business in London and Thamesford until about four years ago, when he came to Toronto and with his sons went into the Spadina Ave. business.

R. Book, clerk in Elmes' grocery, 604 College St., attributes the failure of so many clerks to make good to the fact that their apprenticeship is too short. Some years ago a person had to be an assistant for so many years before he got behind the counter. Nowadays a three-months' apprenticeship seems to serve the purpose.

J. Everingham, from Parry Sound, has bought out F. G. Wilson, 185 Wilton Ave., and intends to carry a full line of groceries. He is in a good locality and expects to get his full share of the trade. He opens up with good prospects and will be one of the big pushers in that part of the city.

The committee of the Retail Grocers' Association, which have the arrangements for the annual excursion in hand, and definitely deciding this week as to where the excursion will go. The conclusion will be published in next week's issue.

HAMILTON.

May 12.—Plans for the annual excursion of the Retail Grocers' Association were discussed at the regular meeting, last Thursday night. The following were appointed to make the necessary arrangements :

J. O. Carpenter, chairman.

Jas. Main, treasurer.

M. R. Hill, secretary.

Transportation—A. G. Bain, J. O. Carpenter, Wm. Smye, J. Main, Jos. Kirkpatrick.

Refreshment—A. G. Bain, Wm. Smye, J. Main, Geo. Cann.

Printing—W. Smye, Ed. Hazell, J. O. Carpenter.

Amusement—A. G. Bain, W. Dawson, Geo. Hunt, W. Main, W. Smye, C. Cooper.

Games—J. Semmens, E. Lavis, E. H. Young.

The paper on canned goods read by J. A. McIntosh, at the last meeting of the Grocers' Association, has been favorably commented on by both wholesale and retail grocers. It was published in full in the Hamilton Spectator, and thus reached the consumer. It certainly has produced considerable talk among the people about canned goods.

GALT.

May 12.—The weather conditions have been unfavorable for the country trade for the past week, and as a result business in Galt has not been quite up to the standard. However the merchants are making no complaint.

Eggs sold on the market on Saturday at 16 cents per dozen. Butter was 25 cents per pound.

Fresh onions, radishes and lettuce are being offered at all the groceries.

In Galt as in some other towns, there is a scarcity of potatoes, and the price has now reached $1.00 per bag with the probability of something like famine before the new product is ready for the market. This condition of affairs is accounted for by the fact that during the early winter immense quantities of the tubers were shipped across the line. "There was no failure of the crop last year," said John Sloan to your correspondent. "Potatoes were very plentiful up to a short time ago. Three months ago it would have been possible to buy trainloads of potatoes at 50 cents per bag. Our American cousins, however, became short of the vegetable and immediately their agents invaded Ontario. And they bought right and left, and cleaned up practically all the potatoes. Of course there are still large quantities left but I hardly think there will be enough to supply the demand. It looks as if a record price for potatoes might be reached before the new crop is ready." P. Radigan said that while at present potatoes were not dangerously scarce all indications pointed to the fact that the available supply was nearly exhausted. The price will rise from now on in his opinion. The same story was told by Hugh Walker at the Red Front. "Canadian growers thought they had more than they could dispose of at home," he said, "and consequently began shipping across the line. And now it appears that before long the general public will have to pay a very fancy price for its potatoes."

Jas. Lumbers, Toronto, has secured the sole agency in Ontario for Baker's soap, put up by L. M. Leberman, Philadelphia, U.S.A.

Latest Reliable Trade Review of the Golden West

Manitoba Farmers to Attempt to Grow Sugar Beets—Fruit Outlook in British Columbia—Canning Company's Annual Meeting—Potatoes Scarce Around Calgary—Business Prospects in Edmonton.

WINNIPEG.

May 11.—W. H. Stone & Co., have bought the grocery business of Hardy & Buchanan, Whytewold Beach on Lake Winnipeg. The store has been run successfully during the summer season for a number of years, and the season which is about to open promises to be good for the trade in that section.

C. H. Baird, of Christie-Brown Co., of Toronto, spent a few days among local retailers last week.

Owing to the fact that a few bakers in the city were selling bread at five cents per loaf, the master bakers held a meeting recently to consider the possibility of reducing the price to five cents generally. It was decided, however, that to sell bread for less than six cents would be suicidal policy owing to the high price of flour. The decision of the meeting was expressed by one member present, in the following remark: "Good bread will be six cents and probably more in the future; scallywag bread will be five cents."

Mr. Fotheringham, of the Swan River Creamery Co., is busily engaged installing the plant at Swan River. The lateness of the season will prevent opening as soon as was anticipated, owing to the condition of the roads and inability to do the necessary concrete work under the existing conditions.

Supplies of seeds have been sent to the farmers of Swan River Valley, Manitoba, for the purpose of growing sugar beets which will be tested at a factory in Raymond, Alberta, next year. The valley can grow excellent vegetables of all kinds and the possibility of growing beets for sugar is not questioned. The supply and labor and capital will be a more difficult matter to arrange.

The superintendent of Winnipeg Public Parks, George Champion, has published a letter in a local newspaper for the purpose of stimulating an interest in the development of vegetable growing for private use, in the back-yards of city residences.

F. W. Rowley, representing Underdown & Crichton, the foreign fruit packers, arrived in Winnipeg on May 7, from Chicago. Mr. Rowley was interested in the dried fruit industry for seventeen years in Spain before amalgamating with Underdown & Crichton, and perhaps there is no one more intimate with the industry and the trade. This is his first trip to the West, and already he has "seen the vision" of Canada's great future. Mr. Rowley inspected the local trade in company with W. H. Escott the western resident representative of the company and left last evening for a tour of the western provinces. It is possible that Mr. Rowley will make some interesting real estate investments before he leaves the country by way of Vancouver.

Mr. Hudon, of Hudon-Hebert, Montreal, is in the city placing orders for grocery stock.

CALGARY.

May 11.—The potato shortage is a serious matter in this district. The wage earner, who, to a greater extent than many others, relies upon this staple as an important item of his daily living, finds it expensive to supply his household with potatoes at to-day's ruling price, viz.: 3c per lb. The wholesale price is now $50.00 per ton, and is likely to go to $60.00 per ton in the near future. Supplies in B. C. are about exhausted. One shipment has been brought in from New Zealand, of which the quality is nothing extra, although the retail price is 5c per lb.

A car of new maple syrup and maple sugar arrived last week from Waterloo, Quebec, being the output of the Maple Tree Producers' Association, Limited. The brand is known as the "Pride of Canada." Maple sugar is selling more freely this season than ever before. One reason is that the makers have put it up in very convenient form, viz.: ½ lb. cakes, which retail at 10c per cake. "Pride of Canada" maple syrup is in many of the retail grocery stores here and sells at the following prices: pint bottles 25c, quart bottles 50c, quart tins 50c ½ gallon 80c, gallons $1.50. At these prices this high-class product is within the reach of all and the consumption is increasing from year to year.

VANCOUVER.

May 11.—With a marked advance in the price of oranges, which are now quoted at $3.25 per case, running up from $2.75, there is a decrease in the price of local butter, which now jobs at 30c. retailing at 35c. There is a sympathetic fall in the price of the eastern article, which commands a wholesale price of 26c. Bermuda onions are on the market at 7c per pound, retailing at 10c. There is no difference in the price of potatoes, but with the steady increase in size of the new ones from the south, the use of them is growing.

Oscar Brown, of Oscar Brown & Co., wholesale fruiters, has returned from a trip abroad, extending over several months.

F. R. Stewart, of F. R. Stewart & Co., had quite an accident in Stanley Park on Sunday. He had a party out in his auto, when a runaway team from behind ran into the machine, then stopped. The pole of the rig penetrated the rear of the auto, and one of the ladies of the party, Mrs. Chappell, of Seattle, had her jaw fractured. The others managed to escape.

Strawberries have suffered most from the cold of the winter and the slowness of spring, and as similar conditions have prevailed south of the border, that fruit this year may be quite a luxury. it is not expected from present reports that there will be more than half a crop this year. Commenting on the damage in general, Maxwell Smith, Dominion Fruit Inspector, says: "It is too early yet to estimate the probable output of apples, pears, plums and cherries, but the backward spring though a little disappointing and disagreeable to the average citizen, is favorable to the fruit crop, particularly in the coast district. The buds being retarded in early spring practically insures them against damage by late frosts. The unusually severe winter in the interior of the province made many of the fruit men apprehensive as to the effect on some of the trees in some of the most important fruit-growing centres. Doubtless in a few isolated cases, where irrigation was kept up too late last season, and consequently the growth of the trees continued beyond the safety stage, winter killing the young wood to some extent has occurred. There is no damage of any account reported to the apple trees, and the peach, pear and plum trees have come through much better than expected. In a number of instances, more or less serious damage is reported to the peach buds, which will result in many light crops, and some practically nil. But notwithstanding these instances, a fair amount of peaches will be shipped from the Okanagan valley and other peach-growing districts this year."

At a largely attended social session of the Victoria Council of the United Commercial Travelers, honors were bestowed upon A. R. Kelly, first past councillor, and F. Russell, present past councillor. They were each given a gold ring, on which was engraved the emblem of the order, for the services they rendered the order in the Capital City.

J. H. Menzies has come from Ladysmith to Vancouver to reside, having disposed of the whole of his stock of merchandise to Blair & Adam.

W. A. Cutler, representing Armour & Company, who calls around at the coast cities about every week, has just completed a trip through the interior, made for the purpose of reporting on conditions there. The trip was taken at the instance of the head office, and it is supposed that it is the intention of the firm to utilize the information in getting more actively into the trade in this province. Armour & Co. are fully real-

izing the growing development of the Pacific West, and are erecting a half a million dollar office in Seattle.

John T. Williams, Dominion fishery inspector, has gone north to look after the salmon and herring. By the middle of this month, all the obstructions on the Naas river and tributaries will have been removed, so that about forty miles of additional spawning ground will be available for the salmon. The herring industry is being rapidly developed in northern waters, and it is declared by those engaged in the taking of these fish that in a very few years the catching and packing of herring will be one of the most important industries on the northern coast.

At the annual meeting of the Chilliwack Co-operative Association, reports showed that a profit has been made of $1,900.68, while a loss of $846.68 was suffered through the handling of produce; consequently it was decided to leave produce severely alone in the future. The shareholders although not having big dividends to show for their investment, considered that they had profited indirectly through the bringing down of previous high prices. The president in his address said it was the intention to thoroughly re-organize the work of the executive.

In the annual report of the president of the Chilliwack Canning and Preserving Company, it was pointed out that there is about $13,000 worth of goods on hand, most of which it was expected would move out during the next two or three months. A satisfactory feature was that there had been practically no complaints about the product. Until a market was more firmly established, he said that it would be a mistake to can a greater quantity of any special variety of fruit than what the market will demand, and with this in view, it was suggested that a very limited pack of cherries be put up this year, and that other varieties be governed accordingly. The evaporation of apples and prunes will be handled to full capacity. The condition as a whole was considered satisfactory, the ledger showing a balance on the right side of over $600. The old board of officers were re-elected.

Every merchant and business man in Kamloops has signed the petition for the Wednesday half holiday, which will be in force from May 15 to the end of August.

VICTORIA.

May 11.—The Grocery Clerks' Association smoker held here recently was a delightful event. This association is in a strong position this year and there is a large membership. Eighteen new members were made before the smoker. A resolution was passed at the meeting that a petition be presented to the master grocers regarding the half-holiday question, and the clerks look forward to this question being settled within the next month and in full force. The officers of the association are: President, Mr. Lawlor; vice-president, Mr. Jenkinson; second vice-president, Mr. Young; secretary, Mr. Evan; treasurer, Mr. Thomas.

EDMONTON.

May 11.—A. H. Richards & Co., general merchants, of Strathcona, have started work on the excavation for their new store, which is to be built on the other side of Whyte Ave. from where they are now and just west of Douglas Bros. It is to be a pretentious brick building, three storeys in height. The first two floors will be used as their store and the upper floor as offices. The new store will be fitted up with all of the latest features, including two electric elevators, one for passengers and the other for freight.

Aitken Bros., grocers, corner Namayo Ave. and Clara St., have just completed the addition of a spacious new warehouse in the rear of their store. The old stockroom they have transformed into a cosy little ice cream parlor to catch some of the spare dimes that will be floating around during the long pleasant summer evenings that will soon be here.

All the merchants of Norwood, a business centre in the north end of the city, have agreed to close during the months of May, June, July and August at seven o'clock on Tuesday and Thursday evenings each week.

The Royal Fruit Company will shortly begin the erection of a two-storey warehouse on Third St., the property purchased by them a short time ago. The warehouse will be of brick. The contract has not yet been awarded but work on the excavation has been begun.

As the result of a tour of inspection in the bakeries of the city last week by the police department to round up those who were selling bread below the regulation one and a half pound weight, two bake shop proprietors appeared in the police court. In one case the proprietors pleaded not guilty, but though the weight of their bread was shown to be below the regulation the magistrate dismissed the case, holding that the police officers had not proven that the short-weight bread taken from the bakery had been offered for sale. In the other case, one of the proprietors appeared and pleaded guilty. He contended, however, that he did not defraud the public, as the bakers were all cutting weights and he had to do so also to meet competition. He was fined $10 and costs.

The announcement that the Canadian Pacific Railway has reached an agreement with Edmonton in connection with the entrance into the capital and that the high level bridge, connecting Strathcona and Edmonton, will be started this summer, has been received with a great deal of pleasure in Strathcona. The building of the bridge, such as the company propose, will mean the employment of hundreds of men through a period of from one to two years. Strathcona is bound to be the base of supplies and from the Strathcona end the work will proceed. The presence of this large number of men in the city and the big pay roll that accompanies them should have a healthful influence upon business in Strathcona and give it an impetus that will not be lost when the bridge is completed.

Edmonton now justly claims to be the leading packing centre of the province, in fact, of the Middle West. During the year 1908 there were 50,000 head of cattle, hogs, and sheep slaughtered in Edmonton and Strathcona. Of this amount seventy per cent. were hogs; $750,000 would be a conservative estimate to place on this product. During 1909 these figures will increase to at least double as the Swift packing plant was operating only during the last three months of 1908 and in that time slaughtered 30,000 head of stock. The balance of the 50,000 was handled by the smaller plants.

MANITOBA MARKETS

(Corrected by Telegraph).

May 13.—The trade has revived considerably within the past few days. and fresh fruits and vegetables are still selling cheap, and a further decline in a few fruits has materially increased the output.

There are some marked changes in the price list, chiefly declines.

SUGAR.—The price has dropped 20c on all grades. The reason for the enormous decline is not known, but it is expected that it was caused by the keen competition that exists among the refiners.

Montreal and B.C. granulated, in bbls	5 00
" " in sacks	4 90
" yellow, in bbls	4 60
" " in sacks	4 50
Wallaceburg, in bbls	4 90
" in sacks	4 90
B.C. gunnies granulated, 5-18's to bale, per cwt	4 95
" " 5-20's " "	4 95
" icing	5 60
bar sugar	5 60
Icing sugar in bbls	5 80
" " in boxes	5 80
" " in small quantities	6 00
Powdered sugar, in bbls	5 35
" " in boxes	5 55
" " in small quantities	5 85
Lump, hard, in bbls	5 90
" " in ½-bbls	6 00
" " in 100-lb cases	5 90

SYRUPS AND MOLASSES — No changes in these prices have occurred.

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 [illegible]
" " 5-lb tins, per 1 "	2 75
" " 10-lb tins, per ½ "	2 50
" " 20-lb tins, per ¼ "	2 70
" " ½ barrel, per lb.	0 03½
" " Sugar syrup, per lb.	0 04
Beaver Brand, 2 lb tins, per 2 doz case	3 25
" 5 " " 1 "	3 75
" 10 " " ½ "	3 45
" 20 " " ¼ "	3 35
Barbadoes molasses in ½-bbls, per lb	0 04½
New Orleans molasses in ½-bbls, per lb	0 03½
Porto Rico molasses in ½-bbls., per lb	0 04½
Blackstrap, in bbls., per gal.	0 31
" ½ " "	0 33
" ½ gal. kets., each	2 25
Gingerbread molasses in 2-lb tins, per doz.	1 10
" " 3-lb tins, per doz.	1 45

MAPLE PRODUCTS—New goods are selling freely at the following prices.

Sugar, per lb.	0 12½
Syrup, gallons, ½ doz. to case, per case	6 60
" 1 " 1 doz. to case, "	7 20
" ½ " 2 doz. to case "	7 50

FOREIGN DRIED FRUITS—Apricots are low in stock and are selling firmly. Figs, currants and dates are also firm and in good demand.

Smyrna Sultana raisins, uncleaned, per lb	0 07
" " " cleaned, per lb	0 08½
Trenor's Valencia raisins, f.o.s., per case, 28's	2 05
" " " 14's	1 00
" " selects " 28's	2 25
" " " " 14's	1 15
" " layers " 28's	2 35
" " " " 14's	1 [illegible]
California raisins, choice seeded in ½-lb. packages per package	0 05½
" " fancy seeded in ½-lb. packages per package	0 05½
" " choice seeded in 1-lb packages per package	0 06½
" " fancy seeded, 1-lb. packages, per package	0 07½
Raisins, 3 crown muscatels, per lb	0 05½
" 4 " " "	0 06½
Prunes 90-100 per lb	0 05
" 80-90 "	0 05½
" 70-80 "	0 06½
" 60-70 "	0 06½
" 50-60 "	0 08½
" 40-50 "	0 08
" 30-40 "	0 09
Silver prunes	0 09
Currants, uncleaned, loose pack, per lb	0 06½
" dry cleaned, Filiatras, per lb	0 06½
" wet cleaned, per lb	0 07
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 07½
Pears, per lb	0 08½
Peaches, standard, per lb	0 07½
" choice	0 08
Apricots, standard, per lb	0 11½
" choice, per lb	0 12
Plums, black pitted, per lb	0 11½
Nectarines, per lb	0 09½
Dates, new, per lb	0 06

RICE AND TAPIOCA—This market still remains quiet.

Japan rice, per lb	0 04
Patna " "	0 04½
Rangoon rice, per lb	0 03½
Tapioca, per lb	0 04

HONEY—Supplies are low, prices being quoted as follows:

Honey, 2½ lb. tins, in case 24	8 85
" 5 " " 12	8 75

NUTS—The market is weak, particularly at this time of the year.

Shelled Walnuts, in boxes, per lb	0 26
" " small lots, per lb	0 28
" Almonds, in boxes, per lb	0 28
" " small lots, per lb	0 30

ROLLED OATS—The market remains very firm but prices are unchanged.

Rolled oats, 80 lb sacks, per 80 lbs	2 27
" 40 " " 80	2 35
" 20 " " 80	2 40
" 8 " " 80	2 70

CORNMEAL—The market is good.

Cornmeal, per sack	2 05
" per ½ sack	1 05
" per bale (10, 10's)	2 35

QUAKER OATS—These goods continue to be quoted as follows:

Quaker oats, 36 packages	2 50
Quaker toasted cornflakes, 24 pkgs	2 00
Pet ijohn breakfast food, 18 pkgs	2 25
Puffed rice in bbls., per lb	0 22

BEANS—The market suddenly became firmer. In some cases the 3 lb picker sells for a slight advance of $2.25 per bushel. The prime white is unchanged at $2.20 per bushel.

POT AND PEARL BARLEY—Prices are as follows:

Pot barley, per sack	2 70
Pearl barley, per sack	3 90
" per ½ sack	2 05

BROOMS—The advanced prices of $3.25 per dozen to $4.50 per dozen are unchanged.

TUBS—

Eddy's tubs, No 0, per dozen	11 25
" " " 1 " "	9 10
" " " 2 " "	7 50
" " " 3 " "	6 40
" " nests of 3, No. 0, 1, 2, per nest	2 35
" " " 3, No. 1, 2, 3, per nest	1 95
" " " 4, No. 0, 1, 2, 3, per nest	2 85

CANNED FRUITS AND VEGETABLES—The canned apple is taking the place of the fresh commodity, but on the whole the canned goods trade is weak.

	Group No. 1	Groups No. 2 & 3
Apples—3's standard, per case	$2.44	$2.34
" gals, standard, per case	1.55	1.52½
Cherries—Red, pitted, 2's	4.18	4.08
" black, pitted, 2's	4.18	4.08
" white, pitted, 2's	4.38	4.28
Currants—Red, 2's	4.18	4.08
" black, 2's	4.18	4.08
Gooseberries—2's	4.53	4.18
Lawtonberries—2's	4.18	4.08
Peaches—Yellow, 2's	4.18	4.08
" yellow, 3's	6.54	6.44
" pie, unpeeled, 3's	3.34	3.24
" pie, unpeeled, gals	2.42½	2.40
" pie, peeled, gals	3.30	3.27½
Pears—Flemish Beauty, 2's	3.68	3.58
" Flemish Beauty, 3's	4.74	4.64
" Globe l.s., 2's		2.73
" Globe l.s., 3's		4.14
Plums—Damson l.s., 2's	2.28	2.18
" Lombard l.s., 2's	2.28	2.18
" Green Gage l.s.	3.08	2.98
Raspberries—Red, 2's	4.18	4.08
" red, gals	3.80	3.77½
" black, 2's	4.18	4.08
" black, gals	3.80	3.77½
Strawberries—2's	4.18	4 [illegible]
" gallons	3.80	3 77½

GREEN FRUITS AND VEGETABLES—Prices are generally low on fruit. Vegetables are firmer.

Celery, Cal., per doz	1 00
Tomatoes, Florida, per case	3 50
Lettuce, per doz	0 40
Radishes, per doz	0 40
Parsley per doz	0 40
Oranges, per box	3 25 3 50
Lemons "	4 00 4 50
Bananas, per bunch	2 50 3 50
Strawberries, per case, 24 qts	5 00
Pineapples, per crate	2 50 3 50
Apples, Wash box, Ben Davis	2 50

CANNED MEATS—

Clark's 1 lb., pork and beans, plain, per case	2 40
" 2 " " " "	1 90
" 3 " " " "	2 45
" 1 " tomato sauce, per case	2 45
" 2 " " "	1 90
" 3 " " "	2 45
" 1 " Chili "	2 45
" 2 " " "	1 90
" 3 " " "	2 45
Soups, per doz	1 20
Corned beef " 2's per doz.	2 70
" " 1's "	1 50
Roast beef " 1's, per doz	1 50
" 2's, "	2 70
Potted meats, ½'s, per doz	0 55
Veal loaf ½ lb., per doz	1 25
" 1 lb. "	2 35
Ham loaf ½ lb. "	1 25
" 1 lb. "	2 35
Chicken loaf ½ lb. "	1 25
" 1 lb. "	3 50
Lunch tongue 1's, "	3 30
Sliced smoked beef ½-lb. tins, per doz	1 55
" " 1-lb. tins, "	2 65
" " 1-lb. glass, "	2 45
English brawn, 1's, per dozen	1 60
" " 2's, "	2 75
Cambridge sausage, 1's, per dozen	1 85
" " 2's "	3 15
Geneva sausage, 1's, per dozen	2 00
" " 2's "	3 65
Boneless pigs feet, 1's, per dozen	1 65
" " 2's "	2 75
Lunch tongue, 1's, per dozen	3 30
" " 2's "	6 60
Paragon ox tongue, 1½'s, per dozen	7 35

EGGS—The price is good for this season of the year owing to the prolonged cold weather. They are jobbing at 18c per dozen.

BUTTER—The creamery product remains firm at 25c. Some No. 2 dairy is accumulating again, and the dairy No. 1 is not much in demand. It ranges from 14c to 18c per pound.

R. Morgan, grocer, corner Central Avenue and Waterloo Street, London, Ont., has sold to Knechtel & Pocock.

FORT WILLIAM CORRESPONDENCE

May 12.—Old stocks of potatoes are becoming much depleted, the prevailing price for these being $1.25 per bag. As soon as these are used up the price may jump to $1.50, as the lowest price quoted by wholesalers in the east is $1.25. It is to the east that Fort William merchants will probably have to look for their spring stock, until the new crop comes in. In the west the demand for potatoes has been so heavy that prices are as high or higher than in the east, the western surplus having been largely shipped across the line into the States. In addition to this the eastern pototoes come out of winter storage in better condition than those in the west.

Most of the local merchants got fairly well from under, during the recent slump in butter prices, a loss of three cents a pound being made on some small lots, but not enough to be serious. The produce houses are now charging the merchants 26c for the best creamery. Eggs are 24c per dozen.

All grocery stocks are low now, pending the opening of navigation, the first boats with package freight having come in on May 1st, and from this time on both wholesale and retail merchants will begin to replenish all lines that got short during the past month.

McLaurin & Dow have decided to cater for the vessel trade during the summer and have bought a gasolene launch, which will be used in the harbor for delivering goods to boats wherever they may be tied up. There should be a good opportunity to pick up a profitable business when the captains realize that they can purchase supplies and have them delivered as conveniently as if they were being brought to a house.

The wholesale grocery business of the John King Co., Limited, has been sold to Cameron & Heap, who have been in the wholesale business in Kenora and have several other western branches. The new firm will make Fort William the headquarters of their entire western business and will continue the business in the same premises which they are renting from the John King Co. The latter firm will continue in the wholesale liquor business and will also take up the commission business in which they should find their previous business connection extremely valuable.

FATHER AND SON.

John Lampman, a leading grocer of Hamilton, has taken his son into partnership, and the firm name is now John Lampman & Son. Mr. Lampman, jr. has been associated with his father in the business for some years and has evidenced capacity and energy that gives large promise of a successful business career. The appearance and the management of the Lampman store are such as to elicit favorable comment from the traveling men. That means it is a store to draw trade and hold it.

Business Hints for Spring-time Consideration

The Conscientious Business Man Coming to the Front—More Attention Should be Paid to the Cash Customer—Believe in Your Own Business—The Clerk and the Baseball Season.

Good advertising ought to sell $15 suits for $20. It doesn't take much of an advertiser to sell $20 suits for $15. if they're worth it. Remember that—Merchants' Record and Show Window.

Very poor advertising, The Hustler calls it. It savors too much of the fire sale, bankrupt, junk style. You may sell $15 suits for $20, or a $10 stove for $15 once, but never again. Good advertising is honest advertising. It is of the kind that tells of a $15 suit that is worth the money; that is well made; that is all wool; that will satisfy a customer and bring him back pleased. The same principle holds good in any business. The man who advertises a price for good goods and furnishes something shoddy, that which is not up to specifications, which does not satisfy, which ultimately gives a customer the idea that he has been "done," will find that he has brought a roorback, that his trade will dwindle and fall away. One of the growing sentiments in this country is that which favors honesty. There is getting to be less room for the cheat every day. Business men and purchasers endorse those who tell the truth, even though it be disagreeable. Even the white lies in business so much indulged in are coming to be more and more condemned. Be strictly honest in your advertising, with your jobbers, with your customers. Don't put on a false front and endeavor to carry it through. The great American game of bluff in this regard is played out. When those you deal with find that you are strict and conscientious in this regard, they will come to respect you, your business will prosper, your prices will stand, and you will crawl under the covers at night a satisfied man with a clear conscience.

This is analagous to confidence. If you represent an article to be of a certain standard you should know whereof you speak. If you agree to do certain things, never fail to fulfil a promise—and if unforeseen happenings prevent, go frankly to the proper person and explain the situation. Inspire confidence in yourself and your business. That is the foundation which the whole United States Government rests upon. Build upon it and you will find that your house is founded on a rock, capable of withstanding all the vicissitudes and storms.

There are a good many dealers who declare they would like to put their business on a cash basis, a fair proportion of whom are really offering premiums to the people who seek credit. The Hustler saw it claimed the other day that a man who had established a line of credit at a department store expressed his great satisfaction at having done so as he said his wife reported being accorded much better and more attentive service. The very idea that she was entitled to credit gave her a certain standing and importance in the eyes of clerks who were far more obsequious in their attentions, while the unfortunate customer who paid cash had to stand and wait. There's a good deal to it. Many a merchant follows the same rule and then kicks because he thinks it impossible to put his business on a cash basis. The fact is that the people who lay their money down on the counter when a purchase is made are the ones who ought to have special attention and the best rates. The merchant who makes it an inducement to his customers to pay cash is mighty near the solution of getting rid of the charge system.

If you don't thoroughly believe in your business, don't just think it's about the only thing on earth worth toying with; better turn it over to your creditors while there is something left.

Try and do things a little different once in a while. We enjoy a vacation because it is a change, but prolonged it gets awfully wearisome. Getting out of the rut now and then, even though the old way has proved successful, is a great relief to customers as well as the men who push the wagon.

There are salesmen—a good many of them, too—who believe success is largely the result of a volume of talk. The loud-voiced individual who comes into an office and stops all work by the noise he makes and his guffaws at his own cheap jokes is a nuisance, whose company is nowadays simply tolerated and his noise doesn't sell goods or prove at all convincing. Business right from the word go, transacted quietly but forcibly, no time wasted in story-telling and cheap jokes, brings the best and most lasting results.

At no time will extra push and advertising pay better than right now. In the spring people are generally possessed of a buying mood if they have the wherewithal, and this year gives more than usual promise of a large, healthful trade before the midsummer stupor possesses men. Get your share quick.

The baseball mania has again struck the country and a good many merchants groan. It's a sport that while enjoyable and furnishing a healthful recreation when taken in proper doses, brings trouble into many an office. The clerk who thinks of little else, who is always studying averages, percentages and other dope, and who is willing to sacrifice business any time to attend a game, isn't really of much value to an employer. Keep the place under your bonnet working on business first and let the amusements come in later and occasionally as a rejuvenator.—The Hustler, in Stoves and Hardware Reporter.

ANSWERS TO ENQUIRIES.

What is the best way to get along with a competitor who is unfair and makes misrepresentations, asks A. Atwood, Winnipeg.

Ans.—Act so gentlemanly, straight and neighborly that he will be ashamed of himself and he will soon treat you similarly. It never fails.

W. J. McCart, general merchant, Avonmore, Ont., asks for the name and address of the secretary of the Retail Merchants' Association.

Ans.—The secretary of the Retail Merchants' Association of Canada is E. M. Towern. His address is 21 Richmond St. West, Toronto.

J. Aiken, Toronto, writes: "I understood that the Retail Merchants' Association asked the government to make the legal weight of a bag of potatoes 75 lbs. Has that been done?

Ans.—No, not yet. It is however before the House now, and may yet become law before the House rises.

Toronto retailer asks: Can more than one man peddle from one waggon under one license in Toronto?

Ans.—Only one man can peddle under one license. Two or more can do so from one waggon but they must have separate licenses, and have their own numbers on the wagon. A peddler, however, may have a helper, who must have a helper's license, but he cannot sell or deliver goods. He can only fill up, weigh and drive the horse.

BUYERS IN TORONTO.

Among the buyers in Toronto during the week were: J. T. Broad, Wilfrid, Ont.; Horace Davidson, Unionville, Ont.; Wm. Metcalfe, Berlin, Ont.; T. B. Reeve, Markham, Ont.

RICHMOND, QUE.

May 12.—The volume of business being done is quite satisfactory, but collections are decidedly slow. There seems to be a general complaint of scarcity of money.

Farm products are being offered here at the following prices: Potatoes of different varieties are selling at 90c per bushel. Green Mountains are bringing $1 per bushel. Eggs, 17 cents a dozen. Dairy butter, 18 to 20 cents a lb. Maple sugar, is selling at 7 to 10 cents a lb., and syrup at 60 cents to $1 per can.

One of our leading grocers, G. J. Jamieson has replaced one of his counters with silent salesmen. He made the change about one month ago, and states that already they have paid him in increased sales, a part of the cost of instalation.

The season hereabouts, is very backward and frosts are a nightly occurrence.

Miss Nixon who has been in the employ of G. J. Jamieson, for over six years has recently been married. Miss Nixon will be greatly missed by Mr. Jamieson and his customers, as she has proven to be a woman of exceptional business ability. All those who know her join in wishing her much joy and happiness in her new life.

Canned Goods from Standpoint of the Retailer

Address Presented by Retail Grocer at Last Meeting of the Hamilton Retail Grocers' Association—Corn, Peas and Tomatoes Treated—Changes Suggested From Present Conditions.

By J. A. McIntosh.

The articles I purpose dealing with under the heading of Canned Goods are corn, peas and tomatoes, and I purpose dealing with them from personal observations as a retail grocer. In doing so I have no other desire than for the mutual benefit of canner and dealer.

It is through the retailer that the goods reach the consumer, therefore it is the retailer who receives the approval or disapproval of the consumer; and I must say, to the credit of many consumers, they are as ready to express the merits as the demerits of the goods. With a country growing rapidly, its population spreading to the far north, its cities rapidly increasing, the vast western prairies filling up, the manufacture of canned goods is bound to become one of our greatest industries. I am told that our home consumption of canned goods is forty million cans a year, and there is no reason to doubt that within the next ten years the consumption will reach one hundred millions.

With these possibilities likely to exist the question may be asked, have our canned goods reached their highest standard, or have they attained the standard the public demands? From my observations of a few years I must answer in the negative. There is no reason why we should go to outside countries for our standard goods. I think our climatic conditions are such as to produce corn, peas and tomatoes equal to anything grown the world over. Then if the foregoing statements are true what is the existing cause of the low standard of canned goods? My belief is that instead of trying to produce the best possible goods at a fair price, the object has been to produce lowest possible price and good accordingly.

A few years ago a ten-cent jam compound was the desire of the average customer; to-day they are buying more of the pure jam at double the price, which goes to show that the public are demanding a better quality of goods and are willing to pay the price. Many reasons may be given why our canned goods are not up to standard, but I will only mention two, viz., carelessness in putting different qualities of goods in the same case, and the poor quality of tin used in cans. I am not going to state how the products should be prepared to put in the cans, as I am not an experienced hand, and I think that too many of the unexperienced or careless kind are employed in factories.

For the past three months I have made personal observations and enquiries about goods sold with the following results. One woman who had purchased three cans of corn expressed herself after this style: One can was of a very nice rich color and sweet, another was much darker in color and contained enough corn cob to fill the teeth of an elephant and the other can, while free from corn cobs, was off-color and not pleasant to the taste. Three cans of peas, the product of one canner, were as different as if put up in different countries. I have had many complaints from canned tomatoes. One brand, the production of a leading canner, was very unsatisfactory. The can itself was in perfect condition, bright and well tinned, but the contents were sour. which goes to prove that contents were unfit for canning and should not have been used.

If a canning factory expects to build up a trade on such goods thev are very much mistaken. Let me give you some idea how goods are advertised in a corner grocery. Four or five ladies are buying different articles and as a rule they are not backward in expressing their views. An actual conversation I heard was as follows. "Say, Mr. Mac, have you no other brand of tomatoes than the one I got from you yesterday; when Willie come in he smelt them sour at once."

I told the lady I did not know what brand they were.

"I do not know the brand," she answered, but she remembered the label and pointed it out.

The result was that those tomatoes were condemned at once. This is a common occurrence and I am satisfied it is the experience of every grocer here. Now all these and many more, were cases where the cans were in perfect condition, which goes to prove that carelessness must exist in putting the products in the cans.

Inferior Tin Plate.

The second reason was poor tin in the cans. Whether from a desire to purchase the cheapest quality of cans or that the manufacturers of cans were getting the best of the canners I am not in a position to say, but many cans show a very poor quality of metal in their construction. In some places rust had gathered and if you took a penknife and scraped it you would find a small hole the size of a pin-head through which the air passed and soon the contents became bad.

It occurs to me that the same carelessness exists in the preparation of the products as in the outside and visible portions of the cans. A person will occasionally notice in opening a case of goods that some of them are dinged not only on the sides but on the corners. In examining the case itself it is found to be all right—no break or any sign of any heavy substance falling against it. You come to the conclusion that these cans should never have been put in the case and you are buying them for No. 1 goods.

Then we have the paste used in putting on the labels and the quantity. I think if for no other reason than the carelessness in which the labels are put on cans that some canners' goods should be declined.

The labels on British goods are always put on smoothly and never will you see a rusted can from the paste used.

Take some Canadian goods and almost invariably you will find enough paste on the seam of the label as should be used on the whole label. Consequently the can rusts and I am sure gives a bad impression to the customer.

I would like here to make a comparison. During the past four years I have sold about three thousand cans of one brand of salmon. In that lot I had only two cans bad and that was the result of them being pierced by a nail. I wish I could say the same of corn, peas and tomatoes.

First, have all canned goods classified 1st, 2nd or 3rd quality; the cans being stamped, stating the quality of the contents. Until such time as something of this nature takes place we may be compelled to suffer the same injustice as now. If a customer chooses to pay more for first quality we should be in a position to supply them.

But the canners say they make as good canned goods as are made in the world and ask what we are complaining about. I admit they do, and say that they make as poor as can be found anywhere and the good and bad are in one case. Divide them up, I say, and put them up as I suggested. If they have dinged cans let them put them up in cases and sell them as such. If the cans are badly rusted put them by themselves and sell them as such and if they are sour before canning, then feed them to the pigs and suffer the loss.

I often wonder how it is that manufacturers of canned goods do not use more precaution in putting cans in cases. If I were putting them up I would have a sheet of absorbent paper at top and bottom of box and between the rows. This would absorb the moisture and keep the cans in better condition.

A word to the retail grocer—myself included. Let us in the near future have a conference of all the grocers in the province and make our demands. Let us say what we must have. We should be in a position to make some demands if we wish to accomplish anything. The canners meet and exchange ideas; so let the retail grocers meet and have a united conference on all matters pertaining to the welfare of the retail trade.

And now a word in conclusion. When I started to prepare this paper I had no idea to give it the consideration that I did. I had a desire to obtain all my information from outside sources but I came to the conclusion that better results would be obtained from personal observations and trust that anything I have stated or observed may be to the best interests of the Canadian canners and for the welfare of the retail grocer.

The Running of a Trade Paper

By J. C. Freund, Editor Music Trades.

Its Direct Appeal to the Special Interests of the Subscriber Dealt With—Trade Journals From the Standpoint of the Advertiser—The Golden Rule for Business Men—Suppression of News Condemned.

When a business man takes up his daily paper at the breakfast table, or before going home buys an evening paper or two to read on the way, or after his evening meal, what does he expect to find ?

He will tell you, at once, that he expects to find the "news of the day" in the political, business, financial, and perhaps social and amusement worlds. He will perhaps tell you that he is not much concerned with the reports of crimes or accidents—but only glances at the headlines of such ; that he reads the departments in which he is particularly interested ; that he is sometimes attracted to the editorial page ; that, perhaps, if he has been to a theatrical or musical performance, he will read the criticism of it to see whether the views of the critic agree with his own.

But if he were asked to sum up, in a word, why he takes these papers, he will tell you, "Because I want to read the news of the day, as every intelligent man should."

If you will go on and ask this business man how he expects this news to be given, he will tell you that he expects it to be given fairly, dispassionately, without being colored ; that he is interested, indeed, more in facts than in opinions ; that if he has the facts he is able to form his own opinions.

If you go on and inquire further, and ask him how he supposes the news is gotten for publication, he will say, that while he has no intimate acquaintance with the organization and general machinery by which newspapers get the matter they publish, he supposes that some of it comes from news associations, some from correspondents, some of it is collected by reporters, some of it is taken, perhaps, from other papers; and that, then, there is an editorial staff, which comments on the news, and there will also be the departments which take especial account of social and musical matters, which review books, which write articles on the financial or business situation.

Finally, ask him how he supposes the papers live, and he will probably reply, if he is a fairly well-informed and intelligent man, that he presumes it is by publishing matter which gives the paper a large circulation, sufficient to induce advertisers to advertise in it, and so give it revenue to pay its expenses and a living profit.

Is it not curious that this very business man whose attitude to the daily papers he takes up is so eminently fair, considerate and intelligent, should take sometimes an entirely different attitude when it comes to his trade paper, especially if he is a man of large affairs, the head of some establishment of standing, influence and extended business connections ?

This change of attitude, however, is natural, and can be accounted for though it is, at times, unjust to the trade paper.

The reason why the business man will view the trade paper from an entirely different standpoint to that from which he views his daily papers, and maybe such weeklies and monthlies as he also takes, is because the trade paper deals with the especial interests which affect him ; and he, therefore, views the trade paper not from the general standpoint that he views his daily and other papers but from the point of his own particular, special interest. And when that is in any way affected, especially adversely, he is apt to become critical, even hostile, and judge the trade paper on entirely different lines from those on which he has always judged the dailies and other papers that he reads.

It is for this reason that, in times past, we have seen so many heads of eminent houses not satisfied till they owned an editor, or practically owned a paper, and possessed what has come to be known as "a house organ."

In the earlier days of industrial or trade paper journalism this condition was accepted, so that at one time in the musical industries we had a number of papers of more or less ability and worth, each known to be controlled by some large house and practically published in its interests. The result was often detrimental to the standing of the trade press, for when controversy ran high, and large interests were involved, it was no uncommon thing to see a paper coming out with vicious attacks either on the personality of the members or on the interests of some prominent house, or even attack an artist of renown—attacks unquestionably inspired by the concern whose "organ" the particular paper was.

This condition was also, in a measure, reflected in the business and political world. So that we had many papers, even of standing, which were virtually nothing but the organs of a political party, or of local politicians, or of certain business interests.

As time went on, however, and the press, through increasing prosperity, was enabled more and more to win its liberty, and also because people got to be sufficiently intelligent not to be influenced by papers that were always biased in favor of some one person or some one interest, the house organ, whether in trade journalism or general journalism, began to lose ground, till now it is only seen here and there, in spots, and has but limited circulation and exceedingly little influence.

To-day the papers, not only the greater and broader field of journalism, which are acknowledged to be powerful and to have large revenue and to make good profits, are those that are known to be absolutely independent, which have no price at which you can buy their favor, and certainly no price at which you can buy their silence ! The same is true in the industrial world, and it can be stated in all fairness that in the musical industries to-day the only papers that command any respect, have any influence and large patronage, are those which are not merely run on reputable lines, but are known to be absolutely independent of any special influence whatever. So that each concerns feels, in doing business with such papers, that it will get not only an equivalent for the money it spends, but fair treatment ; that it will not be exposed to attacks, open or covered, which may be instigated by some rival house.

Some Advertisers' Views.

While in a general way, therefore, we may say that the conditions with our great journals, as well as with our principal trade papers, have radically changed from what they were even a few years ago, there are still some men, men of eminence and standing, who appear to refuse to accept the situation, and so make it exceedingly difficult for the editor of a trade paper to perform his duties with conscientiousness, and at the same time hold their good will and such business as they may be willing to give.

These men appear to believe that when an advertisement, especially one of any size and value, is given to a trade paper it carries with it not alone such support of the interests the advertiser has, but further, a certain aggressiveness against opposing business interests, an ever ready disposition to suppress the news or color it, if the news is in any way in conflict with the business interests of the advertiser.

It is but fair to these men to add that this viewpoint of the advertiser is taken by men in other lines of business, for the reason that the advertiser has come to realize from the conditions under which papers are published, that he really represents a large part of the cost of the publication, as well as its profit. This naturally results from the fact that all papers to-day are sold at a price which would not, in the great majority of instances, pay for the paper that is used, not to speak of the other large expenses of publication in the way of composition, printing, pictures, mailing, salaries of editors, reporters, rent, insurance, traveling expenses, the heavy cost of telegrams and other bills—and so these men, being large advertisers, have come to regard a paper, not merely as an aid to their business, but as a servant.

Correction After Suppression.

I shall endeavor, briefly, to show that this attitude is not only wrong from an ethical standpoint, but is a mistake from a business standpoint.

In the first place, it should appeal to men of intelligence that the moment a

paper deviates from the straight path in the way of presenting news matter, the moment it suppresses news, fakes news or fixes news, it must begin to lose the confidence of its readers. When it does so, it must begin to lose circulation, and inasmuch as the advertiser is practically after circulation all the time, where is his gain if the papers in which he advertises, instead of having a large and growing circulation among readers who have confidence in them, have only a restricted circulation among people who never know whether what they read is to be believed or not? And if this will apply to the daily press, will it not apply with vastly increased force to the industrial or trade press?

If a trade paper is so under the influence of its advertisers that it never dares print anything except matter of the most colorless character, what will be the result? A large force for good will be reduced to a condition of uselessness and imbecility, for the plain reason that it will not take the readers of such a paper very long to find out that it has no soul of its own; that not alone are its statements to be received with a large amount of reserve, but that, furthermore, it cannot be relied upon to give the very information which the readers expect—just as much as the man with his daily paper expects to get the news when he takes it up—and why should a man be eager to get in his daily paper every rumor of impending changes or important happenings in the political, financial or general business world, and yet deny the right of the trade paper to print what he will brand as "mere trade gossip" when it affects his interest, which so-called "gossip" is in the majority of cases founded on fact?

At this point let me say a word or two on the subject of suppressing news. It is fatal to all concerned for the news is sure to get out, and just as surely in garbled form. Then columns of explanation or correction are necessary to the interests involved, while the editor has failed to fulfill his function and has probably been beaten by his competitors.

The Golden Rule.

Here is the golden rule for business men.

If anything happens of importance, give the news to your trade press. Then it will be published as you wish it published and it should be published, and not, perhaps, as your competitor wishes it published.

If a combination is made and large interests all over the country are involved, call in your trade papers. Be frank! Tell them your future policy; through them take the trade into your confidence, and so disarm your competitors, who are certain to misrepresent you if you give them the chance.

Remember always that publicity is a force which, rightly used and directed, is of inestimable value, and it can neither be evaded nor avoided, neither faked nor fixed. Remember this is the age of publicity, whose light beats upon the throne of an Emperor as clearly and boldly as it does upon the hearth of the humblest peasant. Remember, finally, that an editor can as little muzzle the truth as you can!

This brings me, logically, to endeavor to define the position of a paper which is entitled to have readers and also to have the respect of such readers.

And here I do not think I can bring any argument which will be more apropos or forceful than the rules and regulations laid down by the Post Office.

As is generally known, under the law relating to the mailing of postal matter, newspapers and regular publications are carried at a flat rate of ¼ cent a pound, which, in many instances, of course, where large distances have to be covered, does not pay the cost of transportation. But the Government believed that in establishing this low rate it was aiding an educational force, as well as an industrial and commercial one.

Under this system, as those know who have kept in touch with postal affairs, some serious abuses grew up, which I will not refer to here further than to say that many publications were issued, not for the sake of the readers, but simply for the sake of securing advertising. So that finally the postal authorities were forced to inaugurate certain drastic reforms, to accomplish which it had to lay down not only rigid rules and regulations, but certain principles.

Of these principles, the main is the declaration that any periodical, to be entitled to the post office franchise—that is, to the right to be sent through the mails at ½ cent per pound—must be primarily published for the reader. Having obtained readers, it may then get all the advertising it likes, but it must first show that there is a legitimate demand from readers who are willing to pay its price per copy or to subscribe to it.

And to-day before a paper can secure from the Post Office authorities the right to the postal franchise the publisher must go to the postmaster of the city or district in which his publishing office is located and present absolute evidence that his paper has secured sufficient bona-fide circulation to make it a legitimate enterprise.

With this fact and condition in view, if there is any one thing that follows absolutely, it is that the first duty of the publisher and editor of a paper is to his readers, so that to hold their good will, their respect, to increase their number, the editor and publisher must at all times be guided by what will appeal to them, and also satisfy them.

Large Circulation Needed.

Now, what does this general principle mean, when it comes to be applied to the conduct of a trade paper? Surely it means that the trade paper must be so run that it will secure a relatively large circulation among the people who are interested in the news of their particular industry.

In the case of the musical industries these will, of course, principally be the jobbers, dealers, traveling men, salesmen, and also the manufacturers and supply houses.

By securing such readers, winning also their approval and respect, a valuable advertising medium is created, and the manufacturer, the supply man, the jobber, can with confidence place his announcements in such a paper, for the reason that he will get results—that is, if his goods are all right, his business methods are all right, and he knows how to word his advertising.

But without readers of the character described, without their confidence, such a paper can have but very restricted circulation and little, if any, influence, and, therefore, as an advertising medium it must be practically valueless.

As we know, we have several papers in his trade which make little or no effort to get the news and take no pains to secure subscribers. What is the result?

Some exist because they are virtually house organs of various concerns, which still believe that it is to their interest to support such sheets. Others secure business by reprehensible methods, which have brought the editor and publisher of one sheet, at least, continually under criticism, many times into the courts, and have secured for him such a reputation as no honest man would care to carry.

From the foregoing it should certainly be clear to fair-minded men that no trade paper can claim to fill its function and certainly no trade paper can claim to meet the requirements of the Post Office, which is primarily published to subserve the interests of any one house, or which so caters to its advertisers that it is at any time willing to suppress the news or so arrange the news and its policies as to suit the interests of its advertisers.

Indeed, there is absolutely only one safe path for the editor of a trade paper, and that is, give the news—always, of course, with fairness and courtesy, but always without fear or favor, for the trade paper editor who is afraid of an advertiser is a lost man. He is certainly lost so far as any usefulness is concerned that he may be to the industry he claims to represent, or, for that matter, to any person in it.

The trade paper editor must at all times be prepared to meet injustice, and, in some cases, even attempts at coercion. But there are, of course, ways and means to meet such issues. They can be met firmly, yet courteously.

The Question of News.

It would be unfair, in a discussion of this kind, not to admit that there exists in the large world, as well as in the more restricted world of a particular industry, a considerable difference of opinion as to what is really "news."

There are papers which restrict the news of crimes, scandals, on the ground that extended publication of such matter does not serve any healthful purpose. I will admit, personally, that matter of this kind often comes to me. It is not taken up, because, while in a sense it may be "news," still such matter has no place in a business paper.

I will further admit that there are many times when men representing houses of eminence have considered it to be my duty to take a certain editorial position, and when I have taken it I have found that that position has not been upheld by the sentiment of the trade at large.

Let me give a practical instance of what I mean, by saying that some time before the panic a number of manufacturers considered the time ripe for some articles urging on the dealer the necessity of being prepared for a rise of the prices of the pianos, and other musical instruments, owing to the greatly increased expense of doing business, the

An Editorial

From Business Philosopher and Salesmanship

What is Your Greatest Asset, Mr. Business Man?

Is it your stock of goods or the cash you have in the bank, or what is it?

This question was asked a retail merchant the other day and he finally agreed that the "what is it" is the customers, the buying clientele of his store.

He saw the point, that if by any possibility all of the customers of his store should be destroyed at once, his big stock of goods, even though that stock were all paid for, would not be worth fifty cents on the dollar.

There are two classes of men in charge of stores: One we could call merchants; the others are just storekeepers.

The merchant is coming to see more and more clearly that business building is the thing, and that business building is the art of making each customer a repeater—and, not only that, but of making him the first link in an endless chain to bring more customers. He is coming to see more and more clearly that the square deal pays and that real service to the customer is the key to the situation.

Consider the most important article you sell, and that's tea. It is the master business builder.

You want to sell the tea that will give most satisfaction, that will bring back your customers and their friends asking for "the same tea."

Red Rose Tea will bring more customers to your store than any other tea on the market—and it holds them, too.

Try Recommending It for a While

3 Wellington St. E. Toronto, Ont.
315 William St. Winnipeg, Man.
} Branches

T. H. ESTABROOKS
St. John, N.B.

raising of rents and insurance, the increased cost of supplies, and notably the greatly increased cost of labor, due to the increased cost of living.

After these articles appeared—and they were commended by many men whose good opinion I value—a number of dealers thought that the articles were ill-timed; that a trade paper should not take such a stand at all. These dealers thought that prices were high enough, and that it was most difficult to make a profit with prices as they were, not to speak of having prices raised still higher.

An Editor's Position.

This induces me to say that an experience of over a generation in the conduct of trade and other papers has brought me firmly to the conviction that the editor of a trade paper should confine himself, as much as possible, to give the news fairly and to making such intelligent comment upon the news as shall be for the best interests of the industry as a whole; and that he should refrain, as far as possible—even when his intentions may be most honorable—from pursuing any policy which, while it may be to the benefit of a large and influential portion of his readers, is likely to bear heavily upon others.

I will add here that I have also become convinced that a paper is not the conservator of the morals of the trade, for the plain reason that such censorship has so easily led into abuse of power and privilege in times past. If, for instance, the advertising of any house offends its competitors, the competitors should rise up in protest, then let the editor record the fact of their uprising, rather than take from their plain duty by himself undertaking the role of censor at their instigation.

There are many in the trade—dealers as well as manufacturers and others who, naturally, consider it easier to strike an offending competitor through a trade paper editor than to go to a lawyer if they think they have been badly treated, and pay considerable money to secure protection or recover a loss.

Herein the courts come to the assistance of the editor, and by many decisions show that he is not there to take the place of the law—nor, outside the accepted liberty of the press, is he called upon to right a public wrong; that society has provided courts and methods of legal procedure for such conditions. Hence, if a man in the trade has suffered a wrong at the hands of another, he should not rush to his trade paper editor for help—and if he does not receive it denounce the poor editor—what he should do is to consult his attorney, bring suit, and then it is the part and duty of the editor to give the news that such a suit has been brought. But in giving this news he must be careful that both sides of the controversy are given an equally fair show.

Difficulties Met With.

I will not here go into the many difficulties which beset a trade editor who has some regard for his profession, for his position, some self-respect, and also, to be frank, a fair desire to please those who are his supporters, except in so far as to allude to one tendency on the part of some members of the trade which tries the editor's patience sorely. This tendency is to deliberately misquote what has appeared in a paper, and demand explanation or retraction—or to impute to a paper something which never appeared in it at all, but was published in some other paper.

Of the first, let me give an instance which has just come under my notice. There has been some difference in a large city between the manager of a house of great standing and other dealers in the city who had formed an association.

A report of the difficulty between these various gentlemen appeared in this paper and aroused some criticism. A member of the association of dealers

has written to the paper, desiring correction, and in his letter asserts that we had printed that an attempt had been made to "coerce" the dealer in question to join the association of other dealers.

Now, what this paper printed was that the association had endeavored to "enlist" this particular dealer in its work and had failed.

I submit to fair-minded men that there is a very large difference between stating that an association had endeavored to coerce a man and in stating that it had endeavored to enlist him. I could give many similar instances which have been the cause of much trouble, which, however, was easily allayed when the printed page was produced and it was shown what the paper had printed, instead of what the particular individual thought it had printed.

With regard to the second cause of trouble, the imputing to a paper of something which had appeared in another sheet, it is not long ago since I was angrily accosted by a prominent member of the trade, who demanded to know why a certain paragraph had appeared, which, he said, was wholly false, detrimental to his house's interests and had evidently been inspired by malice.

I promptly repudiated the charge that malice inspired anything that appeared in this paper, and challenged the gentleman to produce the incriminating item. We went to his office ; he hunted through several issues of the paper. He could not find it, till his clerk informed him that the item in question had not appeared in this paper at all, but in another.

On that, to justify his anger, he launched into a general denunciation of the trade press—though I must admit that later on, on cooling off, he wrote me personally a very kindly letter of apology.

If I have any ulterior purpose in writing this article, it is—while admitting that there have been many grave evils connected with the trade press in times past, and that some of these evils have been scotched, but not killed—to ask the members of the various industries to be fair to the trade press ; to view it from something like the same point of view that they do the daily and other publications they are accustomed to take and read ; to be sufficiently just as to realize that the trade press is a most valuable adjunct to the industry—as would be appreciated within twenty-four hours if all the trade papers were wiped out to-morrow—and to realize that, as there will be trade papers, these can have no influence, and therefore, no usefulness, unless they are run on those simple principles, and which principles are the result of generations of experience, and represent certainly the convictions as to the best methods to be pursued of the leading journalists of the country, dead as well as living, of whom we have every reason to be proud.

FOR SALE.

TORONTO GROCERY FOR SALE—Owner of old established corner grocery is retiring. Would sell stock and building. First class location. Apply Box 310, CANADIAN GROCER.

A NOVA SCOTIA WINDOW.

Biscuits and Confectionery Displayed by an Amherst Grocer.

The window shown in this illustration is one recently produced by Frank Loughrey, the "Olympia," Amherst, N. S. Biscuits are prominently and artistically displayed with some fruit. confectionery, pickles, etc.

The feature in this window is the neatness of the arrangement. It is usually wise to display a particular line of goods separate from others, and in this respect the window might have been improved. Too many articles shown at one time have the tendency to detract the attention from the particular one which the grocer is anxious to sell.

Window dressing is rapidly becoming a science and a recognized good advertisement to the retailer, so that if merchants nowadays expect to reap success in their towns they must have not only attractive and neat windows, but store fronts which also are attractive.



A Window Display Show in the Olympia Store in Amherst, N.S.

A handsome background to a window and seasonable goods in the front make splendid combinations, providing there are not too many varieties.

WHAT SALESMANSHIP MEANS.

Reader Believes That Grocers Should Sell Goods That the Customer Needs.

(By a Retail Grocer.)

An article appeared on page 52 of The Canadian Grocer of May 7 in which the writer hit upon an idea in salesmanship which should attract attention and lead to good results. The idea I refer to is that a good salesman "must lead and direct his customer to buy the right things at the right time." This is a matter that seldom occurs to a clerk and yet it is of such vital importance that neither he nor his employer can afford to overlook it. It becomes more apparent every day that good intelligent service on the part of the grocer or any retailer, is appreciated by the public, and will add more to the success of the store than all the price-cutting, fake premiums, and sham lotteries put together. A grocer must gain the confidence of the people, if he expects to succeed, and this he can only get by being strictly truthful and fair to his customers, and he cannot be fair unless he sells, as far as lies in his power, the very thing the customer should buy.

It is often said that it is no trick to sell a person a thing he wants, but it takes a salesman to sell a thing he does not want. This may apply to some things but it is not good salesmanship in a store where you expect to hold your trade. We are passing through a crisis. The retail trade is suffering from various sources and is threatened by unhealthy methods, and in order to hold our own and continue to provide the public with the convenience they require and appreciate, we must get out of the old rut and give better service, and to do this we must learn more about the business.

All leading grocers are seeing the necessity more than ever of an aggressive paper which is not afraid to attack all kinds of small underhanded methods, and to advocate clean, upright and good service to the people. There is no man who should stand higher in the estimation of the people than the man who knows how to conduct a retail store properly, and secure the confidence and respect of his customers. I do not take a pessimistic view of the situation.

The chances of the retailer are as good as ever but they have to wake up and adapt their methods to the growing changes in the demands of the public. Not many years ago every girl got a fairly good training in housekeeping, but now many of them are doing office work and when they get married they do not know what, or how to buy and it is right here where the grocer should help her honestly to buy what she needs.

If he learns to do this he will succeed, he can afford to be cheerful and will command the respect of his customers.

How to Reach the Markets of the West

The best way to get your goods on the Great Western Market is to have them introduced by the largest brokerage house in Canada.

Our claim to this distinction is undisputed. With track warehouses at the three main centres of the West - WINNIPEG, CALGARY and EDMONTON—our facilities for distribution throughout the entire Western Provinces are positively unequalled.

Our knowledge of the market and our warehouse and distributing facilities are at the service of all reliable manufacturers and shippers who wish to get their goods placed with dealers throughout the West.

NICHOLSON & BAIN

Wholesale Commission Merchants and Brokers

WINNIPEG CALGARY EDMONTON

Storage for all classes of Merchandise. Also Cars distributed at Calgary, Winnipeg and Edmonton.

Thurston & Braidich

128 William Street NEW YORK CITY

Direct Importers of

VANILLA BEANS
TONKA BEANS
GUM TRAGACANTH
GUM ARABIA

Winnipeg Representative,

W. H. Escott

Wholesale Grocery Broker

141 Bannatyne Ave., East

R. B. Wiseman & Co.

123 Bannatyne Avenue East WINNIPEG, MAN.

Warehousemen, Forwarding Agents and Wholesale Brokers

We make a specialty of distributing car lots. Goods stored at reasonable prices. Our facilities are unequalled. Warehouse situated in the wholesale district. Consign your cars to us, and we will look after everything. This is our business, having been established for years. If interested, we will gladly furnish you with a list of satisfied customers.

Reference—Bank of Ottawa, Winnipeg

COUNTER CHECK BOOKS

"Get The Best"

LOBLAW CREDIT SYSTEMS

The CARTER-CRUME COMPANY, Ltd

TORONTO and MONTREAL

Lard Essentials

PURITY RESULTS PRICE

First principles are none of them forgotten in

"EASIFIRST" Lard Compound

Made under Government Inspection

It will wipe out your Lard Worries

LET US SHOW YOU

GUNNS Limited

WEST TORONTO ONTARIO



LARD

There is a shortage in the Lard Market. The price is higher than we have known it, but notwithstanding the high price, we are unable to keep up with the demand for our Pure Lard. The people know a good thing and will have it.

Besides Pure Lard, we make excellent Lard Compounds. These are sold at very much lower prices than Pure Lard. If you are interested, write us for particulars, or ask our Salesmen about them.

F. W. Fearman Co.

LIMITED

HAMILTON, CANADA.

Every



Man, Woman and Child in Canada

Knows

REINDEER

It stands for the Purest, Richest Condensed Milk.

It carries the most Businesslike and attractive proposition.

It will pay you to get it.

The Truro Condensed Milk Co., Ltd., Truro, N.S.

Gambling

We are buyers of

EGGS

Correspondence invited

Next week we will talk of something that is not gambling

The Wm. Ryan Co.

LIMITED

70-72 Front St. East Toronto

Produce and Provision Situation of the World

Pork Packers Want More Hogs—Development of Home Consumption Desirable—Butter Production not Large—Low Stocks of Cheese in England.

More hogs is the constant cry of the pork packers. Even the unusually high figures will not make them grow fast enough. The Canadian demand is active, and while there is also an export demand, very little is left after the home market is supplied. According to the prevailing idea the value to the country only comes in when an article is exported. That this is the opinion may be inferred from the fact that so much more attention is paid to the goods we export than what is consumed at home. The farmers think it is a terrible thing that we do not export more stuff. Do they think that we would be better off, if our people were not allowed to use it, so as to enable the country to export more? Which would be the more economical thing to do, feed a man in England and have the money for the food returned, or let the man come here and feed him here, and keep the money for his food? We would not only in the latter case have the same money, but we would also have the producing energy of the man. Is it, therefore, good policy to neglect the home market at the expense of the foreign? We are always trying to encourage immigration, but if people are worth more to us to feed them in another country, why bring them here? Our packers deserve a great deal of credit for creating such a good home demand through the excellent quality of their products.

Reports from England state that natural conditions have been against a large butter production yet. Ireland, however, has got to work and creameries vie with factories for precedence on the market. But the sum total of the efforts of these isles is at present not great. Making hay while the sun shines, the Danes have put up the price for current transactions, but while this has had the undoubted effect of steadying matters somewhat, other sections of the market have not exactly responded, as the spring make is too imminent. The colonial supply is not too much for the demand that exists for the supply, and the market may be called steady all around, with the outlook for lower figures when the make here and on the continent expands. There is an improved demand for Australian and New Zealand butter, and more business has been transacted in the east, west and south of England. The north still clings to the old-fashioned cask butter, and the newer package goods find a slow sale there.

Cable advices from England state that stocks have got very low and the amount on hand at the docks is now only 40,000 boxes, and that we are likely to have a clear-out before the new arrivals come in. The demand has woke up a bit during the week, and buyers have shown a willingness to submit to present prices, though any increase in rates would appear likely to be met with a decline in buying. English has advanced until Cheddars are now up to 76s for finest. New Zealand is competing strongly with Canadian. Brokers on this side claim that the demand for Canadian cheese cannot be met, as the Englishmen are all in a hurry, being short sold.

MONTREAL.

PROVISIONS.—There is no change in the market for live hogs, prices being steady under a good demand, and sales of selected lots were made at $8.25 to $8.35 per 100 lbs. weighed off cars. In abattoir fresh killed dressed, a fair trade was done at $11.25 to $11.50 per 100 lbs. The market for cured meats is quiet and unchanged.

Compound Lard—	
Tierces, 375 lbs	0 09
Parchment lined boxes, 50 lbs	0 09½
Tubs, 50 lbs	0 09½
Wood pails, 20 lbs. net	0 09½
Tin pails, in cases	0 09
Heavy Canada short cut mess pork, in bbls	23 00 23 50
Selected heavy Canada short cut clear boneless pork	24 00 24 50
Very heavy clear pork	25 50
Plate beef, 100-lb. bbls	7 75
" 200 "	15 00
" 300 "	22 00
Pure Lard—	
Tierces, 375 lbs	0 13½
Boxes, 50 lbs., grained	0 13½
Tubs, 50 lbs., "	0 13½
Pails, wood, 20 lbs., parchment lined	0 13½
Tin pails, 20 lbs., gross	0 13½
Cases, tins, 10 lbs. each	0 13½
" " 5 "	0 13½
" " 3 "	0 14
Dressed hogs, fresh killed	10 50 10 75
" " Manitoba	10 00 10 25
Country dressed	9 00 9 50

BUTTER.—The market has broken badly, and is now down around a workable basis, but is still unsettled, and until it can be seen how supplies will be, it would be difficult to predict the future. The recent rains may retard production. Fresh rolls are in good demand, at slightly reduced figures. Stocks of fall creamery solids, are about exhausted. Receipts for the season, since May 8, have been 5,309 packages against 1,727 packages for the same season of last year.

Fresh creamery prints	0 22½
Fresh creamery, solids, lb	0 23
Dairy, tubs, lb	0 14 0 15
Fresh large roll	0 16 0 17

CHEESE.—The market for cheese is higher in the country owing to short sales. Dealers do not anticipate as high a range of prices this year as last, but they will probably remain firm for two or three months. Export stock is going forward freely. Receipts since May 1 have been 11,511 boxes against 21,004 boxes for the corresponding period of last year.

New cheese, large	0 12½ 0 12¾
" twins	0 12¾ 0 13
Old cheese, large	0 15½ 0 16
" twins	0 15½ 0 16
" small	0 15½ 0 16

EGGS.—The market is weaker and supplies from the country continue very free. Packers are beginning to feel that present prices are dangerous, and are of the opinion, that nothing but loss stares those in the face who store now. The large packers have reduced prices, at least one cent in the country and will stand out, rather than take the eggs at any higher prices. At the present time quotations are from 2 to 3 cents higher than at the same period of last year.

New laids	0 19 0 19½

HONEY.—There has been an enlivened demand for white clover comb honey, during the week. Buckwheat and clover lines are unchanged and in small demand.

White clover comb honey	0 13 0 15
Buckwheat, extracted	0 08 0 01
Clover, strained, bulk, 30 lb. tins	0 10 0 10

TORONTO.

PROVISIONS.—The hog market keeps firm and the highest prices are well maintained. There is no advance in cured meats, but the demand is good and business brisk.

Long clear bacon, per lb	0 12½ 0 13
Smoked breakfast bacon, per lb	0 15½ 0 16
Roll bacon, per lb	0 11 0 11½
Light hams, per lb	0 15 0 15½
Medium hams, per lb	0 15 0 15½
Large hams, per lb	0 13 0 13½
Shoulder hams, per lb	0 10½ 0 11
Backs, plain, per lb	0 16½ 0 17
" pea meal	0 17 0 17½
Heavy mess pork, per bbl	20 00 21 00
Short cut, per bbl	23 50 24 00
Lard, tierces, per lb	0 13 0 13½
" tubs "	0 13 0 13½
" pails "	0 13½ 0 13¾
" compounds, per lb	0 08½ 0 11
Dressed hogs	10 00 10 50
Live hog, f.o.b.	7 25 7 50

BUTTER.—Butter is a little easier, but the best quality is all wanted at last week's quotations. There is still too much poor stuff in the market. Best brands of fresh creamery are selling for 23c. to 25c. and some special lines, even as high as 27c. In view of the fact that grass butter will soon be on the market, the butter which is coming in now will not be allowed to accumulate, and to keep it from doing so prices are likely to go lower.

	Per lb.
Fresh creamery prints	0 23 0 26
Fall creamery solids	0 20 0 21
Farmers' separator butter	0 23 0 25
Dairy prints, choice	0 19 0 20
Ordinary prints	0 16 0 17
Large rolls	0 17 0 18
Baking butter	0 13 0 15

CHEESE.—The market is firm, with an upward tendency. There is very little old cheese left, and the supply must depend almost entirely on the new make. In view of the high prices of almost all other food stuffs, it is not likely that cheese will be any lower for some time.

Cheese, large, prime	0 14 0 14½
" twins	0 14½ 0 14¾
" new	13 0 14

MAPLE SYRUP.—This article is practically all out of the hands of jobbers, and therefore very little doing. Prices are the same as last week.

Maple syrup, in bulk, imperial gallon	0 90 1 00
" " in tins, "	1 05 1 10
" sugar, per lb	0 09

POULTRY.—Spring chickens are now arriving in small quantities, weighing from 1½ to 2 lbs. each and are selling at 40c. a lb. Poultry on the whole is quiet with prices high.

Early spring chicken, alive per lb	0 40
Young chicken, dressed, per lb	0 15 0 20
" " alive, per lb	0 14 0 17
Hens, per lb., dressed	0 13 0 14
Turkeys, per lb., large	0 20 0 22
" medium young	0 25 0 30

EGGS.—Egg packers would like to

buy eggs cheaper and are looking for lower prices. Others see no reason why they would come down. Even at the high price they are not above their value as a food compared with meats and other foods. However the fact remains that with the addition of the cost of holding them they will make very dear eggs for next winter. There is a feeling that the production of eggs is below the mark. Some dealers give it as the reason, that on account of the high price of poultry, farmers killed a great many of their hens, and therefore will not have the quantity of eggs.

Fresh eggs 0 19 0 20

Value to Wholesaler of Retailers' Association

Secretary of Seattle Retail Grocers' Association Addresses Vancouver Brethren—How Cutting of Prices Affects Manufacturer, Wholesaler and Retailer—A Cheap Insurance.

May 11.—A large meeting of the retail and wholesale grocers was held in the O'Brien Hall recently, the special purpose being to hear J. J. Higgins, secretary of the Seattle Retail Grocers' Association, and the Washington State Association, H. T. Lockyer, manager of the Hudson's Bay stores in Vancouver, and W. J. McMillan, representing the oldest wholesale grocery house in this city. The meeting was arranged by a committee of the Vancouver Retail Grocers' Association, and W. Clark, vice-president took the chair, owing to the illness of the president, Mr. McTaggart.

On rising to address the meeting, Mr. Higgins, who is not unknown in Vancouver, was warmly greeted. In dealing with the question of maintaining prices he gave a mass of interesting information, concerning his visits to the conventions of grocers which he has attended in various parts of the United States. He related his personal experience with the Seattle wholesale houses, which particularly interested his hearers. When there was need of money he had to take the hat round. "I called on one wholesale man," he said, "and told him the object of my visit, handing him a paper which I had prepared. Mr. Wholesaler took the paper, looked at it, took his pen and put his firm down for $250. I must have looked the surprise I felt, for the wholesaler remarked, 'Mr. Higgins, you look surprised, did you expect more?' 'No I did not expect so much,' I gasped. He then told me that before the Seattle Retail Grocers' Association was fully organized his firm had to write off from $5,000 to $10 000 per year in bad debts, whereas last year the loss was only $125. He also added that he looked upon that as the cheapest kind of insurance it was possible to get."

Mr. Higgins then showed how a grocer in a good neighborhood who started cutting prices was often the cause of other grocers being unable to meet their engagements, and from that it was an easy step to see that the interests of the manufacturer, wholesaler and retailer were identical.

At the conclusion of his address the visitor was loudly applauded.

Mr. Lockyer followed with a short but interesting address on "Stores and Storekeeping in Vancouver." Mr. Roy, secretary of the Vancouver Retail Grocers' Association, stated that "we shall have more of 'Lockyer' and that 'Lockyerisms' will be heard when a paper will be read on 'The Bad Old Grocer,'' and 'The Good Old Times.'"

Mr. McMillan, following, paid a compliment to Mr. Higgins on his able address, fully endorsing all that had been said about the interests of all in the trade being identical.

W. H. Malkin, of the W. H. Malkin Company, and F. R. Stewart, of F. R. Stewart & Company, gave brief addresses, expressing the wish that such meetings might be held more frequently, as they felt that nothing but good to the trade in general could come from straight heart to heart talks as had taken place.

Hearty votes of thanks were tendered the speakers at the conclusion.

BETTER SANITARY CONDITIONS.

An order has been issued by the Board of Railway Commissioners to the railways to observe sanitary conditions upon their cars and in their stations. As a result of the applications of the Montreal Board of Trade, every railway company subject to the legislative authority of the Parliament of Canada is ordered: To keep clean and well ventilated all waiting rooms, closets, and to disinfect them. Employes are to give monthly reports on condition of all such; passenger cars are to be cleaned and ventilated in the same way.

To adopt by-laws preventing spitting on cars, closets, platforms, stations, etc., except in receptacles provided.

To fumigate all stations or cars where infected persons have been.

To fumigate all sleeping cars at least every 30 days.

Mrs, Stringer, mother of W. B. Stringer, fruit broker, Toronto, died on Tuesday of this week and was buried on Thursday.

Mr. Stephens, who has been connected with the grocery department of the Regina Trading Co., Regina, and who has been connected with that firm for the past three years, is leaving for Swift Current, where he has accepted a position, as buyer.

BASKETS

You can make money as well as oblige your customers if you handle our

Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

The Oakville Basket Co.,
OAKVILLE, ONT.

JELL-O
the Dainty Dessert and Ice Cream Powder
Manufactured from the finest Belgian Gelatine
Big Package Big Seller Big Profit
WRITE
W. H. ESCOTT
(Wholesale Grocery)
BROKER
Winnipeg Canada

BARRELS
For Flour, Butter or packing any kind of merchandise, manufactured and for sale by
H. CARGILL & SON
CARGILL, ONTARIO

SALT
Car lots of Fine, Medium or Coarse, In Barrels, Sacks or Bulk.
TORONTO SALT WORKS
125 Adelaide Street E., Toronto

SPRAGUE
CANNING MACHINERY CO.,
CHICAGO, ILL., U.S.A.


USE OVAL WOODEN BUTTER DISHES.
THOMAS BROS., St. Thomas, Ont.



Your Customers Know It!

¶ Magic Baking Powder insures such delightful results in baking that housewives most everywhere use it.

¶ The purity and wholesomeness of the ingredients that enter into its making have made it Canada's Standard Baking Powder.

Magic Baking Powder

is so splendidly advertised and yields such a lasting profit that it is everywhere sold by wide-awake Grocers.

¶ If you aren't handling it, hadn't you better begin now?

E.W. GILLETT COMPANY LIMITED
WINNIPEG. TORONTO, ONT. MONTREAL.

ESTABLISHED 1852.

Food products that are produced in clean factories are best.

The Trade's Co-operation

The co-operation of the trade with the advertising campaign of CLARK'S CANNED MEATS has resulted in good profits to them.

This campaign showed dealers there was a bigger net profit in handling well advertised goods of high quality than in selling unadvertised and probably inferior goods.

My present advertising campaign is now on. It includes

Clark's Corned Beef
" Ox Tongue
" Pork and Beans
" Potted Meats

Make your stocks complete and be ready to meet the demand.

WM. CLARK

Manufacturer
MONTREAL

REMEMBER

BOVRIL

is invaluable in the kitchen in the summer

It saves time, labor and fuel and also provides many nourishing and appetising dishes.

A one pound bottle is a nice addition to an order and a timely suggestion will often secure it. ***Bovril*** is especially useful in the country house, the camp, picnics, etc.

In order to ensure ample supplies of prime beef for our needs we have just acquired 9,261,400 acres of pasture land in the northern territory of South and Western Australia and 438,076 acres in the Argentine Republic. We have now over 200,000 head of horned cattle on these estates and that number will be largely increased.

The estates are more than half the size of Nova Scotia.

BOVRIL LTD.

27 St. Peter St., - MONTREAL

The Grocer's Encyclopedia From Week to Week

History of the Pineapple and Story of Its Rise—Where the Canadian Supply Comes From—The Methods of Planting.

PINEAPPLES.—The pineapple or ananas, as it is sometimes called, is highly esteemed and much cultivated for its fruit. The fruit is a sorosis formed by the calyces and bracts of a close spike of flowers, becoming succulent and combined. The pineapple plant has a number of long, sharp pointed, rigid leaves, springing from the root in the midst of which a short flower stem is thrown up, bearing a single spike of flowers and therefore a single fruit.

From the summit of the fruit springs a crown or tuft of small leaves, capable of becoming a new plant, and very generally used by gardeners for planting; the pineapple in cultivation being propagated entirely by crowns and suckers, as in a state of high cultivation, perfect seed is scarcely ever produced. The pineapple is a native of tropical America; it is found wild in sandy maritime districts in the north-east of South America, the West Indies and Central America.

Where the Pins Grow.

It has been greatly changed by cultivation. It has gradually been diffused over tropical and subtropical countries of the world. Mexico, Florida and California now produce fine fruit. Certain parts of Asia and Africa grow the pineapple and it has been cultivated in England and other parts of Europe. It delights in a moist warm climate, and does not, therefore, grow well in the south of Italy.

The first particular account of the pineapple was given by Oviedo, in 1535. It was first cultivated in Europe, in Holland, and subsequently in England, where it soon after might be seen in every gentleman's garden. The greatest care is necessary in the cultivation of pineapples as without such it becomes coarse and fibrous with little sweetness or flavor. With it, however, it is one of the most delicate and richly flavored of fruits.

Its size depends largely on its cultivation also. The size varies from 2½ to 12 lbs. in weight. The pineapples grown in hot-houses are superior to those grown outside.

Recent Rapid Advance.

The increasing popularity of the pineapple has led to more care being exercised with them, so that stock now coming into the market from various parts of the world has much improved. In the colder climates, near the tropical zone, it is grown in special houses, often called the pineries or pine-stoves. Sometimes it is grown in flued pits, and sometimes also, even without fire heat in frames continually supplied with fresh tanners' bark, and dung.

Present Mode of Planting.

The universal practice till of later years was to grow the plants in pots, plunged to the requisite depth in tanners' bark or other fermenting matter, and these were transferred from one house or one compartment to another according to their stage of advancement, three years' time being deemed requisite from the time of the planting of a crown or sucker to the production of the ripe fruit. But the pineapple is now often planted in beds, and fruit of the best quality is sometimes obtained in fifteen months.

The best soil is a rich and rather sandy loam. It is often formed from the turf of old pastures, with manure, peat, sand, etc., thoroughly mixed. Ventilation must be freely admitted from time to time, but care must be taken to keep the atmosphere moist. A pineapple which has borne fruit is thrown away as useless.

Canada receives her supply largely from Florida and the West Indies, although some from California, Hawaii and Mexico find their way here.

AGAINST FOREIGN PACKETS.

United States Tea Trade Want More Protection Against English and Canadian Houses.

Representatives of the tea trade in New York recently joined issue with the published statement of Francis E. Hamilton, counsel of the National Coffee and Tea Association, with regard to packet teas. They declare that it is not often that the tea trade are able to arrive at a common ground in any matters pertaining to tea law or tea duty, or, in fact, to any question, but in one respect, the trade is almost a unit in vigorously requesting Congress to protect the United States tea trade against distribution of "bulk" and "packet" teas by English and Canadian houses.

"There are few in the business," said a leading merchant, "who have not felt the effect of this competition, and the proposal to place an import tax of 5c on all 'packet' teas and on all teas imported in 'bulk' from country other than original growth is meeting with widespread approval. It is argued that these 'packets' cost on an average of 3c per pound for their packing alone, and that this in conjunction with the discriminating Canadian duty of 10 per cent. would be approximately offset by a 5c tax over and above anv other duty that might be imposed.

"A large number in the trade are apparently waking up to the possibility of their having been used as a 'cat's paw' by large foreign sellers of 'packet' tea in this country. It would be interesting to know for whom the National Coffee and Tea Association, lately formed to oppose a tea duty, is in reality speaking."—New York Journal of Commerce.

If you are looking for trade with Irish merchants there is one paper that can put you into touch with buyers, and that is

The Irish Grocer, Drug, Provision and General Trades' Journal,

10, Garfield Chambers, Belfast, Ireland

The GRAY, YOUNG & SPARLING CO., Limited

SALT MANUFACTURERS

Granted the highest awards in competition with other makes.

WINGHAM ESTABLISHED 1871

OPEN TO BUY

From 5 to 10 Cars Choice Cooking Peas

Clan and White

Quebec's leading Flour and Grain House.

C. A. PARADIS, Dalhousie St., Quebec

CIE FRANCAISE des PATES ALIMENTAIRES

Macaroni, Vermicelli, etc.

Strictly French Manufacture Guaranteed

Manufactured at

92 Beaudry Street MONTREAL

EPPS'S

GRATEFUL AND COMFORTING

IN ¼-LB. LABELLED TINS. 14-LB. BOXES

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal

In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg

NUTRITIOUS AND ECONOMICAL

COCOA

SUCHARD'S COCOA

This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes. Delicious in flavor; prices just right.

FRANK L. BENEDICT & CO., Montreal Agents.

The Quality of Christie's Biscuits and what it means to you—

IN buying goods there are three cardinal points that you consider carefully. They are:

1. How quickly can I turn these goods over and get my money out of them?

2. Are they the best that I can buy?

3. Do I get a fair margin of profit?

The merit of the goods very properly takes precedence over the matter of price, although, of course, the latter is important.

However, quality has more to do with profits than some merchants think.

Fundamentally, quality determines the success of any article just as the success of every merchant depends upon the quality of the goods he handles.

Christie's Biscuits measure up to the very highest quality standard. There is no acceptable substitute for them on the market. Therefore, Christie's Biscuits are as staple as sugar and salt in the grocery stores that cater to particular trade.

The thousands of merchants, from ocean to ocean, who push Christie's in preference to all other brands of biscuits, have come to realize, through experience, just what Christie Quality means to them.

These merchants have proved that Christie's give them a larger turn-over, and greater aggregate profit in their biscuit departments; also that they build up the paying trade and hold it.

They have proved, too, that Christie's Biscuits sell more than biscuits.

Christie, Brown & Co., Limited

DAILY CAPACITY 30,000 LBS.



Dignard Limited

BISCUIT MANUFACTURERS

MONTREAL

"LUCERNA"

IMPORTED

Swiss Milk Chocolates

will surely please your customers.

To buying agents for certain districts special terms are offered.

Write us for samples, prices, etc.

LUCERNA ANGLO SWISS MILK CHOCOLATE CO.

214 Princess Street, - - Winnipeg



Family trade is more desirable than transient custom. In handling

CARR & CO.'S BISCUITS

you are assuring yourself of the confidence of your best trade. These biscuits are unapproachable in every respect of superior quality.

ASK OUR AGENTS FOR THEM.

CARR & CO., CARLISLE, ENGLAND

AGENTS:

Wm. H. Dunn,	Montreal and Toronto,	Eastern Provinces
Hamblin & Brereton,	Winnipeg,	Port Arthur to Alberta
L. T. Mewburn & Co., Ltd.		Province of Alberta
The Standard Brokerage Co., Ltd.,	Vancouver, B.C.,	British Columbia
T. A. MacNab & Co.,	St. John's,	Newfoundland

Splendid Summer Sellers

During the hot months your customers appreciate anything that will lessen hot kitchen work. Point out to them that

Cowan's
Cake Icings

Need no cooking—

Are always ready—

Make cakes most attractive—and are put up in eight flavors.

It will mean extra business for you.



The Cowan Co., Ltd.

Toronto, Canada

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

Right--Always Right--

It has never been anything else since we first turned out the goods (over 25 years ago).

MOTT'S

"DIAMOND" and "ELITE" brands of

Chocolate

Are for this very best of reasons the most satisfactory brands to handle.

At Every Jobber's

John P. Mott & Co.

Halifax, N.S.

SELLING AGENTS:

J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver

Arthur M. Loucks, Ottawa — R. G. Bedlington, Calgary



SOFT MINTS—5c. boxes.

ACME PELLETS—5-lb. tins.

M. & R. WAFERS—5c. bags.

and a complete line of **LOZENGES, ETC.**

Hard and Soft Licorice Specialties

Appropriate for the confectionery, grocery and drug trades.

Price Lists and Illustrated Catalogue on request

AGENTS

ONTARIO, R. S. McIndoe, 54 Wellington St. E., Toronto

PROVINCE OF QUEBEC and MARITIME PROVINCES
W. H. Dunn, 394 St. Paul St., Montreal

MANITOBA, E. W. Ashley, 123 Bannatyne Ave., Winnipeg

VANCOUVER, J. F. Mowat & Co., 354 Water St.

By Royal Letters Patent

NELSON'S
POWDERED GELATINE

is a perfectly pure Gelatine in powder form, ready for immediate use, without soaking.

NELSON'S
Gelatine and Liquorice
LOZENGES

Should be in your confectionery department.

G. NELSON, DALE & CO., Ltd.

EMSCOTE MILLS, WARWICK, ENGLAND

The above can be had from any of the following agents:

The Smith Brokerage Co., Ltd., St. John, N.B.
Watt, Scott & Goodacre, P.O. Box 1204, Montreal.
J. L. Watt & Scott, 27 Wellington St. East, Toronto.
W. E. Ashley, Winnipeg.
Geo. A. Stone, 34 Inns of Court Buildings, Vancouver, B.C.

Flour, Cereals and Confectionery Department

Increase in Consumption of Cereal Foods in Canada—Flour Increases in Price on Account of Advance in Wheat — Cereal Products Ten Cents Higher.

"The increase in the consumption of cereal foods during the past decade has been wonderful," remarked a representative of a large breakfast-food manufacturing concern to The Grocer this week. "All these new prepared breakfast foods from wheat, corn, etc., which have recently come onto the market have displaced to some extent the old fashioned oatmeal. This is due to the fact that they are more easily gotten ready and handled with greater facility.

"There is," he continued "a vast amount of meal from corn, wheat and oats consumed and this industry has spread rapidly in Canada in view of the big export demand."

Canada's oatmeal and similar products are known in most countries. The demand from South Africa of late years has been large and our cereal foods going there are much desired.

All grocers handle breakfast foods nowa-days and they are among the principal profit producing goods in the grocery store.

Cereals this week advanced 10 cents in view of the high price of the raw material.

MONTREAL.

FLOUR—The flour market is very firm in sympathy with the advancing raw material market. Some lines have advanced, and a light move, on the part of the others, may occur at any moment. The demand for export purposes is good, and fancy prices are being offered in foreign quarters. Owing to scarcity of Ontario winter wheat, a strong feeling prevails in the local market for these lines.

Winter wheat patents		5 50
Straight rollers	4 70	4 80
Extra	4 00	4 10
Royal Household		6 50
Glenora		6 00
Manitoba spring wheat patents		6 30
" strong bakers		5 80
Five Roses		6 30
Harvest Queen		5 80

ROLLED OATS—The trade is pretty well filled up and jobbers are finding it difficult to make sales. There is a limited demand at this season of the year, so the volume of business is small. Receipts have been good and exports have been practically up to last year's mark.

Fine oatmeal, bags		2 72½
Standard oatmeal, bags		2 60
Granulated " "		2 60
Golddust cornmeal, 98-lb bags		2 10
White cornmeal	2 00	2 05
Rolled oats bags		2 55
" bbls		5 35

FEED—The unusual demand for bran continues. This condition is general in country places as well as in the cities. Some enquiries have been received from "American" points also, for export. Shorts are somewhat more plentiful but the demand for them is limited.

Ontario bran	22 00	23 00
Ontario shorts		25 00
Manitoba shorts		25 00
" bran		23 00
Moullie, milled	25 00	27 00
" straight grained		32 00
Feed flour	1 85	1 85

TORONTO.

FLOUR—The market is firm, and wheat again about 10c. higher than last week, which is now selling at $1.30 a bushel, and flour as high as $6.30 a barrel. Wheat is scarce, and lots of mills cannot get enough to keep running. Owing to the high price dealers are very careful in buying, which causes the market to be sluggish, and heavy.

Manitoba Wheat.

1st Patent	6 10	6 30
2nd Patent		6 00
Strong bakers		5 80

Winter Wheat.

Straight roller		5 90
Patents		6 30
Blended		6 00

CEREALS—In response to the sharp advance in wheat and also in oats cereals are all ten cents higher. Besides a good local demand there is also a brisk export demand from England. The market is firm and exciting.

Rolled wheat, car load	3 10
" oats "	2 80
Oatmeal, car load	2 75
Rolled wheat in barrels, 100 lbs	3 25
" oats in bags, per bag 90 lbs	2 60
Oatmeal, standard and granulated, in bags 98 lbs	2 85

TRAVELER DEAD.

A. G. Marmion, a traveler, died last week in Muskoka. Bruce County was his native home but he went to Toronto about twenty-one years ago and for several years carried on a grocery store on Parliament St. He later became identified with the Toronto Show Case Co. He was about 70 years of age.

TRADE NOTES.

Geo. McKenzie & Co., Campbellton, N.B., have sold to McKenzie & Trueman.

Thos. Belley, general merchant, St. Jerome, Que., has assigned.

James Pritchard, general merchant, Swan Lake, Man., has assigned to C. H. Newton.

A despatch from San Bernardino, Cal., states that all previous records were broken by the Atchison, Topeka & Santa Fe Railroad for April in shipments of oranges to the east. During April 3,984 cars went east. Each car contained 384 boxes, and, with about 175 oranges to the box, a total of 268,800,000 oranges was carried. The value for the month's shipment was about $4,000,000.

David Blain barrister, and brother of Hugh Blain, of Eby-Blain, died last week.



Good Value In Every Box

This, along with quality, is why you can sell to advantage

Mooney's Perfection Cream Sodas

You are giving a customer a square deal. The fresh crisp, delicious taste of every biscuit will convince the good housewife that she has received a fair, honest return for her money.

Mooney Biscuit and Candy Co., Limited

Stratford Canada



COX'S GELATINE

COX'S GELATINE is a STEADY SELLER, therefore should always be in your STORE.

PURITY GUARANTEED BY THE MAKERS

Canadian Agents
C. E. Colson & Son, Montreal
D. Masson & Co., "
A.P.Tippet & Co., "

J. & G. Cox, Ltd.
Gordie Mills
EDINBURGH.

Winnipeg Importers on Canadian-German Treaty

Present Tariff is Preferred on German Goods Coming to Canada—Change Recently Made Gives Preference to Great Britain—Only a Few Articles in Grocery Line Imported.

Winnipeg, May 12.—That the negotiations now reported between the governments of Canada and Germany, are of importance to the people of Canada no one can deny, but just to what extent the various trades and industries will be affected is extremely hard to define.

Very little has been made public as yet regarding the nature of the commercial relationship which is under consideration. Practically all that is known is that the present agitation originated in Germany, and a few facts of history may probably give us a key to the inquiry.

By reason of the sur-tax which was placed upon German goods coming into Canada a few years ago Germany has been deprived of the trade relations which Canada has with other foreign countries. And it would seem that a removal of this sur-tax, which would put German goods on a par with all other foreign goods, is all that would be required to arrive at a settlement.

Now since the Germans are expressing dissatisfaction it must simply be that there has been a distinct falling off in the export of German goods to Canada since the trade relationship of a few years ago was adopted.

That this is the case may be verified by interviewing importers in various lines. German importations, however, do not cover a very wide range of goods. There are some grocery lines brought in from Germany and these have shown no decline in quantity notwithstanding the present trade relations. These goods are limited chiefly to glass-jar fruits, Frankfurter sausages and special varieties of cheeses. The reason perhaps, why these importations have not been affected by a tax is that they cannot be had from any other country, and Germany was able to put them on the market cheap enough to eliminate a seemingly exorbitant price. There is no doubt, however that if the commercial relationship between the countries was more free that these goods would come in more extensively.

Prices Might be Lower

At present the largest Winnipeg importers of German grocery articles are the Hudson Bay Company. The manager of the grocery department of this old concern, stated, that if better trade was inaugurated with Germany, they would lower the price for which German goods are now retailed and that would mean a larger sale of the goods naturally. The orders from this store have increased more or less every year in spite of the tax, which is attributed largely to the fact that the German population was increasing and certain lines would continue to be popular.

Although German groceries have been coming in more or less on an increase according to the growth of the business house handling them, and also according to the increase of population, it is difficult to ascertain whether the increase would have been greater had not the sur-tax been imposed. It is, however, reasonable to suppose that it would.

Regarding other lines of importation from Germany the same condition of things does not prevail. There are extensive importations of hardwares, dry goods and notions. Perhaps the leading hardware goods brought in is cutlery. Before the sur-tax the quantity of German cutlery used was considerable but now the bulk of this trade is with England, Now that the trade is established with England and although the goods were once cheaper when got from Germany, local importers are indifferent as to a revival of German trade. There are two causes for this indifference. The first is that the profits of the wholesale importer has not diminished, since to save himself, it was only necessary to raise the price of the goods, and thus make it affect the public solely. Another cause for indifference is that the German articles are as a rule, inferior to other countries' goods. No business house cares to see the market flooded with cheap inferior wares. The best is always in demand, and a higher price will invariably be paid for it.

Falling Off in Dry Goods.

In the dry goods line German importations fell off greatly since the sur-tax was levied. Most of the up-to-date importing dry goods houses claim that Germany is the headquarters for certain braids, hosieries and cloths. The cotton hose brought in at the present time is said to be unexcelled by anything of the kind on the English market. These have come in and will continue to come in, in spite of the present trade relationship,

In all lines of German imported goods, it is really the public that should be interested. The demand has not lessened in most cases owing to the present high tariff. Importers will bring in the goods at any cost if they can secure their profits, and these profits have been forthcoming.

Prefer Present Tariff.

There are two reacting features in the Canadian-German trade relationship. On the one hand the public's money is going out for goods which are coming in almost as liberally as before the sur-tax, and it is the opinion of many that this alone would warrant the elimination of the present excess of the one-third rate; on the other hand if the tariff wall was lowered, trade at present with Great Britain would possibly gradually revert to Germany, not only destroying the preference with the mother country. For this reason, in the opinion of local business men, it would be well to retain the present high tariff.

NEW MARKET ESTABLISHED.

The Village of Schomberg, Ont., has established a weekly market for farm produce which is proving a pronounced success. On Wednesday of each week, the day set apart as market day, the farmers from a considerable distance come in with the fruits of their husbandry and a number of buyers from the city attend the market so that there is ready sale at good prices. That the establishing of this market is a great convenience and profit to the farmers of the neighborhood is a fact for the increased price they receive for their produce more than compensates them for the small fee paid to the market authorities. It certainly gives the farmers a considerable amount of ready money to spend and they no doubt do spend a large part of it in the village but it is a question whether a considerable amount does not find its way to the mail order stores of the city.

Another inconvenience is that this system concentrates business largely upon one day of the week, making a rush while the balance of the week is comparatively quiet. This necessitates extra store help for the market dav.

The large increase in the demand for Wilson's Fly Pads this spring is necessitating the preparation for a large summer business in the manufacture of these goods.

WM. BERRY LTD.
MANCHESTER and LONDON, ENG.
Wax-Waterproof
Shoe Polishes
Dominion Agent
SIDNEY LEAR, 77 York St., TORONTO

THE PEOPLE OF
JAMAICA
are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the
KINGSTON
"GLEANER"
might bring inquiries. Better write for rates to
I. C. STEWART, Halifax

Dependable Flour

What does it mean—to you?

REJECTED for Unreliability—is the recessional of many an *otherwise* excellent salesman, for Dependability is the crying need of our times.

¶ A man with *inherent* selling ability who can command the good-will of many buyers is worth big money. But the man combining with these qualifications an absolute reliability at all times and everywhere — the *dependable* man, he's the fellow who commands a premium.

¶ Would *you* hire such a man?

¶ Here's the exact parallel in flour-dom. The standard of reliability, where else can you find it but in FIVE ROSES? For nearly a quarter century there has been no misrepresentation nor deliberate breach of confidence. FIVE ROSES is *more than uniform*, we would say "unalterable" but for its *progressive* quality.

¶ Since we began milling we have always understood this secret of business-building; that *we* are to be held responsible for the *highest* quality attained and it must always be the same—*or better*. If FIVE ROSES quality were lowered for a time there would be trouble at once, if the quality were raised for a time and then lowered to former level there would be an even bigger howl.

FIVE ROSES

More than uniform

¶ That's why FIVE ROSES is more than uniform—always nearest to our ideal, that one best, perfect flour which has not *yet* been made.

¶ Do *you* want a reputation for *progressive* quality, reliability and dependability that will lift you out of the ranks of all competition? Do you want to be in a class by yourself? FIVE ROSES is doing it for others—why not YOU?

Lake of The Woods Milling Co.

Limited

MONTREAL TORONTO WINNIPEG KEEWATIN VANCOUVER ST. JOHN, N.B.

Canadian Trade Changes of Recent Occurrence

Losses by Fire, Assignments Made and Recent Deaths—Businesses Starting up and Purchases Made — New Companies Formed.

Ontario.

Gervis & Co., grocer, Toronto, has sold to Lloyd Bros.

E. D. McRoberts, grocer, London, has sold to J. Miller.

N. H. McConnell, grocer, Welland, Ont., has sold his business.

Grocers Wholesale Co., Ltd., Hamilton, has sold to H. W. Zealand.

W. J. Curry, grocer, Orangeville, Ont., is succeeded by S. E. Buchanan.

Jas. Fenwick & Son, grocers, St. Marys, Ont., are retiring from business.

The Lang, Jodouin Trading Co., general merchants, Elk Lake, Ont., were recently burned out.

Wm. Arnold, grocer and crockery dealer, Kincardine, Ont., is advertising his business for sale.

The Slate River Valley Co-operative Association, Slate River Valley, Ont., has obtained a charter.

Fairbrother & Filby, general merchants, Beamsville, Ont., have dissolved ; W. L. Fairbrother, continuing.

W. E. Evans, general merchant, Whitebread Station, Ont., has sold to Armstrong & Co., of Wallaceburg.

Newman, Livingston and Co., Gananoque, Ont., have secured the premises recently occupied by Kenny & Cockrill.

The condensed milk factory at St. George, Ont., is having an addition to its plant. The installation of machinery is for the manufacture of powdered milk.

Tyndall & Carr, Goderich, who a few weeks ago purchased the grocery business of Thomas Beacom, of Clinton, have disposed of it to J. P. Sheppard, of Clinton, and his sister, Miss Kate, who has been connected with the business as clerk for several years.

Lieut. J. H. Armstrong, Dundas, Ont., who recently took over the Durrant grocery store, has sold his business to David and Charles Towns, and the new proprietors will take possession at once. David has been connected with Bertram's and Charles with Grafton & Co. for some years.

Quebec.

The J. Belanger Broom Co., Bedford, Que., has registered.

Griffintown Retail Grocery store, Montreal, is opening for business.

J. B. Turgeon, general merchant, St. Isidore, Que., is offering a compromise.

Western Provinces.

V. P. Byam & Co., general merchant, Rokeby, Sask., have been succeeded by Young & Gamble.

Maritime Provinces.

Rev. P. Fiset, general merchant and fish dealer, Eastern Harbor, N.S., died recently.

Donald S. Trueman, formerly of Sackville, N.B., has recently entered into partnership with B. J. A. McKenzie in Campbellton, N.B., to carry on a grocery and crockeryware business. The firm name is McKenzie & Truemen.

New Companies.

The Ideal Confectionery Co., Montreal, has been formed to manufacture chocolate, biscuits, etc.

The Ontario Seed Co., Waterloo, Ont., has been granted a provincial charter to deal in seeds, fruits, vegetables, etc.

Stuarts, Limited, Montreal, Que., have organized to carry on the business of biscuit, confectionery and bread manufacturing.

The Canadian Biscuit Co., Ste. Anne de la Perade, Quebec, has been formed to manufacture and deal in biscuits, confectionery, essences, sweet oil, etc.

WRITE TO-DAY—MAIL TO-MORROW

Verbatim copy of a letter which, being type-written in the heat of an indignant moment, was reserved for reconsideration next morning, and—then not sent at all :—

Johnes smifh Esx, wool Excjanje, coFeman Stseet, e.C., deasn MR. Smith ; I Umbertan from yoyr managing clerk, mr. Brown, that yo reqire my no longer reqwire my services as stenograper and typewri, on account of whst yoy are are pleased tocall my drunkeb and swinishj habits. Outf respec Only fryor late fajher I should hace much pleasure in suing you for jajabes. I new wrute yiym since you refuse to see me inperson, to inform you thay you are mistaken in yout estmage of my charactef, and I truat that you will have as much d9fficulty in obtaibing a clerk toc suik your reqyirements as I shlll have ease in secuting another apointm3nt. I am? deat Sir, Yours faityfully, J. Jallington-Jones.—Business.

ALL ABOARD
GET READY TO SUPPLY THE DEMAND FOR
GREAT WEST
CUT PLUG
SMOKING and CHEWING TOBACCO
SALES INCREASING DAILY

CLAY PIPES
The best in the world are made by
McDOUGALLS
Insist upon this make
D. McDOUGALL & CO., Glasgow, Scotland.

If you desire to increase your business buy your
PIPES, TOBACCO, CIGARS, BISCUITS AND CONFECTIONERY
from
JOS. COTE
Importer and Wholesale Tobacco Dealer
The greatest assortment of smoker's articles in the Dominion.
Office & Store - - 188 St. Paul St.
Warehouse - - 119 St. Andre St.
Branch - - - 179 St. Joseph St.

Tel. Up 2076 Tel. East 5964
YOUNG'S PATENT PIPE
in Seven Shapes
W. J. GRANT
Sole Agent for Canada
506 Lindsay Building, MONTREAL.

BLACK WATCH
The Big Black Plug Chewing Tobacoo.
Already a Big Seller
Sold by all the Wholesale Trade




It Sells Easier

The very appearance of a yellow laundry soap is a handicap against its sale. You can certainly sell

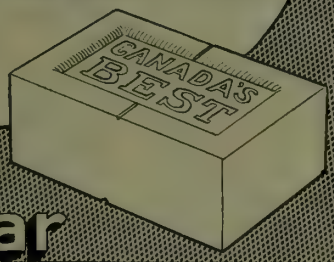
"CANADA'S BEST"

—the new, white laundry soap—far easier than you can the yellow kind. Just show it and tell your customer "Canada's Best" is not adulterated with "resin" as are all yellow laundry soaps—and the sale is made.

We've something migthy good to offer you, so write us at once.

UNITED SOAP CO.

Brantford
ONT.



The New White Bar

THE MANUFACTURERS' NAME

"S.C.CO."

stamped on every

"7-20-4"

10 CENT CIGAR

IS THE SMOKER'S PROTECTION

It is our latest product and excels anything we ever before attempted—FINEST HAVANA FILLED.

We made a success of HOGEN-MOGEN and ROYAL SPORT on a QUALITY basis, and it is just the same with all our lines. THE QUALITY is remembered long after the PRICE is forgotten.

WRITE TO-DAY FOR A TRIAL ORDER OF 7-20-4.

THERE'S MONEY IN IT FOR YOU.

Sherbrooke Cigar Co.

SHERBROOKE, QUE.

Our travellers cover the Dominion.

Are You Keeping Your Tobacco Stock Up-to-Date ?

IF NOT—WHY NOT?

"Tuckett's Special"

the new 10c. plug is the latest

Order from Your Wholesaler

Manufactured from **Imported Leaf Exclusively**

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

Full Lines
of all IMPORTED
FRUITS and VEGETABLES
to be had. Send Orders to

McWILLIAM
Mc. AND E.
EVERIST

25-27 CHURCH ST. - TORONTO

Pines continue offering in large quantities, prices right.

New Potatoes, Cabbage, Beans
Cucumbers Spinach

STRAWBERRIES

PACKED BY
Franc Tracuzzi
MESSINA,
ITALY

Franc Tracuzzi advises that he is back at Messina again

and **St. Nicholas Home Guard** will be packed in possibly the largest and most up-to-date Packing House in Sicily.

AGENT:
J. J. McCabe
TORONTO

Canadian Fruit, Vegetable and Fish Markets

Toronto Dealers Receive Eighty-five Carloads of Fruit in Five Days—Enormous Quantity Being Consumed—An Overstock of Cabbage—Good Demand for Fresh Fish.

MONTREAL.

GREEN FRUITS—The green fruit market has stood practically still during the week so far as prices are concerned. No declines or advances are recorded. This is in a measure due to the fact that the fruit boats have not yet disposed of their stock by auction which will undoubtedly have some effect on the market. Trade has been good during the week, many orders going forward to the country.

California navels, 96, 126, 250, 288 size		2 90
" " 150, 17 , 200, 216 size		3 25
Cuban oranges	2 25	2 50
Valencia oranges, 420 size	4 50	5 00
Cal. blood oranges, 15. to 216 size		4 25
Grape fruit	3 25	6 00
Lemons, choice, 300 size	2 25	2 75
Bananas crated	1 75	2 25
Pineapples, extra fancy, 24 size		2 50
Cranberries, per box		4 50
Spies, XXX		7 50
Ben Davis, XXX		6 00
Strawberries	0 40	0 50
Cocoanuts, bag		4 00

VEGETABLES—Egyptian onions are offering at 2¾c per lb. Mushrooms, tomatoes, Montreal potatoes and shallots have declined slightly. Celery, carrots and Boston lettuce have gone up a shade. Business during the week has been fairly good. Some houses report considerable activity in shipments to country points, and summer resorts, where traffic has already commenced.

Mushrooms, lb		0 75
Cucumbers dozen		1 2/
New carrots, doz n		1 00
Tomatoes, crate	2 25	2 50
Leeks, dozen		1 50
Parsnips, bag		1 00
Green peas, basket		4 50
Asparagus, doz	6 00	8 00
French cauliflowers, doz	6 0	7 00
Parsley, box		2 75
Sage, per doz		0 60
Savory, per doz		0 50
Celery, crate	3 00	4 00
Water cress, large bunches, per bunch doz		1 00
Spinach, barrel	2 50	3 00
Green peppers, crate		4 50
Beets, bag		1 00
Carrots, bag		1 25
Lettuce, early		0 40
Lettuce, Boston, box		3 00
Radishes, doz		0 50
Horse radish, per lb		0 15
" new, crates		4 50
Montreal potatoes, bag		1 10
New Brunswick potatoes		1 25
New potatoes		0 6
Onions large bag, lb	0 02	0 2
" Egyptian		0 2
Red onions, barrel		4 00
Turnips, bag	0 60	0 70
String beans, basket		4 00
New beets, crate		3 00
New cabbage, crate		2 75
Shallots, doz. bunches	0 15	0 20

FISH—Some lines have firmed up a little, while others are a shade easier. Halibut is scarcer this week. Haddock is more plentiful and lower, also shad. B. C. salmon is a shade lower this week and brook trout has begun to arrive. Other lines are the same as last quoted.

FRESH

Market cod, per lb	0 04	0 04
Haddock, per lb	0 04	0 04
" fancy shore, per lb	0 05	0 06
Steak cod, per lb	0 05	0 07
Grass pike, round	0 07	0 08
Halibut, per lb		0 09
Round perch, per lb		0 05
Dressed bullheads (Barbotte), per lb	0 08	0 10
Bluefish per lb	0 16	0 18
Sea bass, per lb		0 16
Striped bass, per lb		0 14
B.C. salmon, new, per lb	0 18	0 20
Roe shad, each		0 90
Buck shad, each		0 50
Shad herring, large, each		0 02
Brook trout	0 22	0 25
Flounders	0 09	0 10

SMOKED

Haddies 15 lb. bxs., per lb	0 07	0 07½
Kippered herring, per box		1 00
Large bloaters, per box		1 10
Smoked herring, small boxes		0 08
Smoked salmon, fancy cured, per lb		0 25

SHELL FISH

Select bulk oysters, per gal	1 50
"Sealshipt" selects, per gal	1 90
Live lobsters, per lb	0 [illegible]
Boiled lobsters, per lb	0 17

FROZEN

Market cod, per lb	0 03
Steak cod, per lb	0 05
Halibut, per lb	0 09
B.C. salmon, red, per lb	0 09
Qualla salmon, per lb	0 08
Fall salmon, per lb	0 07
Grass pike, dressed, per lb	0 08
Dore, round, winter caught, per lb	0 08
Large whitefish, per lb	0 09
Small "	0 06
Lake trout, per lb	0 10
Mackerel, round per lb	0 10
Large frozen herring, per 100	1 50
(Weigh 55 to 65 lbs per 100 fish).	

SALTED AND PICKLED

Labrador herrings, barrel	5 50
Labrador salmon half brls	9 00
B C. salmon half brls	9 00
No. 1 mackerel pails	1 75
Small green cod per lb	0 02
Large " " "	0 03
Labrador sea trout, brls	12 50
Skinless cod, 100 lb. cases	5 25
Boneless cod, in blocks, 5½, 6, 8, 9 cents per lb.	

TORONTO.

GREEN FRUITS — There are still some apples quietly held in storage, and brought out gradually to meet high price buyers. Pineapples receive the closest attention just now, and are about at their best. The quantities handled are enormous. Eighty-five carloads of different kinds of fruit arrived in five days. Strawberries are now in from Tennessee. Last week they were from North Carolina. They are ripening farther north from week to week until in a few weeks they will be ripe in our own country. Oranges are unchanged this week, with plenty arriving to meet the demand.

Apples, Spies	6 50	7 50
" Russets	3 50	4 00
" Baldwins	4 00	5 00
" Greenings	4 00	5 50
Oranges, Valencias, 420, ordinary		5 00
" " 420, large		6 00
" " 714		5 00
" California navels	3 00	3 50
" Mexican		2 75
Lemons, Messina	2 75	3 25
Bananas	1 75	2 25
Grape Fruit, Florida, box	3 75	4 50
Pineapples, Florida, crate	2 25	2 75
Strawberries, Tennessee		0 18

VEGETABLES—"What about you, if the retailer cuts you out." a Toronto potato dealer was asked. "Well, I have some oats and hay for my horses, and I have lots of potatoes that keep me and my friends going for a while, so I have no reason to be alarmed and I have no reason to kick. I am doing well and am satisfied." Potatoes are the same as last week. The market is overstocked with cabbage, and much of it is sold at a loss in order to get rid of it. Tomatoes

are firm and about 25c higher. The first Canadian asparagus appeared this morning.

Beets, Canadian, old, per bag	0 45	0 50
" Florida, new, per dozen	1 00	1 20
Parsnips, per bag	0 75	0 80
Potatoes, Ontario, per bag	1 00	1 10
" sweet, hamper	2 50	2 75
" Bermuda, per bushel		3 00
" " per barrel	8 00	8 50
Onions, Canadian, dried, bag	1 35	1 50
" Spanish, crate	5 00	5 55
" Bermuda, per case	2 25	2 50
" Egyptian, per sack of 112 lbs		3 75
Tomatoes, Floridas	3 00	3 25
" small		75
Carrots, per bag	0 45	0 50
" new, per bunch		1 20
Cabbage, Florida, new	2 25	2 50
Cauliflower, per case		4 00
California celery, per case	6 00	6 50
Florida celery, per half case	2 75	3 00
Turnips	0 35	0 40
Radishes, per dozen	0 40	0 45
Spinach, per bushel		2 75
Spinach, per barrel		2 75
Egg plant, per doz		3 00
Green peppers, per doz		1 00
Cucumbers, per hamper		2 50
Asparagus, per dozen		2 00
Green onions		0 25
Rhubarb		1 20
Beans, green		1 75
" wax		2 50

FISH—Frozen fish are now practically off the market and fresh fish of many varieties are coming in but scarcely enough to meet the demand. "I see fresh fish are still scarce," remarked The Grocer representative on his rounds. "Well, they are, but that is not the trouble; the demand is too great and we are clean sold out," was the prompt reply.

Herring, medium, per lb., fresh caught	0 05	0 07
Whitefish fres caught		0 10
Trout, "		0 10
Cod, fresh caught		0 08
Halibut, fresh caught	0 10	0 10
Haddock, fresh caught		0 07
Pike		0 06
Perch		0 06
Herring, Digby, smoked, bundle 5 boxes		0 85
Shredded cod, doz		0 90
Arcadia, 24 packages 1 lb. box		3 12
" 12 packages, 2 lb. box		2 40
Acadia cod, crate		2 40
" tablets, box		1 60
Qualia	0 08	0 09

FRENZIED RAISIN SALES.

Are Growers Taking Proper Steps in Instituting the "Raisin Day?"

(New York Journal of Commerce.)

The frantic efforts of the Fresno, Cal., "Raisin Day" committee to move the immense stock of raisins accumulated in their hands, which the trade has been totally unable to absorb are commendable as evidence of the innate push and enterprise of California growers, as well as of their fertility, but, judged from the standpoint of the trade, there is considerable ground on which to question their wisdom and discernment. In their determination to relieve an immediate crisis, it is open to question whether they will not bring upon themselves future trouble quite as annoying.

The whole trouble in California appears to be that the availabale supply of raisins is entirely too great for the consumptive demand. Students of the situation attribute it largely to the fact that growers have continued increasing their acreages without much regard to developing a larger consumptive field, and the natural inequality of the law of supply and demand has come to pass. So far as the campaign of "Raisin Day" can operate to increase the knowledge of the food value of raisins, the publicity is an admirable bit of adver-

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Direct cars arriving from North Carolina.
Will have Daily Supplies of Best Fruit.

PINEAPPLES

Preserving time at hand. 2,000 crates Finest Fruit.

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TORONTO and HAMILTON



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PINEAPPLES

Fancy Colored Fruit, All Sizes
PLENTIFUL and CHEAP

FANCY { RIPE TOMATOES
RIPE BANANAS

NAVEL and MEXICAN ORANGES
Quality Excellent

Send us your orders. PRICES RIGHT.

HUGH WALKER & SON
GUELPH ONTARIO

tising, but in its direct effects on the distributive channels the committee will do well to have a care.

The reason the packers were unable to buy the accumulated raisins from the growers was because they could not persuade the trade to take those raisins they already had on hand. The reason the trade did not want more raisins was because they were already stocked for all normal demands. In other words, everyone in the chain of distribution was "loaded" with raisins, and yet the growers had enough left over to stock them again. Manifestly the original goods could not move till the trade accumulations did. Yet, in their frantic efforts to get rid of a bad situation the growers and their allies have started most ingenious methods, commencing at the extreme opposite end of the line, even down to the slums of New York, to load up the consumer at slaughter prices, even trying to invoke the aid of philanthropists to help them practically give away raisins to the poor.

Probably this will all help move the coast accumulations, but what of the trade already loaded to the limit and cut off from the demand which would allow them to get rid of what they have? What of the effect of such slaughter on prices? What about brokers and jobbers who have heretofore been the allies of the grower and packer, but who are now displaced in favor of a variety of "irregular" distributors, called in now for the first time? From a trade standpoint it looks as though the California growers are conjuring up several varieties of trouble in the future, even if they do dislodge the present "ice jam" in a Niagara of interrupted commercial traffic.

Old Potatoes Plentiful in Some Parts of Canada

Dearth of Supply Recently Noticed Due to Farmers Not Being Able to Market Them—Scarcity in British Columbia Where Prices Remain High—United States Demand Falling Off.

The consensus of opinion expressed by correspondents of The Grocer in various parts of the Dominion in regard to the potato situation, is that there is yet a considerable quantity in Canada of last year's crop with shortages in some places. In the latter case the shortage seems to be only temporary. It is probably in the west where the greatest shortage is existing. The fact that the farmers have been busily engaged in their work on the farm has had a great deal to do with bare markets.

Our correspondent writing from Vancouver, says that native potatoes still cling to the big figures and it looks as if they will stay there until the new crop comes in. Fairly good-sized new potatoes are on the market from California, but these job at $5 a hundred, just twice the price of the 1908 crop, so are regarded as luxuries.

The difficult potato situation, writes the Chatham correspondent, created recently by a temporary cornering of the market here, has not yet solved itself, though in gradual process of solution. Last Saturday, despite muddy roads and floods throughout the country, the public market was crowded with wagon loads of potatoes, the stories of phenomenally high prices having drawn farmers from every direction. Buyers are few, however, potatoes being practically a drug upon the market—at least, at the price of $1 a bag, which the vendors asked. Would-be purchasers refused to pay that much, and most of the farmers declined to scale down the price. There is still a scarcity of potatoes in the city; that is, at the old prices, and grocers are inclined to wait for the price to come down. United States buyers have been active but the highest they are paying is 75c, and they do not seem in a position to pay more and make money. There are reports of a glutted potato market at Windsor, and large quantities there await shipment for the States. Evidently, potatoes are still plentiful through the country, but farmers are looking for higher prices, while grocers expect the prices to come down. Hence, there is not much doing right at the present moment.

Stocks Still Large.

Despite reports to the contrary, says our St. John, N.B., representative, there are plenty of potatoes in New Brunswick and there is every indication that there will be ample quantities for local needs and a large quantity available for shipment elsewhere. Shipments to the United States have been very large during the past few months. During the month of March 106,128 bushels passed through the customs at Bangor (Me.), while for April the receipts were 96,116 bushels. As the duty amounts to 25c a bushel this trade totals to quite a figure for tariff alone. There has been a slump in the U. S. market of late, however, and as a result potatoes have been coming in here freely. Several of the dealers who were seen stated that there was no dearth of supply and they offer carload lots at $1.25 to $1.30 per barrel. In small lots of three or four barrels the price is $1.50 and the retail figure is about $1.70. Since the opening of navigation on the St. John River, the steamers have been bringing down big shipments every day and the warehouses here are pretty well filled up.

Plentiful in Peterboro.

There has been practically no variance in the price of potatoes in this city of late, is the news from Peterboro. The grocers got in large supplies last fall and during the past two weeks or more they have been able to dispose of some of the surplus. All the leading grocers report this condition. The farmers in this district have not been able to dispose of much of their crop during the past winter. Retailers have been buying where needed from the farmers at 70c and the market price is 90c. Grocers are selling to their customers at this price.

Scarcity at Stratford.

Potatoes in this locality are not as plentiful as usual, states the Stratford correspondent. Numerous shippers this past month have drained the country around here, and now the grocers whose stocks are low, have to bid higher prices to keep their bins full. In conversation with one grocer, he claims that people who are now paying $1 per bag will in a few weeks be paying from $1.15 to $1.25.

The Ottawa representative writes: Merchants feel that potatoes will advance to $1.60 per bag. The farmers have none to offer for sale for many miles from Ottawa. In fact many will be buying themselves before the new ones arrive. Owing to the drought last year, quantities are required for seed by farmers whose crops were failures. Ottawa's market offers New Brunswick potatoes (white), $1.15 per 90 lbs. on cars, and most merchants realize that it is good buying at that price. New potatoes from South Carolina are quoted at $7.50 per barrel and are being retailed at 50c gallon.

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YOUR ORDERS SOLICITED.
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IS THE

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Mr. Consumer,—

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ABOUT OURSELVES

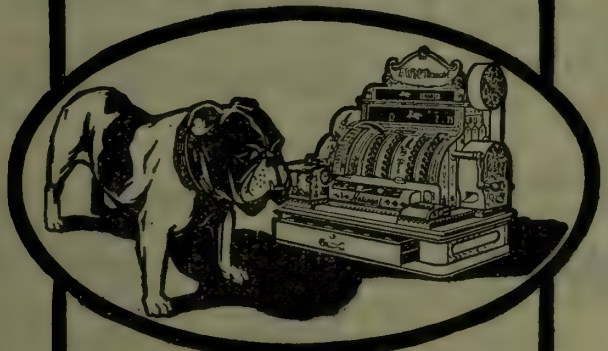
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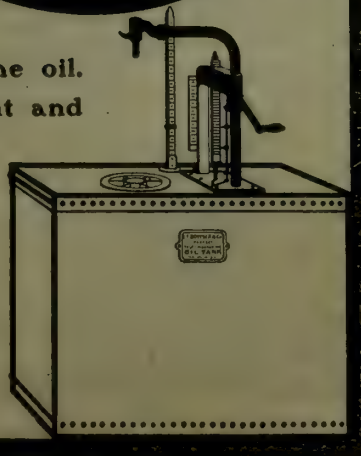
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451	500	21	
501	600	23	
601	700	25	
701	800	28	
801	900	31	
901	1000	34	
1001	1100	37	
1101	1200	40	
1201	1300	43	
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4-doz.	10c.	$0 85
3-doz.	8-oz.	1 75
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½-doz.	2½lb.	10 50
¼-doz.	5lb.	19 75

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4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 80
2 "	6 oz.	Per case
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"	½ lb.	2 55
"	12 oz.	3 85
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½-lb. " " "	1
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In 10-box lots or case	0 16
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Korn-Kinks, 36s	1.45	H-O. oatmeal, 24, 3 10
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Perfection, 1-lb. tins, per doz.	$1 50
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Perfection, ¼-lb., per doz	1 30
Perfection, 10c size	0 90
" 5-lb. tins per lb.	0 37
Solu le, bulk, No. 1, per lb	0 20
Soluble, bulk, No. 2, per lb	0 [illegible]
London Pearl, per lb	0 22

Special quotations for Cocoa in bbls., kegs, etc.

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	Per lb.
Plain Rock, ½'s & ¼'s, cakes, 12-lb. bxs	0 34
Perfection chocolate, 20c size, 2 dozen b xes, per dozen	1 80
Perfection Chocolate, 10c size, 2 and 4 dozen boxes, per dozen	0 90

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Queen's Dessert, ½'s and ¼'s, 12-lb. bxs., per lb	$)
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 12-lb. boxes, per lb	0 35
Parisian, 8's	0 30
Royal Navy, ½'s, ¼'s, boxes, per lb	0 30
Diamond, 7's, 12-lb. boxes, per lb	0 24
" ½'s " " "	0 25
" 8's " " "	0 28

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., 2-doz. in box, per dozen	0 90

Confections—	Per lb.
Milk chocolate wafers, 5-lb. boxes	0 36
Maple buds, 5-lb. boxes	0 36
Chocolate wafers, No. 1, 5-lb. boxes	0 30
Chocolate wafers, No. 2, "	0 [illegible]
Nonpareil wafers, No. 1, "	0 30
Nonpare l wafers, No. 2, "	0 25
Chocolate ginger, 5-lb. boxes	0 30
Milk chocolate, 5c bundles, per box	1 35
Milk chocolate, 5c cakes, per box	1 35

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10c. tins, 4 doz. to case, per doz.	$ .90
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1 " " 1 " " "	9.00

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In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

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Standard Brokerage Co., Vancouver, B.C.

Elite, 10c size (for cooking), doz	0 90
Prepared cocoa, ½'s	0 28
Prepared ½'s	0 28



Mott's breakfast cocoa, 10c. size	90 per dz.
" breakfast cocoa, ½'s	0 38
" ¼'s	0 38
" No. 1 chocolate, ½'s	0 32
" Navy ½'s	0 29
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 24
" Plain choice chocolate liquors	0 32
" Sweet Chocolate Coatings	0 20

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, ½ and ¼-lb. cakes	$0 38
Breakfast cocoa, 1-5, ½, ¼ & 5-lb. tins	0 41
German Sweet chocolate, ½ and ¼-lb. cakes, 6 lb. boxes	0 28
Caracas Sweet chocolate, ½ and ¼-lb. cakes, 6-lb. boxes	0 35
Auto Sweet chocolate, 1-6-lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins	0 47
Soluble cocoa (hot or cold soda 1-lb. tins	0 38
Cracked cocoa, ¼-lb. pkgs., 6-lbs. bags	0 34
Caracas tablets, 100 bundles, tied 5s, per box	3 00

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CANADIAN COCOANUT CO., MONTREAL.

Packages—5c., 10c., 20 and 40c. packages packed in 15 lb. and 30 lb. cases.

	Per lb.
1 lb. packages	0 26
lb "	0 27
lb. "	0 28
1 and ½ b. packages assorted	0 26½
½ and ¼ b. " "	0 27½
½ lb. packages assorted in 5 lb. boxes	0 28
½ lb. " "	0 29
¼ lb. " in 5, 10, 15 lb. cases	0 30

Bulk—

In 15 lb. boxes.	15 lb. pails	and 10, 25 and 50 lb. Pails.	Tins.	Bbls.
White Wax, Sea Foam,		0 15	0 17	
Best Shredded		0 18	....	0 16
Special Shred		0 17	....	0 15
Ribbon		0 19	....	0 17
Macaroon		0 17	....	0 15
Desiccated		0 16	....	0

White Moss in 5 and 10 lb. square tins, 21c.

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Cocoanut—	
Featherstrip, pails	0 16
Shredded	0 15
In packages 3-oz., 4 oz., 8-oz., lb.	0 28

Condensed Milk.

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
"Eagle" brand (4 doz)	$6 00	$1 50
"Gold Seal" brand (4 doz)	5 00	1 25
"Challenge" brand (4 doz)	4 00	1 00
Evaporated Cream—		
"Peerless" brand evap. cream	4 70	1 20
" hotel size	4 90	2 45





TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 80
Reindeer" brand per case (4 doz.)	5 60





Coffees.

EBY, BLAIN CO. LIMITED.

Standard Coffees.

Roasted whole or ground. Packed in damp-proof bags and tins.

Club House	$0 32
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 13
Crushed Java and Mocha, whole	0 17
" " ground	0 17½
Golden Rio	0 14

Package Coffees

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, ½ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

THOS. J. LIPTON retail wholesale

Lipton's "Special" blend coffee, 1 lb. tins, ground or whole	0 40	0 30

JAMES TURNER & CO.

	Per lb
Mecca	$ 0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

PATTERSON'S "CAMP" COFFEE ESSENCE

Agents, Rose & Laflamme, Montreal an Toronto.

5 oz. bottles, 4 doz. per doz	1 75
10 " " 4 " "	3 00
Rep. quarts, 1 " "	6 50
Imp. " 1 " "	9 00

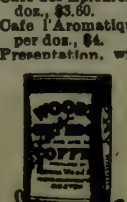
WHITE SWAN SPICES AND CEREALS LTD.

White Swan Blend.



1-lb. decorated tins, 32c. lb
Mo-Ja, ½-lb. tins 30c. lb.
Mo-Ja, 1-lb. tins 28c. lb.
Mo-Ja, 2-lb. tins 28c. lb.

Cafe des Epicures—1-lb. fancy glass jars, per doz., $3.60.
Cafe l'Aromatique—1-lb. amber glass jars, per doz., $4.
Presentation, with 3 tumblers), $10 per doz



THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 [illegible]
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy litho-graphed canisters	0 30

Cheese —I

Large size jars, per doz.	$3 25
Medium size jars, "	4 50
Small size jars, "	2 40
Individual size jars, per doz.	1 00

Imperial holder—

Large size, doz.	18 00
Med. size "	17 00
Small size "	12 00

Roquefort—

Large size, doz.	2 40
Small size, "	1 40



Confections

THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box, "	1 35
" 10c cakes, 36 in box "	2 55
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
" No. 2, " "	0 25
Maple Buds, 5-lb. boxes, lb	0 36
Nut Milk Chocolate, ½-lb. cakes, 12-lb. box, lb	0 40

These prices are F.o b. Toronto.

MACLAREN'S IMPERIAL CHEESE CO. LTD

Imperial Peanut Butter "Bobs," the Perfect Confectionery.

Large size, cases, 25 cartons	$3.50 each
Small " " 50 "	3.60 "
Assorted, cases, 26 small, 12 large	3.55 "

Net 30 days.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Ltd. Toronto. C. O. Beauchemis & Fils, Montreal $2, $3, $5, $10, $15 and $20.

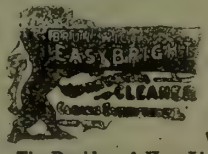
All same price one size or assorted.

UN-NUMBERED

Under 100 books	each 04
100 books and over	each (3½
500 books to 1000 books	(3

For numbering cover and each coupon, extra per book ½ cent.

Cleaner.



	Per doz.
4-oz. cans	$ 0 90
8-oz. "	1 35
10-oz. "	1 85
Quart "	3 [illegible]
Gallon "	10 00

Wholesale Agen

The Davidson & Hay, Limited, Toronto

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.

"Vita" Pasteurized Extract of Beef. Per case.

Bottles	1-oz.,	case of 2 doz		$3 20
"	2 "	" 1	"	3 00
"	4 "	" ½	"	4 50
"	20 "	" ¼	"	4 75
"	20 "	" 1	"	9 00

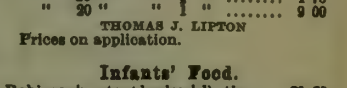
THOMAS J. LIPTON

Prices on application.

Infants' Food.

Rob'nson's patent barley	½-lb. tins		$1 25
" " "	1-lb. tins		2 25
" " groats	½-lb. tins		1 25
" "	1-lb. tins		2 25

"Mephisto" and "Purity" Canned Lobsters.



Flavoring Extracts.

SHIRRIFF'S

1 oz. (all flavors),	doz.	1	00
2 "	"	1	75
4 "	"	2	00
4 "	"	3	00
5 "	"	3	75
8 "	"	5	50
16 "	"	10	00
32 "	"	18	00

Discounts on application.



Jams and Jellies.

BATGER'S WHOLE FRUIT STRAWBERRY JAM

Agents, Rose & Laflamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz 2 20

THOMAS J. LIPTON

Prices on application.

T. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case per lb.	07½
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 07
7 wood pails, 6 pails in crate, per lb	0 07
30-lb. wood pails "	0 06½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb	0 07½
7 wood pails, 6 pails in crate, per lb	0 07



IF EVERY MAN IN A FACTORY or skilled workmen presses all his energy into making the best, something is going to be done and done right. That's why ***Rising Sun*** Stove Polish in Cakes and ***Sun Paste*** Stove Polish in Tins are right every time you sell them and bring the customer back for more. Every man in the factory does his best and that best is backed with forty years experience. It is worth while to push the Stove Polish that is right.

MORSE BROS., Props. - Canton, Mass., U.S.A.



2 in 1

¶ It's the only kind of blacking that it pays to use or sell, because it is the

WORLD'S BEST SHOE POLISH

¶ All Progressive Grocers handle it. It draws custom and pleases the customer. Our extensive advertising greatly helps your sales of

2 in 1

The F. F. Dalley Co., Limited

Hamilton, Canada - Buffalo, N.Y., U.S.A.



Royal Metal Polishes

Lead the World.

The undoubted merit of Royal Metal Polishes makes them absolutely the best proposition in this line.

Spring-time is cleaning-time. There is a big share of trade awaiting the dealer who goes after it with the right line. Samples free.

Royal Polishes Company, Montreal

AGENTS: Ottawa—General Supply Co., of Canada, Ltd. Winnipeg—H. W. Glassco & Co. Vancouver—Wm. Erichsen & Son. Halifax—J. C. Calder. Sherbrooke—E. H. Bowen. And all dealers.

BLACK JACK

"THE WONDERFUL PASTE FOR FAMILY USE."

TRY IT.



SOLD BY ALL JOBBERS

¼-lb. tins—3 doz. in case.

Any Boy who has *One Cent* can Turn it Into *Ten Dollars*

One cent invested in a post card to us will bring you information about how we start you in business, so that you can earn money for yourself. You can make plenty of pocket money all the time—money you will enjoy more because you made it in business for yourself. Hundreds of boys are doing this. SO CAN YOU.

No money required. We furnish capital.

We also give prizes. There is a prize for every boy, whether he lives in a large city or a little village. Very fine prizes have gone to fellows in small places. Don't delay a minute. Write us to-day. A post card will do.

The MacLean Publishing Co., 10 Front Street East, Toronto



THEY ARE CANADA'S BEST

A SEASONABLE SELLER

ROSE & LAFLAMME, Limited
Montreal and Toronto

As Reliable as a City Guide Book are the articles, advice and information in

THE FINANCIAL POST OF CANADA

Whether you have $10 or $10,000 to invest you should become a subscriber. It is an informing progressive publication, its views are not prejudiced and its comments are based on data obtained at first hand. It may save you many dollars or put you in the way of earning many more.

The Post is a signboard—a beacon light—against all wild cat, watered stock, castle-in-the-air, get-rich-quick propositions. It stands for that which is sound, for safety and conservation in the matter of investments and a satisfactory interest return to the investor.

The Post can be depended upon at all times to give full details of important financial affairs.

Single copies, 10 cents, at all news stands. $3.00 per year.

THE FINANCIAL POST

10 Front Street East TORONTO, Ont.

Montreal, Winnipeg, New York, Chicago, Paris, London.

	per lb.
30-lb. wood pails	0 06½
Pure assorted jam, 1-lb. glass jars, 2 doz. in case	1 75

Jelly Powders

IMPERIAL DESSERT JELLY



Assorted flavors—gross 10.75.
MacLaren Imperial Cheese Co., Limited

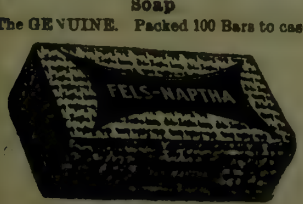


Assorted Case,	Contains 4 doz..$3.60
Assorted Case,	Contains 2 doz..$1.80
Lemon (Straight)	Contains 2 doz..$1.80
Orange (Straight)	Contains 2 doz..$1.80
Raspberry (Straight)	Contains 2 doz..$1.80
Strawberry (Straight)	Contains 2 doz..$1.80
Chocolate (Straight)	Contains 2 doz..$1.80
Cherry (Straight)	Contains 2 doz..$1.80
Peach (Straight)	Contains 2 doz..$1.80

Weight 7 lbs. to case. Freight rate, 3d class.

Soap

The GENUINE. Packed 100 Bars to case.



Prices—Ontario and Quebec:

Less than 5 cases	$ 25
Five cases, or over	5 12



List price

Shirriff's" (all flavors), per doz. 0

Discounts on application.

THE ROBERT GREIG COMPANY.

White Swan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.



Lard.

E. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces	$0 10½
½-bbls.	0 11
Tubs, 50 lbs.	0 10½
20-lb Pails	2 20
20-lb. tins	2 10
Cases 3-lb.	0 11½
" 5-lb.	0 10½
" 10-lb.	0 10½



F.O.B. Montreal.

Li ce

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper	per lb. 0[illegible]
Fancy boxes (25 or 50 sticks)	per box 1 25
"Ringed" 5-lb. boxes	per lb. 0 40
"Acme" pellets, 5-lb. cans	per can 1 00
" " (fancy boxes 40)	per box 1 50
Tar licorice and Tolu wafers, 5-lb. cans	per can 1 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"P-city" licorice 10 sticks	1 45
" 100 sticks	0 75
Dime jar 5 cent sticks, 100 in box	

Lye (Concentrated)

GILLETT'S PERFUMED. Per case

1 case of 4 dozen	$3 60
3 cases of 4 dozen	3 30
5 cases or more	3 40

Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case	per doz $1 00
16-oz. glass jars, 2 doz. in case	" 1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Pint Sealers (24 oz.), 1 doz in case, per dozen	2 00

SHIRRIFF BRAND

"Imperial Scotch"—	
1-lb. glass, doz	1 80
2-lb. " "	2 80
4-lb. tins, "	4 65
7-lb. " "	7 35
"Shredded"—	
1-lb. glass, doz	1 80
2-lb. " "	3 10
7-lb. tins, "	8 25



THOMAS J. LIPTON

Prices on application



SPRATT'S PRICE LIST

Mixed Bird Seeds, 1-lb. pkts., 3 dozen cases per box	$0 95
Parrot Food, ½ lb. pkts., 1 doz cartons	1 15
Parrot Food, 2-lb. pkts	0 35
Bird Cage Sand, about 1½-lb. bags, ½-gross cases	0 30
Bird Cage Grit, about 1½-lb. bags, ½-gross cases	0 30

Mince Meat

Wethey's Condensed, per gross 80 lbs.	$12 00
" per case of 5 doz. net	3 00



ST. CHARLES CONDENSING CO

PRICES:

St. Charles Cream-family size, per case	$4.70
Ditto, hotel,	4.90
Silver Cow Milk	5.00
Purity Milk	4.70
Good Luck	4.00

Mustard

COLMAN'S OR KEEN'S

D.S.F., ¼-lb. tins	per doz.	$ 1 40
" ½-lb. tins	"	2 50
" 1-lb. tins	"	5 00
Durham 4-lb. jar	per jar	0 75
" 1-lb. jar	"	0 25
F.D. ¼-lb. tins	per doz.	0 85
" ½-lb. tins	"	1 45

Olive Oil

LAPORTE, MARTIN & CIE., LTD.

Minerva Brand—	
Minerva, qts. 12's	$5 75
" pts. 24's	6 50
" ½-pts. 24's	4 25

Sauces

PATERSON'S WORCESTER SAUCE

Agents, Rose & Laflamme, Montreal and Toronto

½-pint bottles, 3 & 6 doz., per doz.	0 90
pint " 3 doz	1 75

THOMAS J. LIPTON

Prices on application

Soda

COW BRAND



Case of 1-lb. containing 60 packages, per box, $3.00

Case of ½-lb. containing 120 pkgs. per box, $3.00

Case of 1-lb. and ½-lb. containing 30 1-lb. and 60 ½-lb. pkgs, per box $3.00

Case of 5c. pkgs. containing 96 pkgs. per box, $3.00

MAGIC BRAND

		Per case
No. 1, cases	60 1-lb. packages	$ 2 75
No. 2, "	120 ½-lb. "	2 75
No. 3, "	{30 1-lb. / 60 ½-lb.} "	2 75
No. 5 Magic soda—cases 100—10-oz. pkg		
1 case		2 75
5 cases		13 75



Wood's "Canadian Souvenir" Canister Coffee

Roasted in Bean or Roasted and Ground

Cases of 48 lbs., 1 lb. cans, $14.40 per case

THIS COFFEE has found a welcome in thousands of homes.
If you are not selling it you are missing a pleasure.
It is of unequalled quality as a popular, rapid-selling line.
THE CANISTER is lithographed on the tin in rich, delicate colouring.
It has a permanent usefulness every housekeeper prizes.
It sells and it suits! We solicit your orders.

THOMAS WOOD CO. LIMITED

No. 428 St. Paul St. **Montreal**

Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

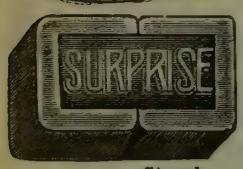
Maypole soap, colors .....per gross	$10	20
" black..... "	15	30
Oriole soap..... "	17	20
Glorioia soap..... "	13	00
Straw hat polish..... "	18	30



3 doz. to box..... $3 45

6 doz. to box..... $6 90

30 days.



1 Box Price $4.00

5 Box Price $3.90

Freight paid on 5 box lots.

Starch

EDWARDSBURG STARCH CO., LIMITED.

Laundry starches—	per lb
No. 1 White or blue, 4-lb. carton.	$0 07
No. 1 " " 1-lb. "	0 07
Canada laundry.....	0 06
Silver gloss, 6-lb. draw-lid boxes.	0 08
Silver gloss, 6-lb. tin canisters....	0 08
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal....	0 07
Benson's satin, 1-lb. cartons.....	0 07½
No. 1 white, bbls. and kegs.....	0 06½
Canada White Gloss, 1-lb. pkgs...	0 [illegible]
Benson's enamel....per box 1 50 to	3 00
Culinary Starch—	
Benson & Co.'s Prepared Corn....	0 07½
Canada Pure Corn	0 06½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
" " 1 " or blue,	

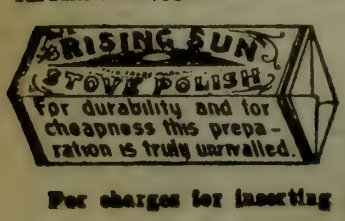
BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.....	0 6½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb....	0 06½
Barrels, 200 lb.....	0 07
Kegs, 100 lb.....	0 07
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 08
6-lb. toy trunks, 8 in case.....	0 08
6-lb. enameled tin canisters, 8 in case.....	0 08
Kegs, ex. crystals, 100 lb.....	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.....	$0 06
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 00

Stove Polish.

	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes....	10 00
Sun Paste 5c. size, ½-gross boxes....	5 00



JAMES' DOME BLACK LEAD

	Per gross
6a size	$2 40
2a "	2 50

Syrup.

EDWARDSBURG STARCH CO., LTD.

"Crown" Brand Perfection Syrup.

Barrels, 700 lbs.....	0 03½ per lb.
Half-barrels, 350 lbs...	0 03¾ "
¼-barrels, 175 lbs.....	0 04½ "
Pails 25 lbs.....	1 30 each
" 38½ lbs.....	1 80 "

Plain tins, with label—	Per case.
2 lb. tins, 6 doz. in case.....	2 50
5 " 1 " "	2 35
10 " ½ " "	2 75
20 " 1 " "	2 70

(5, 10 and 20 lb. tins have wire handles.)

Teas.



THE "SALADA" TEA CO.

	Wholesale	Retail.
Brown Label, 1's and ½'s	$0 25	$0 30
Green Label, 1's and ½s	0 27	0 35
Blue Label, 1's, ½s, ¼'s and ⅛'s	0 30	0 40
Red Label. 1's and ½'s	0 36	0 50
Gold Label. 1's and ½'s..	0 44	0 60
Red-Gold Label, ½'s.....	0 55	0 80



EMPIRE PACKAGE TEA

Cases 30 and 50 lbs. each—Black, Mixed, and Green Ceylon.

25c..... ....1s, 20c.; ½s, 21c.	
30c..... .....1s and ½s, 23c.	
40c..... .... 1s and ½s, 28c.	
50c..... ..... 1s and ½s, 35c.	
75c.....1s and ½s, Vulcan, 50c.	

100 lb. lots freight paid.

LIPTON'S TEA

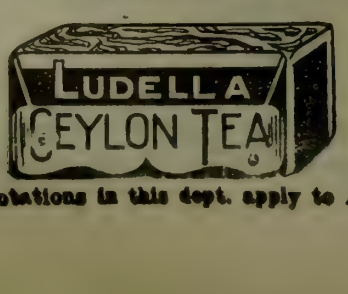
Thomas J. Lipton

75 Front St. East, Toronto.



Packed in air-tight tins only.

	wholesale	retail
Blue label ½'s and 1's	0 24	0 30
Orange " ½'s, ¼'s and 1s	0 30	0 40
Pink " ½'s & 1's, tins	0 35	0 50
Red " Dominion blend, ½'s and 1's.....	0 44	0 60
Gold " Afternoon blend, ½'s and 1's	0 50	0 70



Blue Label, ½'s.....	0 21	0 26
Orange Label, 1's and ½'s	0 23	0 40
Blue Label, ½s	0 20	0 25
Brown Label, 1's and ½'s	0 28	0 40
Brown Label. ½'s	0 30	0 50
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s.....	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf-c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs.....	0 19



BLUE RIBBON TEA CO., TORONTO

	Wholesale	Retail
Yellow Label, 1's.....	0 20	0 25
" " ½'s.....	0 21	0 25
Green Label, 1's and ½'s.....	0 24	0 30
Blue Label, 1's and ½'s.....	0 25	0 35
Red Label 1's, ½'s, ¼'s and ⅛'s..	0 30	0 40
White Label, 1's, ½'s and ¼'s..	0 35	0 50
Gold Label 1's and ½'s.....	0 42	0 60
Purple Label, ½'s and ¼s.....	0 55	0 80
Embossed, ½'s and ¼'s.....	007	1 00



	Wholesale	Retail
Pink Label 1's and ½'s	30c.	40c.
Gold Label 1's and ½'s	35c.	50c.
Lavender Label 1's and ½'s	42c.	60c.
Green Label 1's and ½'s	50c.	75c.
Canisters		
Gold Tins, 5's	35c. 1.75	50c. 2.50
Gold Tins, 3's	35c. 1.05	50c. 1.50
Gold Tins, 1's	36c. each	50c. each
Gold Label, ½'s	18c ea. 36 lb.	25c ea. 50 lb.
Red Tins, ½'s	35c ea. 70 lb.	50c ea. 1 00 lb.
Red Tins, ¼'s	18c ea. 72 lb.	25c ea. 1.00 lb



MELAGAMA TEA.

MINTO BROS., 55 Front St. East

	Wholesale	Retail.
Black, green, mixed, ⅛.....	0 70	1 00
" " ¼.....	0 55	0 80
" " ½	0 44	0 60
" " 1 lbs. & ½s.	0 40	0 60
" " ½s.....	0 38	0 50
" " 1 lbs. & ½s.	0 25	0 50
" " 1 lbs. ½s.....	0 30	0 40
" " ½s.....	0 32	0 40
" " ¼s.....	0 25	0 30
" " 1 lbs.....	0 24	0 30

We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.



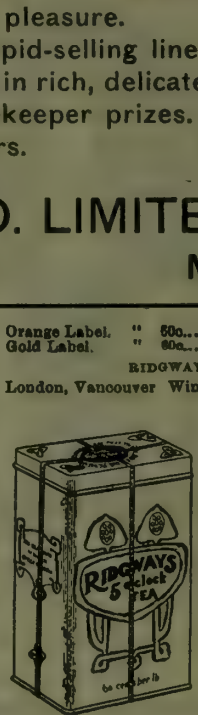
Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.....	$0 20
" " ½-lb., "	0 21
Blue Label, retail at 30c	0 25
Green Label. " 40c.....	0 30
Red Label, " 50c.....	0 35

Orange Label. " 60c.....	0 42
Gold Label. " 80c.....	0 [illegible]

RIDGWAYS.

London, Vancouver Winnipeg and Ceylon.



	Wholesale.	Retail.
Capital Household, 1's and ½'s	0 30	0 40
Old County, 1's and ½s.....	0 35	0 50
5 o'clock, 1's and ½s.....	0 42	0 60
H.M.S., 1's and ½s.....	0 75	1 00

Ridgway's Standard Bulk Blend in stock at all our branches in Canada.



THOMAS WOOD & CO.

Montreal and Boston

	wholesale	retail
Wood's Primrose, per lb.. ..	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ½-lb tins. All grades—either black, green or mixed.

Tobacco.

IMPERIAL TOBACCO COMPANY OF CANADA, LIMITED—EMPIRE BRANCH.

Chewing—Black Watch 5s.....	36
Black Watch 11s	38
Bobs 5s and 10s.....	[illegible]
Bully 6s.	44
Currency 5½s. and 10s.	38
Stag [illegible].....	38
Old Fox 12s.....	44
Pay Roll Bars 7½s.....	56
Pay Roll 7s.....	56
Plug making—Shamrock 6s., plug or bar	48
Rosebud Bars 6s..	45
Empire 5s, and 10s.....	36
Amber 8s. and [illegible].....	60
Ivy 7s.	50
Starlight 7s	40
Cut Smoking—Great West Pouches, 7s..	51

JOS. COTE, QUEBEC.

Cigars	
St. Louis (union), 1-20.....	$33 00
St. Louis, 1-40.....	35 00
St. Louis, 1-100.....	35 00
Champlain, 1-20.....	35 00
Champlain, 1-40	36 00
El Sergeant, 1-20.....	55 00
El Sergeant, 1-40	55 00
El Sergeant, 1-100.....	55 00
Cut tobaccos.	
Petit Havana, ½, 1-12—1-6.....	0 40
Quesnel, 1-4, 1-2	0 65
" 1-9	0 [illegible]
Cote's Choice Mixture, ½-lb tins.....	0 75
" " ½-lb "	0 70
" " 1-lb "	0 00

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz.....	$15 00
Absorbine Jr., per dozen.....	2 00

Yeast

Royal yeast, 3 doz. 5 cent. pkgs $1 10	
Gillett's cream yeast, 3 doz. in case .. 1 10	

Per charges for inserting quotations in this dept. apply to Adver. Manager, The Canadian Grocer, at our nearest office.

Sell Seeds That Feed—

SPRATT'S MIXED BIRD SEEDS

Comprise only such seeds as are known to be adapted for songsters to improve their health and develop their singing powers. They are properly cleaned and correctly balanced; always give the highest satisfaction, and the thoroughly satisfied customer is the most profitable one that a dealer can have.

Ask your jobber for them. Packed in boxes containing 3 dozen 1-lb. packets.

SPRATT'S PATENT, Ltd., LONDON, ENG.

MONTREAL—13 St. Therese St., St. Gabriel's.



Trade Mark Reg.

The Fruit Jar That Pleases Your Customers

You and your customers well know the drawbacks and disagreeable features of a screw top jar. Then buy

THE SCHRAM

AUTOMATIC FRUIT JAR

Just two pieces—the jar and the cap. No rubber bands—no leakage—clear white glass jar with wide mouth.



Trade Mark Reg.

Clever Advertising Plans Sent Free to Dealers, Write to-day.

THE SCHRAM AUTOMATIC SEALER CO., OF CANADA Limited

WATERLOO, CAN.

1565

A SLIGHT DIFFERENCE

IN PRICE ON A CHEAP ARTICLE LIKE

Sal Soda

SHOULD NOT COUNT, WHEN QUALITY IS CONSIDERED

BRUNNER, MOND & CO.'S

ENGLISH SAL SODA

is the PUREST, contains LEAST MOISTURE and therefore GOES FURTHEST of any Washing Soda sold.

WINN & HOLLAND, LIMITED

SOLE AGENTS MONTREAL

FREQUENCY OF SAILINGS

Every twelfth day a Pickford and Black steamer leaves Halifax for Bermuda, The British West Indies and Demerara, and is away thirty-eight days. A delightful trip for moderate cost. Write us.

PICKFORD & BLACK

HALIFAX

OAKEY'S 'WELLINGTON' KNIFE POLISH

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, - 644 Craig Street

MONTREAL.

To

Brokers and Manufacturers' Agents

—Your business card on this page will keep —your name and field of operations before —Manufacturers, Importers and others —looking for responsible representatives. It costs you little and means much to you if you are looking for agencies.

Write for particulars to

THE CANADIAN GROCER

Montreal Toronto Winnipeg

Fine Salt

Coarse Salt

Lump Rock Salt

VERRET, STEWART & CO.
LIMITED

MONTREAL

Canned Fruits

The quality of

WETHEY'S LAUREL BRAND

speaks for itself.

Do not buy without consulting us.

Get our prices.

J. H. Wethey, Ltd.
ST. CATHARINES, ONT.



Empire Brand

4
Free Phones
Use them

Specials

Canned Peas
Prunes, different sizes
Manila Paper
Cigars
Singapore Pineapple, in tins

Buy Diamond Crystal Salt.

GEO. E. BRISTOL & CO.

Wholesale Grocers

Hamilton, - - - - Ontario

MAY 21ST. 1909. Twenty Third Year

CANADIAN GROCER



SPRING & EXPORT NUMBER


W. T. BENSON & CO'S
CANADA
PREPARED CORN
FOR CULINARY PURPOSES.
This most delicious of all preparations for BLANC MANGE, PUDDINGS, CUSTARDS, INFANTS' FOOD, &c., is universally acknowledged to be superior to any preparation of a similar kind from the United States or Great Britain; is
GUARANTEED PURE
and superior to any similar preparation ever offered to the public; has taken First Prizes at all Canadian Exhibitions and received the
PRIZE MEDAL
AT THE
International Exhibition, London, 1862,
AND AT THE
CentennialExhibition, Philadelphia, 1876
Manufactured and Refined by the
EDWARDSBURG STARCH CO'Y,
CARDINAL, ONT. (LIMITED)
OFFICE:—MONTREAL, QUE.,
CANADA.
RECIPES.
ICE CREAM.
FRUIT PIE.
CAKE
CHOCOLATE SHAPE
INFANTS' FOOD.
Other Modes of Use.

CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

Montreal: 701-702 Eastern Townships Bank Bldg. Toronto: 10 Front St. East. Winnipeg: 511 Union Bank Building. London, Eng.: 88 Fleet St., E.C

VOL. XXIII. PUBLICATION OFFICE: TORONTO, MAY 21, 1909. NO. 21.



Throughout Canada, in every city, town and village, there is one brand of laundry blue the acknowledged favorite of the housekeeper—It is

Keen's Oxford Blue

—A ready seller and a trade-winner.
—Stick to Keen's Oxford Blue.

FRANK MAGOR & CO., 403 St. Paul Street, **MONTREAL**

Agents for the Dominion of Canada

The leading Starch Factory in Canada is

Edwardsburg Starch Co., Limited

The leading brands of Laundry and Culinary Starches are

Edwardsburg "Silver Gloss" For the Laundry
Benson's "Prepared" Corn For the Kitchen

Both lines have a national reputation and bear the hall-mark of purity and the seal of superiority. All wise grocers sell them.

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, Toronto, Ont. Works, Cardinal, Ont. 164 St. James St., Montreal, P.Q.

Warm Weather Foods



Imperial Peanut Butter

is an ideal warm weather food; always ready and adaptable for use in so many different ways that it may be used any day and every day. Try it yourself and then you will recommend it to your customers.

AT YOUR WHOLESALER OR FROM THE MANUFACTURERS

MacLaren Imperial Cheese Co., Ltd.

TORONTO

To Maintain and Increase Permanent Trade

We handle only articles of known worth—the tried and tested kind—articles whose intrinsic merit has raised them far above the commonplace. We do this because we like to feel that the folks who buy them are, year after year, adding permanent trade to the business of the grocer who sells the goods. From our own selfish point of view we believe the principle applies with telling force.

We Know of No Safer or Surer Way

There is a good living profit on every article we are privileged to represent—each of its kind is, to our way of thinking, a splendid example of honorable manufacture. And because of that important fact we advertise their strong features fearlessly, over our own name, in The Canadian Grocer and elsewhere, every week of the year.

The Best Only—Always the Best

ARTHUR P. TIPPET & CO.

7 Place Royale,
MONTREAL

84 Victoria St.,
TORONTO

Richest and Best

By Dominion Government Analyses, January 10th, 1908



SWEETENED

Reindeer Condensed Milk

is pre-eminent for its uniform and excellent keeping quality.

For Export.—Will Keep in Any Climate.

Largest Profit to the Dealer

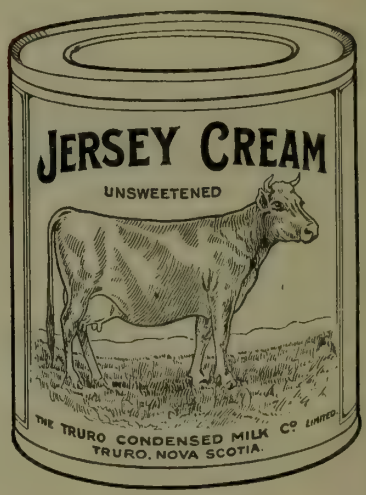
TRURO BRANDS QUALITY

Highest Quality to the Consumer

Jersey Sterilized Cream

is noted for its fine flavor and uniform consistency.

For Export.—Will Keep in Any Climate.



UNSWEETENED

The Truro Brand Milk **carries a clean-cut, business-like proposition,** that commends itself to the careful and discriminating buyer.

The Truro Condensed Milk Co., Limited, - Truro, Nova Scotia

Western Canada Calls for First Class Goods

In this respect the call of the West is clear and distinct. If you have a first-class line of goods it will certainly pay you to listen to the call, and place your goods with us for distribution throughout Western Canada.

We can place your goods with the retailers either direct or through the jobbing trade, as our connection with both branches is extensive and intimate.

We are handling the lines of other manufacturers and shippers with the utmost satisfaction to them—and we can do the same for you. Our facilities for placing goods on the Western market are positively unexcelled ; and we maintain large track warehouses in the very heart of Winnipeg's wholesale district.

MAKE UP YOUR MIND

to these facts :

1.—If you have a first-class line the West will buy it.

2.—We are the people who can best introduce it for you.

We Solicit Your Correspondence.

RICHARDS & BROWN

Wholesale Commission Merchants

314 Ross Avenue, Winnipeg, Manitoba, Canada

ATTENTION!

We ask that you carefully look over this list.

Canned Fruits and Vegetables

Spot We have a full assortment at attractive quotations, which will be gladly furnished on application—

Futures The outlook is for increased consumption, owing to the low prices ruling—Having already made contracts we shall be glad to have your enquiry—Already we have sold thousands of cases.

Pickles

A carload of Rowat's English Pickles just arrived.

37½ oz. bottles (in bbls. of 3 doz), containing 2 doz. Mixed, ½ doz. Chow, ¼ doz. Onions, ¼ doz. Walnuts, per dozen	$ 2.25
5 barrel lots, in one shipment	2.15
12 oz. — (casks 8 doz.), containing: 5 doz. Mixed; 1½ doz. Chow; ½ doz. Gherkins; ½ doz. Onions; ½ doz. Walnuts, per doz.	95
5 bbl lots, per doz.	90

The above is the best value yet offered in Pickles.

A full line of Crosse & Blackwell's

Octagon, pints, assorted	$3.10	Malt Vinegar (reputed quarts)	$2.00
Lucca Oil, ½ pints	2.00	Marmalade in glass	1.75

Valencia Raisins

A car just in—per lb.	5c.	25 box lots, per lb.	4⅞c.

Rangoon Rice

New Crop, per lb.	$2.95	5 bag lots	$2.90

Tapioca—Medium Pearl

Single bag lots, per lb.	3⅞c.	5 bag lots, per lb.	3¾c.

Salmon

Stock is getting low.

Regal, finest Fraser Sockeye,	$1.90	Cock o'North, talls, good red fish,	$1.45
Cock o'North, ½'s, Flats	95	Totem (choice pinks)	87½

For first-class stock the above prices are exceptional value—

Tea How is your stock of the reliable **Maybell, 18½c.; Peerless, 29c.; Myrtle (green Ceylon), 20c.?**

We respectfully solicit your enquiries by Mail, Phone or Wire—

CANADA BROKERAGE CO., LTD.

9 Front Street East, - TORONTO

The Purity of Our Product

This is the strong talking as well as the convincing selling point in the

E. D. S. Brand of Jellies and Jams

An impartial analysis conducted by government experts has proved that this brand is the purest sold in Canada. Nature's flavor is preserved in every bottle and jar. Our guarantee goes with our goods.



AGENTS

W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; R. B. Colwell, Halifax, N. S.; J. Gibbs, Hamilton

E. D. Smith's Fruit Farms, Winona, Ont.

"Chocolate Bordeaux"

The Sweet that all can Eat

There is a reason why **Bordeaux** has proved such a phenomenal seller from the time it was first shown, and there is a reason why every dealer who has handled **our line** has sent in repeat order after repeat order.

THE REASON IS

The distinctive quality and flavor of **Bordeaux.**

We have many imitators, but they can't copy the delicious flavor and consistency that has made **Bordeaux** the candy hit of the past 25 years.

Your stock is not complete without this specialty.

Chocolate Bordeaux will stimulate sales for you—they will repeat.

Write for samples and full particulars. Do it right now.

The MONTREAL BISCUIT CO., MONTREAL

Manufacturers of HIGH-GRADE CONFECTIONERY

Those Who Wish to Rent or Hire

stores or departments, sell or buy businesses or stocks, place or acquire accounts, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises, should not fail to use the Want Advertisement Page of **THE CANADIAN GROCER.** It is the central office of the grocery, fruit, provision, canned goods and foodstuffs trade of Canada.

JUST THINK WHAT IT MEANS
TO HAVE A HIGH-CLASS COFFEE TRADE

YOU ACTUALLY DRAW
THE VERY BEST PEOPLE TO YOUR STORE AND THEY INVARIABLY PURCHASE
THE FINEST GOODS YOU HAVE IN OTHER LINES AS WELL

WHITE SWAN COFFEE

NEVER FAILS TO BRING THE BEST RESULTS

BECAUSE

IT IS SOLD STRICTLY ON MERIT



AND GUARANTEED UNDER OUR
TRADE MARK

A PERFECT BLENDING OF FINEST MOCHA AND JAVA
AND SO PROCLAIMED BY CONNOISSEURS

EVERY POUND YOU SELL

ADVERTISES YOU AS THE GROCER WHO DEALS OUT

"QUALITY"

(PACKED TWO DOZEN ONE-POUND TINS PER CASE)

WHITE SWAN SPICES AND CEREALS, LIMITED
TORONTO

And Still They Come—
Another New Biscuit Wonder

Here's a Novelty—a New Biscuit for the Nursery. It's better than even toys—a delight to the children as a plaything and an eatable. A remarkable achievement in Biscuit-making—

McCORMICK'S NURSERY RHYME BISCUITS

Each has a rhyme and a design—not stamped on it, but embossed—making it more realistic. This is an exclusive McCormick feature, requiring special machinery. No other Biscuit Manufacturer in America has developed a Biscuit so perfect or unique.

There will undoubtedly be a tremendous demand for this marvelous Biscuit revelation—so order your supply real early.



70 to the Pound

McCORMICK'S NURSERY RHYME BISCUITS

WHITTEMORE'S POLISHES

THE OLDEST AND LARGEST MANUFACTURERS OF SHOE POLISHES IN THE WORLD

FINEST IN QUALITY — LARGEST IN VARIETY



Below we mention some of our Special Brands:

"DANDY" combination for cleansing and polishing all kinds of russet or tan boots and shoes, per dozen, $2.00. "Star" size, per dozen, 75c. Also Ox-Blood, Brown and Green combinations in same sizes at same prices.

"ELITE" combination for restoring color and lustre to all black shoes; polish with a brush or cloth, per dozen, $2.00. "Baby Elite" size, per dozen 85c.

"GILT EDGE" for blacking and polishing ladies' and children's boots and shoes; *shines without rubbing;* per dozen, 2.00. "French Gloss," per dozen, 75c.

"OILPASTE" for all kinds of black shoes and old rubbers. Blacks, polishes, softens and preserves. Contains no acid to injure the leather. Large tin boxes, per dozen, 75c.

"QUICK WHITE" makes dirty canvas shoes *clean* and *white*. In liquid form so it can be *quickly* and *easily* applied. No white dust. Will not rub off. A sponge in every package, so always ready for use. Two sizes, per dozen, $1.75 and 75c. Also the following colors for canvas shoes: blue, pink, red, green and a dozen other shades, two sizes each color, per dozen 85c. and $2.00.

"SUEDEDENE" for cleaning and recoloring *all* kinds and *colors* of Suede and Ooze leather footwear, per dozen, $1.75,

"SUPERB" Patent Leather and "Elite" Box Calf; black, "Dandy" russet, "Peerless" Ox Blood and "Nobby" brown Pastes, *each*, per gross, large and medium, $9.00 and $5.00; ¼-lbs., per dozen, $1.80; ½-lbs., dozen, $3.00.

"BOSTON" WATERPROOF POLISH, a black liquid for men's and boys' shoes. Produces a patent leather shine without brushing. Large, dozen, $2.00; small, 85c. "STAR" RUSSET COMBINATION, 10c. size, gross, $9.00. "Midget" Ox Blood Combination, 10c. size, gross, $9.00. "Jewel" Brown Combination, 10c. size, gross, $9.00. "Tiny" Green Combination, 10c. size, gross, $9.00. "Cahill's" French Bronze, 1-oz, bottles, in cartons, dozen, $1.25. Whittemore's "De Luxe" Bronze, 2-oz, bottles, in cartons, doz., $2.00. **Order Whittemore's Shoe Polishes if you want the BEST.**

If interested, write for Canadian prices

WHITTEMORE BROS. & CO., 20-22-24-26 ALBANY STREET CAMBRIDGE, MASS., U.S.A.

The Best Known Brands

Which have successfully stood the test of time in CANADA.

We are favored with the privilege of representing in Canada the most important Wine, Spirits and Grocery firms, manufacturing firms whose brands have a world-wide reputation and whose goods are strictly first-class and up to the sterling reputation enjoyed by these firms. Our prices deserve the attention of all careful buyers, as much as our brands, in the different lines we handle, deserve the keenest and most favorable comment from all refined consumers.

Peruse our list, make your selection and get our quotations.

Ph. Richard et Cie	Cognac	Brandy.
Mitchell Bros.	Glasgow	Scotch Whisky
Mitchell & Co.	Belfast	Irish Whisky
J. P. Wiser & Sons	Prescott	Canadian Whisky
Pollen & Zoon	Amsterdam	Gin and Liquors
G. Pims & Co.	London	Old Tom Gin.
Blandy Bros.	Madeira	Madeira Wines.
Real Companhia Vinicola	Portugal	Port Wines.
Motta et Vaz	Portugal	Port Wines.
Diez Hermanos	Jerez de la Frontera	Sherry Wines.
Garrett et Cie	Malaga	Malaga Wines.
Fenech, Artell & Co.	Tarragonne	Mass Wines.
Vigneau et Cambours	Bordeaux	Clarets et Sauternes.
Morin, Pere et Fils	Beaume	Burgundy Wines.
Frederick Krote	Coblenz	Rhine Wines.
Kunkulman et Cie.	Reims	Piper-Heidsieck Champagne.
Union Champenoise	Reims	Cardinal Champagne.
Union Champenoise	Reims	Duc d'Origny Champagne.
Fli Ferrero Ricardo	Turin	Italian Vermouth.
Cazalis et Pratts	Marseille	French Vermouth.
Adrien Sarazin et Javilliers	Dijon	Bacchus Quinquina Tonic Wine.
P. Garnier	Enghien-les-Bains	French Liquors.
Fred Miller Brewing Co.	Milwaukee	Lager High Life.
Fred Miller Brewing Co.	Milwaukee	Extract of Malt.
Daukes & Co.	London	Bass' Ales and Guinness' Stouts.
Source Neptune	Vichy	Vichy Water.
Source La Sanitas	Vichy	Vichy Water.
Societe Anonyme "Le Soleil"	Malines	Canned Fruits and Vegetables.
Duffy & Co.	Rochester	Apple Juice and Grape Juice.
Clement Obier	Perigueux	Pates de Foie Gras.
Societe Nouvelle de Roquefort	Roquefort	Roquefort Cheese.
Blanc et Fils	Valence sur Rhone	Pastes.
H. E. Boullee et Cie	Marseille	Olive Oil.
F. Tourasse	Marseille	Castille Soap, "La Vertu," "La Mouche."
F. Lecourt	Paris	Mushrooms.

For all information, write, phone or wire at our expense.

Laporte, Martin & Co., Limited

Wholesale Groceries, Wines and Liquors, MONTREAL

Canned Goods—1909 Pack

DON'T BUY NOW!

Wait a few days and see our travellers, who will quote you prices that will appeal to you as being exceedingly attractive. We have a surprise in reserve for you in all lines of Canadian packed canned goods. So don't buy now.

GREAT BARGAIN IN CANNED FISH!

We are offering to the trade 1,000 cases of red salmon, of the best quality (Osprey Brand), tall boxes, 1 lb., at prices which defy competition. We have a large assortment of canned fish, all kinds, and our prices are advantageous to buyers.

Write us and we will send you our prices for the Salmon, (Osprey Brand), which we are offering, and for all other kinds of canned fish in which you are interested.

1908 PACK CANNED GOODS.

We still have on hand a full assortment of all lines of canned goods---all the popular brands on the market---which we can quote you at prices which will interest you if you are a good buyer, because they are so low.

Our assortment of "Soleil Brand" Canned Fruits and Vegetables is most complete and the goods as satisfying as ever. They are goods we especially recommend to buyer and consumer.

TEAS

All teas of the new crop: JAPAN, GUNPOWDER, YOUNG HYSON, GREEN CEYLON, BLACK CEYLON, PEKOE, SOOCHONG, FORMOSA OOLONG, ENGLISH BREAKFAST CONGOO, are now here, and we, for our part, have received a very large and choice assortment, amply sufficient to meet all requirements of the trade. We are now, as ever, ready to recommend "Princess" and "Victoria" brands of Black and Japan Teas, the best teas on the market at the price.

WE PAY FREIGHT on all lots of teas, assorted or not, of 200 lbs. or over.

For further information, quotations, etc., write, phone or wire at our expense.

Laporte, Martin & Co., Ltd.

Wholesale Groceries, Wines and Liquors

MONTREAL

Sugar forms a large percentage of every grocer's business.

The season is rapidly approaching when Granulated Sugar will be in active demand with you. It will be to your interests to supply your customers with the BEST, which is the well-known

Redpath

the standard for excellence and purity.

Redpath's Granulated Sugar is the acme of Sugar Refining. Its sale by the grocer guarantees satisfaction to consumer.

All wholesale grocers keep it.

MADE BY

The Canada Sugar Refining Co.

LIMITED

MONTREAL

IN STOCK—Direct from California

One Carload

"LION'S HEAD" brand

NAVEL ORANGES

ALL SIZES

Prices Right — Terms

Cash Less 1% or Thirty Days Net

ORDER AT ONCE

EBY-BLAIN, LIMITED

Wholesale Grocers TORONTO

Richards' Pure Soap a Household Necessity and Name for Fifty Years.

WE CAN MAKE SOAP AND

We Can Make Soap Sell!

Quick Naptha Soap
MADE IN CANADA
The Best in the Market and Sold at a Popular Price.



"LABELS AND PREMIUMS THAT SELL GOODS"

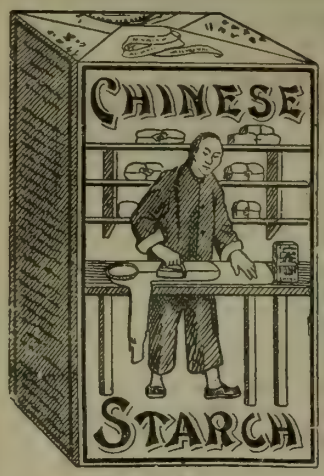
RICHARDS' PURE SOAP
QUICK NAPTHA SOAP
SNOWFLAKE SOAP CHIPS
AMMONIA POWDER, LYE
ROSE TALCUM POWDER
FINE TOILET SOAPS

The Richards Pure Soap Co., Ltd.

WOODSTOCK, ONTARIO

ESTABLISHED 50 YEARS LOOK FOR QUOTATIONS

RICHARDS' PURE SOAP
QUICK NAPTHA SOAP
SNOWFLAKE SOAP CHIPS
AMMONIA POWDER, LYE
ROSE TALCUM POWDER
FINE TOILET SOAPS



Cases of 4 doz.

Three Sure Winners!

These are three of our A1 lines that have been selling so well all over Canada that we are forced to build a new factory.

Are You Selling Them? You Should Be.

CHINESE STARCH

Look for the Chinaman on the package, your guarantee of quality. The finest laundry starch on the market.

A Great Seller all the Year Round



All Flavors

8-oz. Packages

4 doz. per case.

OCEAN BLANC-MANGE

A special, scientific preparation, and the finest dessert in the world. Only pure fruit oils used.

OCEAN CORN STARCH

The equal of the best. None better. For all culinary purposes it is without a peer. Made by experts who have had years of experience.



Cases of 4 doz.

All these perfect lines made only by

OCEAN MILLS, - Montreal

O. LEFEBVRE, Sole Owner

AGENTS:

TORONTO—Green & Co., 25 Front St. East. HAMILTON Norman D. McPhee. WINNIPEG—Dingle & Stewart. QUEBEC—Boivin & Grenier.

WM. C. CHRISTMAS

Commission Merchant

MONTREAL

Excellent connection of 13 years' standing with the wholesale grocery trade in Eastern and Central Canada, particularly Montreal

REPRESENTING:

UNDERDOWN & CRICHTON—Dried Fruits and Shelled Almonds, London, Eng., Valencia and Denia, Spain.

HILLS BROS. & CO.—Dried Fruits and Nuts. New York City.

GWALTNEY, BUNKLEY PEANUT CO.—Peanuts. Brands: "Bon-Ton," "Sun," "Coon," G. Smithfield, Pa.

JAS. BAKER & CO.—Dried Fruits. Chicago, Ill.

FRESNO HOME PACKING CO.—Dried Fruits. Fresno, Cal.

FRATELLI ALIOTTI—Sultana Raisins. Smyrna.

LIVIERATO BROS.—Mocha Coffee. Aden, Arabia. (For Quebec Prov.)

McCANN-KNOX MILLING CO.—Cereals. Toronto, Ont.

HARD & RAND—Santos and Maracaibo Coffees. New York City and Santos, Brazil. Spot stock.

REINACHES, NEPHEW & CO.—Teas and Coffees. London, Eng.

THE WM. CANE & SONS CO., Ltd. Pails, Tubs, Washboards, Clothes Pins and other Woodenware. Newmarket, Ont.

Also have direct connection with

J. EDGAR & CO., famous English packers of Sprats (English sardines)

Wholesalers desiring further information in regard to any of the above lines will be called upon or promptly written.

Packers will find no broker more thoroughly in touch with the trade and the situation, nor better qualified to look after their interests.

Recently completed arrangements will ensure most thorough attention to the interests of my principals.

CUT OUT THIS LIST FOR FUTURE REFERENCE

Red Rose Tea

has been a Success:

A Very Great Success

This is not surprising—BECAUSE

FIRST—The quality of the tea is **good,** better than most people have been accustomed to. It has always been **worth the price** and has always merited that popular expression, "It's good tea."

SECOND—Retail grocers and their clerks have always taken a most friendly interest in Red Rose Tea—perhaps because I have the most friendly cordial feeling toward them and am always glad of an opportunity to express it.

What rubbish, to talk of "forcing a merchant to sell your goods." The merchant that can be forced is not worth the name. His influence with his customers is greater than any advertising, but the right kind of advertising will help the friendly merchant toward greater success.

This has been the heart of Red Rose Tea advertising—I have tried to make it helpful to the merchant.

If you are not handling this tea, I am sure you would like to have prices, etc., and your enquiry addressed to any of my offices will have prompt reply.

Branches { 3 Wellington St. E. Toronto, Ont. / 315 William Ave. Winnipeg, Man.

T. H. ESTABROOKS
St. John, N.B.

A Leader For Over 50 Years

"Cook's Friend Baking Powder"



The baking powder which has stood the test for 50 years can only be one of unparalleled excellence and it is, most assuredly, the brand for all grocers to sell who desire to give their particular customers absolutely the best value.

All who have used Cook's Friend Baking Powder have learned to know that it is always reliable.

A Pure Cream of Tartar Baking Powder. Containing nothing injurious. Absolutely pure. The Baking Powder with a profit, and the one you should sell. Have you a stock now?

Read what one leading retail grocer says to his customers in his ad. :

"The Old Reliable, McLaren's Cook's Friend Baking Powder, put up in full weight 16 oz. packages, to retail at 25c. each, is worth any foreign imported baking powder at double the money. McLaren's Cook's Friend has stood the test of time—50 years of uninterrupted success. Every package reliable, and guaranteed of absolute purity.

FRASER, VIGER & CO., Montreal"

If "it is worth any foreign imported Baking Powder at double the money" to Fraser, Viger & Co.'s customers, it is worth the same to yours.

THINK THIS OVER—IT WILL PAY YOU.
FOR SALE BY ALL WHOLESALE GROCERS.

W. D. McLAREN, Ltd., Montreal

The Home of Gingerbread Brand Molasses



WAREHOUSES AND CANNING PLANT—DOMINION MOLASSES COMPANY, LIMITED, DARTMOUTH, N.S.

STORAGE CAPACITY, 14,000 PUNCHEONS

THE HUBBARD PORTABLE BAKE OVEN

The Oven that is having the most phenomenal sale of any **portable oven ever put on the market.** Why? Because it is the **best value** for the **money invested** and **bakes to perfection** in the fullest sense of the word.



Only the best materials are used in the construction of this oven. The steel being of the finest imported grade.

The furnaces are of heavy cast iron, and are provided with feed doors and dampers, also ash-pit doors.

Each section of the oven goes complete. It is the only oven put together with stout bolts. These when cemented make an absolutely heat and steam tight oven.

All parts or sections are easily replaced, and duplicates can always be furnished.

This oven is undoubtedly the most **practical, substantial** and **sanitary oven built.** It burns coal, gas or wood. **It has no equal.**

There are over 125 Hubbard Ovens in use in the City of Toronto alone, and we have installed a large number throughout the West, all of which are proving as **recommended. Our customers are highly pleased.**

Write for full particulars, prices, terms, etc., to

DONNELLY, WATSON & BROWN, LIMITED

Western Agents

Calgary, - - Alberta

P.S.—The insurance rate on a building containing a Hubbard is 30c. less than on any brick oven made.

Are you properly represented in Winnipeg ?



We are on the job 52 weeks in in the year and can get results for you.

W. H. ESCOTT

Wholesale

Grocery Broker and Commission Merchant

Representing such firms as :

The Quaker Oat Company, Peterborough and Chicago
Underdown & Crichton, London, England, and Spain
Dominion Molasses Co., Halifax, N.S.
Hills Brothers Company, New York and Persia
Van Camp Packing Company, Indianapolis, Ind.
Gwaltney-Bunkley Peanut Co., Smithfield, Virginia

We have excellent track warehouse and storage accommodation, and are in close touch not only with the Winnipeg wholesale grocers and manufacturers, but also with the wholesale trade at Regina, Saskatoon, Calgary, Edmonton, and Fernie, B.C.

OFFICE AND WAREHOUSE AT 141 BANNATYNE AVE., EAST

Winnipeg, - - Manitoba

CORRESPONDENCE SOLICITED

P.O. Box 1137 Phone 3576

MASON & HICKEY

Manufacturers' Agents

Agents for

E. D. Smith
Pure Fruit Jams, Jellies and Preserves

Gorman, Eckert & Co., Ltd.
Coffee, Spices and Olives

Wallaceburg Sugar Refinery

E. D. Smith
Canned Fruits and Vegetables

Borden's Eagle Brand Milk

Sarnia Salt Co.

Ingersoll Packing Company

Standard Computing Scales and Cheese Cutters

Ingersoll Cream Cheese

Suchard's Cocoa and Chocolate

WRITE US FOR QUOTATIONS—WE CAN SAVE YOU MONEY

Track Warehouse—Write Us for Storage Facilities. Correspondence Invited with Manufacturers. All Goods Carried in Stock at

108 PRINCESS STREET, - WINNIPEG, MANITOBA

TELEPHONE 35
P.O. BOX M

ESTABLISHED
1898

NORTHWEST JOBBING and COMMISSION CO., Limited

GENERAL COMMISSION and BROKERAGE AGENTS

AGENTS IMPERIAL OIL CO., LTD.

LETHBRIDGE, ALTA.

Wholesalers and Importers of

Groceries, Provisions, Fresh Fruit, Grain Bags

BUYERS AND SHIPPERS OF GRAIN, MILL-STUFFS AND HAY.

MAIL ORDERS GIVEN SPECIAL ATTENTION

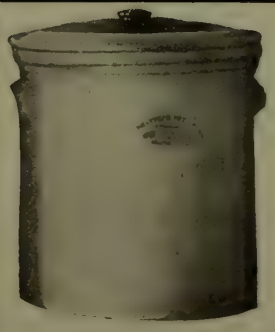
R. B. Wiseman & Co.

123 Bannatyne Avenue East **WINNIPEG, MAN.**

Warehousemen, Forwarding Agents and Wholesale Brokers

We make a specialty of distributing car lots. Goods stored at reasonable prices. Our facilities are unequalled. Warehouse situated in the wholesale district. Consign your cars to us, and we will look after everything. This is our business, having been established for years. If interested, we will gladly furnish you with a list of satisfied customers.

Reference—Bank of Ottawa, Winnipeg



Crocks, Churns, Flower Pots, Fire Brick, Fire Clay, etc.

Write us to-day

Belleville Pottery Company
Belleville, Ontario

Westward the Star of Trade Ever Takes its Flight

"There is land enough in Western Canada, if tilled, to feed every mouth in Europe," says J. J. Hill, the great railway magnate. The possibilities for manufacturers and shippers are equally as encouraging as the agricultural potentialities.

Your opportunity is here. Why tarry?

We are the most widely known commission merchants in the West. Our appointments are unsurpassed. We are in close touch with every centre, know its requirements, and how these are being and can be met. Our work has been successful, and our relations with our clientele satisfactory in every respect.

COMMUNICATE WITH US ABOUT THE MATTER

NICHOLSON & BAIN

Wholesale Commission Merchants and Brokers

WINNIPEG CALGARY EDMONTON

Storage for all classes of Merchandise. Also Cars distributed at Calgary, Winnipeg and Edmonton.

TRIAN

USE TRIAN GOODS

The large number of new settlers who are making their homes in our Province means increased business for the retailers. We are on the spot, and can ship your orders so they will reach you first.

CAMERON & HEAP, Ltd., Wholesale Grocers

REGINA, - SASK.

Now is the Time to Push

2 IN 1

The World's Best

SHOE POLISH



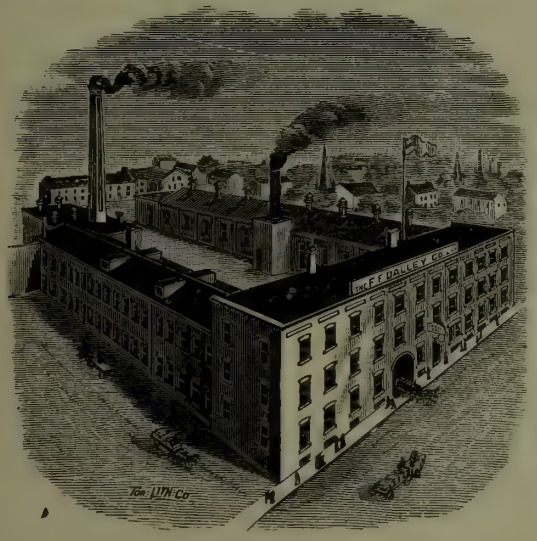
2 in 1 is, beyond all question, the fastest and steadiest selling shoe polish ever put on the market. These are the two main reasons:

1. It is a better polish than has ever before been known, giving a quicker, brighter and more durable shine than any other shoe polish.
2. It is more extensively advertised than any other shoe polish.

The advertising brings you the first order, and the superb quality of the polish brings in the repeat orders.

The grocer who is not handling 2 in 1 is neglecting a line that is a strong, year-'round seller all over this continent.

It does not pay to let your stock of 2 in 1 run low, as a man who has once used it will accept no substitute.



Hamilton Plant



Buffalo Plant

Order a Trial Case from your Jobber

The F. F. Dalley Co., Limited

Buffalo, U.S.A. **Hamilton, Canada**



Established 1834

Canada's Oldest and Best Wholesale Grocery House!

For 75 years we have been Canada's leading wholesale distributors of foodstuffs.

During that time we have sold millions of dollars' worth of groceries, and never have we given our customers anything but the highest satisfaction.

We are direct importers of high-grade Teas, Coffees, Spices, Raisins, Currants, Sauces, etc., etc.

Quaker Canned Goods

We are sole agents for the Province of Quebec for this famous line of Canned Goods. If you want to learn what really first-class canned fruits and vegetables are like secure a trial stock of these Quaker Brand Goods.

Quaker Brand Salmon

We the proprietors of this new and extra fancy salmon, put up in tall and flat tins. It is just the salmon for those customers of yours that require the finest fish procurable. We claim Quaker Brand Salmon to be superior in quality to any fish ever offered to grocers in Canada. Only by sampling it can you appreciate it.

Not only is the fish the finest packed, but the manner in which it is put up surpasses anything heretofore attempted.

Try Our Japan Tea to retail at 35c.

It's the only tea to sell if you desire to give your customers continued satisfaction.

We are makers of Quaker Baking Powder, better than which there is none obtainable. We are also proprietors of "BEST" Coffee, justly famous wherever known. Our travellers will tell you about these goods.

Mathewson's Sons

202 McGill Street, Wholesale Grocers, P. O. Box 2360 Montreal

Eagle
Brand Condensed
Milk



The Original

Canada's Quality Leaders

Peerless
Brand Evaporated
Cream



Unsweetened

Other brands may come, attain temporary popularity, and go, but the brands that are always leaders of quality, consistently satisfactory to the housewife, and consequently first-class sellers for the jobber and the retailer alike, are :

Borden's
Eagle Brand Condensed Milk

AND

Borden's
Peerless Brand Evaporated Cream

Made ready for Canada in Tillsonburg, Ontario, from only the richest milk, thoroughly inspected, and prepared by competent experts, in the most scientific manner, under absolutely hygienic conditions.

BORDEN'S CONDENSED MILK CO.

ORIGINATORS OF CONDENSED MILK

Eastern Sales Representative :

WILLIAM H. DUNN, Toronto, Montreal, St. John, N.B.

Western Sales Representatives :

SCOTT, BATHGATE & CO., Winnipeg, Man.
SHALLCROSS, MACAULEY & CO., Vancouver and Victoria, B.C.

To the Trade:

Do You Know Why

CEYLON TEA

IS SO

Rapidly Displacing the Thin Light Teas, Here, in America?

(Two and Three-Quarter Millions Increase in Direct Shipments Alone in 1908 over 1907.)

First: Because it Makes a Strong, Full-Bodied Tea to Satisfy the Coffee-Educated Palate;

Second: Because of Its Piquant Flavor;

Third: Because of Its Unvarying Excellence;

and

Fourth: Because of Its Cheapness Regardless of Cost.

A Pound of Ceylon Tea
"Goes Twice as Far"
as the Light Thin Tea.

Almond Paste

We sell **Clarnico** Brand, acknowledged to be the Finest Paste for Macaroons on the Canadian Market.

Xmas Crackers

We have a Complete Range of Samples and invite our customers to inspect our display.

Santa Claus Stockings

Greater and Grander Display than ever.
Place your orders early.

Shelled Nuts

We are Headquarters for all kinds of Shelled Nuts.
"ACME" Brand Walnuts Registered.

French Fruits and Vegetables

We handle a full assortment.
Glace and Cryst. Angelique Cherries, Assorted Fruits, Apricots, Pears, Greengages, Cherries in Marischino, Asparagus, Mushrooms, French Peas, Capers, Olive Oil, etc.

Sardines

CROSSED FISH BRAND. Guaranteed to be the Original and Genuine Norwegian Fish, Packed in the Purest Olive Oil. This popular brand has been Awarded a Certificate for QUALITY and MERIT by the Incorporated Institute of Hygiene of London, England.

H.P. Sauce
H.P. Pickles

A CAR LOAD of these popular goods just received and selling fast.
Place an order for your requirements now.

Special Notice

Owing to our already exceptional Heavy Bookings for Import business, we advise our friends and customers to place their Xmas orders early to ensure prompt delivery.

W. G. PATRICK & CO.

IMPORTERS

LONDON, Eng. **MONTREAL, Can.** **TORONTO, Can.**

Rowat's Olives and Pickles

Have stood for all that is good for so long that now they are naturally regarded by the dealer and the consumer alike as the standards by which all others are judged.

The reputation they enjoy makes them saleable the year round; and as they are profit-makers, they are the goods the retailer can push to advantage.

Your jobber can always supply you with Rowat's, and he is ever pleased to quote you.

CANADIAN AGENTS:

Ontario and Quebec—SNOWDON & EBBITT, Montreal.
Halifax—WARREN & CO. St. John—F. H. TIPPETT.
Winnipeg, Edmonton, Calgary } NICHOLSON & BAIN.

FOR
Picnics, Camping, Yachting
ETC.

BATGER'S

LIME JUICE CORDIAL

IS JUST THE THING

ORDER FROM YOUR JOBBER

AGENTS:

ROSE & LAFLAMME, LIMITED
MONTREAL TORONTO

BATGER'S

Xmas Goods

BATGER'S line is unsurpassed for artistic merit and actual value. It is a line that always sells.

The range offered includes:

XMAS CRACKERS,
XMAS STOCKINGS,
XMAS NOVELTIES,
Etc., Etc.

also

Batger's English Confectionery

Justly famous wherever known

WAIT FOR OUR TRAVELER

Rose & Laflamme, Limited
Montreal and Toronto



Blue Ribbon Tea

The Quality Tea

Never having deviated in the slightest degree from the original high standard we set for ourselves, we enable the grocer to guarantee Blue Ribbon Tea to his customers as of absolutely unparalleled quality.

The grocer appreciates this, as he does the fact that Blue Ribbon Tea consistently yields him an average profit of 38 per cent. and invariably satisfies his particular trade.

BLUE RIBBON TEA IS THE TEA FOR YOU TO SELL

The Blue Ribbon Tea Co., Ltd.

266 St. Paul St. **Montreal**

BANISH "BLUE MONDAY"

SELL

SUNNY MONDAY

to customers and make them **YOUR** customers.

Your stock is not complete without our new LAUNDRY SOAP

SUNNY MONDAY

SUNNY MONDAY is made almost entirely from vegetable oils with enough ammonia incorporated to make it cleanse quickly and thoroughly, with less rubbing than ordinary laundry soaps.

YOUR CUSTOMERS should try it and avoid the aching backs which cause "Blue Monday."

SUNNY MONDAY
SAVES LABOR, TIME, CLOTHES
FUEL, TEMPER, MONEY

THERE IS PROFIT IN IT FOR YOU

"SUNNY MONDAY BUBBLES WILL WASH AWAY YOUR TROUBLES."

JAPAN TEAS

JOBBERS' HEADQUARTERS:

S. T. NISHIMURA & CO.

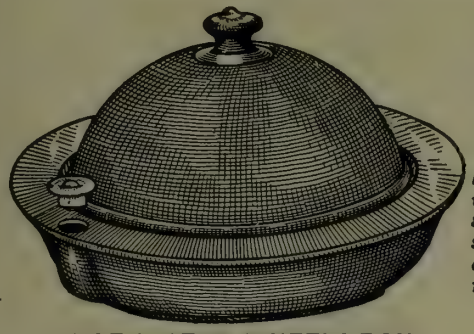
MONTREAL AND JAPAN

ORIGINAL LANGLEY WARE

MADE IN ALL SIZES



FRENCH COFFEE FILTERS



BROWN AND GREEN WARE

Made in three Sizes: 8 inches, 9 inches, and 10 inches.

HOT WATER MUFFIN PAN

WRITE FOR NEW ART GOODS ILLUSTRATIONS AND QUOTATIONS

British Columbia and Yukon Territory Agents
W. HARRY WILSON & CO. Vancouver

Sole Agents for Canada
CARVETH & COMPANY
600 Lindsay Building, Montreal



WE CLAIM

that about 3 pounds of

MOLASSINE MEAL

given to a horse daily in substitution of same weight of other food will keep him in

PERFECT HEALTH

all the year round, and prevent COLIC, DIARRHŒA, COUGH, WORMS, and OTHER COMPLAINTS.

THAT IT GIVES

A GLOSSY COAT

and keeps him up to his FULL CAPACITY FOR WORK.

Sole Importer

Andrew Watson, 91 Youville Square, **Montreal**



McLEAN'S HIGH-CLASS SPECIALTIES

White Moss Cocoanut, Essential Oils, Extracts, Colorings, all kinds Shelled Nuts, French Fruits and Pulps, Icing Powders, Egg Powders, Ice Cream Powders and Marshmallow Powders.

All these goods, which are the best of their kind, are prepared by the

CANADIAN COCOANUT CO.

107 Lagauchetiere St. W., Montreal

Grocers, Bakers and Confectioners will do well to send in their orders at a date as early as possible.

Telephone: Main 777.



More every day is being used—

The increase in sales of

"Cow Brand" Baking Soda

is due to its purity, strength, uniformity and absolute reliability in all its uses—

The housekeeper's attention need only be drawn to it once, it will be her constant demand when she wants baking soda—

This makes profit for you—

Are you taking advantage of it?

CHURCH & DWIGHT

Manufacturers

MONTREAL

Ewing's Always Pure Spices

Established 1845

This trade mark is your safeguard. No matter where you see it you can always depend upon its significance—**Absolute Purity.** To be sure of what you are selling and recommending to your customers always carry these goods under the above brand:

Cream Tartar — **Baking Powder**
Black Pepper — **White Pepper**
Allspice — **Gingers**
Cloves — **Nutmegs**

Spices whole or ground. Half a century's experience as a guarantee behind every package. Also **Corks** and **Capsules** for all purposes. The dependable kind.

S. H. EWING & SONS

96-104 King Street, Montreal
Phones: Bell Main 65 and Bell Main 155

20½ Front Street East, Toronto
Phone Main 3171

PACKARD'S
"SPECIAL"
SHOE DRESSINGS

Give the Retail Grocer a

Larger Percentage of Profit

than staple lines of groceries

EVERY PACKAGE GUARANTEED

If your wholesale dealer does not keep it in stock, write us.

L. H. Packard & Co., Ltd.

PACKARD BUILDING
9 to 17 St. Antoine St., - MONTREAL

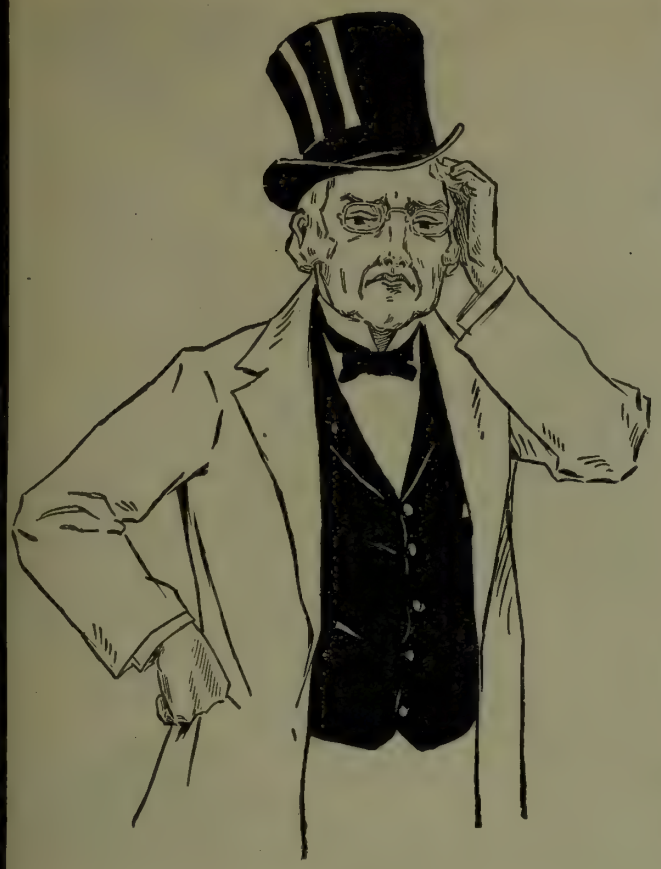
MANUFACTURERS OF HIGH-CLASS
SHOE DRESSINGS



FRENCH GLYCERINE
A Liquid Self Polisher, Retails at 10c.



BLACK "O"
A Liquid and Paste combined
Retails at 10c. Tin.



When in Doubt

ORDER THESE BRANDS OF RAISINS

F. W. Rowley
DENIA
Finest Selected

AND

S. Bodi
DENIA
Fine Selected

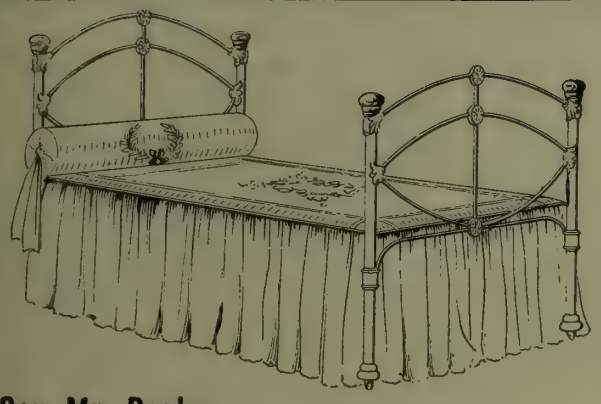
YOU are always sure of the best when ordering these famous raisins. Uniform quality and packing, unchanged for years, have given them an individuality it is impossible to equal.

Our SHELLED ALMONDS, in 14-lb. and 28-lb. boxes, merit your consideration at this season.
GREAT STOCK

UNDERDOWN & CRICHTON

London, Eng. Valencia, Spain Denia, Spain

Canadian Agents: Wm. C. Christmas, Montreal; E. T. Sturdee, St. John, N.B.; Grant, Oxley & Co., Halifax, N.S.; Eugene Moore, Toronto; W. H. Escott, Winnipeg; J. A. Kavanagh, Hamilton, Ont.



Say, Mr. Dealer:—
Polishing time is here

Brodie's Plate Powder for Silverware.

Brodie's Furniture Polish for highly polished woods.

Brodie's Liquid and **Paste Metal Polishes** for Brass, etc., are BRITISH and BEST

Any Merchant sending us a trial order of One Gross of the above lines assorted (subject to return if not as represented) we will send a White Enameled BED with Brass Trimmings absolutely FREE, made in two sizes, 3 ft. and 4 ft.

Write us to-day for prices

The Brodie's Manufacturing Co.
589 St. Paul Street : MONTREAL

REVERSE THE WHEEL OF FORTUNE

Turn failures into success. There is an absolutely sure and certain way that never fails. **Handle only reliable goods.**

Paterson's Worcester Sauce

is an article that gives uniform satisfaction—enough said.

ROSE & LAFLAMME, LIMITED
Agents, Montreal and Toronto

DIAMOND BRAND MAPLE SYRUP

DIAMOND BRAND CATSUP

EVERY DAY OUR BUSINESS INCREASES

WHY?

Because

of the Guarantee of Purity which

Diamond Brand

Specialties invariably carry.



Assorted Cream Caramels—$3.00 pail, 25 lbs. net.

Because

of the continued satisfaction that

Diamond Brand

gives dealer and consumer alike.

SUGARS AND CANNERS Limited, - Montreal

RYAN BROS., Winnipeg, Agents Manitoba, Saskatchewan and Alberta.

DIAMOND BRAND RELISHES

DIAMOND BRAND PICKLES



THE A 1 SAUCE

A Fine Tonic and Digestive.
An Excellent Relish For
"FISH, FLESH or FOWL."

Simply A 1.
Pleases everyone.
The Public WILL have it.
Sold all over the world.

For full particulars and prices write our Agents:

GENERAL AGENT—H. HUBBARD, 27 Common St., Montreal
THE WEIR SPECIALTY CO., 561-563 Yonge St., Toronto
J. READ, St. John, N.B.
R. T. TINN, 337 Hastings St. W., Vancouver, B.C.

BRAND & CO., LIMITED

Purveyors to H.M. the King, Mayfair Works, Vauxhall

LONDON - ENG.

The Zenith of Broom Quality



H. W. Nelson & Co., Limited, Toronto, Ont.

OUR ZINC *and* COPPER ETCHINGS

By the New Levy Acid Blast Process

are deeper and cleaner than can possibly be produced by any other method. They print better on cheaper paper and last longer with less make-ready, and are nearer perfection in printing plates than has ever been attained before.

LET US MAKE A PLATE FOR YOU

TORONTO ENGRAVING CO. LIMITED

92-94 BAY STREET

SOLE LICENSEES FOR TORONTO AND SURROUNDING TERRITORY

A Good Line



Catch of the Season

SOLD AT THE FOLLOWING PRICES:

PINK LABEL,	1s and ½s	Costs you	30c. per lb.
		You sell at	40c. per lb.
GOLD LABEL,	1s and ½s	Costs you	35c. per lb.
		You sell at	50c. per lb.
LAVENDER LABEL,	1s and ½s	Costs you	42c. per lb.
		You sell at	60c. per lb.
GREEN LABEL,	1s and ¼s	Costs you	50c. per lb.
		You sell at	75c. per lb.

Canisters

GOLD TINS,	5s	Costs you	35c. per lb.—$1.75
		You sell at	50c. per lb.—$2.50
GOLD TINS,	3s	Costs you	35c. per lb.—$1.05
		You sell at	50c. per lb.—$1.50
GOLD TINS,	1s	Costs you	36c. each
		You sell at	50c. each
GOLD TINS,	½s	Costs you	18c. each—36c. per lb.
		You sell at	25c. each—50c. per lb.
RED TINS,	½s	Costs you	35c. each—70c. per lb.
		You sell at	50c. each—$1.00 per lb.
RED TINS,	¼s	Costs you	18c. each—72c. per lb.
		You sell at	25c. each—$1.00 per lb.

Head Office and Factory for Canada: 266 St. Paul Street, MONTREAL

GIVE US A TRIAL ORDER AND BE CONVINCED OF THE QUALITY

Yours truly,

RAM LAL'S PURE TEA CO., LIMITED

To the Grocery Trade of Canada:

DEAR SIRS:—

We would respectively call your attention to an account of the purchasing of

"SALADA"

Tea in Colombo, Ceylon, which appears on page 92 of this issue. We think it will prove interesting and may convey to you a chapter of the Story of Tea which heretofore has been unknown to you.

Sincerely Yours,

The Salada Tea Co.

Toronto and Montreal

QUAKER CANNED GOODS

Packed by

The Bloomfield Packing Co.

at Bloomfield, Ont.

A WORD TO THE WISE

Before placing your order for 1909 pack, bear in mind that not only are

ESSEX BRAND CANNED GOODS

equal in quality and appearance to the best Brands on the market, but in selecting this Brand you have the decided advantage of getting just what you want, in the sized packages suitable for your trade.

ESSEX BRAND COMPRISES

FRUITS AND VEGETABLES of all kinds in 2's, 3's and gallon tins.

CATSUP in 10, 12 and 16 oz. and quart bottles; 2 lb., gallon tins, and jugs.

JAMS of all flavors, 12, 16 oz. glass; 5, 7 and 30 lb. pails.

APPLE BUTTER in 3 and 5 lb. stone jars.

APPLE JELLY in 1 lb. glass jars.

PORK AND BEANS in 1, 1½, 2 and 3 lb. tins, plain and with Tomato Sauce.

BESIDES WE CAN FURNISH

TOMATO PULP, regular; TOMATO PULP, finished; APPLE PULP; APPLE JUICE. Packed in good oak barrels.

OUR SPLENDID ASSORTMENT ENABLES US TO SUPPLY ALL YOUR WANTS, WHETHER THEY ARE LARGE OR SMALL

We Want Protection—We Want Your Trade

THE ESSEX CANNING & PRESERVING COMPANY LIMITED

ESSEX, ONTARIO

Mr. Grocer and Customers

HERE we are again cleared out of our last season's pack. That means you will have a chance to get more of the fresh, palatable goods packed by the Old Reliable factory at Belleville, which does its own processing, consequently you get quality every time.

Our long experience in Canning and supervising of growing the raw products, from the time the seed is sown until the goods are shipped, gives us a superior article that only can be produced by long, practical experience, combined with cleanliness and the most up-to-date process and machinery that can be procured.

Let us enumerate a few of the reasons why our goods are of a superior class and stocked by the careful grocer:

We make our own cans, only the best tin-plate that can be procured is used, consequently swells are a thing of the past, which saves a lot of profanity.

We attend to the practical side ourselves, consequently our goods are always uniform and attractive.

Our label, which has pleased our customers in the past, will be elegant this year, and with the contents inside the can, will please them much better, because they know they are canned in our own factory.

Our goods, once introduced, means you have a customer for life. Then don't disappoint him, but order early before our next year's pack is all booked.

ASK FOR QUEEN BRAND

"PEERLESS" Brand
Canned Goods

are, in quality, just what the brand denotes, beyond question the finest output of any Canadian factory.

Put up by the Beamsville Preserving Co., Limited.

SOLE DISTRIBUTORS:

WARREN BROS. & CO., - LIMITED
TORONTO and KINGSTON

Making the Customers Come Back

That's just what

"Pride of Niagara Falls" Brand Canned Goods

have been doing this Season

They'll keep on doing it. It's all owing to the quality and methods employed in the most modern and sanitary factory in Canada. We have on hand

Select Hand Picked Tomatoes
Refugee Wax Beans

These are not cheap goods but THE BEST. Can be obtained through the following agents:

Eby-Blain, Limited, Toronto. **Frank L. Benedict & Co. Montreal**

F. H. Wiley, Winnipeg, Western Agent.

Always Reliable

That's one of the distinguishing characteristics of our products. Invariably they are sure to please the most exacting palate. It's the flavor of nature, combined with purity, which makes our canned fruits and vegetables so enjoyable and appetizing.

The Old Homestead Brand

is satisfying and wholesome. The contents of each can are just right. From the garden and orchard until the goods reach the consumer no detail is neglected. You can stock our lines knowing that they are a trade building medium, advantageous alike to seller and purchaser.

Specify Old Homestead Brand
WHEN ORDERING FROM YOUR JOBBER.

The Old Homestead Canning Co.
Picton **Ontario**

More Profit in Canned Goods

is only possible to the grocer who handles a brand which is so good as to excite commendation. The news of an extra good brand of canned goods soon spreads in any locality, because, as you know, a pleased customer is a splendid advertisement.

RIVERDALE BRAND

is the Brand of Unparalleled Excellence

Our policy is to use only the highest grade of sound, properly-grown, full-flavored fruits and vegetables grown in the acknowledged garden district of Canada. Our factory is a model of up-to-the-minute completeness, containing every approved scientific appliance for the better packing and preserving of fruits and vegetables. Result, a product so good that

Every Grocer Is Protected

who is wise enough to handle it, from the loss which he might easily sustain by handling inferior goods.

ALL THE BEST JOBBERS HANDLE RIVERDALE BRAND!

The Lakeside Canning Co., Limited

Wellington, - Ontario

Did You Ever Hear the Story

of the grocer who said that people weren't very particular as to Brand? He's dead. But the retailer who handles

FARMER BRAND
Canned Fruits and Vegetables

is very much alive. He's got to be. It just keeps him on the jump supplying the demand for these goods. This only goes to show that QUALITY is at any time and always the first consideration with careful buyers. Handle the goods whose quality counts.

Farmers' Canning Co., Limited

BLOOMFIELD, · ONTARIO

HIT UP MONTREAL !



J. Walter Snowdon

We are no knockers, but we are the hammers you are looking for to knock down a share of profitable business for you.



W. Geo. Borland

GIVE US YOUR AGENCY

Nine years' connection with the trade. A1 standing with all, particularly with the best retail grocers. Every facility for expeditious and satisfactory handling of your business in Montreal City and district if you are not presently represented here.

If your goods are the best and your proposition a fair one, we are the sales promoters you are looking for here.

We'll do the work if you say the word. Experts at introducing new lines and working up paying trade.

Two more agencies all we want—good ones. Something in the undermentioned lines preferred, but open for any legitimate grocery proposition capable of development :

PICKLES CANNED GOODS CATSUP BISCUITS

Get a line on us before we close with the other fellow.

SNOWDON & BORLAND

Manufacturers' Sales Promoters

34 GUARDIAN BUILDING MONTREAL

"I WANT MY MONEY'S WORTH"

Of course you do, but are you getting it?

Don't think that because you have been "Held Up" in the past you will be in the future HONEST VALUE to our customers has always been our motto, and it always will be. Because other mill manufacturers make exorbitant profits on inferior goods is no reason for us to follow in their footsteps. And we DON'T intend to. Quality before quantity and a satisfied customer ALWAYS WAS, and will continue to be, our best reference and advertisement.

This mill will granulate 1½ lbs. coffee exceedingly fine in 1 minute. We underestimate its capacity rather than overestimate it. Users tell us they granulate 2 lbs. per minute. Another noteworthy feature is its simplicity, for it can be connected direct to your lamp socket. This eliminates extra expense for special wiring. Nickel-plated 2-lb. copper is part of regular equipment.



You can't beat it for compactness, neatness and stability. Length, 17 in.; width, 12 in.; height over all, 28 in.; weight, 80 lbs. You see, it takes but very little space and still fills in very attractively on account of its exquisite finish and beauty of appearance. And the price for complete machine ready to operate is $60 for D.C. current, and $70 for A.C. current.

Do you know that we have been manufacturing Coffee Mills for nineteen years and think we know how. Don't think that because the price is low the quality is likewise. We guarantee each machine perfect.

Coles Manufacturing Co.

1615 North Twenty-third St. - PHILADELPHIA

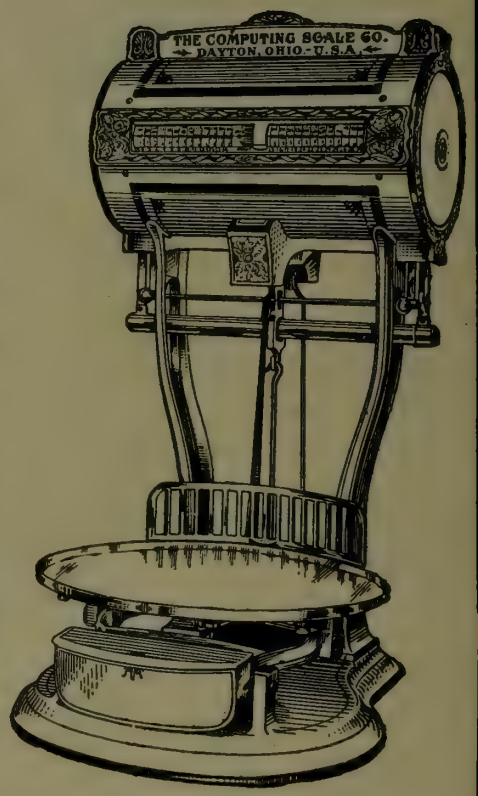
FOR SALE BY

CHASE & SANBORN, Montreal.
TODHUNTER, MITCHELL & CO., Toronto.
YOUNG BROS., Vancouver, B.C.
GORMAN, ECKERT & CO., London, Ont.

Famous
Dayton Scales

The Scale with the Guarantee, and the Guarantee backed up by our Canadian Factory

The scale that saves time, money and worry. The Dayton is the only scale that is fitted with an **automatic thermostat,** which **regulates the scale in every temperature.** No other scale maker can use this **wonderful invention,** as we have all patents on it. **Remember, the Dayton Scale fitted with the automatic thermostat is always right. Hot or cold weather makes no difference with it. Other scales may change in cold weather or hot weather, but the Dayton does not.**



We say to the merchants of Canada : "The Dayton Scale will positively stop the giving of overweight." We can prove it to you. **The thousands of merchants who have bought Dayton Scales prove this every day.**

There are more Dayton Scales sold than all other computing scales combined. There is a reason for this, and the Dayton Scale is acknowledged to be the finest scale in the world.

When you buy, be sure you get the finest, and remember **the Dayton costs no more than the cheaply made grade of computing scales offered on the market to-day.**

Send in your card, and we will have a scale demonstrated to you. You will be under no obligation to buy it.

Do not buy the imitation. Buy the original famous Dayton Scale.

The Computing Scale Co. of Canada
Limited

164 King St. West - Toronto, Ont.

LONG DISTANCE TELEPHONE MAIN 2204

Book-keeping Without Books

The Up-to-date Total Forwarding System

Over 50,000 in Use in the United States

It handles your accounts with only one writing.

It stops all forgetting to charge goods.

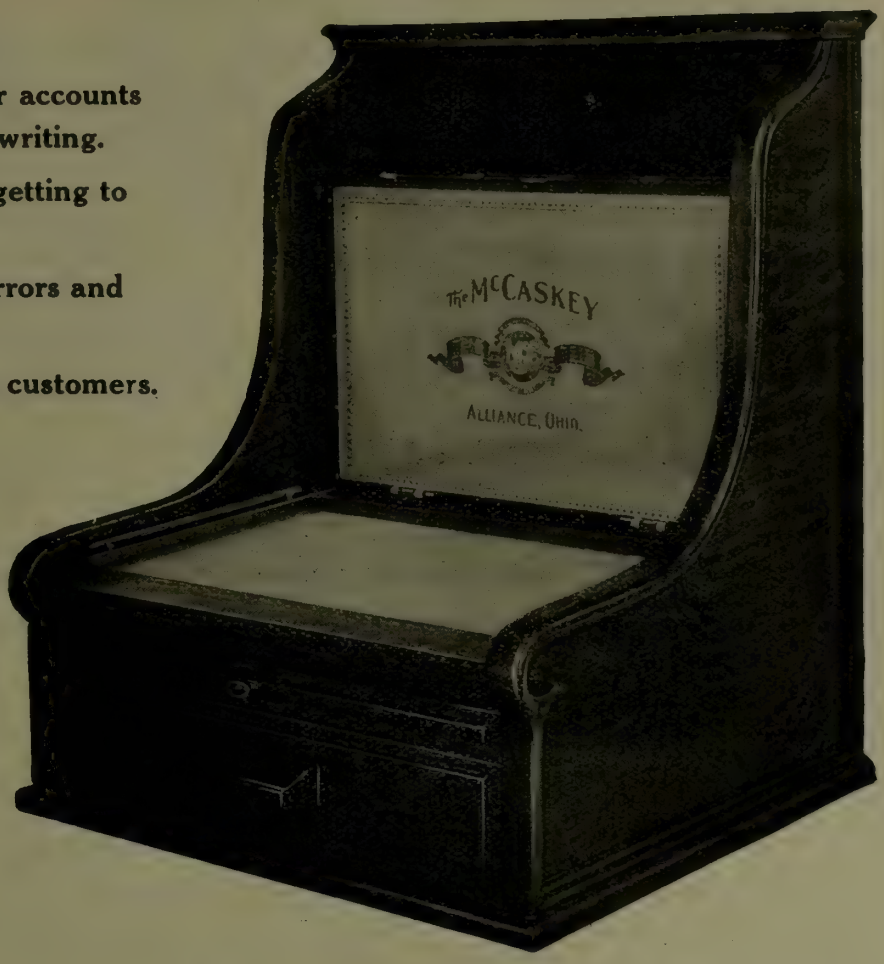
It eliminates errors and disputes.

It pleases your customers.

It draws new trade.

The greatest collector ever invented.

No night work copying and posting accounts.



It takes care of Cash Sales, Credit Sales, Cash on Account, Produce and Exchange Sales, C.O.D. Sales.

Gives you COMPLETE DETAILS of your business.

A Money Earner and Money Saver

MADE IN SIZES TO FIT YOUR BUSINESS

If you do a Credit Business, you should have a Credit Register

WRITE US FOR FURTHER INFORMATION

The McCaskey Register Company

Corner Hughson and Rebecca Streets

Hamilton, - Canada

FIREPROOF



STORAGE

LOWEST INSURANCE RATE IN THE DOMINION

Bond. **Excise and Free.** **Customs Brokers.**

Close and Direct Connection all Railways, Inland and Ocean Navigation
Shipping Points. City Deliveries.

Terminal Warehouse and Cartage Co., Ltd.

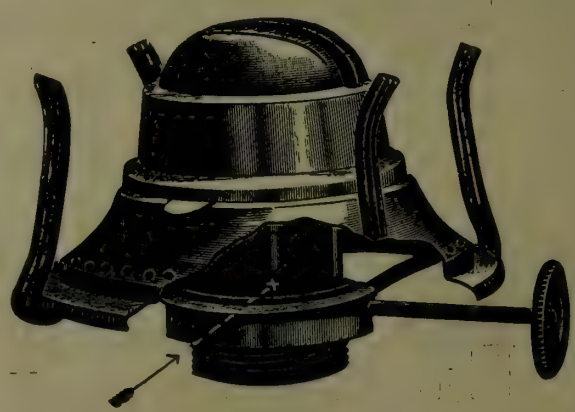
12-13 Grey Nun Street, - . - - MONTREAL

BANNER TRADE MARK.

Superiority of Lamp Burners

BANNER TRADE MARK.

All our well-known makes of Lamp Burners, such as "ONTARIO," "CANADA," "BANNER," "CLIMAX," "HICONE," "SECURITY," and "BING," have the screwpart covered over with a cap which prevents the accumulation of dust, charred wick and matches, dead insects, etc., thus becoming saturated with oil and liable to catch fire or clog the wheels.



GUARDS are strong and substantially put on. The lower ends are securely fastened to the body of burner and are also clamped on in such a way that they cannot pivot around as they would if only held by a rivet.

RATCHETS are forced onto the shaft so they cannot become loose and do not require soldering.

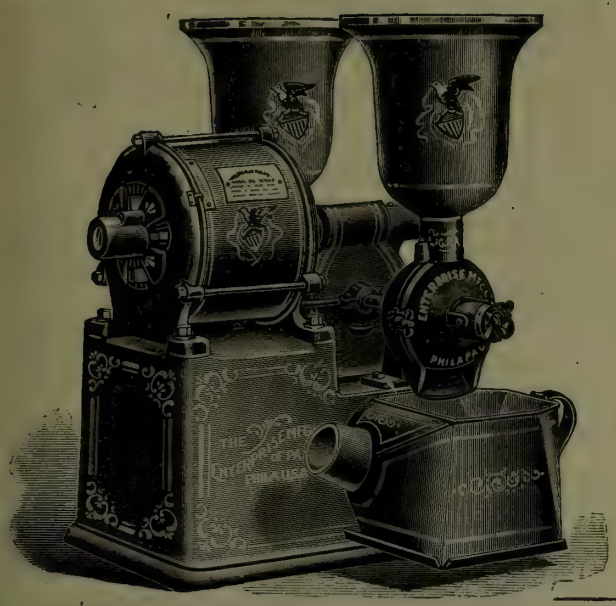
MATERIAL. We use the very best quality of brass obtainable and every burner is lacquered so as to retain the bright finish.

GUARANTEE. Every burner of our manufacture is fully guaranteed.

Ontario Lantern & Lamp Company, Limited

HAMILTON, ONTARIO

"Enterprise" Economy



An Enterprising grocer, who does things *right*, uses an **"Enterprise" Electrically-Driven Coffee Mill.**

The right way is also the cheapest way in the end. It always *pays*. Take the experience of the Philadelphia grocer who grinds 15,000 pounds of coffee a month with an "Enterprise" Mill electrically-driven at a cost for current of $3.00.

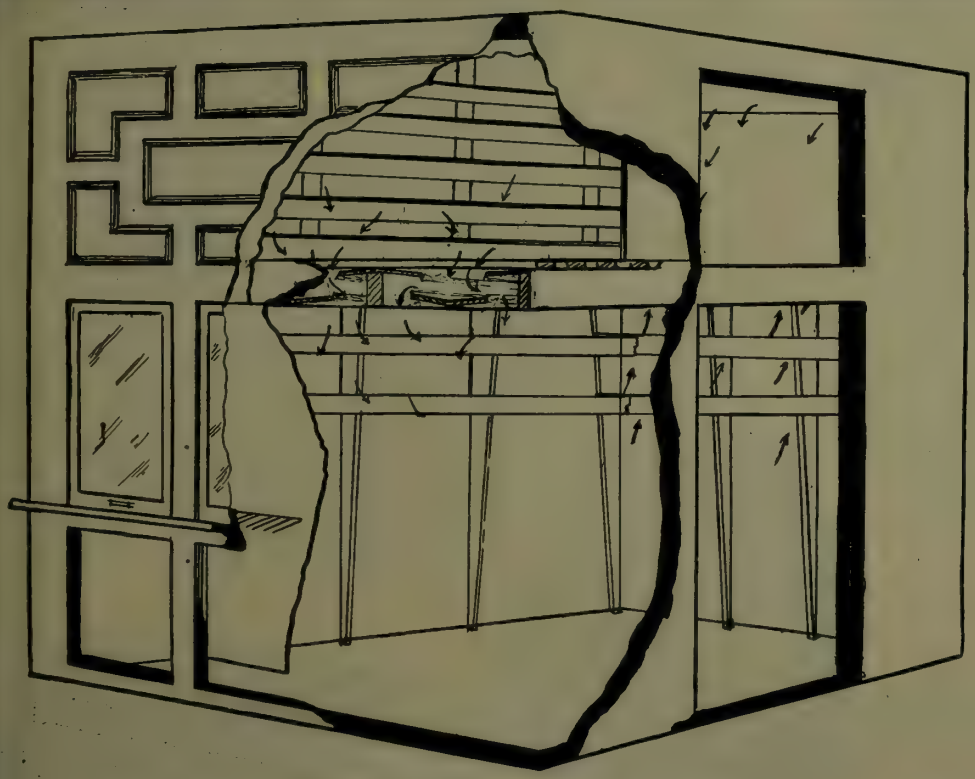
He bought the Mill as a great convenience—a time and labor saver, and an up-to-date attraction for his store. Its economy astonished him.

Look through our catalogue and you will find Mills of any capacity, any power required, for direct or alternating current. Your local power supply company will co-operate with advice and assistance.

The Mill illustrated here is No. 08712, fitted with ½ horse power motor for alternating current. Capacity of each iron hopper, 6 pounds of coffee. One Mill is fitted with grinders for granulating, the other for pulverizing. Granulates 2 pounds of coffee per minute, and can be regulated for fine or coarse grinding while mill is running. If you haven't the catalogue showing all our Mills, write for a copy to-day.

The Enterprise Manufacturing Co. of Pa.
Philadelphia, U.S.A.

21 Murray Street, New York — 438 Market Street, San Francisco



The ARCTIC REFRIGERATOR

for BUTCHERS and GROCERS

The Pioneer Refrigerator of Canada

The accompanying cut will give some idea of the scientific construction of the Arctic Refrigerator. There is no refrigerator on the market that will give the same results.

The circulation of air is perfect, being widely distributed over the cooling room, below the pan. A temperature as low as 34 can be obtained, which will give you some idea of the keeping qualities of the Arctic. The air is perfectly dry.

Our Grocer Refrigerators are all built on the same principle, and our assortment of styles is unequalled.

For further particulars, write for catalogue.

REPRESENTATIVES:

RYAN BROS.
147 Bannatyne Ave., WINNIPEG.

WOLF, SAYER & HELLER
MONTREAL, QUE.

MANUFACTURERS:

JOHN HILLOCK & CO., Limited
154 George St., TORONTO.





ESTABLISHED A.D. 1840

What About

LAUNDRY *and* HOUSEHOLD REQUIREMENTS

such as Washboards, Mops, Tubs, Pails, Brushes, Clothes Baskets, Soiled Linen Baskets, etc.?



There is money coming to the man in your locality who pushes strong on these lines at this or any other season.

You be the man!

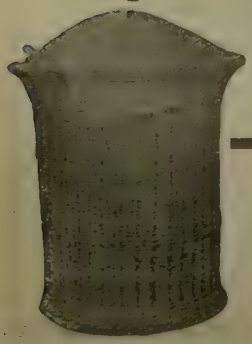


We can quote you some interesting prices on all these lines.

WRITE US FOR QUOTATIONS

H. W. NELSON & CO., Limited

TORONTO : : ONTARIO





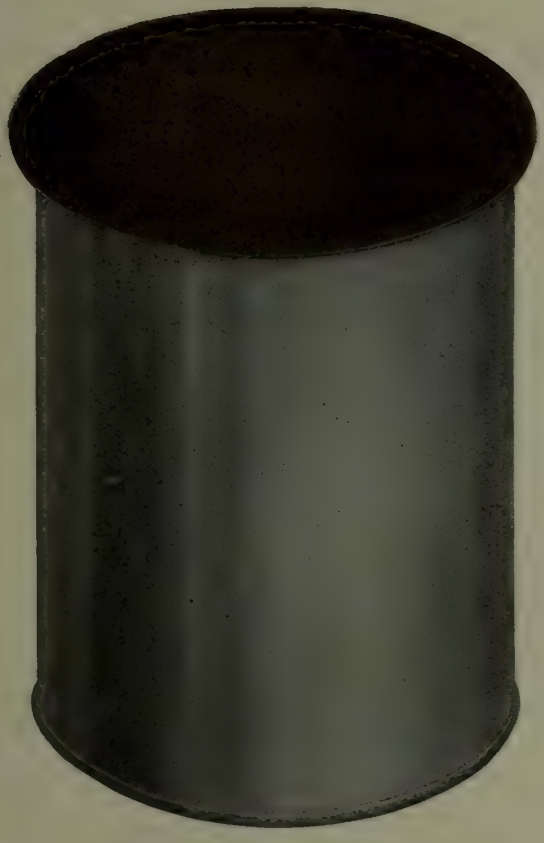


SANITARY CANS

RAISE THE STANDARD OF QUALITY OF ALL CANNED GOODS

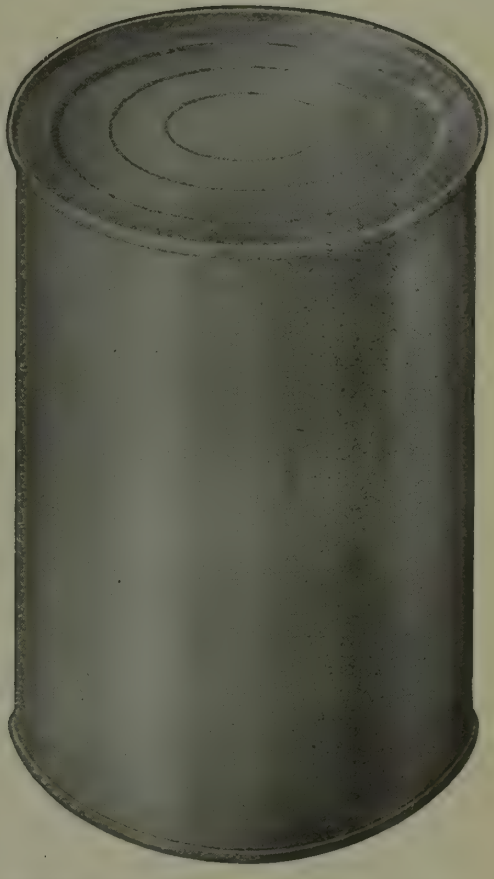
Sanitary Enamel Cans Preserve the Flavor and Color

of Strawberries, Red Raspberries, Black Raspberries, Blackberries, Blueberries, Sour Cherries, Beets, etc.



Entire End Open for Filling.

Sanitary Cans Sealed without Solder or Acid



Sanitary Can Sealed—"Bottom like the Top."

SANITARY CAN COMPANY, Limited

NIAGARA FALLS, - ONT.

Egg Nudeln—

Golden Seal Brand.

A product of Fresh Eggs and Highest Grade Flour. Superior to Macaroni. Get a Sample---Cook it---Eat it! You will then need no further urging to buy.

Matzoths—

(Unleavened Bread)

Have you tried this product with good butter and coffee, tea or chocolate? Just the thing for afternoon teas. Packed in round paper cartons.



Cremegg—

Something New for Canadian Confectioners. The Original Egg Creme Fondant. Known throughout the States as the best aid to the Candy Trade. It mellows and preserves, besides giving that desired luscious taste so much sought by the particular.

Cones—

(Ice Cream Containers)

Small, Medium, Large

Both 1c. and 5c. sizes.

Used everywhere in parks, picnic grounds, fairs, etc. Quality and quantity guaranteed.

Marshmallow Penny Pieces.

Write for Samples.

Anger Baking Company (Distributors)

NEW YORK

Established in the Pure Food Industry over 60 Years

Build Your Trade With Quality

Experience proves beyond a doubt that people will go a long way to a store that has a reputation for quality. And hundreds of grocers have discovered that

SHIRRIFF'S GOODS

Are of the Highest Quality, only



SHIRRIFF'S
ORANGE
MARMALADE



SHIRRIFF'S
JELLY
POWDERS



SHIRRIFF'S
CONCENTRATED FRUIT
ESSENCES

Used to-day by best people throughout Canada.

They are Ready, Steady Sellers.

Prices Gladly Quoted on Request

IMPERIAL EXTRACT CO.

TORONTO, - CANADA

Harold F. Ritchie, Winnipeg
Montreal:—W. S. Silcock, 33 St. Nicholas St.
Quebec:—Albert Dunn, 67 St. Peter St.
W. H. Lyne-Usher, Halifax

THE IMPORTANCE OF GOOD GROCERY FIXTURES IS SECOND ONLY TO THAT OF A WELL-SELECTED STOCK



WALKER BIN FIXTURES will

Build up a new business,
Put new life into a dead business and
Improve and make more profitable
the best grocery business in Canada.

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

The Walker Bin & Store Fixture Co., Limited

Designers and Manufacturers of Modern Store Fixtures

Berlin, Ontario

Representatives { Montreal; Kenneth H. Munro, Coristine Bldg.
Manitoba: Watson & Truesdale, Winnipeg, Man.
Saskatchewan and Alberta; J. C. Stokes, Regina, Sask.

Bad Bills--Slow Collections Something's Wrong

When a grocer fails his reason is usually: "bad accounts," or "couldn't collect." What's the use of such talk, when there's away to prevent the trouble?

ALLISON Coupon Books

Enable the grocer to keep all credit customers "under his thumb." And the best part of it is, the customers like the plan. Allison Coupon Books not only save many a dollar, but they SAVE MANY A BUSINESS.

How They Work



A man wants credit. You think he is good. Give him a $10 Allison Coupon Book. Have him sign the receipt or note form in the front of the book, which you tear out and keep. Charge him with $10 — No trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on until the book is used up. Then he pays the $10 and gets another book. No pass books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best.

For Sale by the Jobbing Trade Everywhere.
Manufactured by

ALLISON COUPON CO., Indianapolis, Ind.



ABSORBINE

will reduce inflamed, swollen Joints, Bruises, Soft Bunches. Cure Boils, Fistula or any unhealthy sore quickly; pleasant to use; does not blister under bandage or remove the hair, and you can work the horse. $2 per bottle at dealers or delivered. Horse Book 7 D free.

ABSORBINE, JR., for mankind, $1.00 per bottle. Reduces Varicose Veins, Varicocele, Hydrocele, Goitre, Wens, Strains, Bruises, stops Pain and inflammation

W. F. YOUNG, P.D.F., 204 Temple St., Springfield, Mass.
LYMANS Ltd., Montreal, Canadian Agents.



OUR GROCER REFRIGERATOR

There's a Warmer Time Coming

when you will require an up-to-date refrigerator, equal to your present requirements. We have it, every part of which outside and inside from top to bottom is strictly high-grade, besides its appearance. They will give perfect results, save your ice bills, and increase your profits by keeping your perishable goods in salable condition. Write for catalogue.

"DON'T FORGET IT"

The Ham & Nott Co., Limited

BRANTFORD, - CANADA



COMBINATION GROCER AND BUTCHER

TEA LEAD

Best Incorrodible

Buy "PRIDE of the ISLAND" Brand

as extensively used for years past by most of the leading packers of Tea in Canada

ISLAND LEAD MILLS LIMITED,

Tel. Address: "Laminated," London.
A.B.C. Codes used 4th and 5th Editions.

LIMEHOUSE,
LONDON, E., ENG.

Canadian Agents: ALFRED B. LAMBE & SON, TORONTO.
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL.

THIS RAIN WON'T LAST FOREVER!



Looks like it, but it will not. So order an awning and be prepared for the sunny days that are coming.

THOS. SONNE, Sr.

193 Commissioners Street
MONTREAL

—BUY—

Star Brand

COTTON CLOTHES LINES

—AND—

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For Sale by All Wholesale Dealers.

SEE THAT YOU GET THEM.

Wolverine **Show Case**



The best show case made in America for the money.

Price, $4.50 per foot f.o.b. Detroit

W. H. ESCOTT
141 Bannatyne Avenue, Winnipeg, Selling Agent

No. 100.
This case is finished in golden oak—Beveled plate top —Shipped K.D.—

Made by

Michigan Show Case Co., Detroit, Mich.



The Elgin National Coffee Mills

40 Sizes and Styles

They are the
Fastest Grinders
Easiest Runners

Ask any wholesale grocer, tea and coffee house or jobber for prices



WOODRUFF & EDWARDS CO.

MAKERS

ELGIN, ILLINOIS, U.S.A.



"GLOBE" with Percolator.

This pot speaks for itself. When tea is drawn take the Percolator out and tea remains free from tannin.

We make seven sizes of this, also The Champion Tea Pot. Send for price list.

Fisher Electric Coffee Mills



are made in Canada and are under a Canadian guarantee. They are beautiful in style and finish, simple in construction, efficient and inexpensive in operation, easy to install—and in a few words—cheaper and better than any Electric Mill on the American Continent.

Manufactured by

The A. D. Fisher Co.
Toronto Limited

R. CAMPBELL'S SONS

HAMILTON POTTERY

HAMILTON, - ONTARIO

Perfection Cheese Cutter

Sold by Wholesale Grocers all over the World.



Made for Everybody.

The Simplest, Safest, Easiest.

Accurate, Rightly Finished, Lasts the Longest.

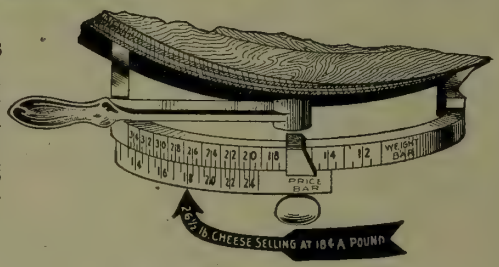
The name is on the handle.

Price, **$17.50**

Instructions

Set price mark opposite total weight mark. Now every time lever is raised you measure off 5 cents' worth of cheese.

That's All.



Sole Manufacturers:

American Computing Co.

of Canada

Hamilton, Ontario

Laws Grocer's Manual

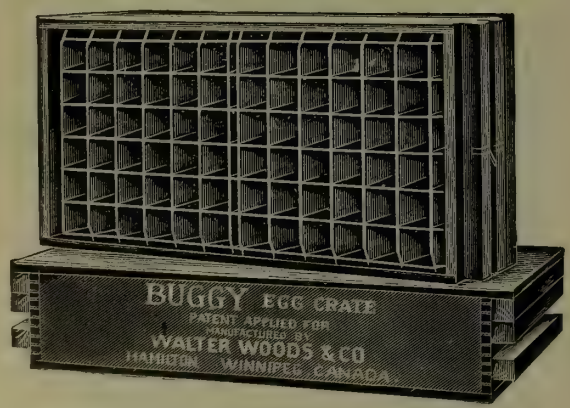
A BOOK FOR GROCERS

IF you want to understand your Business—If you desire to know all there is to know about the goods you sell, **Laws Grocer's Manual** is the book in which to find it. There is a wealth of information for retail grocers and their clerks between its covers—None can afford to be without it. New Illustrated Enlarged Edition containing 1188 pages.

W. Clowes & Sons, Ltd.

24 Cockspur Street, London, S.W.

Buggy Egg Crate



Everybody Says So:

"Just the thing" "Been looking for this"

"Well, how simple" "So handy"

Every Dealer Should Have Them

Walter Woods & Co.

Hamilton and Winnipeg

EUREKA REFRIGERATOR



In order that food stuff may be kept properly a refrigerator must have no stagnant air. The Eureka System is so perfect that no stagnant air is possible. Food kept where circulation is imperfect soon spoils. Eureka Refrigerators are used by leading Grocers and Butchers in all parts of the Dominion.

WRITE FOR CATALOGUE

EUREKA REFRIGERATOR COMPANY, LIMITED

54 and 56 NOBLE STREET, TORONTO, Canada

Near Queen Street Subway

To Wholesale Trade

We can offer Spot and Future Pack

BRITISH COLUMBIA

SALMON

All grades—at "Do-Business Prices."

GEO. A. STONE, Vancover, B.C.

Gandy & Allison

Importers and Dealers in

SALT, FIRE BRICKS, CLAY, PORTLAND CEMENT, BUILDING MATERIALS AND GENERAL MERCHANDISE.

Maritime Agents "PETERS" Celebrated Portland Cement.

Warehouses: 16 North Wharf and 2 and 3 York Point Slip.

ST. JOHN, N.B.

WE WANT TO HELP YOU TO GET MORE COFFEE BUSINESS



There's money in the coffee business, Mr. Merchant, and we can help you make it the most profitable department of your store.

The "Royal" electric coffee mill has increased the business of thousands of dealers, some as high as 300%, and it CAN increase YOURS.

Mr. V. Wellington, Louisville, Ky., writes us as follows,—

"I value my mill more and more every day and would not be without it. Have more than doubled my coffee business since installing the machine."

We make the largest line of electric coffee mills and electric meat choppers in the world. "Royal" mills and choppers are sold on easy payments.

Our motto is THE BEST MACHINE IN THE WORLD AT THE LEAST COST TO YOU.

Write to-day for a free copy of our latest catalog that tells all about the "Royal" line.

The A. J. Deer Co.

319 West Street, Hornell, N.Y., U.S.A.

The Bradley Stencil Machine

Covered by 8 Patents
Has stood the test of years

Over 10,000 in use in the United States

Over 250 in use in Canada

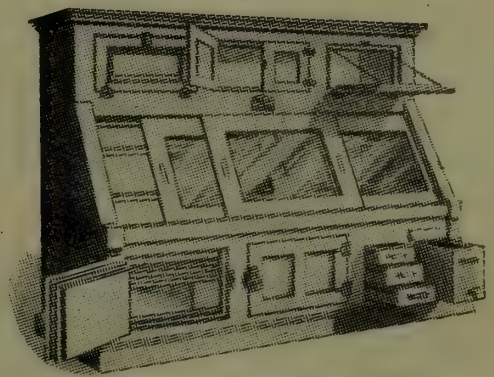


Send for particulars to

The Hamilton Stamp & Stencil Works, Ltd., Agents for the Dominion of Canada, Hamilton, Ont.

Aubin's Patent Refrigerators

GROCERS should not be without one



Perfect Dry Air Circulation System

Highest Testimonials from Leading Grocers in Canada

Made in 10 styles

Silver Medal, Quebec Exhibition
Diplomas—Ottawa, Montreal and Toronto

WRITE FOR CATALOGUE

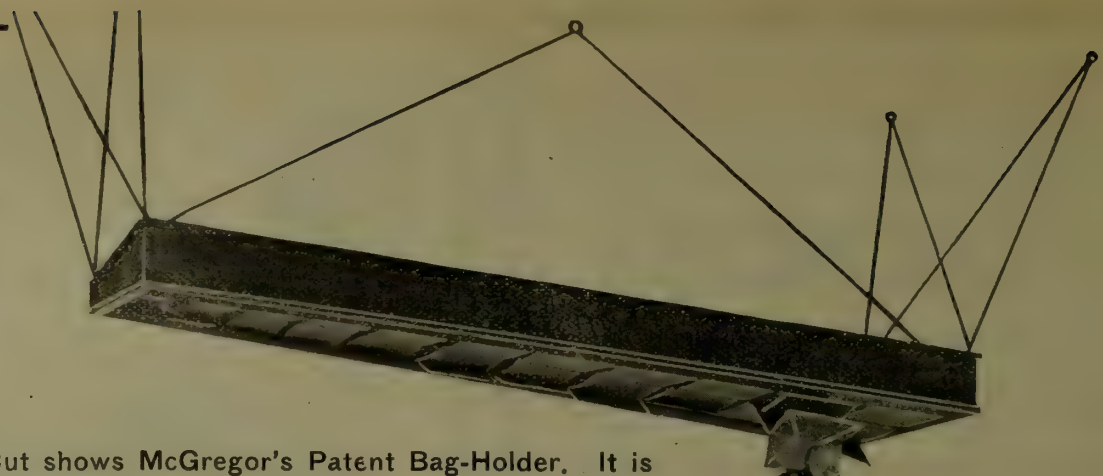
C. P. FABIEN, *Proprietor and Manufacturer*

OFFICE AND FACTORY
31 to 51 St. Cunegonde St.
MONTREAL, CANADA

SAMPLE ROOMS
1351 Notre Dame St. West

Branches at Ottawa, Quebec, Winnipeg and Windsor, N.S.

A REAL TIME-SAVER



This Cut shows McGregor's Patent Bag-Holder. It is

"THE" PAPER BAG HOLDER

Holds every size of grocery bag from 1/4 to 10 lbs. Hangs right above your counter with every bag ready to your hand. Saves waste in bags. Saves space. And is a handsome fixture into the bargain. No up-to-date store should be without one.

WRITE FOR CIRCULAR AND PRICES

KILGOUR BROTHERS

19 Wellington Street West, Toronto, Ont.



Something You Can Stock Steadily



and sell rapidly is

SNAP

The Hand Cleaner

It is the very best product on the market. Customers will have no cheap and inferior imitations. Snap is the only genuine and original.

ASK YOUR JOBBER.
SEE WHAT HE SAYS.

The Snap Company, Limited

Montreal, - Canada

Wonderfully Good Value!

Are you selling the kind of soap that makes housekeepers think yours is **the** store for good value? You can do this by selling

WONDERFUL SOAP

AND

SOAP CHIPS

Wonderful Soap is remarkably pure and hard, and will do more work to the bar than any other soap you ever handled. As for Soap Chips---their equal in efficiency and economy for large washings has yet to be discovered.

We pay Freight on Five Case Lots

Write us for quotations

THE GUELPH SOAP COMPANY

Guelph Ontario

Raking in the Dollars

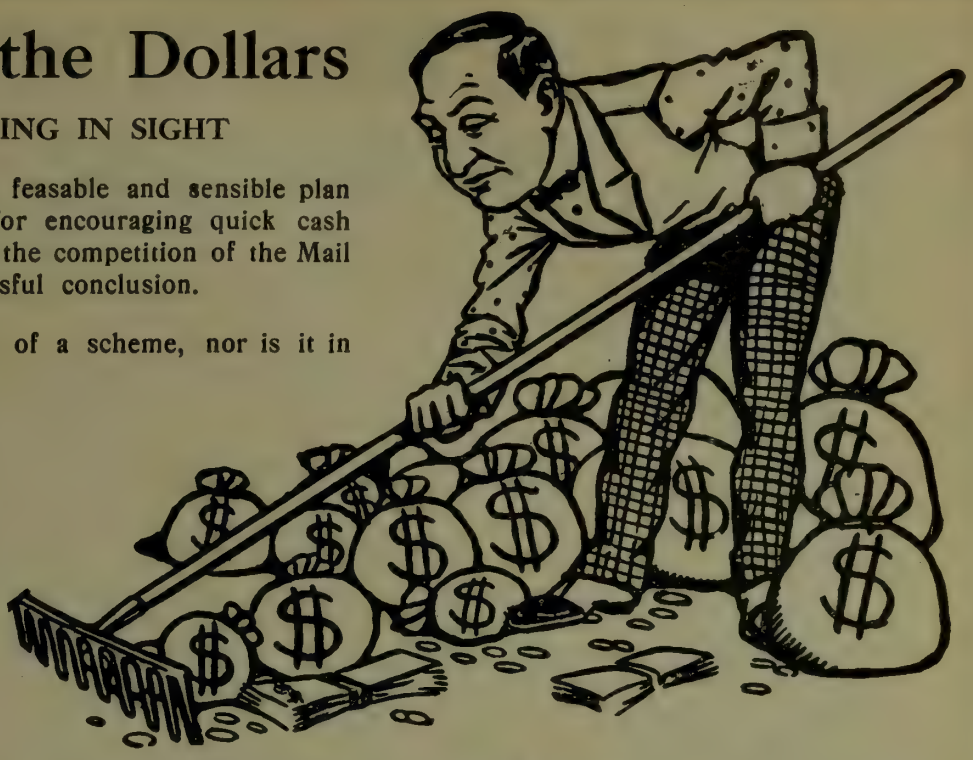
THE BEST THING IN SIGHT

We have a reasonable, feasable and sensible plan of long established merit for encouraging quick cash sales and helping you fight the competition of the Mail Order Houses to a successful conclusion.

It is not in the nature of a scheme, nor is it in any way an experiment.

The expense is a mere bagatelle compared with the resulting benefits to your business, and all we ask is the favor of a trial.

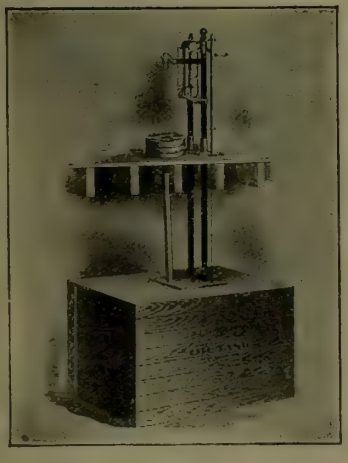
Drop a card for full information to



The British Canadian Crockery Co., Limited

25 Melinda Street, - Toronto

Saves Money at Every Point



CUT 1
CELLAR OUTFIT

The Bowser Self-Measuring Oil Tank prevents the loss or waste of a single drop of oil—and oil is money.

The Bowser enables you to wait on customers in one-tenth the usual time—and time is money.

The Bowser eliminates almost all the labor usually required to care for the oil—and labor is money.

When you realize that you are now actually losing the money which the Bowser would save for you, can you afford to be without one?

Write us for catalog 5044. It is free.

S. F. BOWSER & CO., Inc.

66-68 FRAZER ANENUE, TORONTO

If you have an old Bowser, and want a new one, write for our Liberal Exchange Offer.

W. P. DOWNEY'S



White Dove Brands are always



A Guarantee of Absolute Purity

26 St. Peter St. - Montreal

TRADE MARK KEYSTONE BRAND REGISTERED

Klondike, Jubilee and Sterling Brooms

Among the many brands of Brooms there are none so well known the country over as Klondike, Jubilee and Sterling. This is not the result of any extensive advertising campaign, but they have *come to the top solely upon their merits.*

For the customer who wants a good heavy Broom, made of the very finest corn and having *great staying qualities*, there is no Broom to equal the **KLONDIKE** and when once used no substitute is accepted.

For those who desire the *highest quality*, with plenty of elasticity and medium weight the **JUBILEE** never fails to please.

For the rank and file who demand a good Broom of medium price the **STERLING** has long been a favorite and will give the best of satisfaction.

All these lines are made on selected maple handles, not daubed with cheap varnish, but *highly polished*, and this point tells in our favor every time. If you have not handled these lines, try them now.

We also manufacture the famous Keystone Brand Brushes, including the only line of solid back Hair Brushes made in Canada.

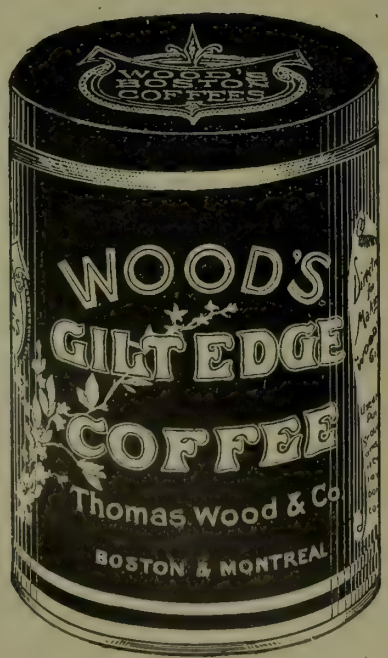
Stevens - Hepner Company, Limited

PORT ELGIN, ONTARIO, CANADA

Thomas Wood Company Limited

Importers and Jobbers

428 St. Paul Street **MONTREAL**



WOOD'S PURE PACKAGE TEA

"May Queen"
"Primrose"
"Golden Rod"
"Fleur-de-lis"

Packed only in half-pound tin cubes.

THE BEST THE WORLD AFFORDS

A Popular and Profitable Drink

is

SUNSET ORANGEADE

The BEST way to serve this refreshing beverage is from a SUNSET ORANGEADE COOLER.

A great many dealers—even those who have no Soda Fountain—are handling Sunset Orangeade from the Cooler and making a handsome profit.

It costs one cent a glass ready to serve at five cents—the dealer makes a profit of four cents on each glass. Does this not appeal to you?

The liquid does not come in contact with the cooling ice—a block tin pipe coil runs from the neck to outlet—a very small quantity of ice is required.

The proceeds from the first gallon will pay for the Cooler.

Simple to serve, and a genuine repeater.

One gallon concentrated makes eighteen (18) gallons ready to serve.



WRITE US WITHOUT DELAY

J. J. McLAUGHLIN, LIMITED

145-155 Sherbourne Street, - - - Toronto, Ontario
204 Princess Street, - - - - Winnipeg, Man.

The Pick in Pickles among consumers is

STERLING

BRAND

PICKLES

The trade wisely falls in with this choice. What pleases the consumer will please the dealer. What the consumer asks for, it pays the dealer to keep.

These well-known Canadian-made pickles may be had from your jobber or direct from the manufacturers.

The T. A. Lytle Co., Limited

Sterling Road Toronto, Can.

MASON'S O.K SAUCE

The one sauce possessing that piquancy of flavor and uniform quality that makes it always the same. Splendid profit for the dealer, 33⅓%.

GEO. MASON & CO., LTD.

Sole Manufacturers, London, Eng.

Sole Canadian Agents:

S. T. Nishimura & Co.

MONTREAL

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Counter Check Books
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WRITE FOR SAMPLES AND PRICES

The Carter-Crume Company, Limited

Toronto and Montreal

Please mention The Canadian Grocer when writing

CURRANTS

We are proprietors of

"AFRODITE" brand, the best AMALIAS currant on the market.

"NARCISSUS," fine FILIATRA currants.

"NAUSICAA," fine FILIATRA cleaned currants

and importers and distributors of

highest grade PATRAS and VOSTIZZA Currants.

We aim to give the trade the best grades of currants obtainable from season to season.

We solicit the opportunity to quote on your CURRANT needs at all times.

CANADIAN REPRESENTATIVES:

W. H. ESCOTT, Winnipeg.
J. A. KAVANAGH, Hamilton and London.

GREEK CURRANT CO.

260 West Broadway. - NEW YORK

THE LARGEST CURRANT HOUSE IN GREECE



Trade Mark Reg.

The Fruit Jar

That Pleases Your Customers

You and your customers well know the drawbacks and disagreeable features of a screw top jar. Then buy

THE SCHRAM

AUTOMATIC FRUIT JAR

Just two pieces — the jar and the cap. No rubber bands—no leakage—clear white glass jar with wide mouth.



Trade Mark Reg.

Clever Advertising Plans Sent Free to Dealers, Write to-day.

THE SCHRAM AUTOMATIC SEALER CO., OF CANADA
Limited

WATERLOO, CAN.

1565

Nothing adds to **Success** like **Success.** The **Success** attained by

MELAGAMA

has been **achieved by merit,** through the **continuous high standard of quality** contained in each package.

Its popularity is becoming more evident every day. The **best is none too good** for you to handle. It costs no more. See that your lines of **MELAGAMA** are always complete, and **Success** will be yours.

MINTO BROS., - TORONTO

"DOE—NUT—INO"

A Scientific Preparation for making Doughnuts

A Sure Money-Maker For You!
Something Your Customers will Appreciate

"Doe—nut—ino"

A prepared doughnut flour, containing certain proportions of shortening, eggs, flavoring, milk, spices, etc., reduced to powder form, and scientifically blended by a new process.

Every day you have no stock you are losing some money.

Such a money, labor and time saver is appreciated by all bakers and housewives.

"Doe—nut—ino"

will make a dozen doughnuts at a cost of only 6 cents.

Only water or skimmed milk need be added.

Doughnuts possess uniform rich flavor and ARE NOT GREASY.

Keeps Indefinitely Anywhere

Greatest Modern Discovery

Get further particulars, prices, etc. Send for a Free Sample.

The HOWARD MANUFACTURING CO., Limited

SPECIALTIES

P.O. Box 228 **Halifax, N.S.**

BANNER BRAND CONDENSED MILK



The demand for
BANNER BRAND
CONDENSED MILK
since we made it first shows that a real condensed milk was looked for.

WRITE FOR PARTICULARS

John Malcolm & Son
ST. GEORGE, - - - - - ONTARIO

Good Coffee

Coffee better than the average.
Coffee superior to others.
Coffee so exquisite in flavor.

That people want it again—and again. That's what

Aurora Coffee

is. The best money can buy. It retails at 40 cents and leaves you a margin for yourself that is worth while—something to justify your buying the brand and introducing it to your customers. Don't lose this chance.

W. H. GILLARD & CO.

Wholesale Grocers *Coffee Importers*
HAMILTON
Branch House—Sault Ste. Marie

Thurston & Braidich

128 William Street NEW YORK CITY

Direct Importers of

VANILLA BEANS
TONKA BEANS
GUM TRAGACANTH
GUM ARABIA

Winnipeg Representative,

W. H. Escott
Wholesale Grocery Broker
141 Bannatyne Ave., East

Lines That Will Sell Well Right Now!

Successful Merchants who have stocked the goods of the Taylor & Pringle Co., Ltd., declare that they sell much better than the ordinary, and are thoroughly satisfactory in every way. Here are our leaders:



Queen Quality Pickles
Sweet, Mixed and Chow

Bulk Pickles, all sizes; Tomato Catsup, Worcestershire Sauce, Pure Apple Cider, Cider Vinegar.

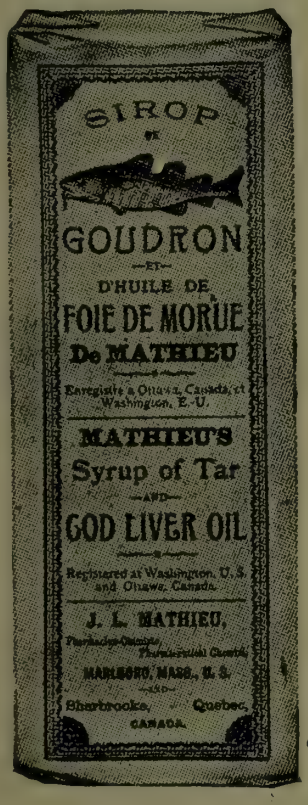
NON-ALCOHOLIC WINES IN PINTS AND QUARTS AND IN BULK IN KEGS
German Sauer-Kraut Pickles in Brine.

RYAN & HOOPER, Toronto Agents

Taylor & Pringle Co., Ltd.
Owen Sound, Ont.







The Constantly Increasing Sale

of Mathieu's Syrup of Tar and Cod Liver Oil and **Mathieu's Nervine Powders** obliged us to erect this large new building. Our aim has ever been to make the best possible products. The increase in our business—the lasting success achieved by our preparations—are due to our constant efforts to satisfy our customers.

Mathieu's Syrup of Tar and Cod Liver Oil

This is a perfect combination for strengthening and building up constitutional weakness. It is particularly effective in preventing, alleviating and curing all chest and throat troubles. It not only cures the cold—but so tonifies the system as to make its return almost impossible.

MATHIEU'S NERVINE POWDERS

This is a magic cure for all headaches, nerve pains, neuralgia, etc. They contain no opium, morpine, chloral or any other dangerous narcotic or poison. Hence their safety for family use. They relieve insomnia, soothe the nerves and give restful sleep. When taken in conjunction with Mathieu's Syrup they are the quickest cure for any feverish cold.

SOLD BY ALL WHOLESALE DEALERS.

J. L. Mathieu Co., (Props.), Sherbrooke, P.Q.

BALAKLAVA BRAND SARDINES

Here, Mr. Grocer, we are offering you the highest perfection in the packer's art, in Canadian Sardines. This brand has made a tremendous hit on the market and has already gained wonderful popularity with the public who certainly show their appreciation of the excellence of this line.

These sardines are caught by our own fishermen in the waters of our famous Bay of Fundy and are packed by us in the most scientific manner for the retail trade of Canada.

The sardines are perfect in the first place; our factory is modern and highly sanitary; and we have the experience of years to go by, so we cannot but give you the finest line of sardines on the market.

Firm, fine fish, packed in the purest salad oil and put up in an attractive, sanitary tin (we make all our own tins) and every can guaranteed. The price just right to suit the public fancy and to give you a good profit.



A Mighty Good Proposition FOR YOU!

STOCK UP TO-DAY—AT ONCE

Prices and information from

THE EASTERN CANNING COMPANY

Canadian Agents: C. A. Chouillou & Cie., Montreal; Green & Co., 25 Front St. E., Toronto; D. C. Hannah, London, Ont.; Jos. Somerville, Hamilton; Boivin & Grenier, Quebec, Que.; H. M. McBride, 312 Ross Ave., Winnipeg, Man.

Sole Packers Balaklava Brand Sea Foods

PORT CANADA, N.B.

Be careful of your reputation!

You cannot afford to risk it by selling inferior Tea

Cooper Cooper's Teas

have been selling for over half a century, and the enormous demand has been created by QUALITY ALONE

You must stock these Teas if you stock the Best

Packed in ½ lb. (net weight) canisters at 40 cents, 50 cents and 60 cents per lb.

Canadian Agents { Green & Co., 25 Front Street East, Toronto, Ontario
D. Stamper, P.O. Box 793, Moose Jaw, Sask.
Clawson & Co., 11-12 South Wharf, St. John, New Brunswick

HEAD OFFICE - 71 and 73 Tooley Street, London Bridge, S.E.

TRADE WINNERS

Balaklava Sardines
Balmoral Jams and Marmalades
Branson's Shereef Coffee Essence
Champion's English Pure Malt Vinegar
Claus. Andersen's Stavanger Sardines

Chinese Starch
King Corn Starch
Nation's Blancmange Powder
Nation's Custard Powder
A. & M. Smith's Aberdeen Preserved Fish
Tilbury Brand Canned Vegetables

We are Agents for a number of well known English and Canadian Manufacturers and carry in stock a varied line of specialities including the above.

WRITE US FOR QUOTATIONS. WE CAN SAVE YOU MONEY.

GREEN & COMPANY

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PHONE MAIN 7625

SYMINGTON'S COFFEE ESSENCE

ALWAYS READY!
ALWAYS PURE!
ONE STANDARD QUALITY!

UNQUESTIONABLY THE VERY BEST

TO BE HAD OF ALL WHOLESALERS

THOMAS SYMINGTON & CO. EDINBURGH

Valencia Raisins

A. MAHIQUES,
PARIS, DENIA

FOR QUALITY AND PRICE

This is what Buyers Say of this Brand:

Nov 25th, 1908.

"It gives us great pleasure to say that the "'A. Mahiques, Paris,' Brand Fine Selected "Raisins purchased from you this year have "turned out exceedingly fine in quality. "We have compared them with what we "considered other first-class brands, and in "our opinion they are superior to any Fine "Selected we have examined this year."

Thos. Bell, Sons & Co.
AGENTS
MONTREAL

British Columbia Buyers

PLEASE NOTE THAT

TODHUNTER, MITCHELL & CO.
TORONTO

Can supply your wants for their well known lines of **Coffee, Cocoa, Chocolate**

FROM VANCOUVER

Write Our Agents

W. HARRY WILSON & CO.
VANCOUVER

ESTABLISHED OVER 200 YEARS

CHAMPION'S

LONDON, ENGLAND

IS THE BEST VINEGAR

MADE FROM FINEST MALT

Commands a Preference Over All Others.



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WE ARE OPEN TO DO BUSINESS ON EASY CONSIGNMENT TERMS. WRITE OUR AGENTS FOR PARTICULARS

Tartan BRAND

SIGN OF PURITY

Build up your trade with the Best Goods.

TARTAN Tea pays the retailer a handsome profit.
TARTAN Coffee, Spices and Extracts are guaranteed pure.
TARTAN Canned Fruits and Vegetables have the home flavor and are recommended by connoisseurs.
TARTAN Baking Powder, Baking Soda, Syrup, Salmon and Groceries build up your business.

Send us sample orders and see the magic change.

Phone **596**—specially reserved for Long Distance Calls.

BALFOUR, SMYE & CO. Headquarters for all Fancy and Staple Groceries HAMILTON, ONT.

STORAGE IN OTTAWA

TWO WAREHOUSES

No. 1, G.T.R. No. 2, C.P.R.

Modern Warehouses. Fireproof. Largest Business in Ottawa Valley. Low Insurance Rates.

Direct Connection all Railways. Tracks to the Door.

Convenient to Steamers. Centrally Located.

EXCISE BOND FREE

WRITE FOR LOW RATES

Dominion Warehousing Co.
Limited

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J. R. ROUTH, Manager



ROYAL METAL POLISH

The Favorite and the Best

The enormous sale there is for ROYAL METAL POLISH and PASTE is a guarantee of the satisfaction given by the brand to the housewife.

These sales also demonstrate the popularity of the ROYAL brand with the wise dealer, who recognizes in it a winner, owing to the EXTRA BIG PROFIT there is for him. : : : : : : : :

The Finest for Metals of Every Description

NOW IS THE TIME TO SELL ROYAL POLISHES

Royal Polishes Company
MONTREAL

AGENTS: Ottawa—General Supply Co., of Canada, Ltd. Winnipeg—H. W. Glasco & Co. Vancouver—Wm. Erichsen & Son. Halifax—J. C. Calder. Sherbrooke—E. H. Bowen. And all dealers.

STILL TO THE FRONT

BLACK LEAD, THE OLD RELIABLE FORM OF STOVE POLISH

"JAMES DOME"

the best brand on the market. An article of real merit. All Lead. No Dirt or Dust. Gives a lasting, brilliant, easy shine.

W. G. A. LAMBE & CO., Canadian Agents

MARMALADE

We carry a full stock of the best makes
in Imported and Domestic

The Davidson & Hay Ltd., Wholesale Grocers **Toronto**

"Canada's Best" New white soap

Enterprising dealers are finding that "Canada's Best"—the **New white** bar—sells far easier than **yellow** laundry soap and are sending in good orders.

"Canada's Best" washes clothes cleaner and whiter. Unequalled for engineers', printers' and factory employees' use. With astonishing ease it removes grease, oil, printers' ink, black lead, all kinds of factory dirt and dust.

Grocers tell us they never knew of a soap to cause such a "stir" as the **New white** bar is doing. Sales records being broken every day. Just you write for further particulars and prices.

United Soap Co.
BRANTFORD, CANADA



Brunner Mond & Co.'s
WASHING SODA

Drums,	336 lbs.	Barrels,	336 lbs.
"	224 "	Bags,	224 "
"	112 "	"	112 "
"	100 "	"	100 "

Concentrated Sal Soda

Casks, 560 lbs.

Winn & Holland
Montreal

SOLE AGENTS FOR CANADA



GURD'S CALEDONIA WATER
"HAS WON ITS SPURS"

It is a select table water, a mild and safe aperient.
Nature, to begin with, has produced in it a good article—every virtue of which has been brought out by expert bottling.
The result is that for PURITY, APPEARANCE, TASTE and EFFICACY it is unexcelled.
GURD'S CALEDONIA, like GURD'S Ginger Ale, will soon be popularly known as

"THE BEST"

CHARLES GURD & CO., Limited - MONTREAL

One Aim In Life

The Packers of the "Thistle" Brand of Fish aim only to produce the best there is in Canned Fish.

Canned Where Caught

The "Thistle" Brand of Canned Haddies, Kippered Herring, and Herring and Tomato Sauce, are canned right where they are caught – at the water side. How better could you preserve the natural richness and delicate flavor of the fish? IMPOSSIBLE?

But that is not all, because Captain Austin has the unequalled skill of a life-time of experience. THERE IS NO DIRT OR SLIME—NO UNCLEANLINESS TO BE FOUND IN THE "THISTLE" BRAND. The reputation of the foremost fish-curer in the country is at stake under the label of the "Thistle" Brand. BUY IT AND YOU BUY THE BEST.

"Thistle" Brand Fish

Arthur P. Tippet & Co., Agents
MONTREAL

"Canada First"

You talk of building up this Canada of ours, but how better can you do it than by

Encouraging Canadian Industries?



Large quantities of English Jams and Marmalades are Brought into This Country Every Year

There Was a Reason for this at One Time, But To-Day

Canadian Canners are Turning out Jams and Marmalades

Equal to the Best Old England Produces, and at Lower Prices

ARE YOU GIVING THE CANADIAN GOODS A FAIR SHOW?

DON'T YOU THINK YOU SHOULD DO EVERYTHING POSSIBLE TO ENCOURAGE CANADIAN CANNERS' GOODS?

AYLMER GUARANTEED PURE JAMS and MARMALADES are made in Canada. Buy Aylmer in preference to imported.

QUALITY GUARANTEED BY

CANADIAN CANNERS, Limited



MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY



Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

FACE TO FACE BUSINESS

I am on the job all the time. Why not give me a trial?

Grocery and Confectionery Brokerage my Specialty

G. WALLACE WEESE

Manufacturers' Representative. 30-32 Main East,

Let's get close and talk it over—Now HAMILTON

J. W. GORHAM & CO.

JERUSALEM WAREHOUSE, HALIFAX, N.S.

Manufacturers' Agents and Grocery Brokers

WAREHOUSEMEN

can give close attention to few more first-class agencies. Highest references.

FOR SALE

Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.

J. T. ADAMSON & CO.

Customs Brokers and Warehousemen

—

27 St. Sacrament Street, Montreal

TEL. MAIN 778 BOND 28

ROBERT ALLAN & CO.

General Commission Merchants

MONTREAL

Fish, Oils, Beans, Peas and Produce.
Agents: "Royal Crown" Skinless Codfish.
Representing Morris & Co. Chicago. Pork and Lard.

Mr. Manufacturer

You will be interested in learning that the undersigned have entered into partnership, taking over the business of J. Walter Snowdon. They are open for one or two more agencies for Montreal City and district. Address:

SNOWDON & BORLAND

34 Guardian Building

MONTREAL

J. Walter Snowdon W. George Borland

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We offer every modern convenience. Largest warehouse in Ottawa Valley. Fireproof, low insurance rates, direct communication with all railways—tracks to the door. Centrally located.

Secure Our Low Rates.

Dominion Warehousing Co., Ltd.
52 Nicholas Street, Ottawa
J. R. Routh, Manager.

D. McL. BROPHY

414 St. Paul St. Montreal

Broker and Manufacturers' Agent.

Open to represent one more up-to-date house desirous of utilizing my excellent connection with the grocery trade.

Correspondence will receive prompt attention.

D. STAMPER

GROCERY AND FRUIT BROKER

AND MANUFACTURERS' AGENT

Goods Stored and Distributed

Warehouse, City Spur Track.

P.O. Box 793 MOOSE JAW, SASK.

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T. A. MACNAB & CO.

ST. JOHN'S, NEWFOUNDLAND

MANUFACTURERS' AGENTS and COMMISSION MERCHANTS

Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's.

Codes: A,B,C, 5th edition, and private.

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Box 1036, REGINA

Manufacturers' Agent and Commission Merchant. Direct Importer of all grades of pure Ceylon Teas, and Grocery and Drug Specialties. Dealer in Coffees, Spices, Mustard, etc. Established eleven years. More lines desired

CLARE, LITTLE & CO.,

WESTERN DISTRIBUTORS

Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.

Phone 159 SASKATOON,

P.O. Box 257. Western Canada

W. S. CLAWSON & CO.

Manufacturers' Agents and Grocery Brokers.

Warehousemen

ST. JOHN, - - - N.B.

Open for a few more first-class lines.

Write us for a Price on a

Car of Tomatoes

Lowest Prices and Finest Goods Packed

—

W. H. MILLMAN & SONS

CANADIAN AGENTS

TORONTO

W. G. A. LAMBE & CO.

TORONTO

Grocery Brokers and Agents.

Established 1885.

W. G. PATRICK & CO.

Manufacturers' Agents and Importers

29 Melinda Street, Toronto

MacLaren Imperial Cheese Co.

Limited

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Agents for Grocers' Specialties and Wholesale Grocery Brokers

TORONTO, Ont. DETROIT, Mich.

Wholesale Grocery Brokers and Manufacturers' Agents

Connection with Jobbing Trade of Toronto, Hamilton and London. Foreign and Domestic Agencies Solicited. Best of Storage Accommodation.

LIND BROKERAGE CO.
23 Scott Street Toronto

WINNIPEG STORAGE

TRACK WAREHOUSE

Consignments solicited, stored and reshipped to order

K. J. JOHNSTON
Wholesale Commission Broker.
Box 122 Winnipeg. Reference, Bank of Commerce.

CARMAN BROKERAGE Co.

Wholesale Grocery Brokers

141 Bannatyne St. E. WINNIPEG, MAN.

We keep in close touch with the wholesale trade—Winnipeg and West—write us.

C. & J. JONES

Agents for James Robertson & Sons, Paisley. Jams and Jellies, etc.

WHOLESALE BROKERS

MANUFACTURERS' AGENTS AND IMPORTERS.

62 Scott Block - WINNIPEG, Man.

Domestic Agencies Solicited. Good Storage Facilities.

WATSON & TRUESDALE

(Successors to Stuart, Watson & Co.)

Wholesale Commission Brokers and Manufacturers' Agents.

WINNIPEG, - MAN.

Domestic and Foreign Agencies Solicited.

Mr. Eastern Township Grocer

I want to talk to you, or I wish you to await the arrival of one of my travelers.

It's in your own interest!

I am in the wholesale grocery business and *I can save you freight.*

No reason why you should pay freight on your groceries from Montreal or Quebec, when you can get the *same goods* from me and *save money.* Write and ask me how I can save you $10 to $25 a month.

Remember that I carry a *complete stock* and that I make a *specialty* of high-grade shelf groceries, also high-class biscuits and confectionery, tobaccos, etc.

Tell me what you want and I will quote you attractive prices

VICTOR ARCHAMBAULT

Wholesale Grocer and Importer

SHERBROOKE - QUEBEC

Mr. Manufacturer:—I am open for a good specialty for this district. Write me.

ESTABLISHED 1876

L. Z. MAGNAN

Wholesale Grocer

JOLIETTE, - - - QUE.

Prompt shipment of all orders. Prices just right. Goods Guaranteed.

Send us your orders

Correspondence invited.

ALBERT DUNN

Commission Merchant

67 St. Peter St., Quebec, P.Q.

Provisions, Canned Goods, Biscuits, Confectionery, Teas and General Groceries

OTTAWA

H. B. BORBRIDGE

Manufacturers' Agent and Broker

OTTAWA

Calls onGrocers, Bakers and Confectioners and is open to represent two more reliable houses. Correspondence solicited.

Quebec City

We have an old established connection in the City and Province of Quebec and any prominent firms desiring representation would profit by communicating with

Alf. T. Tanguay & Co.

Commission Merchants and Brokers

18 St. James Street

We make a specialty of CORN and BEANS
We also handle Teas, Coffees and Spices

To day is the day to write us.

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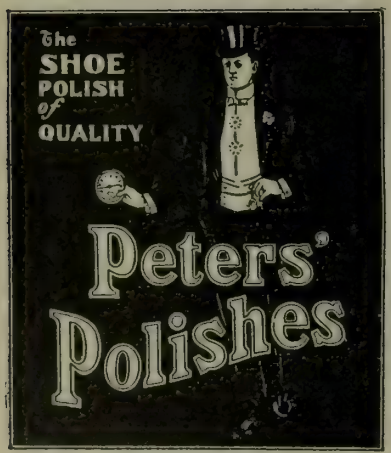
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Chase & Sanborn

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A MESSAGE TO THE TRADE

With this issue The Canadian Grocer again presents its annual Spring and Export Number. It is several years since the first Spring and Export Number was issued. We have tried to make each number better than the previous one and we believe that we have not failed in our purpose in the issue that



J. MEREDITH McKIM,
88 Fleet St., E.C., London, Eng.

is now before our readers. "Good enough" is never good enough for The Canadian Grocer, which strives for perfection. And as perfection is always a little ahead of us there is always an ideal for which we strive. The Canadian Grocer is now in its twenty-third year and has secured a position unique in the trade newspaper world. It covers Canada from ocean to ocean. Not only is it read regularly in the well known centres of trade and commerce in the country cross-roads stores; but it is to be found in the most remote parts of this growing Dominion, some of which are only accessible in the winter by dog teams and in the summer by canoes.

* * *

But its influence is not confined to the Dominion, great and important as that is, but it extends to Great Britain, the United States, the West Indies, India, China, Japan, Ceylon, South Africa and Australia. It is acknowledged to be the leading grocery trade newspaper in the world. "It is a puzzle to me," remarked a well known grocery trade journalist in New York, "how you get out in Canada such a magnificent trade newspaper as the Canadian Grocer. There is nothing like it in the United States." He is not the only one who has uttered similar sentiments.

* * *

The mission of the Annual Spring and Export Number of The Canadian Grocer is two-fold. At its inception twelve years ago it was designed to assist in the upbuilding of the export trade of the Dominion. We have spent a great deal of money in furthering this idea, but by no means feel that our efforts have been in vain. Since the first Export Number was issued the export trade of the Dominion has doubled twice, and we have sufficient evidence to assure us that The Canadian Grocer has contributed something to this increase. Our proof is the connection which exporters in Canada have established with large importers in Great Britain and other parts of the world through advertising in The Canadian Grocer.

* * *

In the second place the purpose of this number is the betterment of the grocery trade of Canada. This purpose is held in view with every issue of the Canadian Grocer, but we try to make it even a little more so, if possible, in a number of this kind. At any rate we spend more money with that



J. P. SHARPE,
933-935 Moradnock Block, Chicago, Ill.

end in view, trusting that remuneration will come to us in the shape of increased circulation and a higher appreciation of our services by the trade. Since the last issue of the Special Spring and Export Number there has been the largest increase in circulation in the history of the paper. We are persuaded that during the ensuing twelve months there will be a still greater increase in the circulation. At any rate we are making plans with



R. B. HUESTIS,
623-624 Tribune Building, New York.

that end in view. We have stationed at about twenty leading commercial centres throughout this country our own special representatives whose duty it is to build up circulation. In addition to this list there are nearly 200 subscription agents who are devoting either whole or part of their time soliciting subscriptions. There is no other trade newspaper in Canada which has such a strong circulation organization as The Canadian Grocer.

* * *

Besides the chief editorial and business offices at Montreal and Toronto we have important out-posts manned by our own men in London, Eng., New York, Chicago, Winnipeg and Vancouver. We have also agencies at Manchester, Eng.; Paris, France; Zurich, Switzerland. At these outposts, besides the business staff there are attached special writers who keep the publishing office well in touch with the outside world. Besides these and the regular editors at the office of publication, there are a number of special editors who contribute with more or less regularity to the columns of The Canadian Grocer. We have also cor-

respondents who weekly send us the trade news at Halifax, St. John, Ottawa, Kingston, Belleville, Peterboro, Hamilton, London, Chatham, Fort William, Brandon, Regina, Saskatoon, Edmonton, Calgary, Victoria and other important centres. All this costs the publishers a good many thousand dollars annually, but the retail merchant can get it all for $2 per year. It would be cheap at $10. This fact must be patent to every one who considers that in each issue is given the latest news regarding the condition of the markets both at home and abroad, the latest ideas in window and interior arrangements, suggestions regarding advertising and store methods in general, and what retailers are doing throughout the country. Merchants and clerks who read The Canadian Grocer naturally find in it inspiration for better business methods and loftier aspirations, and all for about 3¾c per week.

* * *

To use an old colloquialism: "The latch-string is always outside the door" at either of our head offices, or our branch offices, to manufacturers and merchants. Whether you are at home or abroad, in Canada or in Great Britain or the United States or in the vicinity of any of our offices do not hesitate to pull the latch string; and if we can be of any service to you do not hesitate to command us. Our offices are not only for the doing of business and gathering of news, but they are also intended as a place in which we can welcome our friends in the trade,



F. R. MUNRO,
511 Union Bank Building, Winnipeg, Man.

and where they can receive mail or write letters. Inside the door will always be found a hand to shake.

J. M. McKim, chief of the London office, and European manager, is a Toronto man. Fifteen years ago he joined the staff of the Maclean Publishing Co. He was assigned to the London office eight years ago, and has been successful in that important field.

R. B. Huestis who took charge of our New York office two years ago, was with A. B. Boak & Co., wholesalers, Halifax, N.S., for eight years,



Eastern Townships Bank Building in which the new Montreal offices are located.

subsequently covering Canada from ocean to ocean as the representative of a banking institution. He was a member of the Toronto staff before being assigned to the New York office.

J. P. Sharpe, of the Chicago office, studied law for two years in Manitoba University. Taking up general brokerage, he identified himself for seven years with the business activities of the west. About three years ago he joined our Winnipeg staff and covered all west to the Pacific Coast for circulation work. Last year he was appointed manager of our Chicago office.

A thorough training in mercantile methods through his connection with a general store in Western Ontario was the initial stage of the business equipment of F. R. Munro, manager of the Winnipeg office. In 1903 he graduated from Toronto University, and for fifteen months was engaged first in editorial work, and subsequently as advertising solicitor on The Canadian Grocer at the Montreal office. He took charge of the Winnipeg office in 1904.

* * *

With such a staff of men in addition to our correspondents in all the important centres of the Dominion from Halifax to Vancouver, The Canadian Grocer is in a position to give its readers and advertisers the best possible service.

Particular attention is drawn to the cover of this issue. It represents a grocer who, although grown old in years and feeble in sight, still pins his faith to the pages of The Canadian Grocer. When all other journals have failed him, even after he has severed his connection with the trade he still adheres to his favorite paper. The original was a painting by Dickson Patterson, Esq., R.C.A., and was exhibited by the Canadian Government at the World's Fair at St. Louis. The Canadian Grocer has been enabled to reproduce it by special permission of the artist.

* * *

The Canadian Grocer is to-day the acknowledged authority in the grocery and allied trades. The market reports are taken as evidence in the law courts. This is because our editors are not only efficient but because they are uninfluenced by any ulterior motives or by any particular firm or firms. It is quite true that at times our prices may vary somewhat from those quoted by some houses, but they always represent the average obtained by inquiries among all possible sources of information. It has spent a great deal of money and time in fighting the battles of the trade. Wherever an injustice has existed it has not hesitated to seek its removal. Dominion and Provincial Governments have more than once been compelled to remove or modify anomalies which unwise legislation or



E. J. DODD.
Lieutenant to Mr. McKim in the London office.

irksome regulations had created in the trade. It believes in the grocery trade's importance and possibilities and our columns are always at the disposal of those who have a just grievance to air or a good cause to advance.

Exhaustive History of the Currant and Currant Vine

Sources of the World's Supply and Story of the Development of the Fruit and of Trade With Foreign Countries—Difficulties Met in the Cultivation—Peculiar Differences in Tastes of People in Different Lands—England the Most Generous Customer of the Producer—The Uses of the Currant in Culinary Operations.

By T. A. Burlumi.

It is with great pleasure that I accede to the courteous request of The Canadian Grocer, to write for the benefit af the Canadian grocers an article upon Currants, about which, although now of universal consumption, little is known by their users. If long connection and association with an industry can constitute a title to special knowledge, I can lay claim to such title in the matter of currants. I may say that I was born in a currant plantation, and that I have just passed the fortieth anniversary of my connection with the raising, the shipping and the distribution of currants. As an introduction to my subject I propose to give you first a short history of currants and of the currant vine.

Greece, the Home of the Currant.

It is a fact that in spite of the liberal education which has been lately forced upon the general public by some benevolent institution, few of the consumers of currants are aware that this wholesome and delicious fruit can be grown only in a few districts of Greece and that all attempts to transplant the currant-vine in other lands of nearly similar climatic conditions, such as Asia Minor, Sicily, California and others have failed. In the two states of the Australian Commonwealth, Victoria and South Australia, an insignificant quantity of so called currants is produced, but it is too small to affect the position here described. In Greece itself it thrives only on a narrow strip of land, beginning at the end of the southern shore of the gulf of Corinth, by the town of that name, and continuing uninterruptedly round the coast of the Peleponnesus round to Cape Matapan in Laconia. This strip is seldom broader than five miles inland, while in many parts its breadth does not exceed one mile. It lies, in almost its whole length of about 250 miles, between the sea on its north western side and a range of high hills on its south eastern. It has been ascertained that the currant plant is a failure farther inland and that where a combination of mountain air and sea breeze is not available, the currant grape does not mature. The currant-vine thrives in four of the Ionian Islands, viz., Zante, Cephalonia, Ithaca and Lefkas (Santa Maura), but it fails in the other three, Corfu, Paxos and Cerigo. It also thrives in a narrow strip of land on the northern shore of the gulf between Lepanto and Vonizza.

First Nursing of the Vines.

The history of currants goes back to the era of mythology. It is probable that the first wine which mankind ever tasted was made from dried grapes, such as currants. As the cradle of the vine, historians have successively mentioned the lands by the banks of the Euphrates and by the shores of the Caspian sea; the valleys of Yemen and of Arabia Felix; the plains of Mingrelia and of Georgia; of Armenia and of Tabriz; of Sennaar and of many other countries.



T. A. BURLUMI, Patras, Greece, Author of this Article on the History of the Currant.

This mass of suppositions is evidently responsible for the general belief that this precious and beautiful plant was at first reared in the temperate corner of Western Asia. It is surmised that the inhabitants of this part of the world made their wine, in prehistoric times, from grapes dried in the sun, and to the beverage thus obtained they attributed divine origin. Hence the ancient Greeks, for several centuries, gave the preference to wine made from dried to that made from fresh grapes. Theopompus says that the islanders of Chios were the first to plant the vine and to make wine from the grape, an art which was imparted to them by Oneopoeos, the son of Bacchus, and which they afterwards taught to other mortals.

Another legend has it that Bacchus taught the art to Icarus as a reward for his hospitality to the vine-garlanded god. The nectar on the Olympian dinner table is believed to have been nothing less than a decoction made of honey and of dried-grape wine. We have this information from Ariston of Chios. Pliny, writing in the first century of the Christian era, mentions the tiny Greek grape, of fine quality and of thin skin. Be this as it may, the Greeks of the present day will hear of no other land as the mother of the currant-vine than the classic plains of Corinth, from which the product derives its Greek name, meaning "Corinthian Raisin," of which the English word "currants" is, no doubt, a slight corruption.

A Thousand Years Silent.

After Pliny, currants disappear from the pages of history for over a thousand years, but soon after the occupation of the Peleponnesus by the Franks, in the thirteenth century, they reappear and the inhabitants of countries less favored by sunshine than Greece, began to show some appreciation of the fruit which gradually became an article of commerce. Professor Thorold Rogers, in his "History of Prices" gives us the prices of currants, known then under the name of "Raisins de Corauntz," for the years 1334 to 1377 in several English markets. The average of these prices comes to about two pence three farthings per pound. Taking the relative values of money and of commodities at that time, this price would be about equal to five shillings per pound at the present time.

In the fifteenth century currants were already a recognized article of commerce in Western Europe, but it appears that in England a special licence was required for trading in currants. In the year 1448 a certain John Weldon was, according to the chronicler, condemned to a fine of three shillings and fourpence for having bought currants (byinge of Reysins Corent). In the year 1453 the weighing charge was a penny per carotel or barrel (ye butte or ye barele of Reysens of Corent). In 1463 the price of a pound of "Reysonys off Corawnce" was threepence and in 1512 the Duke of Northumberland paid at twopence per pound

for the supplies required by his household. In 1554 the Stationers' Guild procured "5 punde of Currans" for a shilling and eightpence, with the object of giving a banquet. In 1582 the traveler Hakluit wrote: "Since we are trading with Zante the plant producing the 'coren' has been transplanted here and although it does not give perfect fruit, still what it gives us is pleasing to the eye." During the last twenty years of the sixteenth century English traders had formed close commercial relations with the Venetians in the Ionian Islands and with the Turks in the Peloponnesus. In 1581 Queen Elizabeth granted to Alderman Osborn a licence of exclusive trading with the "Great Turke." This licence was transferred in 1592 to the "Levant Company" to which the monopoly of the "small fruits called currants, being the Raysins of Corinth" was made over. This appears to be the first time that the fruit was spelt as we spell it now. Ten years earlier the Queen's Ambassador in Constantinople was for the first time received in audience by the Grand Seigneur who up to that time considered Her Majesty as only a simple princess, under the suzerainty of the French. It would appear that the Turks of the sixteenth century were not much different to their descendants of the twentieth, for Hakluit mentions that in the year 1585 the merchants sent a petition to the Viceroy of the Morea praying that he would protect them and their servants from the depredations of the Patras Yanitzaries, and to instruct Mahmoud House, Nadir of Lepanto, to give back to them or pay the value of three hundred bags of currants which they had forcibly taken from a vessel arrived from the Morea. It appears from the answer of the Viceroy that the Nadir extorted under various pretexts rich presents called even at that time "backshish." "He is not satisfied," say the petitioners, "in collecting the King's dues on currants, but he demands from the poor money with which he buys currants at a low price and then forces the currants upon us at much higher prices, pretending that the currants belong to the King, and in this way he causes loss and injustice to the poor."

Ancient History of the Vine.

The transplantation of the currant-vine in the Ionian Islands must have occurred in the second half of the sixteenth century. John Locke, in his description of Zante in the year 1553, says: "The island can supply twenty thousand warriors, but I wonder how it can feed such a large population since its principal product is wine and all the rest quite insignificant." Later on, in 1586, the island is described by Hakluit as producing wine and currants. At about the same time the currant-vine must have been planted in Cephalonia, for Sandos, writing in 1610, mentions currants amongst the products of this island, while of Zante he says that its prosperity was due to currants whose export to England and Holland brought in about 150,000 zeckins per annum, in addition to the 48,000 dollars which it pays as tribute to the Republic of Saint Mark. A zeckin was a Venetian coin worth about two and one half dollars. In the year 1612 Coryatt says: "Zante is known in many parts of Europe, Asia and Africa, because it sends them wine, oil and currants."

It is evident from the foregoing that the trade in currants at the end of the sixteenth and the beginning of the seventeenth century was carried on in the islands of Zante and Cephalonia, and that the Peloponnesus from which the islands had taken it was not wholly excluded from it. Morrison writes in 1617: "The English who live in the islands of Zante and Cephalonia, under Venice, and in Patras in the gulf of Corinth, under the Grand Turk, are exporting currants." Weller writes in 1682: "The currants of Patras are considered the best of that district, but the quantity is quite insignificant, as Patras, Nathalingo (the present Aetolikon) and Messolonghi together produce barely a cargo per year." Of course a cargo of that time could not have been anything more than a sailing vessel holding perhaps 100 tons. Tavernier, writing in 1687 says: "Corinth exports large quantities of currants, so does Patras, but this is the only trade of these two towns." Raidolff writes in 1689: "The first currant-vines were planted on the plains of Corinth. The country round Vostizza produces wheat, wine and currants." Raidolff speaks of the productiveness of Patras, but he does not mention currants among its products.

In Culinary Operations.

According to Parkinson, writing in 1629, there was then made in England a liberal use of currants both in bread-making and in cookery. He mentions the following ingredients as indispensable in the production of "payn puff": pumpkin, ginger, the yellow of eggs, dates and currants. He gives recipes for succulent dishes, among which one called "haberlade" required boiled lard with vegetables, dates and currants. Another mixture was to consist of pigeons, poulardes, currants, sugar and salt. The "tartolette" ought to contain among other ingredients, pork, eggs, currants; the "fish pye" could not be perfect without turbot, haddock, coddlings, dates, prunes and currants, while the "superior pye" required as a solid foundation a capon stuffed with minced steak, wild ducks, snipe, and should be spiced with nutmeg, cloves and currants. King, in his Art of Cookery, published in 1709, drops into poetry and gives us these lines:

"Our fathers most admired their sauces sweet,



CURRANTS DRIED AND READY FOR GATHERING.

And often asked for sugar with their meat,
They buttered currants on fat veal bestowed,
And rumps of beef with virgin honey strewed."

When the grocer, Allen, became, in 1659, Lord Mayor of London, his triumphant procession round the city included plants of cloves and of currants, the products of which, together with other kinds of fruit, were scattered to the people by an Arab attendant, while an itinerant poet harangued the processionists to this effect: "Your figs come from Faro, your currants from Zante, your raisins from Malaga and from various other countries your pepper and your dates." Then he sung the same in verse:

"Your currants from Zant
When your worships want
Come flying as wood
In vessels so good,
And raisins, you know,
Come from Maligo."

In the almanac of poor Robin, of 1675, the Christmas fare is described in verse: ,

"Then thy coyn freely bestow
For raisins sun, and Maligo,
No currants, prunes nor sugar lack
Pepper, both the white and black.'

How Name Was Obtained.

The first and best description of the cultivation of currants is to be found in the itineraries of Spon & Weller. Dr. Spon was a French physician from Lyons and Weller a young student of the University of Oxford, to which, after his travels, he returned to continue his studies. These two travelers published their impressions and experience, each in his own language. Dr. Spon says: "Currants owe their name to the town of Corinth, and though they are not grown now in that district, it is certain that they were some time in the past. The name also indicates that the plant originated in Corinth. I made enquiries in the town and was told that not long ago currants were grown there and that even now they are grown in small quanaities in the village of Vassilika, in ancient Sikyon, about six miles from Corinth. The cultivation of the plant had been neglected because the Turks do not use the fruit. Besides, since the expulsion of the Christians (he means, evidently, the Franks) the Turk has built two forts at the entrance of the Gulf of Lepanto and does not permit the passage of our ships for fear that the forts may be suddenly occupied or attacked by Maltese pirates entering the gulf on the pretext of shipping currants. Notwithstanding this prohibition currants are gathered in Lepanto and in Vostizza and from these places they are carried for shipment to Patras where they are also grown. These three districts make up the cargo of a ship of moderate capacity. Just opposite Patras, in the land of the ancient Aetotians, lies a village called Anatolikon, having 2,000 inhabitants, and built upon a marsh like Venice. The villagers grow currants, the quality of which is fine and their size twice as large as that of the Zante currants. Anatolikon and Messolonghi produce enough currants to load a large ship. When I was there, an English merchant was loading his ship. It was a pleasant sight to watch a fleet of small canoes carrying to the large vessel six or seven bags of currants each. Whenever the wind became boisterous the canoes disappeared like a swarm of bees. The Englishman paid no duty, but he had to present the Voevoda of Anatolikon with a gift of one thousand crowns. This was profitable to the merchant, because the duty in Zante was one crown per cwt. The large island of Cephalonia, together with Ithaca, produce about seven to eight cargoes, and Zante about one-half of this quantity. One thousand pounds cost twenty-four crowns, but the first cost is only ten crowns and the rest are duties and taxes."



SPREADING FRESH CURRANT BUNCHES ON THE DRYING GROUND.

On the Golden Island.

The other traveler, Weller, writes: "Zante has been called 'the Golden Island,' a name which she deserves for the fertility of her soil and for the pleasure she affords to those residing on her, but above all, she deserves it because the Venetians receive from her, and from Cephalonia, sufficient gold to keep up their Armada. Zante is the first island from which we receive the currants out of which we make in England such delicious dishes. The name of currants is derived from Corinth, the famous town by the isthmus of Morea. Hence, their Latin name 'Uva Corinthiaca.'

"Currants are not now grown in Corinth, probably because there is no sale for them owing to the jealousy of the Turks who have forbidden large vessels the entrance into the Gulf. Here the price of currants is twelve dollars per thousand pounds, and as much more has to be paid to Venice as duty. This island (Zante) produces enough for five to six cargoes, Cephalonia for three to four, and one cargo is made up by Nathalingo (Aetolikon), Messolonghi and Patras, together with what is brought there from the Gulf of Lepanto. To carry on this trade the English keep here a consul and five or six merchants; the Dutch a consul and two or three merchants, and the French one merchant, who is also the consul. The largest share of the trade goes to the English, and this is just right because the English eat six times as many currants as the French and the Dutch together. The Zantiotes have no idea of the use we make of their currants. Some of them are quite convinced that we use them as a dye and cannot imagine our Christmas cakes, our plum puddings and our other delicacies."

Advance of the Cultivation.

We are justified in concluding from the foregoing that currants were at first produced around Corinth; that their cultivation gradually extended along the whole of the Peloponnesian coast of the Gulf of Corinth and the shores of the Aetolia. That from there the raising of currants was introduced into the islands of Zante, Cephalonia and Ithaca. After the conquest of Peloponnesus by the Turks the cultivation of the currant vine was restricted, and in parts, as in Corinth, it was wholly abandoned, while in the Ionian Islands it prospered and contributed in taxes a considerable amount of money to the Venetian Republic. Beaujour, Consul of France in 1790, writes: "The plant is not indigenous to Peloponnesus, because none of those who wrote about it previous to the sixteenth century mention it, while the conclusion of my own researches points to the introduction of the plant into Peloponnesus from Naxos, about the year 1580. It is true that no such plant is now to be found in Naxos, but it is no less true that it is not found in Corinth. Yet, certain it is that it was cultivated there at the time of the Venetians."

A colleague of Beaujour, Consul of France in the Ionian Islands during the years 1787-1798, writes: "The first plants were imported into Zante from Corinth about two centuries ago. Precise accounts about the time or about the first importers are not available, but conclusions are drawn from examination of the ordinances of the Venetian Senate which regulate the customs dues.

"We have seen that currants were then subjected to heavy duties both by the Turks and the Venetians. But the duties in England, which imported once and even down to our own times, about six-sevenths of the whole crop, were not

less onerous. In the reign of James the First a merchant named Bates protested against the imposition of an additional duty of five shillings per cwt. over and above the existing tariff of half a crown. Bates brought an action against the Treasury but the judges decided against him for fear that they might offend the King. In the year 1600 the Levant Company, which had lost its privilege of exclusive trading with the east, appealed for redress to the Highest Council of Elizabeth. In their petition the company say: "We have protested against the new duty not so much on account of the amount, though this would reach four thousand pounds, which currants cannot bear, but on account of our inability to continue this trade. The Venetians are employing all possible means to oust us from that country and the loss of the Royal favor will embolden the Venetian Senate to put in our way greater obstacles." The petition of the company was of no avail, and the state council commanded the treasurer to collect forthwith the duties on currants, on raisins, and on oil, which were formerly collected by the company, on payment to the state of a lump sum.

In the year 1604 the duty was raised to seven shillings per cwt., and in 1613 it was made over for seven years, at an annual rental, to three individuals. There have been several changes up and down in the meantime until in 1794 we find the duty in England at twenty-two shillings and sixpence per cwt. In 1806 the duty was raised to twenty-eight shillings, in 1809 to thirty-seven and fourpence, and in 1813 to forty-four and fourpence. In 1834 it was reduced to just one-half, on representations from the High Commissioner of the Ionian Islands. In 1844 it was further reduced to fifteen and ninepence, to seven shillings in 1860 and to two shillings the present duty, in 1890, by the late Lord, then Mr. Goschen.

Genealogy of the Vine.

We leave now history on one side to say something about the genealogy of the currant vine. The currant vine is a variety of the ordinary grape-vine (Vitis vinifera). Certain authorities have even contended that it is a degenerate descendant of the grape-vine,having lost in consequence of some disease, its seed and with it the power of self-reproduction. This is a mistake. As a matter of fact, the currant, like the grape-vine, may be said to be immortal. When an old plant, which may have lived over 100 years, shows decided signs of decay, a grave is dug round its roots and the old trunk is buried into it with one or two of its latest shoots attached to it. These shoots are left to project out of the ground about five to six inches and are fed by the buried parent for two or three years, at the end of which they become full bearing plants. Thus does the vine reproduce itself. The most appropiate soil for the plantation of the currant vine is one composed of gypseous or calcareous marls, because they allow of the deep penetration of the roots of the vine, which go very deep, in fact much deeper than the roots of other shrubs of the same size.

Propagation is effected by grafting on stocks of the grape-vine or by planting out in the spring the young, vigorous and specially selected shoots obtained at the end of the previous year from full-grown currant vines. The shoots are planted about three to four feet apart on carefully prepared and well-tilled garden plots. The grafts bear full crops in four to five years, the slips in six to seven. A full-grown currant plant, when clad in all its foliage, rises about as high over the ground as the ordinary English currant shrub, but the resemblance ends there. The currant vine looks so much like the grape vine that only an expert can tell the one from the other. The shapes of the leaves are exactly alike, but the green color of those of the currant plant is a little darker than that of the leaves of the grape plant.

Cultivation Done by Hand.

Let us now enter a currant plantation and watch the course of the cultivation of the currant vine, which requires so much labor and diligent attention that to adequately describe it we say, in Greece, that a currant planter enters his farm on October the first and comes out of it on September the thirtieth of the following year. I will take you rapidly through the principal operations. Please remember that all the work has to be done by hand. Almost before the fall of the leaf the planter must have a basin, about a foot deep, hoed round each plant. This is necessary to retain the water of the autumnal rains as long as possible round the plant in order that its beneficial action may reach the farthest roots. Soon after, the clearing of the plant by expert gardeners is taken in hand. They cut off superfluous shoots and clear away weakly and decayed wood, leaving only two to four shoots for fruit bearing in the next season, according to the age and the vigor of the plant. These shoots or branches are cut back to the third or second bud, which is also called an eye, before digging is commenced, and the medium shoots are pruned off. In January the digging, which is the most expensive work, commences and lasts up to March. The whole farm is dug up into little conical mounts round each vine. In March the eyes begin to bud out and when the young and tender shoots are about a foot long the conical mounts are dispersed and the ground is levelled. All this while, and up to harvest time, the planter has to be very vigilant in guarding and defending the young shoots against the numerous enemies of the vine of which I will have to say something presently.

In May the flowering begins and immediately after it the ring-cutting has to be done. This is an incision round the stock going no deeper than the bark, and its object is to prevent the sap from descending to the root, but to retain it instead at the upper part of the plant, so as to feed and enlarge the size of the berries. This ring-cutting is a recent discovery, for it was unknown fifty years ago, and the currant berries were then only about half their present size. We are now at the end of May; the shoots are daily expanding. A luxuriant foliage surrounds the fruit, which is formed into clusters of bunches, and protects it against the too ardent rays of the sun. By the middle of June the foliage must be thinned and the bunches exposed to the sun, so that the ripening may not be retarded.



SULPHURING THE CURRANT VINES.

The long branches heavily laden with fruit, must be supported on strong wooden poles, else they fall to the ground and the fruit perishes.

An Enemy Barred From Greece.

I mentioned already the enemies of the vine. There are a good many of them and they are broadly divided into insects and vegetable parasites. Of the former the most dreaded is phylloxera vastatrix. Greece has happily escaped so far the invasion of this destructive insect. Very drastic preventive measures have been taken by the Greek Government as soon as the phylloxera made its appearance in Europe and began to ravage the rich vineyards of France and of the other viniferous countries. The importation of plants, of flowers, of green fruit and of several other products of the vegetable kingdom has been strictly prohibited. This fell enemy of the vine surounded us on all sides. It ruined the sultana plantations of Asia Minor, atttacked the vines of Sicily, of Crete, and of several islands of the Aegean Sea, but it has been kept out of Greece. Once attacked by this terrible scourge the vine is doomed. France and the other affected countries have had to reconstitute their vineyards by the substitution of the American vine, which has proved immune to the attacks of the phylloxera. The reason of this immunity is said to be the inability of the insect on penetrate the bark of the American plant. Nurseries of this vine have been established in several parts of Europe and the young American plants are grafted with the desired variety and in two years after grafting they begin to bear fruit.



THE HARBOR OF PATRAS.

They Hunt With Torches.

Another insect which attacks the currant vine is a little black thing of the coleoptera species called carab. It commences its depredations as soon as the vine begins to bud. The planters hunt it at night, visiting each plant with a torch in one hand while with the other they capture the insects off the buds and place them into a tube, which at the end of their hunt they empty into a blazing fire. At the flowering, if the weather is wet, another dreaded enemy, the coulure, attacks the vine and hinders the process of fertilization. There is also the pyrallis, a kind of tiny butterfly, which has to be guarded against. Later on when the fruit is ripe, it is attacked by worms whose number increases rapidly, if atmospheric conditions are favorable.

Of the fungoid diseases of the vine the most destructive are the oidium and the peronospora viticola. The oidium first attacked the currant-vine in 1851, and for five consecutive years there was practically no crop. It was eventually discovered that sprinkling the vine with finely ground sulphur was an effective remedy and ever since the planter has to watch carefully and proceed to sulphuring his vines betimes and very often. In humid temperature the sulphuring has to be repeated several times.

Like a Destroying Angel.

he peronospora is really the mildew and it is more virulent than the oidium. Given favorable atmospheric conditions it develops with great rapidity and can devastate a plantation within twenty-four hours. The crop of currants was reduced by the peronospora in 1900 from 180,000 tons to 46.000, and in the year 1906, we lost through the same cause about twenty-five per cent. of the crop. The peronospora is combatted by spraying all parts of the vine, and especially the leaves which are the first to suffer, with a solution of sulphate of copper and lime. The spraying has to be repeated as often as there is any sign of the presence of the malady. There are other diseases such as the blackrot, the anthracose, the caterpillar and others, but enough has been said in this respect to show how much the poor currant grower has to contend against before he can gather the fruit of his arduous labor.

By the end of July the fruit is partly ripe for cutting. The fresh fruit is very luscious and highly flavored, but it is so delicate that it cannot stand a long voyage and it has been found so far impossible to market it as a dessert outside Greece. The drying grounds, or wooden trays, are prepared by a special treatment to receive the fruit. The work of cutting the bunches is in a great measure done by peasant girls.

When Rain is Dreaded.

They cut only the ripe bunches by scissors and place them in baskets which when full are carried to the drying grounds. There, experienced laborers lay one by one the bunches on the trays close to one another after cutting off unripe and unsound berries. There is no chemical treatment whatever, such as is necessary in the case of raisins and sultanas which are dipped into a solution of soda, or in lye, in order to accelerate the drying process. The drying of currants is effected simply by evaporation through the action of the sun. The fruit is exposed to the sun for ten to twelve days according to the temperature. During this time the planter dreads the advent of rain. For though the fruit can be protected by stacking the trays one upon the other, or by spreading over the drying grounds tarpaulins fixed on short poles, about a foot above the fruit, the cooling of the atmosphere retards the process of desiccation. The delay causes great inconvenience and even danger, for, the grounds being full, there is no accommodation for the second and third cuting which follow each other at intervals of about ten days after the first and in the ordinary course as soon as the previous cutting has been dried and removed. Happily it is very seldom that we have rain at this time of the year in Greece and even if there is a shower, it only lasts a few minutes and it is generally succeeded by glorious sunshine which soon repairs the mischief.

Of late years a new process of drying under shade has been put into practice for the finest currants, but it is an expensive and a tedious process, as it requires more than double the time. The bunches in this case are hung up on strings and placed inside a slight wooden hut which is exposed to the sun. Currants so dried retain their fine silky texture and their blue black colour and they feel very soft to the touch. When the currants are thoroughly dried they

are picked off their stalks and carried to the winnowing and separating machines. After going through the machines they are ready for marketing.

The World's Currantopolis.

I must now take you to the principal currant market of the world, which is the City of Patras, at the entrance to the Gulf of Corinth. Currants are sold, bought and shipped in several other Greek towns, but Patras is the chief centre of the currant export trade, and it is most aptly called Currantopolis.

The average weight of currants exported annually in the last five years is about 120,000 tons, and more than half of this was shipped at Patras. The growers, or their middlemen, send the currants to Patras by sea in small craft, or by rail, and there they are sought by the exporters at varying prices according to quality. The price obtained by the growers varies from two to four cents per pound of dried currants and when it is considered that it takes from four to five pounds of fresh fruit to make one pound of dried currants, the price cannot be considered excessive. The packing, the freight, the other intermediate charges, and the duties raise the price to the consumer considerably, but even then very good currants can be bought from the grocers in Canada at from seven to eight cents per pound. The best qualities are produced on the shores of the Corinthian Gulf and the best of the best are grown at Vostizza.

The whole crop is broadly divided by the trade into two categories—the fine qualities and the provincial qualities. The first category comprises the produce of Vostizza, Gulf, Patras and Zante. The second that of Amalias, Filiatra, Pyrgos and the other districts. The currants are cleaned once more by the exporter, sorted into sizes and the little tails cut off by special machinery.

Canadian Consumers' Taste.

Certain countries like the currants large and others prefer them small. It is strange to notice this difference of taste. I will mention two extreme cases in Germany; Cologne wants the boldest berries possible, while Dusseldorf, only about twenty miles lower down the Rhine, will have nothing but small berries. The confectioners and bakers like the smallest possible berries, known as siftings, because a pound of them goes in their trade much farther than a pound of large berries. Holland prefers the fruit of Cephalonia, because it is small sized, and America takes mostly the provincial, because it is large. Canada has a predilection for Filiatra and Amalias, with a yearly increasing appetite for the finer sorts such as Vostizza and Panariti, the latter being the finest quality grown in the district of Corinth.

In the matter of package, there is also a divergence of tastes. England takes only quarter cases containing about 50 pounds of fruit. Germany takes cases and half cases of 120 and 60 pounds respectively. Holland takes barrels of 250 pounds each, the United States of America takes larger barrels of 350 pounds, while the Australian Colonies and Canada take the fruit mostly in half cases. The packing is done by experienced workmen and the packages are then weighed under the supervision and control of the Customs authorities and put on board the steamers.

The Amount Produced.

The statistics being very troublesome and difficult to carry in one's memory, I shall give only a few round figures. The land under currant cultivation is about 150,000 acres. It is mainly owned by small peasant proprietors numbering over 60,000, so that each preprietor owns on an average two and one-half acres. The land belonged originally to the State, but it was by law allotted to the people on easy terms. The average yield per acre may be taken at one ton, but the yield varies considerably from district to district; it is the same with the cost of production.

The production has increased by leaps and bounds in the last fifty years. In the early part of the last century and during the first years of the Greek war of independence, few currants were exported from the Peloponnesus. In 1825, the crop was barely 1,000 tons and in 1828 about 2,000 tons were smuggled away to Trieste and Malta. In 1831, just on the eve of the liberation of Greece, the whole crop of the Peloponnesus was 2,300 tons. In 1845, it was increased to 6,500 and to 27,000 tons in 1851. There were no crops from 1851 to 1856 on account of the oidium, but in 1860 the crop attained 52,000 tons including 13,000 from the Ionian Islands. In 1871, we produced 81,000 and in 1878, 101,000 tons. In 1888 the production, stimulated by the high prices paid by the French wine makers attained 160,000 tons, and by 1895, it was further increased to 177,000. The record crop was so far, that of 1903 as it gave us 183,000 tons, but that of 1908, bids fair to run it very close.

The protective tariffs of France and Russia dealt a heavy blow to the currant industry. France had become the best customer of the currant grower, in 1889, she took over 70,000 tons of his currants, about one-half of the whole crop, and turned them into wine to supplement her own vintage, largely diminished by the ravages of the phyloxera. When her vineyards had been replanted with the American plants and her vintage increased, she legislated currants out of her territory. The same was the case later on with Russia. In 1896, that country took over 30,000 tons, but in 1897, she put on a duty of $90 per ton, increased since to $135 and so she has effectually shut them out of her territory. Neither France nor Russia produce currants and the heavy duties are intended to protect their wine industry, because dried currants are capable of producing excellent wine. The exclusion of currants from these two countries brought on a severe crisis which would have ruined the currant industry, had not the Greek Government come to its assistance by special legislation. The surplus currants have been diverted into industrial channels and the grower is enabled to sell his crop at a price covering at least the cost of production.

The Grower's Best Customer.

England is and has always been the best and most generous customer of the currant producer. She does not use yet so many currants per head of her population as Holland, but she takes more than any other country and she buys the best qualities and pays the highest prices. The available British statistical records go as far back as 1678 and in that year 1,840 tons of currants were imported. The figures vary little in the following twenty-five years, but in 1701, 2,382 and in 1726, 2,943 tons were brought in. The figures then took a downward course until in 1757 they dropped to 1,056 tons. They rose to 1,768 tons in 1767, 2,604 in 1778 and 3,911 in 1795. In 1820, the annual consumption was 5,631 tons and the price on December 31st, 110s per cwt., with the duty at 44s 4d. In 1835, the consumption rose to 9,685 tons and the price had dropped to 68s, with the duty reduced to 22s 2d. Ten years later we find the consumption at 15,489 tons, the price at 48s, and the duty at 15s 9d. In 1860, the consumption had increased to 32,081 tons, the prices were from 25s to 34s, and the duty at 7s. In 1880, the consumption rose to 41,861 with the prices at 29s to 41s. In 1890, the duty was reduced to 2s per cwt. and the consumption jumped up from 45,039 in 1889 to 55,765 tons in 1890, with the prices at 22s to 39s.

There have been since violent fluctuations in prices but the consumption remained about stationery. The record consumption was in 1907, reaching 63,745 tons, with prices from 20s to 35s per cwt. duty paid. The country standing first in the consumption of currants is Holland with about five pounds per capita. The British Isles and New Zea-

land follow at a distance with about three pounds. The Australian Commonwealth takes nearly two pounds per head.

Canada Likes Currants.

The deliveries for home consumption in Canada were in 1908, 10,503,366 pounds, equal to about one and one-half pounds and Germany follows Canada with a little under one pound. Belgium takes just over and the United States just under half a pound per capita. Currants are used in smaller quantities all the world over, including Japan and China.

This article having grown to larger dimensions than I originally intended to give it, I refrain from saying anything about the merits of currants. I leave every reader to form his or her own conclusions from personal experience, confident that such conclusions cannot be other than very favourable to currants.

IN FINE NEW BUILDING.

Ottawa Wholesale Grocers Vacate Their Old Stand and Move Into New Establishment.

On May 1 Provost & Allard, wholesale grocers, Ottawa, vacated the premises on York Street they occupied for years, to move into their large new warehouse, 41 to 47 Clarence Street, but a block away.

The growing business of the firm made the move necessary, as the old warehouse was not nearly large enough to suit them. In the new building, which is 66 feet wide and has a depth of 200 feet, they will have at their disposal 20,000 square feet of floor space. The building runs through to Murray Street, and is up-to-date in every particular, many special alterations having been made before the purchase was accomplished. Throughout it is fireproof and the floors are all well-lighted and high-ceilinged. The offices will take up the whole ground floor front, while the rest of the warehouse will be used for storage purposes and the transaction of the firm's shipping business. There are three storeys and a splendid basement, with easy access to all by an electric hoist.

Both Mr. Provost and Mr. Allard are proud of their purchase. Both are veterans in the grocery business and in the buying of the new property they have shown that they are experienced and know quite well the needs of a modern wholesale grocery in warehouse accommodation. Two other features of the new stores to be commended are the central location of the buildings, and the considerable yard accommodation.

Advantages of Show Cards in Displaying Goods

A Simple Advertisement Used by the Few—Particularly Beneficial When Goods Are Seasonable—The Method of Manufacture of the Show Card and How it Can be Made Effective.

By J. L. Wyckoff, Manager T. A. Rowat & Co.'s Branch Store, London, Ont.

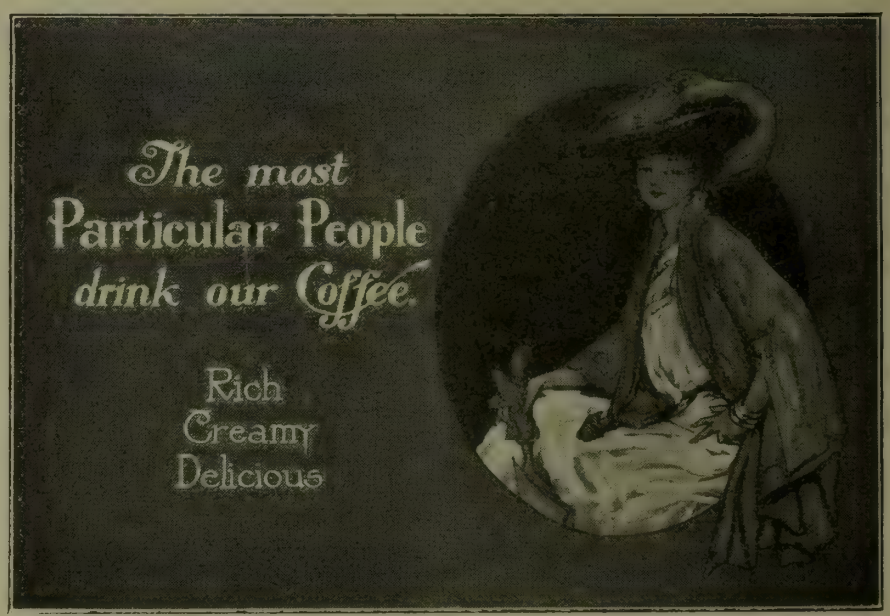
The use of signs as a method of advertising originated hundreds of years ago. In those days very few people could read or write so the tradespeople were compelled to use some sort of a sign to mark their places of business; but as people became more educated these signs gradually disappeared until at the present day about the only signs which survive this olden-time method of advertising are the three golden balls of the pawnbroker and the red, white and blue barber pole.

The merchants of years ago realized the benefit to be derived from erecting some kind of a sign on their building to advertise their business; so must the present-day merchant realize the fact that to be able to meet the keen competition of the advanced times he must use modern methods of advertising. Two of the most up-to-date and inexpensive methods are the show windows and a liberal use of show cards. The goods must be properly displayed and attached to them should be cards calling attention to the quality and price. With very few exceptions this is not usually done in grocery stores.

Cards for Seasonable Goods.

A few grocers have realized that their windows are the best advertisement they have and their sales greatly increase by changing often and keeping seasonable goods displayed. But even in these stores there is a lack of price cards. It is not necessary to mark up every article in the store, but the seasonable goods on display should be properly ticketed and especially the goods in the show window.

The grocer buys a line of goods of good quality that could be sold at a profit below the regular price. If a window display is put in with these goods and a neatly written card announcing that the goods are of high quality and the price much lower than the regular is placed in a prominent place in the display, would the goods sell? They would "sell like hot cakes" and the card is the medium which causes the sales. If the goods are displayed without a card very little would be sold. Now then, if a card sold these special price goods, would not properly written cards sell goods at the regular price?

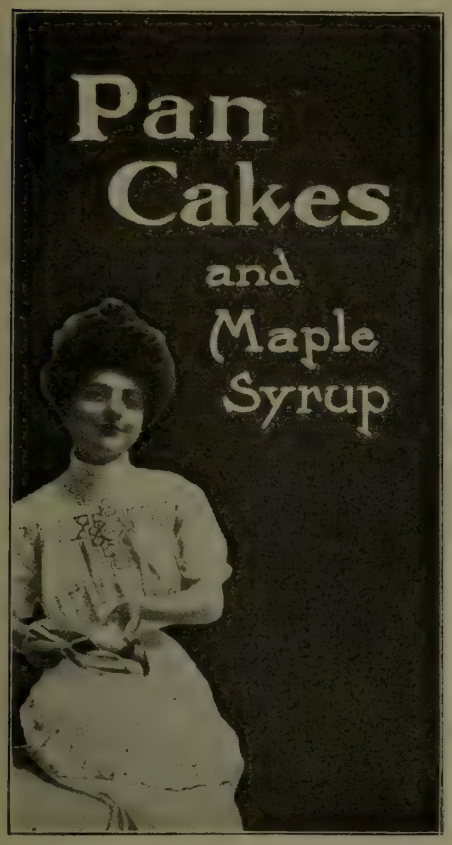


An appropriate arrangement of Words and Picture.—Note.—The cards shown in this article are the work of J. L. Wyckoff.

Show cards should not be very elaborate, but should be neatly written, so that when placed in a conspicuous place in the window they would catch the eye of every passer-by. The card should not be crowded with a lot of words; people will not stop to read a long sentence on a card, but just a few words that can be read at a glance will arrest the atten-

tion every time and that is the purpose of the show card—to attract attention to the goods displayed—for when people stop to look at your show window it means a sale nearly every time. This has been my experience.

The most important part of a show card is the general layout. There should



A Show Card that appeals to the Lovers of Pancakes and Syrup.

be plenty of margin around the card and the letters correctly spaced. The card will be attractive even if the letters are not accurately drawn.

How to Make Cards.

For good, serviceable, everyday cards use dark cards with the letters in white. These will not soil very rapidly and can be used continually for some time. If a picture appropriate to the wording is pasted on the card, it will be doubly attractive; but for all ordinary cards nothing looks quite so neat as a plain white card lettered in black.

A full sheet of cardboard such as used by cardwriters is 22x28 inches in size and ten-ply in thickness; half sheets are 22x14 inches and quarter sheets are 11x14 inches and eighth sheets measure 7x11 inches. The firm which sells cardboard will cut the cardboard into the different sizes with a card-cutter's knife, making a smooth edge which cannot be done very well by hand.

Cards written with stub pens are very neat and easily read. Pens for this purpose can be obtained in different widths and are excellent for writing small cards and price tickets, as they can be written very rapidly.

A card writing outfit need not be very elaborate—an assortment of stub pens, a penholder, two brushes (red sable riggers), Nos. 9 and 12 being the best sizes for good all-round work; three bottles of show card ink, red, white and black; three dishes for the ink, a straight-edge, a pencil, sponge and rubber being all that is necessary to make good show cards.

PART PLAYED BY WINDOWS.

When talking over the matter of window displays with one of New York's best known grocers, he said: "I consider it the most valuable asset of my business. It brings trade to the store



Reproduction of a Neat Card Easily Made.

that I would not otherwise get. It is the best salesman I have got." As our readers are aware we have for years been doing what we could to get the grocers of this city to take more interest in their window display and we are more than pleased to notice the missionary work we have done is surely bearing fruit. Any one who recollects the grocery windows of ten years ago and compares them with the display windows of to-day will, we think, frankly admit that there is a marked improvement and along lines that mean much to the retail grocer.—Retail Grocers' Advocate.

AS HE EXPECTED.

A grocer was converted to the way of thinking of a sect which periodically was inspired with a foreknowledge of the imminence of the day of doom and set the date, preparing for Gabriel's greeting.

The date was set and the day come. The grocer donned his white robe and went out into the fields to await the coming meeting with the celestial throng. The day passed until it was late in the afternoon, and the grocer, having arisen at the stroke of midnight on the morn of the eventful day, grew drowsy, and throwing himself down upon a pile of hay, fell asleep at his watch.

Boys discovtred him, and with the natural mischeviousness of boys, they set fire to the hay. The smoke and heat soon woke the slumbering grocer, and sitting up with a start he cried with the anguish of the lost:

"Just as I expected! In hell after all!"

A LITTLE BIT GREEN.

She was newly married and did not know a little bit about either housekeeping or shopping, and was giving her first order. It was a crusher; but the grocer was a man used to all kinds of orders, and could interpret them easily.

"I want ten pounds of paralyzed sugar," she began with a business-like air.

"Yes'm. Anything else?"

"Two tins of condemned milk."

Yes'm; anything else?"

He set down pulverized sugar and condensed milk.

"Anything more ma'am?"



An Attractive Card with a Talk That Carries Force.

"A bag of fresh salt. Be sure it is fresh."

"Yes'm. What next?"

"A pound of desecrated codfish."

He wrote glibly desiccated codfish.

"Nothing more, ma'am? We have some nice horseradish just in."

"No," she said, "it would be of no use to us. We don't keep a horse."

Buying Methods Save Hundreds of Dollars

Hard and Fast Bargains With Salesmen Wherever Possible is One of R. C. Braund's Principles—Advises Grocers Never to Allow Stocks to Run Short—Goods on the Shelf a Strong Talking Point With Travelers—Cash Discount Always Procured—Anticipates Wants of His Customers—Clerks Given Access to all Invoices and Business Books—Large Business Built up on These Foundations.

By Harry Theobald.

A business principle which Ralph C. Braund, proprietor of one of Peterboro's largest general stores, has always aimed at is to endeavor to buy at the best price from his standpoint. An advantage secured in this respect means a gain before the goods have been shipped from the warehouse. The manner in which the grocer can accomplish this stroke of business depends upon himself. There is one point, however, which Mr. Braund considers applicable to every buyer and that is, he should never allow his stock in any one line to run low. In that case, when a traveler comes along, the grocer finds that he has to accept the goods at the price demanded. He has practically no other alternative.

The average traveler is looking for all the orders he can obtain. If he receives the reply that the grocer is not short of a particular line of goods it means that there is no business for him for the time being with that grocer. For instance, if he is selling soap, he finds the grocer with a supply that is not yet run down. There are times when the traveler, being especially anxious to get an order, will say "Well now, can't I induce you to take a small lot, anyway?"

"No, I do not really need any more soap for awhile," is the answer.

After some dickering or persuasion the traveler may say: "Look here! I want your order. If you will take so many boxes I will knock off something," which amount he mentions. The traveler probably may intimate that the reduction is coming out of his own pocket, whereas the grocer considers that it is the "long way around for the shortest way home." If the grocer accepts he gets his first extra discount and he knows the goods will not suffer in his storeroom. If he is in the position to accept he may be sure that on future occasions he will be able to make as good a bargain, if not better. At any rate, he has made a gain on the soap before he receives it. Business is business. If the traveler could not offer an extra inducement he would not do so and the sharp grocer never misses an opportunity for making more profit than on past deals.

This is one point in connection with buying which Mr. Braund has found worth while attending to and soap is only an illustration for many other lines. It may be that the grocer is not in a favorable position to grasp an opportunity of this kind when it is presented ,but as stated above this depends upon himself.

A rule Mr. Braund has rigidly adhered to has been to buy only such goods as he knew he could pay for within the specified time in which to secure the cash discount. He has always taken advantage of this regardless of the amount or the period. By this means alone he has saved hundreds of dollars which a less careful man would have lost.

Began With $2.50.

Results obtained in business by Mr. Braund have certainly justified the soundness of his business principles. He arrived in Peterboro 15 years ago with $2.50, representing the sum total of his financial assets. For six months he was



R. C. BRAUND,
A Peterboro Merchant With Modern Ideas in Buying Which He Uses to Advantage

employed as night operator with the Bell Telephone Co., receiving 85 cents a night. At the end of that time he resigned this position to become a clerk in M. Carton's grocery store. After a year and a half, during which he saved a little money, he married and from that date his career as a grocer began.

He secured a house at the corner of Park and Albert Sts. and transformed a room opening on Park St. into a grocery shop, obtaining his stock from his employer. He continued to work uptown while his wife looked after their grocery business.

At the end of another year he found it necessary to give his entire attention to his own store and resigned his clerkship with Mr. Carton. His capital had increased most satisfactorily and he was enabled to add another room. It was at this time that he added a stock of dry goods, and this department has been gradually assuming larger proportions until it is now probably the most important, although he handles general lines.

Success Due to Buying System.

Each year has been but another step up the ladder of success, and he attributes a great deal of it to his buying system. He commenced with a store 20 ft. by 12 ft. in a part of his home. So many additions have been made that the first building was only about one-eighth the present size—if indeed it was that much. His first week's business amounted to $3.15. In six months he was doing a business of $100 a week, and in three years he bought the house and lot. He has made seven additions to the store, which is now 86 ft. by 35 ft., two stories in height and with a large basement. His weekly business now averages $1,500.

Practically everything is found in his extensive stock. He can completely furnish a house from the woodshed to the guest's bedroom in a manner to suit almost any taste.

Honesty in the grocery business, Mr. Braund states, is just as necessary as in any other, and a good trade cannot be built upon anything but a foundation of integrity, uprightness and straightforwardness.

Anticipates Public's Taste.

A grocer should attempt to handle large quantities of goods which turn over quickly. Mr. Braund has seldom carried over a stale stock in any line. He possesses that faculty of knowing what the public will demand. It has cost him a good deal of thought at times but by careful attention to studying the conditions and desires of his clientele, he has moulded his buying principles so that as far as possible selling will follow purchasing as naturally and as smoothly as night does the day.

This is where many merchants fail. Too often they allow themselves to be

carried away by the arguments of the salesman so that they purchase goods their customers will never call for. Of course, that is the traveler's affair and if he makes the sale all well and good for him—it shows that he possesses the qualities necessary for good salesmanship.

Every merchant, and particularly the one doing buiness in the suburbs of a city or town or in the village or country, has a different clientele to which to cater, from any other. It is, therefore, up to the merchant, as Mr. Braund contends, to study the class of goods he buys in order that its turn-over will be made within a reasonable time. It's the store where goods stand for years on the shelf that fails—not the one which is not only alive to its customers' desires and demands, but to what those customers should purchase at different times in the year.

If this phase of the stocking of a store is properly looked after and if the cash discount is invariably profited by, the merchant stands a splendid chance to win out in the business arena. This, together with shrewdness in buying—essential to every good business man—forms a foundation in retail merchandizing which will stand a mighty stiff depression.

Buying Open to Clerk's Inspection.

Another important consideration in Mr. Braund's opinion is the selection of clerks. He wants not the smooth and polished individual, but the one who will interest himself in every line of goods that is purchased. If goods are bought they are to be sold and his clerks are educated to that fact. He wants salesmen for his goods and not simply "waiters" on customers.

His clerks are allowed, and in fact, encouraged, to look over all invoices and books in connection with the business in order that they may thoroughly comprehend every situation and be alive to the wholesale market, as buying prices vary. In doing this he aims to give them an education that will stand them in good stead in future years.

He secures clerks in whom he can place implicit faith. He shows them that he believes in their integrity and they in turn believe in him.

Owing to the fact that Mr. Braund is located away from the city's centre he has held that it is practically useless to advertise in the paper, as he can scarcely hope to attract outside buyers to the south ward, a mile from the business section. He, however, uses them at times. He has adopted the system of advertising by means of handbills, which he distributes mostly through the district surrounding his store and also sends them out with orders.

Co-partner in Business.

One other point worth mentioning is the fact that Mr. Braund owes his success largely to the encouragement his wife gave him in their years of early struggles. He is a strong champion of marriage and is now father of six or seven children. Mr. Braund is interested in many local companies, has good real estate holdings and as a public man holds a prominent place.

In conclusion, he says there are no established rules for the grocer to follow. He must keep his eyes open use good judgment and particularly know his business in every detail..

Opportunities different from any ever experienced in the past often arise and the merchant must be always on the alert to make use of them. Whether in buying or selling, whether in venturing on new ground or surveying the old, it's the man who possesses the qualities of shrewdness and foresight and who never forgets the mistakes of the past, who, in Mr. Braund's opinion, makes the success in the field of retail merchandise.



The Present Premises of a General Store Business Founded on $2.50 Capital.

SOME THINGS TO THINK ABOUT.

If money is so slippery that you can hardly keep hold of it when you are watching it all the time, how can you expect to get some enormous return for money which you invest in some far-away scheme, which you probably never will see and which is absolutely beyond your control?

If you consider yourself as a worm of the dust you must expect people to trample on you. If you make a doormat of yourself, people are sure to wipe their feet on you.

There is no disgrace in failing, if you have done your best, and if you are still facing toward your goal. But your failure will be a disgrace if your back is turned toward your goal.

Trust your employes and they will trust you; believe in them and they will believe in you.

Have nothing to do with people who dramatize their woes.

"Radiate a sunny self-trust, and make whatever you touch luminous."

It is grip and grit that conquer success; not alone the vigor with which one takes hold of his task but also the doggedness with which he holds on after he has taken hold.

If you are not doing good with the little you have; if you are not making the most of it, you may be sure that you are not likely to do the great good that you think you will when you get a lot of money.

After one has once felt the joy, the exhilaration, the infinite peace and satisfaction which come from the exercise of his highest faculties, he can not be satisfied ever again to grovel by the exercise of his brute faculties.

"It is the young man whom labor can not weary nor enemies scare, nor drudgery disgust; who confronts reverses with an unflinching front; who can neither be turned aside from his settled purpose by the world's dread or laugh, nor by its scorn or its frown, who makes his mark."

When a man gets religion aright his horse soon finds it out.

Some people are like a million-dollar check on a ruined bank. They look big, they promise great thing, but you can not cash them.—Success.

Advantages to Merchants of Export Development

The Greater the Home Production and Better the Demand the More Wealth Will Circulate—What the Retail Merchant Can Do to Assist Both—One of His Primary Considerations—Wonderful Development of Canada's Trade Since Confederation and What It Has Done for the Retail Business—Where Our Foreign Money Comes From.

Two hundred and eighty millions of dollars. That's the amount in round numbers of the exports of the Dominion of Canada during the year 1908.

Although at first sight it may not appear that the export trade has anything to do with the retail merchant, very little reflection will show that such is the case. The exports of Canada depend almost entirely upon the home production and on the home production depends the amount of money that will be expended among the merchants.

It is plainly visible that in order that the retail merchant should succeed, he must do business and the wealth obtained from the export trade forms a great portion of the money which circulates through him. He therefore has a direct interest in the goods that leave our shores and he should do all in his power to increase the demand for them.

It is quite within reason to assert that a fair share of that $280,000,000 of foreign money which was distributed among the Canadian people found its way to the merchant. Above all things else man must have food to live—therefore of the retail merchants who benefitted it is a safe conclusion that the grocer has fared a little better than the best. The grocer should more than any other merchant be interested in export trade development and methods for that development should be one of his chief considerations.

Everybody knows that a missionary address or a political speech overburdened with figures is dry. Nobody wants to listen and if the audience is large feet begin to shuffle.

Readers will therefore not be unduly imposed upon with figures but will be just presented with those absolutely necessary to demonstrate that the wheels of progress in Canada are by no means clogging up. They also demonstrate that Canada is a nation to be reckoned with among the progressive commercial nations of the globe. They show that trade in this country is on the forward march and they indicate that manufacturers who have their money invested judiciously in Canada have no need to fear any slight depression that may occur from time to time.

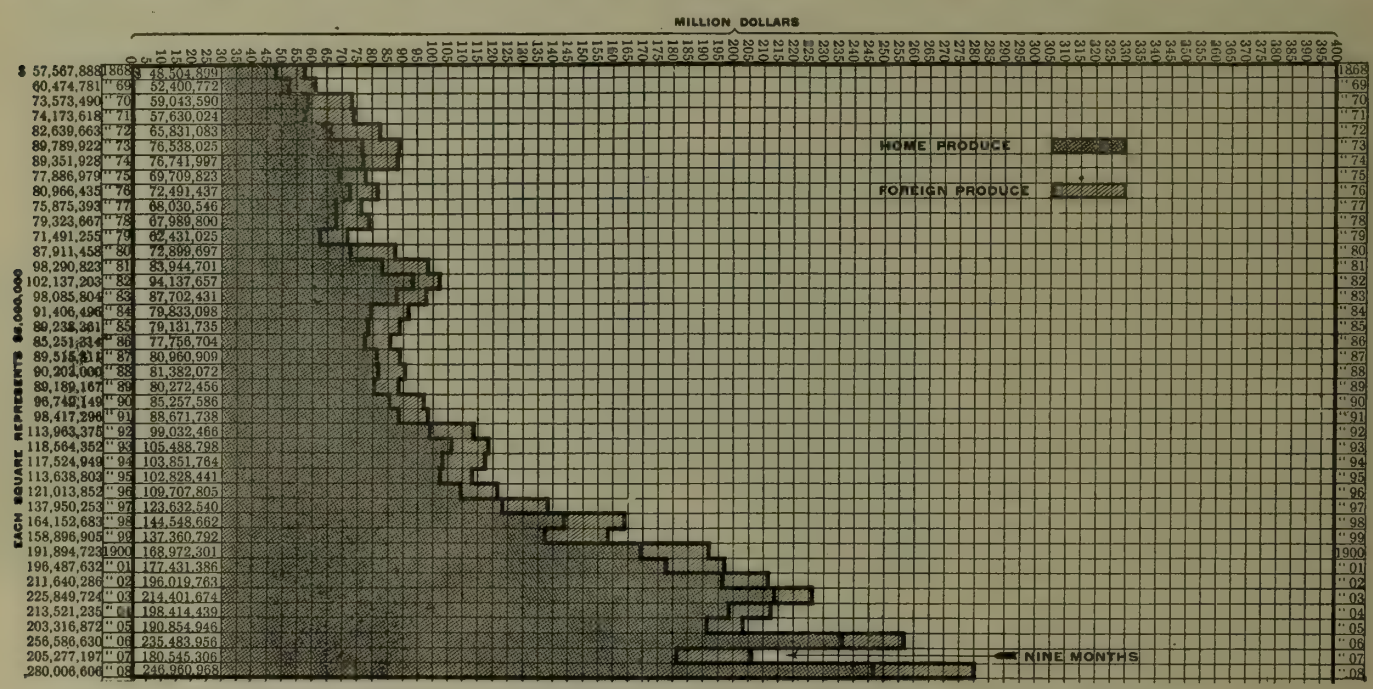


Chart Showing the Total Exports of Canada for Each Fiscal Year from 1868 to 1908.

Five-fold Increase.

We realize by comparison. Therefore when we come to consider that in 1868—the year following Confederation—our exports amounted to some $57,000,000 and that in 1908 they were over $280,000,000, we reason that "Father Time" has been good to us. That means a five-fold increase in four decades.

Coming down to modern times reliable statistics show that in 1905, Canadian exports amounted to over $203,000,000; in 1906, they were more than $256,000,000; for nine months in 1907—when a change was made in the fiscal year—the amount was over $205,000,000 and last year it was, as stated before, $280,000,000. There has therefore been a steady advance, with an occasional lean year, ever since Confederation. Development is still on the wing and manufacturers who are succeeding now have years of plenty to which to look forward.

The accompanying charts show clearly in a nutshell where Canada is regarding her exports. The first treats with the total exports including home and foreign produce for each fiscal year since 1868; the second with Canadian merchandise exported each fiscal year to Great Britain, United States and to other countries. The figures speak for themselves by comparison; they are authentic, having been compiled by the Trade and Commerce Department of the Dominion Government.

Canada's great market is the mother country. Great Britain in 1908 took

from us merchandise to the value of over $134,000,000 which almost equals the total exports to all other countries. United States, of course, came second on the list with $113,000,000 and our next best customers mentioned in order of importance are West Indies, South America, Newfoundland, Belgium, Australia, Germany, China and Japan, France, Holland, Italy, Spain and lastly Portugal.

Canada's great possibilities are her fisheries, agricultural and dairy products, her forests, her mines and her manufactories. The value of her fish alone which was exported through ocean ports during the year ending March 31, 1908, was over $9,900,000. Halifax leads with a total of over $4 500,000 with Vancouver second with over $2,600,000. Canned salmon, dry salted codfish, canned lobsters, and herring formed the bulk of the export trade.

In the fisheries the Dominion has an asset that has no limitations and with a special committee appointed by the Government at Ottawa to look after this industry development in the future will be more pronounced than it has been in the past. To compete with the world in fish is an easy matter if proper attention is paid to the industry, for Canada has the most extensive fisheries of any country on the face of the globe.

Value of The Farm.

Agricultural products including grains, fruits, flour, cereals, maple products, seeds and vegetables, are another link representing the vast chain of Canadian resources. For the same year as mentioned above the exports of these exceeded $57,000,000, the chief articles being apples, oats, wheat, flour, and cereal foods.

How the Merchants Benefit.

The question arises in the mind of the retail merchant in a perusal of these figures as to what benefit he will derive from the development of the export trade of the country.

He should know that the extent of his business depends greatly upon the extent of the export trade. The products of the farm, the forest, the mine and of the manufacturing establishment cannot all be utilized at home. The greater the amount of wealth each produces above the home consumption the more will there be for export purposes and the greater will be the amount of money coming from foreign countries.

This is what counts to the advantage of the merchant. If a factory in a certain town closes down one week in every month that means a less amount of money distributed among the employes. The result is obvious. The retail merchant sells less and gives more credit and therefore his profits decrease.

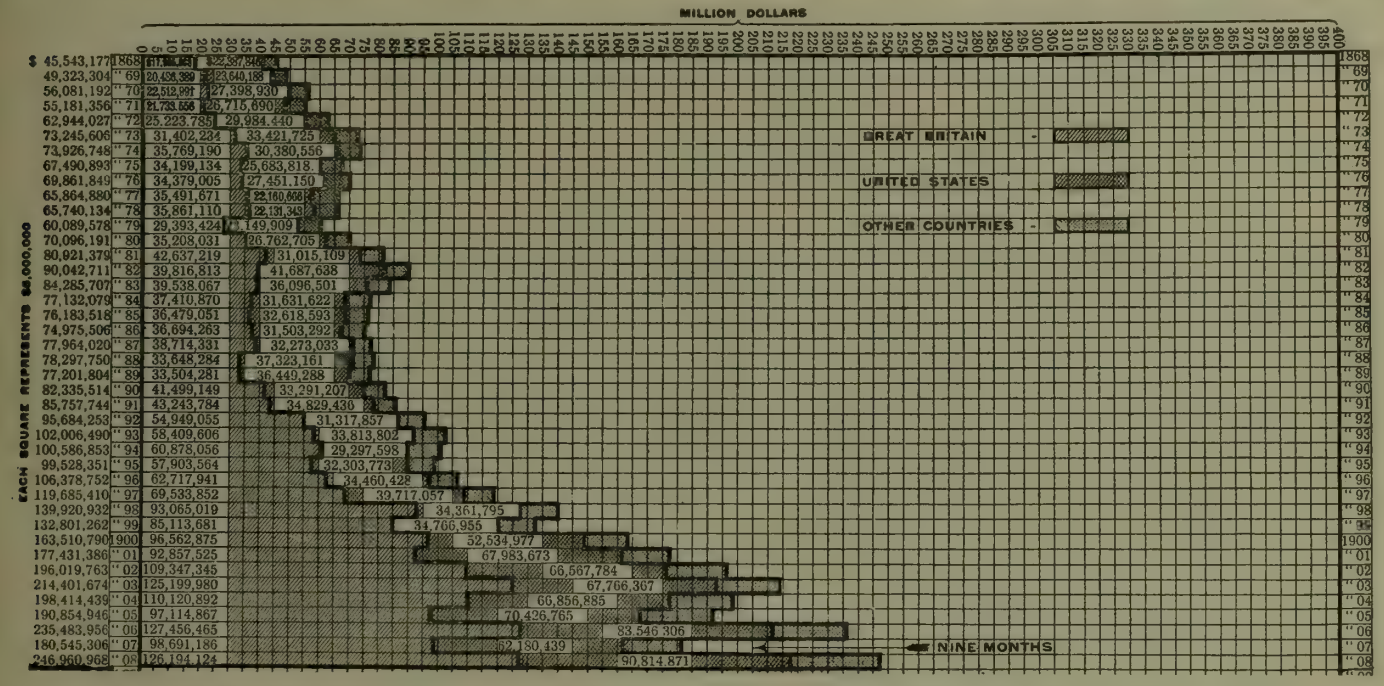
If the farmer's crops are poor he has less for sale and hence there is less for export. With the wealth coming into the country curtailed on account of crop failure or neglect, the farmers, who are heavy buyers from the retail merchants, have less money to spend.

It will thus be seen that any decrease in home production and export trade reflects adversely on the retail merchants. With the latter with less money to spend, the manufacturers are forced to curtail their export, and business is depressed.

What can merchants do to aid in the increase of exports? Since the development of the farm, the dairy, the fisheries, the fruit-gardens, stock-raising and the mine means more money in the hands of the bread-earning population, it behooves every merchant to do his little share in aiding in this developemnt.

First, he must be a public spirited merchant. This is probably his best method of imparting knowledge to those employed in the occupations intimated above. Agriculture has made rapid strides, but with Canada's vast area of arable soil there is yet room to spread. Newer and better methods in farming, dairying, etc., are coming before the public every year and with the introduction of these, better results are bound to follow. A few men in the past have taken deep interest in the propagation of agriculture and what we want are more such men to assist in the education of those who are responsible for our export trade. Merchants can aid if they will, not only publicly, but privately. The export trade of a country is its life, and conditions relating to its development should be a subject for consideration by all.

Establishing trade commissioners in countries from which a demand for our goods may come is one method of procedure. This is the work of the government. The commissioner must be a thorough business man with a keen observation to detect the wants of the people among whom he is living. He must watch for every opportunity to aid the export trade of the country which has placed him there. He cannot be too wide-awake, and probably more care might be taken in such government appointments to good advantage.



Relative Amounts of Canadian Merchandise Exported for Each Fiscal Year from 1868 to 1908.

Building Up of Name Lists by Retail Merchants

Methods by Which the Grocer May Become Better Acquainted With the Heads of Families—Benefits of this Scheme to Merchants in Country Districts—Keep an Eye on the New Families Moving Into the Community—A Valuable Asset.

Something new to the retail grocers, or the majority of them, is the plan of building up a name list and getting better acquainted with the heads of families in the community. Thus the name list is made a valuable asset to any merchant. Merchants, of course, have different methods in obtaining the list.

The retail grocer in the country village can use such a list to as much advantage as can the largest city merchant.

It is not always easy to obtain the right class of names, especially in a small town where there is no "name broker" who makes a business of dealing in the names of the residents of the city. In small towns the merchant must usually depend upon the resources at his command to build up a suitable list of names. Several devices have recently come to our notice which show that the old saying, "Find a way or make one" is as applicable to name list building as to anything else.

Secured Names Easily.

One merchant made use of the following plan to secure a name list without leaving the store to get it: He issued several thousand calendars with his name and some advertising on them. While the calendars were not expensive they were attractive and convenient. In his newspaper ads. he invited every one to call at the store and get a calendar free. When anyone asked for a calendar he or she was asked for his or her name and address. These were taken down and preserved for future use by means of a card index. Children asking for calendars were required to give the name and address of father and mother. Thus the calendar was made to produce a serviceable name, and a list was kept which prevented many calendars going into one family. In a few weeks the merchant had a choice name list, and had made friends with a large number of people, many of whom were not regular customers. These were circularized until eventually nearly all became customers of the merchant.

One merchant who wished to secure a name list sends out one or more of his clerks during dull times to call upon the people in their own homes. These clerks drove about the surrounding country and secured the names of all adults, arranging them under the various headings—Father, Mother, Young Ladies, Young Gentlemen, Boys and Girls. To these were sent circulars describing goods appropriate to all classes. If a family contained only adults, the circular describing children's goods was not sent.

Another method of collecting names is to give a voting contest of some kind, and arrange the ballots that each person voting must record upon it his name, address, and such other information which the merchant wishes to know.

Still other methods of getting good names are to get copies of the tax assessors' lists, and the poll lists of the townships in the vicinity of the merchant.

Another method by which the names may be obtained at practically no expense is to prepare cards containing five or six ruled lines, and give one of these to each of the country customers when they call at the store to trade. Request them to fill in the information asked and return the cards.

Some merchants offer no inducement more than the promise that the names go to make up a mailing list and those whose names appear on the list will always be promptly notified of any new goods or special bargains on sale at the store. Some merchants hasten the return of the cards by offering some inexpensive gift for each one brought back properly filled out.

Young Ladies Assist.

A plan practised by a merchant which enables him to get names and make sales at the same time is as follows: Two young ladies who are good talkers drove about the country calling at every farm-house. There they left advertising matter and showed samples of staples carried in stock, such as dress goods, underwear, hosiery, etc. The name of each lady called upon was taken down as well as her opinion of the goods shown and the name of her usual trading place for these goods.

These names were preserved as a mailing list, and ten days later were followed up by imitation typewritten letters calling attention to the advertising matter left and asking the reader to call at the store and look over the other bargains even if there is no immediate intention of making a purchase.

Effect of Letters.

Typewritten letters or their imitation, are always effective advertising material to send country patrons. In many cases the effect is equal to that of a private dictated letter. These letters may be written on a typewriter, or if the merchant has none, a good penman may be secured to write the original, and any number of copies may then be produced on one of the many copying machines now on the market. Forty to sixty copies may be made from one typewritten original, and seventy-five to one hundred copies from a pen written copy. Send these letters in an envelope of striking appearance with some brief message on the outside which will assist in arousing the curiosity as to the contents, and you will not be disappointed at the results. Of course much attention must be given to the contents of the letter, but as a means of advertising it is particularly effective.

When a goodly number of names have been secured they should be kept for reference on cards about three by five inches, one card to one name.

In addition to the name and address, number of people in family, and other information of this kind, the merchant should form the habit of noting on the card each bit of information about the the percon which may prove helpful in retaining or increasing the amount of his trade. Many people possess certain peculiarities which make them very unpleasant to deal with unless the merchant is familiar with them. As fast as these are known they should be noted on the card and the various clerks encouraged to consult the cards during idle moments to make themselves familiar with these customers so as to handle them properly when they call. The clerks should be instructed to jot down any facts of a similar nature which they have learned while selling to the various customers. These points may be discussed between the merchant and his clerks with a decided effect for good upon the sales account.

One merchant makes it a point to keep track of all new families moving into his trade district. As soon as the name and address may be obtained the merchant sends them a letter of welcome accompanied by some small gift and the request that he hopes to merit at least a portion of their patronage. He invites them to call and get his prices before going elsewhere. In this way a good impression is made and in many cases a valuable customer is secured.

These are only a few uses which the retail merchant has for a good name list. Other uses will occur constantly and the list will grow to be one of his most valuable assets.

The Course of Condensed Milk From Cow to Can

Wonderful Development Since its Discovery by Gail Borden, Scarcely Half a Century Ago—Rapid Advance in Its Consumption in Canada—Indispensable in the Mining and Lumber Camp and in the Summer Resort—Possibilities for the Future—Why it Appeals to Consumers.

Gail Borden, to whom is accredited the honor of originating the condensed milk industry, was not one of those who passed beyond the great divide within sight of the castle of his dreams. With his indomitable energy and pluck he waged his campaign against the obscurity of undiscovered regions and by walking hand-in-hand with science he was permitted to complete his life's work and leave to posterity the knowledge of an industry that has developed beyond the realm of expectations, and which knows no limitations. When one reads the life history of Gail Borden from an impoverished surveyor to the founder of an industry that has within a few years reached a huge magnitude, he perceives that his great work was culminated, not for glory's sake—that he might feel the glamor of the world—but that he might leave for humanity something substantial and real, something that would aid in the prolonging of existence between the cradle and the grave.

Even the majority of us who have passed the first score of years in the three and ten can look back upon the past to the time when condensed milk was unheard of. And when we reflect upon the wonderful development in Canada alone we wonder how our ancestors as pioneers braved the unexplored depths of our primeval forests without its aid. To-day mining centres, construction camps, summer resorts and even towns and cities find it indispensable. Milk is claimed to be the only substance known to science which contains all the foods necessary to fill the requirements of the human system. It is absolutely necessary to the proper development of the child and its absence from the body certainly does not prolong the life of older folk. Milk is, therefore, a necessary commodity and when it cannot be procured direct from the old-fashioned cow its place is filled and admirably filled by the condensed milk factory.

Success Follows Persistency.

To go back for a moment to Gail Borden. He was born during the first year of the nineteenth century—a hundred and eight years ago. His birthplace was New York State and for twenty-six years of his life he lived there. In 1827 he wandered to Galveston, Texas, and aided in extinguishing a band of pirates—invaders from the Gulf Stream. But his business was a surveyor, and shortly after his brief military experiences he surveyed the town site of the Port of Galveston, where he had been appointed the first collector.

Evolved the Meat Biscuit.

Having been born with an inventive strain in his veins he was given plenty of opportunity in his toilsome journeys up and down the desolate plains of the southern states. Nourishing food was needed and needed badly for such a life. A "meat biscuit" was his first attempt and this was made from the juice of beef combined with bread. Believing that he had struck a profitable vein, he invested what money he had to develop it. This "meat biscuit" in 1851 was successful in taking the highest award at the first world's exhibition in London. Unfortunately for him, however, it did not prove a commercial success and he was compelled to direct his talent and energy elsewhere.

Granting of the Patent.

About the year 1849 he had begun to make experiments in the condensing of milk, but before his work reached a successful culmination he was destined to surmount some huge obstacles. It is human nature to lie secure within the certainties of the present that have been safely molded from the events and experiences of the past and to place little faith in the new and untried. So others could not see beyond the horizon of their present with the same light as could Gail Borden, and it was with sheer perseverence that he prevailed against the jibes of his friends and against his own weaknesses and won the victory. On August 19, 1856, he was granted the patent for "producing concentrated sweet milk by evaporation in vacuo."



Interior View of a Modern Condensed Milk Establishment (Borden Factory at Tillsonburg).

In the last half century and particularly in the last decade, the condensed milk and evaporated cream industry has advanced by huge strides. As intimated above it was practically unheard of in Canada a score of years ago but it can truly be said it is here to stay and to develop.

Factories are now located in various parts of the Dominion and it was the privilege a short time ago for a representative of The Grocer to visit one of these and get a closer view of the manner in which the milk is prepared for use. As an indication of the rapidity with

which the business of this plant had grown, the company was employing 125 men although in operation only eighteen months. It is a fact known to all that the strictest cleanliness must prevail in every factory. But the companies go further to make assurance doubly sure and see that the sources of the milk supply and the condition of the stables and surroundings are in the soundest sanitary conditions.

The Force of Cleanliness.

It is this phase of the business that appeals to customers. They perceive the care exercised by manufacturers in providing for them a food which must necessarily tend towards the building of a sound body and a sound mind. It makes them more confident in using the article and often is a favorable contrast to the slovenly manner in which some milk vendors attend to the wants of their customers.

From the factory visited—and it is to be presumed that the others have similar arrangeemnts—two men are constantly visiting the stables and herds of the dairymen who supply them to see that their regulations are adhered to. Some of the requirements are that all stables must be whitewashed and cleaned twice every day. Similar care must be given to the milking utensils. The milk must be removed as soon as possible from the stables so that no odors will be absorbed. The farmers are supplied with a modern aerator and cooler, over which the milk passes to remove the animal heat. It is then kept in a milk-house in cans placed in ice cold water. The herds are inspected several times every year with a view to determine and stamp out any disease that might have found its way among them. The water and food supplies are also looked after, and the herds fed principally on corn, the farmers not being allowed to give their animals turnips or any other root that is in the least objectionable.

From Cow to Can.

When the milk arrives at the factory it is subjected to a severe test to see that it is rich in solids and butter fats—free from contamination—and in as perfect condition as modern appliances and scientific precautions can make it. The contents of the cans, after being weighed go into the reciving tanks and all the cans are thoroughly cleaned and sterilized in the fastory before being returned to the dairy.

After this extreme care has been exercised it would be supposed that the fresh milk was all that could be desired, but it is now an acknowledged fact that all milk even if produced with the precautions already described is alive with bacteria. Before being put on the market, therefore, evaporated cream and condensed milk go through a thorough sterilizing process to render them free from all bacteria.

From the receiving room the milk passes into the huge sanitary tanks of the cooling and purifying department. There it is held until ready to pass into the condensing department where by the most modern sanitary machinery, it is greatly reduced in consistency by evaporation in vaccuo. From here the milk goes into the filling department where automatically every can is filled, each containing the same quantity. The cans, after being hermetically sealed by special machinery, are next conveyed to the sterilizing department where they go through a secret process which renders the milk entirely free from germ life and puts it in a more digestible condition than fresh milk by greatly softening the casein. The milk is then held in the factory from thirty to sixty days to ensure it being in perfect condition before it is placed on the market. This in brief, is how the milk is transferred from the cow to the can in such a clean and sanitary manner, and is never touched by hand.

Free From Germs.

Evaporated cream is richer in butter fat and phosphate properties .than ordinary cream because all the solids are retained. It is completely free from germs, all harmful bacteria being destroyed. Another surprising fact is that two-thirds of the time in the factory is taken up in cleaning and sterilizing the tanks and machinery. No machine is driven by belts; electricity and gas producer power being employed.

The water supply of the company is obtained from constantly flowing artesian wel's six miles from the factory and conducted by gravitation to a concrete reservoir in front of the building capable of holding 300,000 gallons. The water is used for cooling purposes in the factory, and also for cleaning the plant. In the latter process no soaps or acids are used, only pure clean water and steam.

Typhoid Outbreaks.

In the introduction of any new, convenient and improved product there are naturally barriers of prejudice and hurdles of distrust. These, however, have been overcome long ago with respect to evaporated cream, and the product is now much more popular than ordinary cream, not to speak of its numerous other advantages. The typhoid outbreaks, which occurred some time ago in Montreal and Chicago, were shown to be directly traceable to an impure milk supply. In the City of New York to-day there is as much condensed cream consumed as there is of ordinary fresh milk or cream, and in other cities this sanitary preparation is rapidly supplanting deleterious and tainted supplies from dairies.

Evaporated cream can and is being used in all climes and constitutes a perfect food for hunters, miners, lumbermen, explorers and fishermen, as well as for the ordinary household. Both evaporated cream and condensed milk are treated in a similar manner, only that the latter is preserved by the addition of granulated sugar.

A Market in China.

Canned milk is in demand all over the world and there appears to be a bright future for the industry. Even China has become an important consumer of this product and the consumption of it among the Chinese is on the increase; many of the stores now handling these prepared milks report that large quantities of the various brands are being taken by the Chinese. The Chinese have never used any great quantities of milk, as they usually allow the calf to take all the milk for its nourishment, in order to later have another animal, and fearing that the calf will die if deprived of any of the milk. No dairy farms exist except in the various foreign settlements and colonies. In fact, among the Chinese fresh milk is practically never used, owing to its scarcity. There is every indication, however, that the Chinese are beginning to realize the value of milk as a food, and when once the use of it becomes general the manufacturers of the canned product should find a large market in this country.

The business in canned milk in China is one of considerable size. During 1906 there was imported into that country 225,559 dozen of tins of milk, valued at $248,887, which increased to 257,300 dozens, valued at $262,575, in 1907, From Canada there was exported in 1907 to China 12,140 tins.

Among the companies in Canada now manufacturing this product are: Borden's Condensed Milk Co., Tillsonburg, Ont.; the Aylmer Condensed Milk Co., Aylmer, Ont.; St. Charles Condensing Co., Ingersoll, Ont.; the Truro Condensed Milk Co., Truro, N.S.; Sweet Milk Condensing Co., St. Lin, Que.; Charlottetown Condensed Milk Co., Charlottetown, P.E.I.; the Canada Milk Condensing Co., Antigonish, N.S.; Jno. Malcolm & Son, St. George, Ont.; Canadian Condensing Co., Chesterville, Ont., and others.

Magnitude of Poultry Industry Around Smith's Falls

Some Years Ago the Poultry Raised by Farmers There .was Disposed of at a Big Fair—Wagon Loads Were Then Seen on the Main Street—Time Brought About Changes and Buyers Now Invade Territory of the Farmers — Annual Production Valued at Thousands of Dollars.

By Jessie V. Dayton.

The town of Smith's Falls is a rapidly growing, prosperous business town of about 6,000 population, situated 125 miles from Montreal. It is an important divisional point on the main line of the C.P.R. between Toronto and Montreal, and is also on the short line running between Brockville and Ottawa. It is surrounded by a good farming country, and populated by an intelligent enterprising class of farmers. It has excellent facilities as a shipping point.

Smith's Falls has for many years been an important market for poultry and for years an annual poultry fair used to be held there which to the merchants of the town and the farming community was one of the important events of the year. The fair was advertised throughout the country, over a radius of twenty miles by large and attractive posters. At that time neither the Brockville and Westport railway nor the short line running from Prescott and Kemptville to Ottawa had been built and Smith's Falls was the only railway centre within a radius of many miles.

Wagon Loads of Poultry.

On the days appointed for the fair, farmers drove to the town, many of them arriving at daylight with their sleigh or wagon loads of poultry, many of them accompanied by their wives and daughters ; and Beckwith Street, the principal business street of the town was lined on each side with farmers' sleighs and the pavements thronged with the women-folk who had accompanied them. Buyers from Boston, New York and Ogdensburgh for the United States market were the principal shippers.

In 1891 a new market was opened when a Mr. Beach came from Winnipeg for the purpose of buying for the western and British Columbia markets. Through M. K. Everetts, one of the influential poultry buyers in Eastern Ontario and a resident of Smith's Falls, Mr. Beach bought that year over five car loads of poultry, the value of the shipments amounting to $17,000, the prices averaging as follows : turkeys, 10 to 14 cents ; chickens 5 to 7 cents ; geese and ducks, 6 to 7 cents.

Forty Tons in a Year.

In 1892 about 40 tons of poultry were shipped from Smith's Falls. Some local buyers also shipped many hundred weight. From ten to eighteen cents for turkeys ; six to ten for chickens and seven to ten for geese were the average prices paid.

The old days of the turkey fair when the merchants of Smith's Falls engaged extra salesmen and the milliners supplied the farmers' daughters for miles around with hats purchased with the money received from the summer's work in raising poultry have now passed and the more modern method of selling to buyers who visit the homes of the farmers and purchase the fowl to be delivered on a certain date at the nearest shipping point has taken the place of the old time fair.

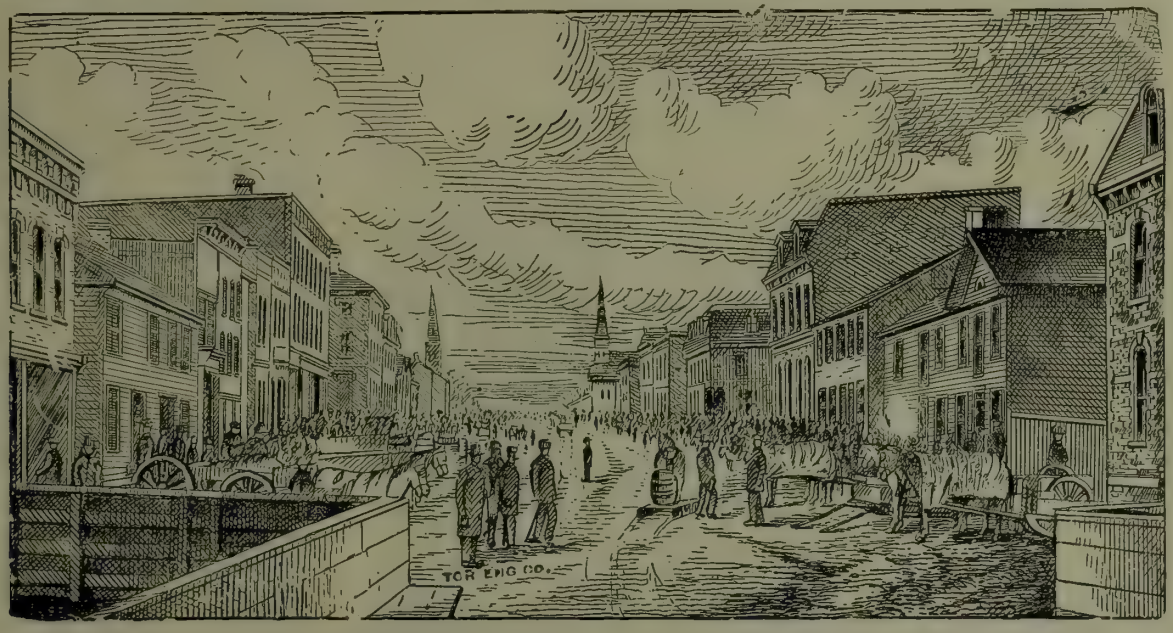
In 1899 the McKinley bill completely cut off the United States as a market for Canadian poultry. Nevens & Soles of Irish Creek, a small village on the C.P.R. six miles from Smith's Falls, in one season shipped 52 tons of poultry to the Northwest for which they paid $65,000.

Decrease is Noticeable.

It is difficult to obtain records of shipments made after the abolition of the turkey fair, as the dealers from the West, Toronto, Montreal and other centres, drove through the country and bought up all the poultry for sale and it was shipped from various points from Smith's Falls. It has been an unfortunate thing for the poultry raisers that the regular poultry fairs of the past have been abolished as there has been a marked decrease in the amount of poultry raised. There has been no deterioration in the quality, however, as for some reason the buyers claim that there is a marked improvement in the quality and flavor of the poultry during the past few years in the country surrounding Smith's Falls.

Last Season's Results.

During the autumn of 1908 small fairs were held at different villages near



View of Beckwith Street, Smith's Falls Ont., on a Poultry "Fair Day" of Some Years Ago.

Smith's Falls, viz.: Irish Creek, Merrickville, Kemptville, Westport, Elgin and Athens. Six carloads of poultry were in that year shipped to Winnipeg to be distributed to various points in the Northwest. The prices ranged as follows: turkeys, 14 cents; chickens, 10 cents; geese and ducks, 11 cents, and the value of the shipment was $20,000.

The past year saw a great shortage and many orders for thousands of pounds were not filled owing to the scarcity of grain for feeding. The poultry market offers a great opportunity for large profits as the supply has been and continues far short of the demands.

An Important Industry.

A return to the old turkey fair days might be advisable as many of the poultry raisers claim that under the present system the uncertainty of the date of the buyers coming is a drawback. However, whether there is a poultry fair or not the raising of poultry for the autumn market is something which no modern and successful farmer in this vicinity can afford to ignore.

Auctioning of Tea in the Capital of Ceylon.

Some 2,000 Parcels go in a Few Hours—All Sold by Sample —Auction Sale Every Week—The Four Great Tea Drinking Countries of the World—How the Bidding is Done.

It will probably be of considerable interest to many of the readers of The Canadian Grocer to know something of the history of Ceylon tea between the time of its manufacture to the time it is ready for shipment by boat, as shown in the accompanying illustration. After the manufacture of the tea on a garden, samples are mailed to the agents in Colombo. The tea is then packed in chests and held until a sufficient number of packages accumulate to make a consignment practicable. A few days later—the length of time largely depending on the size and capacity of the garden—a caravan of bullock carts is put into commission to carry the chests to the nearest railway station—perhaps a dozen miles away over hilly country but excellent roads.



TEA IN COLOMBO AWAITING SHIPMENT.

A Tea Auction Every Week.

The railway performs its part in the marketing of tea by bringing it to Colombo where it is warehoused awaiting the result of the auction, which may send it to Great Britain, Australia, Russia, or North America—the four great tea drinking countries of the world.

Several days before each of the weekly auctions, the would-be-buyer sends to different garden agents for samples of their teas listed to be in the next sale. These he draws carefully and decides which he wants, and what he can afford to pay for them for his trade. On the morning of the auction the buyers are in their places in the auction room. At eleven o'clock the auctioneer commences offering the various "parcels"—as the lines of tea are called—the larger ones first. A buyer, as a line comes up that he wants to get, will put in a bid fractionally lower than he is willing to pay. Another man may raise him to such an extent that he will allow it to go, or he may determine that it is worth a still further slight advance in price.

Sales Made in a Hurry.

To a visitor strange to a tea auction pandemonium seems to reign. The auctioneer in a few short words is able to name each parcel, no description being necessary as all the purchasers have previously seen samples, and sharp excited bids come from the contending buyers. Only a few seconds are spent over each lot, and one can well understand this when it is known that between 1,500 and 2,000 lots have usually to be auctioned within a few hours.

As various parcels are knocked down to buyers a clerk enters the sale, and later invoices are sent out. The buyer sends a cheque, and gets in return an order for the tea. The remainder of his work consists of arranging for shipment, insurance, and Custom formalities.

As previously stated, the illustration shows the last stage and the staff that has been responsible for the valueing, buying, etc., of one of the large shipments of Salada tea. This goes on week after week every month in the year in Colombo, and has always been the pride of the country that Ceylon with its equitable climate is able to produce fine teas all the time. This obviates the necessity of the distributer stocking up as protection against the bad season, which in some other countries gives them only a few months of tea producing weather.

BILL INSIDE.

Bill Smith is a Bucks County storekeeper, and last Spring he came down to Philadelphia to purchase his stock of goods for the Summer trade. The goods were shipped immediately, and reached his store before he did. Among the lot of cases and packages was a box shaped something like a coffin. When Bill's wife saw this one she uttered a scream and called for a hammer. The drayman hearing her shrill cries, rushed in to see what the trouble was. The wife, pale and faint, pointed to the following inscription on the box:

"Bill inside."—Philadelphia Ledger.

Village Merchants Can Kill the Mail Order Habit

Business Men in Small Places Should Watch Competitors in Surrounding Cities and in Mail Order Houses, Instead of Neighbors Across the Street—Carefulness in Selecting Stock and Up-to-date Methods are Other Counterbalancing Forces—Other Troubles Experienced by the Village Merchant—Farmers' Lack of Financial Ability a Drawback—Story of the Development of the Business of A. F. Choate, a Warsaw General Merchant and Methods he Follows—Advantages of Securing Exclusive Agencies—A Village Store Equipment.

By H. Garnet.

From calico to codfish via pitchforks and pianos certainly seems quite a range and suggests the city departmental store; but is it not descriptive of the stock of the up-to-date country store?

The time has come when, with numerous mail order houses pushing to the country with agents, catalogues and newspaper advertising, the village merchant has to rise to the occasion and supply the local demands, and, yea, luxuries. Is there any reason why he cannot sell as cheaply or even more cheaply than the mail order house?

True, he cannot enjoy the advantage of buying in such large quantites, nor of such a variety, but expense is at a minimum, unless he be so situated that the item of cartage from a railway station is to be considered, and even then, what is that in comparison to taxes, rents, light, heating, not to mention compulsory advertising and the hundred and one other extras that go in the expense account of his competitor—the city merchant?

Counteracting Mail Ordering Customs.

The sending of mail orders is in most cases a habit and is contagious. A catalogue reaches a family, one of the members is attracted by one of the "extra specials" and probably sends an order. If this gives satisfaction, a second is sent, and so on, until the "extra specials" are lost sight of and the habit, thoughtlessly acquired, has spread through the family and been contracted by friends.

Once the habit is formed, considerable difficulty will be found in breaking it off, but by careful management in selecting stocks, keeping in touch with new styles and being generally up-to-date, though he may have to show new goods some time in advance of their reception in the country, the village merchant may hold his general trade, and, in addition, make considerable profit on these extras.

Difficulty in Dealing With Farmers.

It has been said that the average farmer stands fourth from the bottom of the list for business ability; those having less than he being musicians, artists and poets. The three latter, however, knowing their disability, very seldom attempt business transactions, and so may not be considered.

The great grievance of the farmer is his impression that he cannot dictate as to prices. When he wishes to buy he must pay the price asked, and when he has anything to sell he must take the price offered. There is no consideration taken of the law of supply and demand. This feeling of being much abused is the cause of a great deal of the difficulty in dealing with farmers.

Then, how many farmers are there who fully understand a financial obligation? It is on this point that the merchant dependent on country trade, loses his temper and in many cases his courage.

The one redeeming feature of the credit business in the country is that while farmers are very tardy in closing accounts and extremely sensitive in regard to monthly statements and accrued interest, there are comparatively few losses through uncollectable accounts. It is simply a case of following the old adage, "Learn to labor and to wait."

The growing tendency, however, is in the direction of the cash business, though it is difficult to say, whether it is the natural inclination of the people or the local education applied by the merchants who, no doubt, can do a very great deal in this line, if they choose to co-operate.

Watching the Wrong Competitor.

In every village there is a large amount of energy and money going to waste through the inability of the merchants in locating their real competitors. Especially is this the case with the firm new in business in the small place.

A merchant, aroused by some action on the part of his competitor across the street, such as cutting the price on tobacco or raising the price of eggs one-half cent, immediately proceeds to "squash" his "opponent," and slashes legitimate prices right and left, regardless of any of the first principles of business. This is kept up more or less continuously, and all the while the trade that really needs watching is going unmolested to the nearby town, city or mail order house.

While honest competition is the life of trade, spasmodic opposition will put a business in the hands of an assignee by the rapid-transit route. Let the local competitor alone to a large extent and all join hands in reaching for the trade that is passing the door and going to enlarge the city business.

The following description of a store in a small village, surrounded by a good farming community, shows what may be accomplished by earnest effort in the way of uplifting the country store to a higher basis than is generally recorded of it.

It was early in the spring 'way back in the year 1836 that the late Thomas Choate, of Port Hope, accepted the contract from the Hon. Zaccheus Burnham, to build a saw and flour mill on the Indian river, and the snow was deep on the ground when the strenuous undertaking of making the trip was commenced.

The party spent the night at Peterboro, then known as Scott's Mills, a hamlet consisting of five houses or shacks and a flour mill.

Development of Village Trade.

The site chosen by Mr. Choate for the mills is the same as is now used by the Warsaw Milling Co., and the picturesque village, under the shadow of surrounding hills, is on the west and south.

With the establishment of the mills that same year came a rapid influx of settlers, and the question of supplies being an important one, Mr. Choate decided to open a store. In 1842 a post office was established, and the settlement given the name it continues to bear. It was in 1856, however, that Mr. Choate gave up the milling business and erected a large building on the site of the present store, where he put in an extensive stock. This building served its purpose until 1906, when the present owner, A. F. Choate, son of the founder of the business, and who succeeded his father in 1880, finding that the business had outgrown the building, had a new section added and the whole remodelled. This practically new building, planned from the knowledge of experience, is most convenient in interior arrangement..

The Interior Equipment.

The basement, 25x36 feet in size, and at one end of which is the coal furnace, with which the building is heated, is

used to some extent as a storeroom for reserve stock.

It is here that a coal oil tank of 250-gallon capacity is located. Other oils, such as linseed, machine, castor and turpentine and gasolene are also kept here The basement has both exterior and interior entrances.

The ground floor, which gives something over 2,000 square feet floor space, is covered by the main section of the store, the millinery department and a stock room. In the latter, convenient to the entrance, is the oil pump, connected with the tank in the basement, and a sink for catching any overflow there may be. Other things kept in this room are the wall paper stock, a large refrigerator for butter, etc., and general reserve stock.

Two handsome plate glass windows, one on either side of the doorway, grace the store front. On the two sides are the shelves and counters extending the entire length of the building, and displaying the goods of the different departments all distinctly separated. While the location of some of the departments is changed for the sake of variety, the general situation is—on the right; groceries, confectionery, patent medicines, stationery, hardware, and on the left, dry goods, fancy goods, gentlemen's furnishings, and china and glassware. Down the centre are tables, flat for clothing, underwear, etc., and double-decked for china and glassware. Against the rear wall in the centre are the private office and public telephone cabinet. The former is used for general office work, and it is here that the telephone exchange switchboard is located.

Post Office Arrangement.

Mr. Choate has apparently solved the difficult problem with which every village postmaster-storekeeper is confronted, viz., a private and convenient place for the post office. In this store it is a department entirely separate from the business, and yet, occupying as it does, a central position in the rear, with aisles on all sides, it can be easily reached by the public on the exterior or any of the clerks, who distribute the mail. The front of the office is circular in shape, with general delivery wicket in the centre, while on one side are lock and call boxes and money order wicket; the opposite side is taken up with newspaper boxes and sorting table. The exterior is finished in ash and standing about seven feet high, and with fancy spindle work about the top, it presents an attractive appearance and one a very great deal more up-to-date than the usual post office-on-the-counter affair seen in so many country stores.

In these days of electricity and numberless lighting systems, one would imagine there would be no difficulty in the way of illuminating a store. There being no electric light plant in Warsaw, the luxury and advantage of such is denied the merchants, who must choose one of the systems. Mr. Choate has, after many experiments, installed one which, in his estimation, cannot be beaten for quality and quantity of light at small cost. The lamps are similar in appearance to the round-wick hanging lamp, and burn coal oil, though in much smaller quantity, and are fitted with a mantle, with the result that the light given out is pure white and perfectly steady.

When Mr. Choate remodelled his store he decided to have it well ventilated, and to this end had transoms put in over each of the four windows at front and rear. These are made in one sash, with hinge in the centre, and may be opened to any degree.

Exclusive Agencies Desirable.

There is a class of dealer that is forever working the plunder game on the merchant who takes the initiative, and when the latter has, by his reputation and labor, worked up a good trade for an article or agency, the former finds a means of getting the goods, or a substitute, and parasitically plies his trade. This custom, while being perfectly legitimate, does not suggest progressive business methods.

Mr. Choate has secured himself to a large degree by insisting on exclusive agencies, and has a long list of reliable firms, the names of which he sets forth on his calendar when opportunity affords. Among these are: Telephone agency, laundry and dye works, stoves and ranges, paints and oils, fashions and patterns, barn door hangers, roofing, stock food, pianos and organs, made-to-measure clothing and coal.

The dressmaking and millinery workrooms are situated upstairs and on this floor there is also a large room that is used as a place of meeting by several societies.

In a community with a business such as this, conducted by the same people for so many years, and in which the Golden Rule has ever been the motto, where does the necessity or opportunity of the mail order house become apparent?

THE LOCUSTS.

"Lord save us from the Locusts," should be every merchant's prayer.
For "Mendicancy" unabashed is stalking everywhere,
From every rural hamlet doth the begging letter come,
With such shameless importunity as strikes the victim dumb.

Such dodges and devices, such pleas and such pretexts,
By Clubs and by Committees, by Societies and Sects,
For getting other people's coin, was surely never known—
Why they beat old Barnum hollow, and outvie "The Devil's Own!"

The Rifle or the Racing Club, a big drum for the Band,
An Address to Snooks the Mayor, all afford a new demand,
A Town Hall Clock, the Chapel Bell, Oh, anything at all,
Is counted good enough to make another Sydney call.

By every mail, twelve times a week, from Tenterfield to Bourke,
"Dear sir, the ladies here have organised a Sale of Work,
And as my dear wife's mother is presiding o'er a stall,
We depend on you to stock it. Yours truly"—that is all.

Then the local show must get a prize, and eke the annual race,
Where "brumby" vies with "brumby" round the course with flying pace,
And the annual grocers' picnic, where perspiring lovers meet,
Without your contribution would be sadly incomplete.

The brawny football "forward" begs a trifle for his club,
And the lad who "wields the willow" is "upon" you for a "sub.,"
And the maids, and wives, and widows, till " 'e don't know where 'e are,"
Are upon "the eternal bustle," for some local church bazaar.

Because we've always dealt with you, you must give they will say,
Or—Because we never bought your goods, but if you give we may;
If you don't give, why you needn't sell, is another tack they try.
You must "ante up" or close accounts, we'll from some other buy.

If the little Bethel roof should leak, they pass the empty plate
For the Sydney merchant's off'ring, to provide the needful slate.
Then the "traveller" is buttonholed, presented with a list,
"A trifle for the Children's Treat! Come, come, it won't be missed!"

"Cast thy burden on the Lord," 'tis writ, "and He will thee sustain."
"Cast it on the Sydney Merchant," is the N.S.W. refrain.

"No doubt a "cheerful giver" is "well pleasing to the Lord,"
But to give to every local scheme one really can't afford,
Hence this poor unstudied protest, which is made with bated breath,
For we're trapped, and bled, and blistered, till we're nearly "done to death."

—From Sydney N.S.W. Storekeeper.

Winnipeg Grocer Prescribes Service for Success

This, Combined With Quality of Goods, is his Fundamental Business Principle—Twenty Years of Steady Growth from a Youth Without a Dollar—How he Chooses and Handles his Clerks—Believer in Daily Window Dressing and a Bright Store.

By L. C. HARKNESS.

"No grocer who cherishes the highest ideals for his business can afford to overlook the matter of kind treatment of customers and choice quality of goods."

These are the sentiments expressed by A. Hendry, who has made a remarkable success of the trade in Winnipeg.

It is so often the case in every vocation of life, that the man who makes a paramount success of his life's work was once a poor boy who made the best use of his circumstances, that we have almost come to expect it.

Mr. Hendry has probably made a greater success from the standpoint of money than any other grocer in the city, without sacrificing any of those principles which make life as a whole one grand success.

Two Decades in Business.

From the first day that he entered business life, over twenty-one years ago, his one great ambition was to cater to the finest trade and build up a first-class business at any cost.

Those who know the trade thoroughly will understand that to do this necessitates considerable sacrifice. To cater to the high-class trade means a choice of the best goods on the market and that means high prices paid, and high prices for which they must be retailed.

When he entered into business for himself on a small scale about one year after his arrival in the city he had to compete with stores which had not the same mottoes as he, and they could afford to undersell him in many lines—simply because, as he claims, they had the inferior article.

A Study of Salesmanship.

Mr. Hendry adhered rigidly to his early set-up standard of excellence, however, buying carefully and making use of the best tactics in salesmanship until he could better afford to increase his stock of finer lines and make a more attractive display. And so the business grew slowly and steadily until "the boy without a dollar" became the proprietor of one of the finest grocery stores in Winnipeg.

Mr. Hendry occupies the third store which he has owned since he began the business. Each move was occasioned by increased trade and lack of accommodation for his clientele.

He first began on Main St., where he succeeded in inviting the best custom; later he moved a few blocks west toward the residential section occupied by those whom he depended upon for the maintenance of his trade; and again, only three years ago, he moved to the present site on Portage Ave., which is destined to be Winnipeg's leading business street.

His Wisdom Justified.

Each move which Mr. Hendry made practically doubled his business. Seven years ago he was netting about $5,000 per year; to-day his business is almost double that, and it is substantially on the rise. It may not be long before another move will be made, and if so it will be to Fort Rouge, to the very door of the best residential section in the city.



A. HENDRY,

Successful Winnipeg Grocer Who Began Business Twenty-one Years Ago Without a Dollar.

His present place of business is scarcely large enough for the fast accumulating trade. It is 75 feet long by 22 feet wide, and every inch of space is well utilized.

Behind the counter there are three telephones, over which the majority of orders come, and next week a fourth will be installed. The oposite side of the store is piled high with goods, as may be seen in the accompanying illustration.

Observant Society Lady.

The window in this store is always a catchy feature. A few days ago a leading society lady and hostess was passing by when she was attracted by the fresh goods in the window. She entered the store and paid a flattering compliment to Mr. Hendry for presenting such a beautiful window and left an order for some of the green vegetables on display. This window is made an exceedingly important part of the business and is in charge of Clerk Simpson, who changes it daily.

Mr. Hendry has always given his business personal attention. For years he has had in his employ a "head clerk," but he himself is the mainspring of the business behind the counter. At present there are fifteen in his employ, ten clerks, four drivers, and one book-keeper. He has had great difficulty in the past in acquiring proper help because his patrons were leading citizens with whom courtesy counts very largely, and he found out that the only way to get the best out of the clerks was to "show them how." He is naturally kind and genial, and notwithstanding his large frame he is well able to please and hustle.

Teaches His Clerks.

Every grocer knows the value of a first-class clerk and he also knows how an inferior clerk can damage the trade. Mr. Hendry knows what is wanted of a clerk, and he is rigid in those demands. He is, however, kind and considerate to all under him and he is also willing to pay well for the best, and by so doing he is successful in retaining the best that can be had.

A stranger entering the store to-day would note at once the polished business-like air of all employed and the smoothness with which the business is done.

Mr. Hendry has paid dearly for his business accomplishments. He insists on having the best goods, the best clerks and the best store and he also believes in making use of the best tactics which belong to the craft. It means something must be sacrificed to get these, but he has achieved that to which he has set his heart and he is repaid by his present-day enviable business.

Little Things That Count in the Store

Loss of Custom Often Caused by Neglect in Minor Details—The Broken Latch Forgotten—Watch the Dust, Dirt and Dead Flies in the Display Window—A Merchant's Method in Greeting Every Customer—His Consideration for His Clerks—What Personal and Store Appearance Stand For—Persist in Showing the Prospective Customer the Goods You Have for Sale.

By Chas. W. Mantony.

The would-be purchaser on the outside pressed and squeezed and jerked at the latch-lock of the door. He paused, stared at it a while, sized it up carefully, and made a more scientific attack. The scientific attack had no effect on the door ; but the would-be purchaser tugged till he grew red in the face.

"Wonder what's up," he muttered, suspiciously.

He glanced around for the bailiff's ill scrawled notice, the usual token of a distress for rent. None was in sight. People were inside the store, and business seemed to be going on as usual.

Just then the door was opened from the inside, and a cheerful clerk remarked :

"Lock's out of order. Awfully sorry. Get it fixed right away. What can we do for you ?"

As a matter of fact, the lock had been out of order for nearly a week. People who were not acquainted with the peculiar knack of making it work properly when it didn't want to, had tugged vainly till the cheerful clerk came—or till they tired of the job, and went elsewhere.

Just how much passing business the merchant lost through that defective lock he never knew. How many sensitive people who had grown red faced with the foolish but natural conviction that the entire street was watching their futile efforts, is a matter for guess work ; suffice that a fair proportion, whether they ultimately broke in or not felt like shunning that place forever afterward.

Of course, people should not be sensitive. This, doubtless, is a truism. There are very few people who are not sensitive, however, and some of these belong to the dead beat class, which, like the poor, we have always with us. So, after all, instead of trying to persuade people that it is foolish to be sensitive about a little thing, it is usually cheaper and quicker for Mr. Merchant the minute he finds his lock out of order, to telephone the locksmith.

Just One of Many.

The defective lock is frequently met with in stores in towns and small cities —particularly in the stores of merchants who are apt to procrastinate or forget. Incredible as it may seem, a merchant has been known to leave his door for a couple of months in such a condition that it is a genuine torture for a sensitive person to get out or in. It is a little thing. It is one of many little things which may bulk big in bad results.

It is very nearly related to the door that gets swollen with melted snow and won't shut or open except under almost hydraulic pressure ; or the door that, the moment the customer enters, flies shut with a terrific and nerve racking bang ; or the sidewalk that in winter is left covered with slippery ice, which often forcibly reminds the passerby that eternal trick balancing is the only price of safety and that carelessness goeth before a fall—and that leaves in him, too, whether he falls or not, a deep rooted dislike to Mr. Jones, the only merchant in the block who left his sidewalk as slippery as he found it.

Of course, this is May. But December is coming. Paste this over your desk, if you happen to be Mr. Jones, and next time you see ice on your sidewalk, have your clerk, first thing in the morning, in the quiet spell right after 8 o'clock, sprinkle a little sand where it will do most good.

In the Show Window.

This eternal watchfulness, this careful, microscopic attention to the little things of business, may be tedious to the man who has never practiced it—but it pays. In time it becomes a habit. The merchant becomes careful, watchful, attentive to little things, as a matter of course. No effort is required. The clerks get a good example, which, often, is a great deal better than a good "dressing down." And, after all, the employer's example counts a lot with the clerk.

For instance, your show window is intended for one purpose—to draw trade. The hot weather is here. Will that wilted lettuce, those shrunken cucumbers with the lines of drouth about them, those peaches and tomatoes with the obstreperous and outspoken bad spots—will they draw trade ? Those glass sealers that have been piled into the window with the obvious dust still upon them because you were "rushed"—will they prove as attractive to the woman who joys in housecleaning, in comparison with the sealers carefully polished off by the man across the street ? Are people going to be magnetized into coming in and buying when the white paper which carpets the bottom of your show window is black with the fly specks which have accumulated in the weeks that you have been too busy—or too careless—to change it ? Will those dead flies in the odd corners emphasize the purity of your sugar and spice ?

Show windows there are which naturally and inevitably inspire just such questions. People are touchy, especially about what they eat ; and, even before cheap goods, the average housewife insists on clean, fresh, uncontaminated goods. So see that your fresh vegetables in season are kept fresh, that the dead flies are removed as they accumulate, and that your display is clean, even in preference to being artistic. Put yourself in the buyer's place. Then common sense will do the rest.

Little Things Inside the Store.

I know a grocer who makes it a point to speak to every customer who enters the store, right after his entrance. He may be waiting on an earlier customer at the time, but he will say, "Excuse me a moment," while he gives the newcomer a word of greeting and sees that a clerk looks after his wants. This grocer has developed the habit of doing this in what one might call the twinkling of an eye, so that, while the little diversion can hardly offend the first customer, it has inevitably a certain flattering effect upon the second. Frequently, even when he himself is not busy, the grocer will after the first word or two of greeting, turn the customer over to a clerk. He does this purposely.

"I believe in giving my clerks work to do," he says. "In some stores there is never a clerk will move unless the proprietor is busy. No—I don't think it's laziness, in most cases, but natural deference to what the clerk, rightly or wrongly, considers superior salesmanship ; allowing such a practice isn't giving a clerk a fair chance to make good. Furthermore, it is educating a lot of customers to ask for the proprietor, and refuse to be waited upon by anyone else. When I call a clerk to

wait upon a customer, I show my confidence in that clerk. I think it is good business."

As for his practice of dropping everything to greet each newcomer, he calls it "my fad." It may be good business for some merchants, bad business for others. He is satisfied with the scheme.

But, whether so extreme an idea is going too far or not, it is much better business than keeping customers waiting while a clerk marches all the way from the back of the store, or while the proprietor concludes a half hour conversation with a bosom friend on some topic which has nothing to do with his business.

The customer merits the merchant's first attention, and that of his clerks. It should be prompt attention. Many merchants make it a rule to instantly drop private conversations the moment a customer comes in, and wait on the customer before resuming the thread of the narrative.

At the same time, it is not a bad idea when time is not pressing, to indulge in a little chat with a customer, regarding some topic of interest to the latter. You should be pretty sure beforehand, however, that the customer is not in a hurry to get away; and you should never linger to talk when there are others in the waiting line.

Other Little Things.

A man's personal appearance is doubtless his own affair. Nevertheless, it pays the grocer to dress well. A week's growth of incipient beard or a mop of hair that hasn't been combed or an old suit with patches and grease stains—these, really, are not prepossessing items in a merchant's make up. Neither are they in a clerk's.

It pays to have the paint brush used on the store front now and then. Usuallythere is very little woodwork about a modern store front, so that the expense of an annual retouching is scarcely worth mentioning. And it brightens things up immensely.

There are little sections of the windows that careless clerks persistently neglect to clean properly when they are at work with the mop. You may never have noticed them. Just take a look, and, if there are any little, dusty nooks or corners, have them swobbed out. Then take another look, and note the marked improvement in the general effect.

You use price cards in connection with your window displays. See that names are properly spelled. See that prices are distinctly marked. Strange as it may seem, the funny spellings which adorn price cards are legion. A missing letter, a "3" that looks like a "5" or a "5" that looks like an "8"—these are little things. But they count.

Let People See the Goods.

Keep your goods in view. This doesn't mean exposing perishables to sun and flies, but it does mean displaying stuff where it will be a continual reminder to the customer of something he wants and would not have bought if he had not seen it. Change these displays in window and on counter frequently. It may seem like unnecessary work to move a lot of unsold stuff back to the shelves and move a lot of other stuff out to the counter—but I've met many a merchant who credits a good share of his sales to the persistent habit of putting things where people can see them, and changing often.

And, above all, cultivate the faculty of looking out for the little things, of doing the little things that will help you to success, and of leaving undone the little things that are bound to militate against you.

BUSINESS POINTERS.

People like to do business with a man who is prompt. Be there when you say you will. Punctuality is the courtesy of kings.

Like master, like man. Many a good clerk has been spoiled by the wrong sort of employer, while many a poor clerk has made good under the right kind of instruction and example.

Some merchants treat traveling men as if they were all thieves. Those same merchants get mad if their customers treat them that way.

An ungainly, home-made word is "Sticktoitiveness," but it spells success in advertising more than in anything else. Don't be a quitter.

It's easy to begin well. A new broom always sweeps clean, but it is in the home stretch that races are won.

Treat your clerks like honest men, but don't tempt them with loose cash handling methods. Even honesty has its limitations.

Special sales are all right. Advertising is a necessity. Window displays are valuable, but the first rule in the book is to have the goods.

Every window display should be so made that each observer will go away with one idea in mind that will do you good.

The merchant who isn't generous soon gets the name of being stingy. Who ever heard of a stingy merchant being successful?

When you say to a customer, "What else would you like, Mr. Smith?" aren't you more likely to make him stir his mind for something else that he wants than if you say, "That's all, I suppose?"

Be merciful to the man with the subscription paper. He doesn't like his job and he isn't after money for himself. He will remember your courteous treatment.

Don't tie so much red tape around your parcel-wrapping and change-making methods that your customers will go to the other fellow's store when they are in a hurry.

In advertising follow the line of least resistance. Push hardest where competition is weakest until you are as strong as your competition.

Quality is the best talking point. Cut prices only attract the bargain hunters. They will leave you the next day. Customers who like the quality of your goods will continue to trade with you.

Do not sell goods that are regularly slashed by the price-cutters. The biggest cutter in your community sooner or later will make the biggest assignment for the benefit of his creditors.

Neatness in a grocery store pays well. Bread tasting of kerosene is not desirable and the patrons will go elsewhere for the next loaf. See that clerks have ample facilities for washing their hands, but above all, see that they use them. Some customers are very notional about such things.

There are thousands of people in the great failure army to-day who might have been successes but for losing their grip through discouragement, caused by constant fault-finding and suppression. It is not every youth that has the stamina to hold up his head, no matter how much he is repressed. Some tender natures, very finely and superbly organized, succumb to such treatment, and never develop, just as some delicate buds will not open their petals and fling out their fragrance in a cold atmosphere.

THE HOGS WERE WISE.

The sages of the general store were discussing the veracity of old Si Perkins when Uncle Bill Abbott ambled in.

"What do you think about it, Uncle Bill?" they asked him. "Would you call Si Perkins a liar?"

"Wall," answered Uncle Bill slowly, as he thoughtfully studied the ceiling, "I don't know as I'd go so far as to call him a liar exactly, but I do know this much; when feedin' time comes, in order to get any response from his hogs, he has to get somebody else to call 'em for him."—Everybody's Magazine.

Value of Window Displays in Selling

Concrete Examples of How Humble Articles in the Grocery Store Were used to Advantage—Blending of Colors an Important Adjunct—How to Construct Foundations for Display Windows—The Benefits of Show Cards Illustrated—Advance of This System of Advertisement in Recent Years.

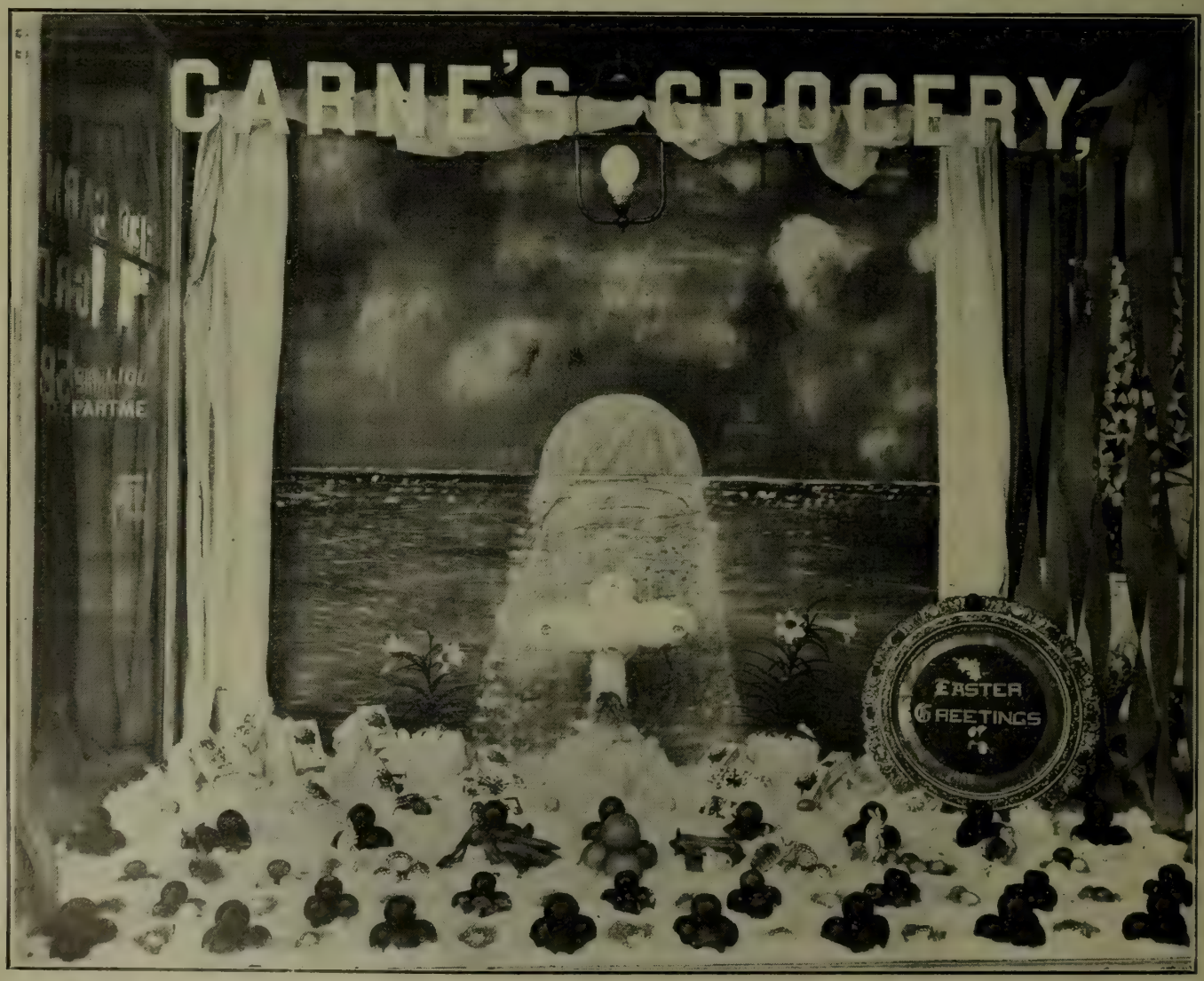
By H. A. Somerville.

As is the case in many other fields of human endeavor, window-dressers are born, not created. This may at first seem to preclude from this profession the large majority of people, but it is found on close inspection, that such, however, is not the case. There are, relatively speaking, a large number of people with good taste, and this propensity or quality manifests itself in their personal appearance, or in a multitude of other ways. Granted that a person possess this most coveted quality, plus some ingenuity and a dash of simple mechanical principles, the evolution of a window-dresser is easy. Without, however, the absolutely necessary essential of taste, the field will always remain a sealed book, to those who aspire to enter. By dint of hard work perhaps, a certain amount of success may reward the effort, but the person who so attains it will always find himself in a false and artificial position.

At first thought it might be assumed that the field was limited by well defined lines, but such, however is not the case. It may be well to start a dissertation on window-dressing, with a few general observations on life in general, and point out their connection with this art.

Necessary Qualifications.

Most women and men in this world are ladies and geneltmen, or want to be. To the first class, good taste appeals immediately, to the second-class it appeals also because they consider it necessary that it should, and what is most remarkable, a large percentage of these people are astute enough to know when to admire. Now, to the aspiring window-dresser, if he or she wishes to climb to the greatest heights, it will be necessary to become familiar



"Rock-of-Ages" Easter Window Dressed by Harry Young, of Carne's Grocery, Victoria, B.C.

with the fundamental principle of colors, their combinations and also design. It should be thoroughly understood that it is a heinous offence to associate two colors which are not in harmony. The effect on the mind of well-ordered individuals is disastrous to the best results of the trade of the store.

It should also never be forgotten that the object of window-dressing is to attract customers and is, therefore, commercial in its purpose. The simplest things are the most artistic. There are some people who imagine that disorder is art but this is a pure fallacy.


SUNLIGHT SAVON
SUNLIGHT SOAP
SUNLIGHT SOAP
SUNLIGHT SAVON
SUNLIGHT SOAP
SUNLIGHT SAVON
SUNLIGHT SOAP
SUNLIGHT SAVON

matters of detail that changes are possible and desirable to make.

Simple Goods Sometimes Desirable.

Nothing in the grocery store is too humble to be displayed in the window, and frequently it is these everyday old-fashioned products that make a hit when displayed in the right way. Of course, seasonable displays are always advantageous.

Some time ago a grocer procured a few tall glass jars ranging from two to four or five inches in calibre, and from two to three feet in height. These urns had fancy glass stoppers to prevent any extraneous matter reaching the contents. Into them he put West India molasses and arranged them in a semi-circle, in the centre of which he placed some ginger bread, ginger snaps fruit cake and butter-scotch. On the central bottle there was a neatly printed straw board with these words: "Freshly imported Barbadoes molasses. This molasses will make delicious ginger bread. ginger snaps or butter-scotch."

Another grocer received a shipment of extra fine potatoes. He carefully selected about a bushel of three different varieties, thoroughly washed them, arranging them in three neat heaps in his window, and placing a card on each describing the qualities of each variety. He stated that this was somewhat of an adventure, but that the business which had resulted therefrom had shown him that simple window displays were of value. There are many instances, too numerous to mention, where just such displays as the one described have accomplished their purpose.

Effect of Show Cards.

There is one point which should not be omitted and which has not been previously touched upon, and that is the necessity for neat and attractive display cards. Frequently an otherwise beautiful window is spoiled by untidy and distasteful display cards. It is easy nowadays to get apparatus with which these may be made and a little practice will achieve surprising results.

The average man is not much of an authority on color combination, but a man's wife or lady friends may give him a little advice along this line and with the exercise of a little taste and common sense, the otherwise neglected window may become a wonderful trade attractor.

CHANGE IN COMMISSIONERS.

W. A. MacKinnon, Acting-Canadian Trade Commissioner, at Bristol, Eng., has been transferred to the Trade Commissionership for the Midlands and Wales and his address is now Central House, New St., Birmingham.

The newly appointed Trade Commissioner for Bristol and the West of England, E. D. Arnaud, (late of St. John's, Newfoundland,) has taken charge of the Bristol office, and to him correspondence relating to Canadian trade should be addressed.



A Western Easter Window Dressed by McDowell & Kinnis, Vancouver, B.C. One Feature is the Liberal Use of Price Cards.

The Importance of Selling Properties in Display

Examples of Good Window Dressing by Canadian Grocers—Impressive Easter Display From Victoria, B. C.— Two Bracebridge Windows Seasonable for Spring Time — Price Cards Shown to Advantage by a Vancouver Trimmer.

For a number of years The Canadian Grocer has advocated that attention should be carefully paid to the art of window dressing in every grocery store. It has aimed to awaken in all window trimmers a sense of the importance of this art to the advertising scheme of the retailer. That it is advantageous in developing trade is undisputed. A pretty window is always admired and if the artist has the necessary qualifications to produce a "selling" window as well, he has pretty well solved the problem.

The "Rock of Ages" window shown on another page is one which appeared in the Carne grocery store in Victoria, B.C., It was trimmed by Harry Young, whose work is by no means unknown to Grocer readers.

The background is simply an old window blind with a sky scene painted on the upper half and water on the lower. To secure the setting moon effect a semi-circle was cut out of the blind and the hole covered with red paper. At night a light was placed behind it producing a beautiful moon-light scene. A cross was erected at the water's edge with an electric light in each arm and kneeling at the bottom of it is a doll dressed in white silk. The "Rock of Ages" effect is splendidly illustrated. The front portion of the window consists of oranges, bananas, apples, eggs dyed in several colors and fancy candy appropriate to Easter times. The floor is covered with cotton batting sprinkled with ground glass. The sign "Easter Greetings" is placed in a frame of gold with an electric light above. Mr. Young has certainly shown thought in the nature of this display for Easter, and good judgment in working it out.



Kirk Bros., Bracebridge, Ont., Showed This Splendid "Castle" Seed Display Window This Spring Which Brought Good Results.

A Dreadnought Window.

"Our dreadnoughts conquer the enemy—dirt"—the card shown in the window of Hutchison Bros., Bracebridge, Ont., is an appropriate inscription. The display was exhibited a couple of weeks ago and it proved to be a good seller. The seasonableness of the goods is what strikes one forcibly. Whitewash brushes, brooms, wash-boards, mops, soap and lye make a splendid combination and especially in the spring time of the year when the housewives vie with one-another in their house cleaning operations.

Up in Muskoka forests big game is common but the sight of a moose head in a town is something not so usual. However, it is becoming to the place the same as the "dirt conquerors" are to the season and no doubt the window-trimmers had this in view when they planned the display. It is one of those windows which a person can "take in" at a glance. Too many articles only serve to distract the attention, confuse the eye, and destroy the attention-compelling effect which is made possible by an attractive arrangement of one or more lines of especially interesting goods.

The window of Hutchison Bros., although containing a variety of articles does not lose in effect because of its

connection with the other in producing the central thought.

Another Seasonable Display.

During the last few years grocers have been handling large quantities of vegetables, grains and flower seeds. This spring a large amount of business was transacted in these and many "seed" window displays were used to advance the sales.

The illustration showing the seed-window of Kirk Bros., also of Bracebridge, represents a display "with some class." One of the requisites of a good window is attractiveness and Kirk Bros. whose windows have been shown before in The Grocer are not unknown to The Grocer readers seem to be past-masters in the art in that respect.

In originality the seed window stands high. Good samples of Canadian wheat, oats and rye are shown in the sheaf with a view to illustrating the quality of seeds sold by Kirk Bros. That alone produces a tendency to buy.

The thought that comes to the mind at a glance at the display is that of a castle. It is constructed from packages of varieties of vegetable seeds and surrounded by a rampart of beet seed packages with an outer wall protecting the flanks of the castle. The sheaves stand as sentinels and flags float from the castle wall—the whole conveying the idea of the strength of the seeds sold by this grocery store.

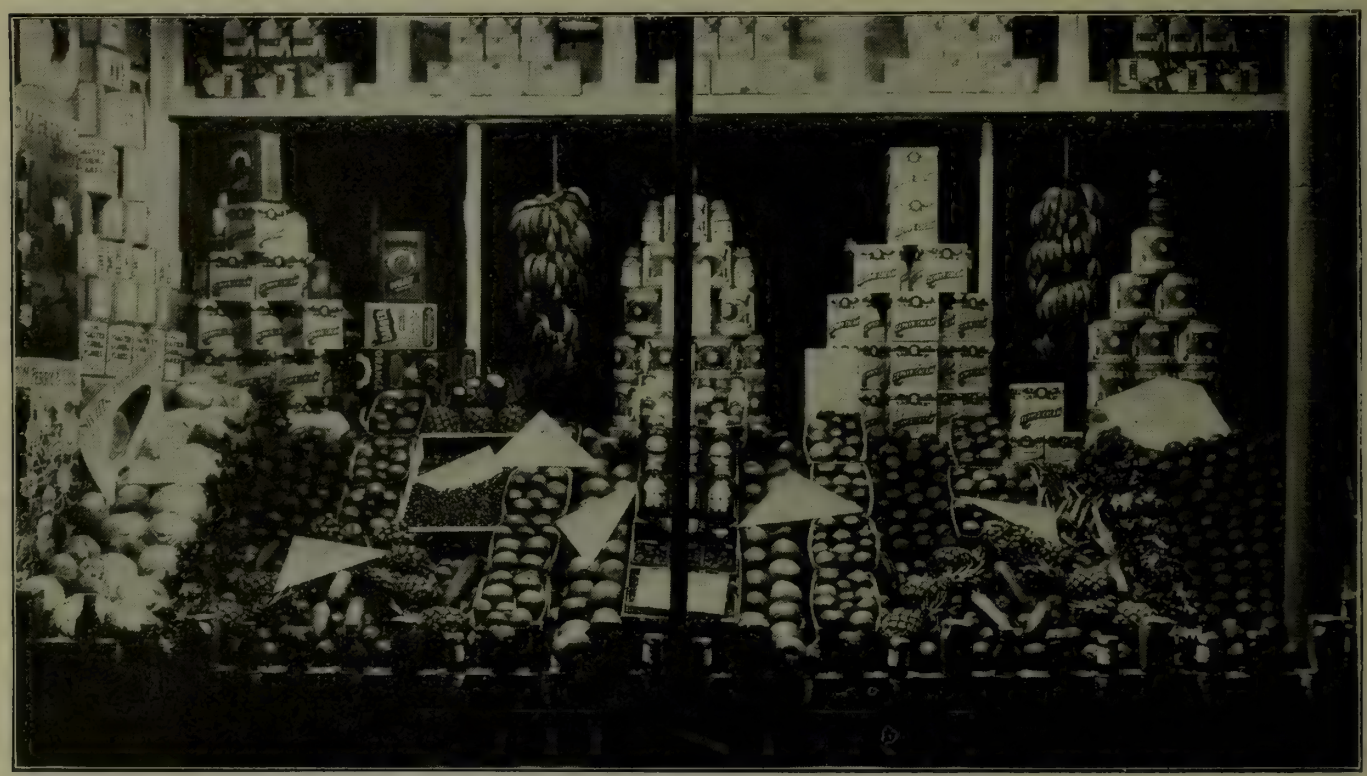
Additional selling power is given to the window from the fact that neat display cards are used giving the special names of some of the seeds. A few price cards added might not have been amiss from a selling standpoint.

Advantages of Price Cards.

The Vancouver window shown by McDowell and Kinnis is undoubtedly an inviting one. It was dressed for the Easter time which explains the featuring of poultry, fresh vegetables and eggs. Although little originality is used, the display is exceedingly attractive and its selling properties are splendid.

The open front—seldom seen in retail stores of Eastern Canada at the Easter time—and the neat arrangement of goods suggests a freshness and wholesomeness about the place which is indeed commendable.

A selling window wherever possible should contain price cards and in this respect McDowell and Kinnis show good judgment by a liberal use of them. There are, of course, occasions when price cards might not be advisable, but these are few.



A Recent Attractive Fruit Display Appearing in the Window of Hendry's Store, Winnipeg.

WANT EASILY SUPPLIED.

What is it, madam?" asked the man behind the desk in an intelligence office.

"I want a cook," explained the lady, patting the directoire knot on the back of her head, "and I want her bad."

"Quite simple, madam," the clerk assured her. "We have no other kind."

CATALOGUES AND BOOKLETS.

Manufacturers and wholesalers are requested to send catalogues, booklets, etc., to The Grocer in order that it may be announced to the retail trade that they have been issued. Retailers in sending for catalogues referred to, should mention this paper to show they are in the trade and they should be read thoroughly by them on account of their educative value. Often they may be able to secure new ideas.

Coles Manufacturing Co.—In a neat circular sent out by Coles Manufacturing Co., of Philadephia, they refer to their new electrically driven coffee mills, the new models of which have recently been completed. The booklet describes the changes and improvements made on their old styles and is nicely illustrated with a cut of the mill, the prices and qualifications of which are given. The new mill is the result of eighteen years' experience by the manufacturers.

PLEASED WITH THE PROSPECTS.

W. G. Patrick, of W. G. Patrick & Co., importers, Toronto, returned home last week, after spending some six weeks in the West visiting Winnipeg, Calgary, Vancouver, Victoria, Seattle, and Portland. This being Mr. Patrick's first visit through the West, he was greatly impressed at the vastness of this great country, and much pleased with the business prospects in the different cities which he visited. While in Winnipeg he appointed W. H. Escott, wholesale grocery broker, to look after his interests in the West. Among the lines to be handled are shelled nuts of all kinds, French fruit and vegetables in cans and bottles.

What Can be Considered Good-Will of a Business

A Difficult Problem To Solve—Depends To a Large Extent On The Purchaser—Various Cases Cited As Illustrations.

By G. W. Brock.

Good-will, which is described as the custom of any trade or business, may be such an evanescent, intangible, uncollateral thing that in a sense it is like prospects, opportunities or ambition, which may or may not be realized.

It cannot be weighed and must, therefore, remain to a certain extent an unknown and unget-at-able quantity. It is vastly different from a stock in trade of which an inventory will carefully record every article and its value while the bank books and ledger of a business will afford a purchaser a definite idea of the turnover, the width and worth of the constituency served, the probable number of customers, etc. Invoices and price lists will furnish a buyer with some conception of the class of goods which are mostly called for and turned over frequently but, in the sale or transfer of a business, the one thing which must remain unknown to the purchaser to a greater or less extent, is the good-will.

On this some men place a very high value while others view the matter in a different light and proclaim that the good-will except in rare instances is worth little or nothing in itself. Of course, if there is no opposition to the particular business and the man who runs a grocery, a dry goods store or a hardware establishment has very few or weak competitors, the good will of his business may be very valuable but, if the rivalry is strong and aggressive, then what? The whole matter assumes a totally different aspect and the worth of the good-will has to be largely determined by circumstance, the growth and prosperity of a town or district and the wealth, requirements and thrift of the community.

Little To Work On.

But cases which can of themselves be regulated and sized up accurately in such a matter as a good-will are few. Take an average retail business in an average town doing a fair turnover and what is the good-will worth then? Supposing there are about as many competitors as the town will stand and a dealer for some good reason—ill health, family affliction, or other interests which he has in hand, desires to dispose of his stock, or perhaps it may be that he has made enough money on which to retire—what is the good-will under these normal conditions worth?

This question has occasionally been discussed by merchants. One man who has made a success in the management of his business has said that the good-will should represent the amount of stock ordinarily carried; that is, a business with a $20,000 stock should have a good-will equally as valuable. Another asserted that the good-will of a retail store was worth ten times the net annual profit which means that, if the enterprise was clearing $1,500 a year, the good-will might be estimated at $15,000.

It must be understood, in the discussion of this subject that no such thing as a franchise or monopoly is being considered, or a business which has grown so strong by long years of establishment and progressive methods in its particular line that it has developed such proportions as to be practically unassailable. In such an event it is generally conceded that the good-will would be as valuable as the stock or plant itself or even more. Ordinary conditions and an ordinary business in an ordinary town are under review at the present time.

Changes in a Year.

It would be preposterous to say that the good-will of a retail store was worth the amount of stock carried in a case like this. A grocer recently told of selling his business at 105 cents on the dollar and retiring to a farm. In a year he took the business back at 75 cents on the dollar. a depreciation in value of thirty per cent. The year before he had sold he had a cash turnover of $45,000, with book debts amounting to $17,000 more as a legacy of several years' business. His successor let the business run down to $18,000 total business in his year, and the former proprietor, acquiring the store again, a year ago, has managed to increase this by $17,000, making it $35,000. And recently this retailer bought out his opposition at 100 cents on the dollar, the opposition's clerk immediately opening another store.

Depends on the Purchaser.

Then does not the good-will of a business resolve itself into the fact that its valuation depends largely on the purchaser, his fitness, experience, methods, system, foresight, aptitude and vigilance? If he has not these qualities to such a degree as the man whose interests he purchased, then the good-will, if he pays anything for it, is really a loss to him and is as invaluable as a non-dividend paying stock—in fact a great deal worse, for the stock in an industrial concern, which is not now earning anything on the investment, may do so some day, but a good-will is not an asset, unless there are brains, energy, concentration and ability behind it. In other words, the value of a good-will in a retail store appears to depend to a great extent on the qualification of the buyer, his grasp of the situation, his talent to satisfactorily meet the wants of his customers, and his foresight in ministering to and anticipating their needs.

One man succeeds in a certain store or locality, where, perhaps, a dozen others have failed, and so it is with a good-will; the dollars and cents represented by it depends very much on the purchaser himself and not so much on business, its connection and clientele as one might at first glance suppose.

From Another Viewpoint.

Take another case. A shrewd, smart and active stranger comes into a town and goes to a dealer who desires to sell. The negotiations progress satisfactorily so far as the rate on the dollar and the value of the stock are concerned. This is all agreed upon, but the seller then says: "I have been in business here so many years and I have the best trade of the town. It is practically all cash and the profits last year amounted to $3,000." Would the good-will of the business be worth $30,000? The purchaser, when asked this amount for the intangible and uncertain asset called "good-will" balks and says: "I will not pay you a cent for it." Or he agrees to allow the seller very little, and the deal is declared off. The intending buyer then calmly sizes up the situation and says: "I have the necessary capital and experience to start business right here and, after looking over the field, I think it presents a fair prospect of success." He leases a store in the vicinity of the man from whom he was going to buy and commences business with a well selected and representative stock. His premises are bright and attractive, he advertises judiciously and thoroughly, and his goods are clean and reliable and his system excellent. He is content with a moderate profit; he keeps all promises and deceives no one. His method of doing business is aggressive and progressive; he wins new customers every day and holds their trade. In a year or two he has corralled a fair share of public patronage in his own particular line and is making money. What is the good-will of his competitor. whose stock he thought of buying, then worth? Nothing at all.

It would seem, therefore, that the value of a good-will of an ordinary retail business depends more on the powers, insight and capacity of a purchaser than on the business itself.

Effective Advertising for Retail Grocers

Mistakes Too Often Made By The Improper Use Of Display Type And Copy Without Ideas Or Information—Persistency a Necessary Requisite To Good Results—How To Prepare Copy—A Knowledge Of The Goods To Be Advertised and of the English Language Essential—Some Good and Poor Advertisements.

By W. F. Ralph.

Advertising does bring results, but sometimes the results are on the wrong side of the ledger. The right kind of advertising pay, but all advertising is not the right kind.

The two most important factors of resultful advertising are right mediums and right copy.

In the first place, to be effective, your advertising must be seen. That involves the question of mediums and display.

Then it must excite and hold interest, convince and lead to favorable action, that brings up the matter of the copy itself.—Extract from an address by T. D. McGregor before the American Institute of Banking.

An advertisement solicitor is frequently met with this reply when calling upon retail grocers: "I can't afford to advertise." That is a most unfortunate position to be taken by any retailer whose business is adequately capitalized. As a matter of fact, the retailer who is in business with the object of getting any more than a hand-to-mouth living out of it, cannot afford to refrain from advertising. This fact is borne out by the huge successes which have been evolved in all spheres of business largely by the aid of advertising, and by the spectacle of failures innumerable traceable to the lack of advertising.

As Mr. McGregor says in the above paragraph—good advertising does pay.

However, the merchant who disclaims belief in all advertising is as rare as snow in August. With most people the fact that advertising is a good thing—an indispensable thing—to a business man is admitted without question. Where merchants chiefly differ is in the method of advertising.

Some merchants hold the view that a "good stand" and careful attention to quality and service is the best form of advertising for a grocer. This is partly true. Without the latter, no grocer can attain real success. The matter of a "good stand" is of secondary importance nowadays. With increasing frequency, instances are coming to light which show beyond a doubt that good newspaper advertising combined with careful attention to quality and service can greatly minimize the disadvantage of an inferior location.

This fact however, is no argument against the importance of selecting the best location available it merely goes to show that consistent publicity in the columns of a newspaper is the all-important thing in modern merchandizing.

Persistency Necessary.

The trick in grocery advertising is to be seasonable and persistent in every



A Splendid Advertisement Written by Forsyth, Jr., of Dartmouth, N.S., and Reduced From Newspaper Half-page.

form of advertising that is within command. Don't despise any form of publicity that has the elements of sanity, but be careful in selection. If a number of methods present themselves use ordinary logic in selection; and in the majority of cases, where a newspaper is available, it will be found that logic leads you to the use of newspaper space. Whether a newspaper is available or not logic will lead you to the absolute necessity of effective window display, convenient store arrangement, and to the necessity of a high standard in quality and service.

Apart from good window display and careful attention to quality and service, the newspaper is unquestionably the best medium of publicity. In its columns you can reach people who seldom pass your store. You can induce people to trade with you, by a persistent offer of extra good values, that cannot be induced to enter your store in any other way. By newspaper publicity you can build for yourself a reputation that will make your name and business household words throughout your community. No other out-of-store advertising is comparable in effectiveness to that of persistent newspaper publicity.

Just as an automobile is a desirable form of conveyance, but is dependent upon the supply of gasoline for its actual motion, so is the newspaper the most desirable means of publicity, but dependent upon the supply of "copy" for its actual effects.

The Right Kind of Copy.

"Copy" is the technical name given to the contents of a piece of advertising space. Upon its composition and display depends the effect of the advertisement. It naturally follows that if an advertiser is content to fill his space with a trite announcement of his name and business he cannot expect his space to effect any great rush of customers into his store. Neither can the advertiser who fills his space with a confused mass of disconnected phrases displayed in a confusing array of big type, expect to accomplish much more than the confusion of his readers. And the advertiser who tries to be "funny" to the accompaniment of grotesque "stock" illustrations need expect to accomplish very little in the way of impressing the reader with the dignity of his store and the importance of his values.

The right way to make newspaper advertising pay is to conceive of your space as the threshhold of your readers' homes.

If you were standing upon the doorstep of a prospective customer's residence with the lady of the house inquiring your business, what would you do? Would you merely state your name and place of business, then turn on your heel? Would you shout—"The Great Bargain House," "Immense Slaughter of Canned Goods," "We Lead, Others Follow," or such-like phrases, in a voice loud enough to be heard in the next block? Would you say "Break it Gently," while at the same time throwing a brick through the parlor window, as an introduction to the information that you were offering fresh eggs at 22 cents?

No, dear reader, you would no more think of doing any of these things than you would think of trying to cross the Atlantic Ocean in a gasoline launch. If you did any of these things you would be considered by all people as an object of pity; and by some you would be considered a promising candidate for the insane asylum.

Example of a Poor Ad.

Yet the "copy" one quite often observes is really little better than one or other of these things. Take the ad. marked Fig. 1 and headed "Our Lines are Corkers" as an example. This is an actual ad, with the name erased, taken from an Eastern Canada newspaper. Do you suppose any advertiser would have the temerity to ring anyone's doorbell, and, upon the appearance of the good housewife shout, in stentorian tones,—"Our Lines Are Corkers" followed in a more moderate shout with a long list of bottled goods, ending up with a shrill shriek to "Order Now." Then why utilize the white-space entry to a buyer's home in such a manner?

"Copy" should be in reality "printed salesmanship." It should leave the same impression on the reader as would be made by a polished and skilful salesman calling upon housekeepers. It should contain offerings, values and suggestions worded and set up in a forceful, convincing and pleasant manner. Pleasant and attractive to eye and mind convincing in argument.

The requisites for the production of good copy are a knowledge of what to advertise and when to advertise it; the use of plain English; with, if possible, a knack of composing strong, brief, attractive catchlines; together with an appreciation of the value of contrast in the matter of type display.

It may be assumed that most readers of this paper know what to advertise in their own line of business, and when to advertise it; and also that they possess an adequate knowledge of English composition. The ability to compose strong, brief, telling headlines is more or less of a natural gift, but is a knack that is capable of cultivation by a person who gives it some study. It is merely "boiled down" expression. Take a thought

How to Make a Good Dinner Better

Simply add to the menu a GOOD sauce or relish. The human system needs something to "tone up" the digestive organs at this season of the year. Recognizing this fact the following should interest you.

Worcestershire Sauce

(Special) A genuine imported English sauce—full of snap and character—extra large sized bottle at..... ..... **15c**

Tomato Catsup

(Here's a bargain.) Put up in 2 lb. tins, 4 tins..... ..... **25c**

Indian Relish

One of the "57" Heinz products—guaranteed to please you. Large bottles usually sold for 35c, now..... **30c**

Lee & Perrin's

Worcestershire sauce has satisfied PARTICULAR PEOPLE for over 70 years --it will satisfy you, reputed pint bottles **35c**

These Will Also Help

French Mustard
Salad Dressing
Pickles Olive
Celery Salt Olive Oil, etc.

Plenty of variety and the best of each kind at

Robson's

Pure Food Store

Reproduction of a Commendable Grocery Ad. Written by a Lindsay Grocer for the Lindsay Warder.

or a proposition of value that can be expressed in a short sentence—and boil it down.

Take this thought, for instance:—"There are indications that the price of lemons will soon rise considerably and people who buy at our present prices will save money." Now, to make a telling catch-line of this thought requires that the meaning shall be given in condensed, but unmistakeable language. We might put it this way: **Indications Point to a Rise** (in heavy type) in the price of lemons and you will save money by ordering now at our present prices (in smaller type). Or: "**Lemons Are Rising—Buy Now**" or: "**Buy Your Lemons Now—Prices Rising.**" This is a simple example the principle of which may be applied to any thought in the preparation of an attractive catch line.



An Attractive and Informative Advertisement for Kirkup & Wilkie, Fort William, Grocers, Who Are Consistent Users of Newspaper Space.

Wherein Lies Strength.

It is in the matter of type contrast that many retail advertisers go astray from the path of effective display. Yet the matter is a very simple one and may be summed up about like this: Don't over-emphasize. Setting up an advertisement may be compared to an orator making a speech. If the orator hammers the table and shouts every other sentence at the top of his voice the thing becomes monotonous, and the expressions upon which he means to lay the greatest stress dwindle in force because too much energy has been spent on his minor thoughts.

So in the construction of an ad.—the more lines you display in heavy type the weaker each line becomes, merely for lack of contrast. Concentrate your emphasis at one or two points and rely upon the fluency and interest of your language to carry the reader along. And it is an axiom among professional ad-writers that the grouping of type areas so as to leave plenty of white space results in a strength of contrast that makes the ad. more attractive to the wandering eye of the reader and the easier to read when the eye has been attracted.

That is a very neat and effective ad. of Robson's Pure Food Store, from the Lindsay Warder. Though full of suggestive items the ad. does not appear crowded. The copy is brightly written and displayed to the best advantage. You will observe that the same style of type has been used in all display lines—a fact which rarely fails to produce a pleasing effect. Many an otherwise good ad. is more or less spoiled by mixing type styles.

The ad. of Kirkup & Wilkie is a striking one. A little heavy at the top, perhaps, but the size of the ad. with its body of neat paragraphs relieves the weight. A trifle more of strength might have been obtained by using type a few points smaller in the two sub-head lines. "Select Your Easter Delicacies from the largest and best stock in the Twin Cities." If this had been done the line— "Some Easter Specials" in the rule box would have gained considerably by contrast. The copy in this ad. is especially good. Every paragraph is crisp and suggestive.

From among a number of excellent ads. sent in by Forsyth, Jr., of Dartmouth, N.S., we have selected just one for reproduction. The paragraphs in this ad. are extraordinarily crisp and interesting. The pen of Forsyth, Jr., is indeed a lively and effective instrument. Take the "Clam" paragraph as an instance. It is a splendid combination of fun and suggestion. And the "Kippered Herring" paragraph. If there is a more attractive way of expressing the method of cooking a kippered herring it hasn't yet crossed our line of vision. It just shows how interesting the most commonplace articles of food can be made by a man who understands the nature of the articles and who possesses a good flow of language.

Attractive Store Front Aid to Business

Value of an Artistic and Imposing Exterior in Impressing the Public and Drawing Custom—The Views of an Architect —Ground Floor Plans of a Cape Breton Grocery and Men's Furnishings Store—Unique Fixtures Utilized.

By Chas. P. Band.

What the frame is to the picture so is a store front of unique and striking design to the art of window-dressing and the display of goods.

This is true in all lines of business. A handsome and impressive exterior will not alone draw custom, but when conjoined with appropriate window trimming, the effect is lasting because it is both inviting and pleasing. The



Handsome Store Front of A. D. Ingraham's Store, Sydney, C. B.

impression is retained in the mind, and memory is invariably drawn to that store when a particular line of business is mentioned. A tasty and artistic exterior does not, as many erroneously suppose, mean one of glass and nothing but glass. It is time this idea was shattered and a proper conception realized of what constitutes an up-to-date business front, one designed to arrest attention, draw trade and advertise a store.

On various occasions I have found merchants who, in erecting stores, wanted the expense cut down as much as possible and particularly the expense of the front. I always took exception to this and urged upon them that a larger expenditure on the front from a business point of view is advisable. In some cases my advice has been taken and I know that those clients have many times been complimented by their constantly increasing number of customers on the enterprise exhibited in having unique stores which are advertising the business more than can as yet be estimated.

Lack of Judgment.

It has always been a puzzle to me why our shop-keepers who are looked upon as keen business men, can rarely ever be prevailed upon to spend money on the fronts of their stores. I can only attribute this lack of judgment to the fact that stock in trade and window-dressing have been, and still are, to a very large extent, the only occupants of the store man's mind as a medium to attract the public eye, but let me tell these people that here lies a huge mistake. Only a short time ago I tried to persuade a prospective client to erect a good front; but he said all he wanted was glass and lots of it to show his goods. I could not argue him out of it. I pointed out that he might show all the goods in his store in the windows and while gazed at they would no doubt create a good impression, but where is the memory of that impression a block or so farther on when other nice things have been seen and admired?—all forgotten, so far as my experience is concerned. Block after block has the eye been feasted until the mind is incapable of remembering one special store. On the other hand, erect a front which commands attention and the memory of that store and its owner's name will be carried constantly in the mind of the public as well as of the private individual and will be looked upon as a sort of landmark when one is in its vicinity.

This applies to any class of business, but in my opinion one that has been neglected a great deal up to the present time is the grocery store. With few exception our groceries, and especially those in the outskirts of a town or city, are dingy and far from inviting. Just notice how the bars and restaurants and other places which cater to the animal nature have brushed up their premises and compare them with groceries which cater to all classes of people. The contrast is quite startling. Why should not the latter wake up to the fact that if only from a business point of view a change in the present condition would repay well in dollars and cents the pioneer who ventures out of the apparent rut into which some grocery stores have fallen? When any change is made the cry seems to be plate glass and plenty of it. That to the storekeeper appears to be the height of beauty, but to my mind, plate glass has no beauty in itself, but depends entirely on its setting. Take the human eye, for instance. With the many different settings it has there are as many expressions; but cover up these settings and show the eye only, and you have a hard glazed expressionless surface—very uninteresting. So with plate glass. Glass to my mind is firstly a useful article for the purpose of getting light, and secondly artistic only when it takes a subordinate place with other materials.

If two grocery stores be within a block of each other and one owner improves his premises, see how quickly the

OUR LINES ARE CORKERS

VIZ:

Ginger Beer	Vino	Raspberry Soda
Ye Old English.	Ironbrew	Strawberry Soda
Ginger Ale	Peach Mellow	Lime Juice
Lemonade	Orange Cider	Regal
Sarsaparilla	Root Beer	Aranac
Cream Soda	Ontario and	Beefola
Champagne Cider	Annapolis Apple	Catawba Champagne
Klub Soda	Ciders	Vanilla Cream
Orange Phosphates	Drake's Orange	Beefola Wine
Fruit Syrups	Cider	A medicine not a beverage
Lime Juice Soda	Coco-Cola	

CIDER GRAPE — **VINEGARS** — WH TE WINE MALT

Wholesalers also of Cut and Plug Tobacco. Order Now.

Fig. 1.

competitor alters his. Why? Just because he is afraid the other chap will attract the public and so gain an advantage. This, almost everyone can remember seeing done, which bears out my contention that attractive fronts mean better business.

But bear in mind I don't refer to the flashy article. It has its place, certainly, but for the grocery we want something quiet, artistic and inviting, making one feel a desire to know what lies behind.

Interior Arrangement.

Next to the attractive front comes the interior arrangement, which in grocery stores, to be really successful, should be quiet in design and unpretentious, showing thought for the comfort of the customers and so arranged tha they can quietly move about among the counters and show cases. The attendants, while always within call, should never be constantly at one's elbow.

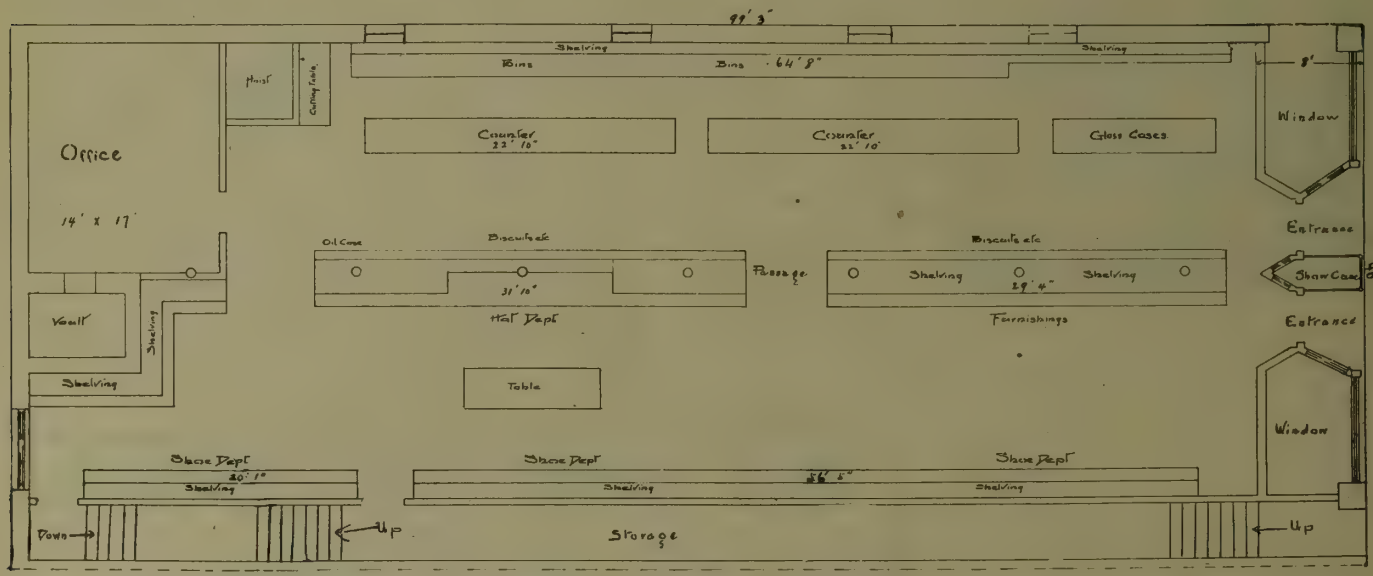
I trust these few words will be of benefit to some and cause a change which I am sure will increase business and at the same time increase the pride in the business.

[Editorial note].—The store front pictured in connection with the above article is that of A. D. Ingraham's store in Sydney, Cape Breton and the plan shown is that of the ground floor of the same building erected a few years ago. The interior is laid out for groceries, boots and shoes and gentlemen's furnishings, the one-half being used for groceries entirely and the other for the rest.

Looking at the store front we have the fine appearance referred to by Mr. Band, of a three-storey building. Different from most other such stores is the entrance. In fact, there are two entrances with a handsome shoe show-case separating them, and two large well. lighted display windows with glass prisms at the top for distributing the light to all parts of the interior. The second storey is fitted out into offices, the entrance to them being located to the left of the display window on the left. The whole building is 99 ft. 3 in. by 40 ft.

A glance at the plan of the interior shows that there is one general division down the centre. In the grocery department on the right are glass cases, and counters with shelving and bins behind for canned goods, cartons, etc. The counters are different from the ordinary variety. Stationary seats are arranged in front of them and they are so constructed to allow a person's knees to go underneath. There is also a railing for the feet to rest upon and a place to put them below if desired. There are two counters each 22 ft. 10 in. long. Behind them and below are drawers for groceries. The shelves are movable, built so that they can be adjusted on pegs and therefore readily made any distance apart to fit the goods placed upon them. On the opposite side are the biscuit bins, the glass doors of which slide backwards over the next bin when opened. To the rear is the cutting table for meats, etc., the hoist to storerooms above, the refrigerator, and the proprietor's office.

Altogether there are three passage ways from the grocery department to that of the men's furnishings and boots and shoes. The plan of this is easily followed, showing the shelving for furnishings, the hat department—the hats are shown in a large glass case—a display table and shoe sections separate for men and women. The circles marked down the centre represent columns extending to the ceiling and which can be seen above the partition containing biscuits, etc., on the one side and men's furnishings on the other. In fact, the whole store is recognized as one of the best equipped of its kind in Cape Breton and the expense in constructing is said to have since been fully justified by results. The cost of the erection of the entire store and fitting it up with all the fixtures in preparation for the stock was in the neighborhood of $20,000. The architect was Chas. P. Band, formerly of Sydney, but now of Toronto.



Plan of the Interior of Ingraham's Store, Sydney, C.B., Showing Arrangement of the Equipment and Various Dimensions.

DON'TS FOR CLERKS.

Don't fail to get address of customer when possible. Don't fail to memorize the ads. of your store. Don't let your interest lag. Don't hide from a poorly dressed customer. Don't converse with other clerks while serving trade. Don't forget that if you want promotion you must merit it. Don't forget that the more you know the more you are worth. Don't get angry if the other fellow gets a raise—just hustle. Don't fail to be honest with your employer and customers. Don't be a "knocker." Don't growl when asked to do a little extra work. Don't forget that a lot of small sales are as good as big ones. Don't think by watching the clock that the store will close any sooner. Don't fail to impress customers so they will ask for you next time. Don't lose patience with a hard customer. Don't forget to induce some other article to customers besides that which they bought. Don't fail to try and make as many extra sales as possible.

Discarding Measures for the Weighing Scales

Hamilton Grocer Threw Away The Former Years Ago And Pins His Faith To The Latter—Never Sells Small Fish by The Dozen—He Wants To Give All His Customers a Square Deal, He says—Advocates a Seventy-five Pound Potato Bag As a Government Standard—Disadvantages of Present System.

"The grocer who can keep out of trouble is the grocer who sells by the pound."

That at any rate is the contention of Adam Ballantyne, a Hamilton grocer, who has spent the past thirty-five years in the trade in the Mountain City.

Adam Ballantyne is a grocer of the old school so far as years are concerned but he does not stick to conservative customs. He has been for some time and is yet a strong advocate of the weigh scales for selling goods. He claims that this is the only method of treating his customers alike.

"Why, I haven't a dry measure about the place," he said, "and what's more I threw them all away years ago."

In business since 1874, in the City of Hamilton, Mr. Ballantyne claims—and his claims seems just—that he knows something about the grocery business. He has worked his way up from a penniless youth and he says that "if he doesn't live too long he guesses he will quit successful."

Some Radical Ideas.

Discussing the scale question, he recently said: "I never sell those fish (referring to cisco herring) by the dozen, they go by weight. I was fooled for a long time by women who used to pick out a dozen of the biggest ciscoes in the box at the door, place them on top and then come in to tell me she wanted a dozen herring.

"In those times we did sell by the dozen because we scarcely realized that there was any other method, but when I came to see the injustice of it to some of my customers I changed my plans."

A few years ago therefore Mr. Ballantyne adopted the new method and claims that the satisfactory results obtained have entirely justified his action. During the past fish season no fish left his store without being weighed.

"And let me tell you," he added, "I want to know how many pounds I buy; we keep tracq of everything that comes in the store to see that we get what we pay for."

In this way there is no loss resulting from short-weight. If the latter occurs, as occasionally it does, the wholesalers are only too willing to investigate and make matters right.

No potatoes, carrots, turnips, etc., are ever sold by Mr. Ballantyne or his clerks by measure. They as well as fish are weighed, and in this he claims that he is one of the few Ontario grocers who adheres to such principles so common in the west.

"Guessing always leaves trouble; but no man can find fault when he sees you going to the scale."

A 75-Pound Potato Bag.

For some years Mr. Ballantyne has been advocating a standard bag of potatoes for Canada and that the standard weight should be 75 pounds.

"At present there is no government standard," he says, "outside of Quebec—there the weight is 80 lbs.

"In most cities and towns in Ontario, the municipality fixes the weight at 90 lbs. and a whole lot of trouble it causes."

He argues that since boys and old men are usually given the task of looking after potatoes 90 lbs. to a bag is too much. Most grocers have young delivery boys working for them and they are not able to handle with any degree of facility the bushel and a half bag.

When Mr. Ballantyne wants potatoes he orders them from the farmers in 75 lb. bags and gets them that way.

"A 100-lb. sugar bag just nicely holds 75 lbs. of potatoes but farmers are compelled when they go to market to use good, clean cotton bags for dirty potatoes and to discard the sugar bags.

"Ninety pounds is too much for men or boys to handle, while a seventy-five pound bag is easy. My brother-in-law brought me in a load the other day and unloaded them in a hurry."

To the purchaser there is'nt much difference whether he receives the large or smaller bag as the rate is no higher. Very often the smaller and therefore cheaper bag is found by Mr. Ballantyne to be preferable and especially among the middle and poorer classes who predominate in the buying field.

Not only has he cut down the weight of potatoes but the Ballantyne store handles no barrels of salt. They were excluded some time ago on account of their awkwardness to handle and now only the bags containing half-barrels are kept in stock.

Wants Government Standard.

On several occasions Mr. Ballantyne has advocated publicly the necessity in his opinion for a change and he has hopes of going into the matter more deeply, probably by visiting Ottawa and presenting his views to the members of the House. He contends that the conditions as they exist to-day are unfair to the producer, the merchant and the consumer.

He cited cases where farmers had come to market with their potatoes and because there weren't 90 lbs. in bags that wouldn't hold that much they were fined even though they measured correctly. Merchants sell potatoes by the bag and consumers do not all fare alike as regards the weight. If there was a government standard, this, he contends, would be eliminated, as it is in the case of farmers dealing with millers where the standard bushel is used.

"In selling wheat it doesn't matter whether the bag holds ninety, a hundred or a hundred and twenty pounds or whether or not the farmer measured out exactly two bushels—he gets paid by the weight and not by the bag."

All potatoes do not weigh alike and that's why Mr. Ballantyne contends the peck or bushel measures are of little or no value. That's why he threw them away years ago and now when a customer wants a peck of potatoes he gets no more nor less than 15 pounds.

Methods Used to Advantage.

Apart from these problems to which Mr. Ballantyne has given considerable thought and attention, his methods in business during his lengthy career have proved successful. He is one of those grocers who began at the foot of the ladder and has climbed steadily upward.

In 1866, he was working for the meagre salary of $5 per month, but after two years as a grocery clerk he succeeded in getting a raise of a dollar a month.

He spent some time in the wholesale grocery conducted by D. Murphy & Co., and in August of 1874, purchased a small business in Hamilton for himself. In those days education was not systematized and to secure enough knowledge to aid him in his grocery work he had to go to night school where he mastered spelling and arithmetic sufficiently well to carry him through.

He attributes his success to this early training which showed that he had to rest upon his own energies if he wished to succeed. Consequently by "straight hard work," he ermerged from the status of an ordinary clerk to an influential grocer. He attends to his business carefully but nevertheless never forgets that a holiday once a year does not make a man any poorer. A deer hunt in the autumn is his delight and seldom a season passes but he spends a fortnight among the haunts of the antlered monarch of the forest.

Profits in Handling China, Crockery, Etc.

Guelph Grocers Tell of Proper Business Methods to be Utilized in Carrying Such Goods—Careful Attention, Proper Display and Salesmanship Required—Benson Bros.' Store and its Modern Equipment—A Motto Firmly Adhered to.

Grocers, do you sell china, crockery and cut glass ware?

No money in it? Listen to what Benson Bros., Guelph grocers, have to say and read about their methods.

"Our business consists of high class groceries, fruits, confectionery and china ware. We devote about thirty-five feet of open shelving on the left to the display of dinner, tea and toilet sets and a closed-in case at the front for fancy china, rich cut-glass, and Crown Derby pieces. We find the china and crockery business pleasant to carry on and a profitable addition to our grocery. A nice display of pretty china is always admired and it brightens and improves the appearance of a store besides helping to attract attention."

What is necessary to make a success of selling crockery, etc., is attention and salesmanship. Bread, butter and the general groceries are necessities and sell according to the demand but it requires an aggressive salesman to sell cut glass and fancy china ware. The Benson Bros. have the store to show handsome and costly goods, they have the proper display conveniences and they have above all the spirit of aggressiveness so essential to the salesman who desires to become a little better than the best.

A Business Born in 1858.

The business now conducted in the Royal city by Benson Bros. is one with a history covering the last half century. It is one showing growth and expansion from its inception in 1858 by a Mr. Crawford. The first proprietor conducted it for one year only, when it was taken over by Jno. A. Wood, his clerk. His business connection with the store was of twenty years duration. He carried on a profitable trade and is yet well remembered by many of the older customers of Benson Bros. He was succeeded by Robert Mitchell, at present the Guelph postmaster, who was the proprietor until June, 1906. Next came the Benson Bros. who have now a business surpassed by few for up-to-the-minute methods and store equipment—and they are both young men yet.

Their Qualifications.

Wellington County, near Drayton, was their birth place. Wm. C. Benson was once a miller so that he had a good knowledge of flour, at least. He spent several years in Glencoe at the milling trade before joining his brother to take over their present business.

Jas. A. Benson went to Guelph in 1891 and was fortunate in securing a course in the Business College there. As a foundation to becoming a grocer he started as a clerk with Geo. Williams where for 13 years—a lucky number in this case—he got into close touch with the trade and the proper methods in the running of a grocery store.

For this year and for the past two years Benson Bros. have had the contract for supplying the Ontario Agricultural College and the Macdonald Hall and Institute. This is one of the largest government contracts and in order



China Department of the Grocery Store of Benson Bros., Guelph, Ont. (From Canadian Pottery and Glass Gazette).

to fill it satisfactorily a grocer has to be "on to his job."

The Motto They Follow.

A grocery firm with a motto and which sticks to it through thick and thin has the better opportunity to win. "Do Right" is the one Benson Bros. adhere to and although it is short so far as words are concerned it embodies a great deal.

This is one of the principal reasons of the success of these young men in the grocery and crockery business. They have endeavored to deal with their customers as they would be done by and thus have upheld the principles of the Golden Rule.

Their assortment and arrangement of china and glassware as shown by the accompanying illustration is attractive, suggests cleanliness, care and attention and no wonder they have profited by it. The under part of the case showing the display consists of packets for oranges, lemons, etc. They also have a large apartment about 35 feet x 17 feet upstairs as a china-ware display room.

Just a year ago their store was remodelled by changing the front door from the side to the centre thus providing two display winnows instead of one. This re-arrangement resulted in windows more easily dressed on account of them being smaller.

"It took almost half a day to dress the big one," remarked Jas. A. Benson, "consequently it was not changed very often but with the new windows we can dress them every morning or every other morning at the least. A few articles are sufficient to make a nice display and everything can be taken in at a glance by the passer-by."

They use one window for groceries and the other for china-ware, etc. A large prism of glass extends across the top about three feet in width and they raised the window about three and one half feet higher than it was. For this they were criticized by many but they believe the results obtained have justified their action.

Attractive Store Necessary.

To show that the Benson Bros. want the best, they have a handsome cream-colored metallic ceiling in their store which with the assistance of the prism, light is diffused throughout the store in the best possible manner. Walker-Bin fixtures have been installed and silent salesmen are utilized. At the rear of the store is an archway and a stairway to the left of this leading up to the china department. To the right is a passageway to the warehouse. Opposite the archway is the refrigerator and a section of shelving on which are displayed canned goods and cereals.

In the store room there have just been installed large, deep shelves on which are stored delivery boxes, flour, salt, sugar, and other heavy goods. This spring the Benson Bros. have placed on the road three newly painted and nicely lettered delivery waggons. They believe that a clean, attractive delivery outfit with good horses is an advertisement for a business and one that should be consistently considered.

The Benson Bros. therefore in handling crockery, china and glassware show their fellow merchants how these goods can be made profitable. What is necessary is a bright store, modern equipments, proper display windows and salesmanship.

LAPORTE, MARTIN & CO.

Laporte, Martin & Co., Montreal, are advertising a list of their agencies which include a large number of European and American firms as well as Canadian companies. They are advising the trade to wait for their travelers before closing any business for canned goods of the present season. They are also drawing attention to the Soleil brand of imported canned goods for which they are agents. They have on hand a varied assortment of canned goods of the 1908 pack which may be obtained at very advantageous prices. Just at this time when the market is bare it is interesting to know that they are advertising a full line of teas of all kinds and grades.—Advt.

FIRST ILLNESS IN 28 YEARS.

Some three months ago, J. H. Devaney, a representative of Warren Bros. & Cp., wholesale grocers, Toronto, was taken ill in Sudbury and for two months afterwards was confined to his bed. This was the first illness Mr. Devaney experienced in the 28 years he has been traveling for Warren Bros. and two other houses. About June 1st he expects to resume his trips to the north where, no doubt, his friends will be glad to welcome him again. He is one of the old brigade of "knights of the grip" and when he began to travel the C.T.A. had a membership of some 2,600. To-day it has reached the 8,800 mark.

G. Wallace Weese, manufacturers' representative, Hamilton, Ont., has recently changed his offices from Myles' storage warehouse, corner Main and Hughson Streets, to larger premises at 30-32 Main Street East, Hamilton. A new agency recently added by Mr. Weese is that of the Montreal Biscuit Co.

PUT YOUR HEART INTO YOUR WORK.

By Jerome P. Fleishman.

The man who succeeds in any line of endeavor is he who has worked wholeheartedly, whole-souledly, whole-selfedly for success.

For this thing called Success is simply the realization of ideals we have formed, and striven to materialize.

Don't have a "grouch" against the firm that supplies your bread and butter. Better work for ten dollars a week and work than be employed at twenty-five dollars a week and shirk.

Coming down to the office in the morning with a desire to make the day pass as quickly as possible, and with as little real work performed as is absolutely necessary, is a dead-sure way to oblivion.

There's no exhilaration that can equal the feeling a man sensates after a particularly hard job has been got out of the way, and got out of the way by being done right.

The difference between enthusiasm and half-heartedness is the difference between a big, fat envelope on pay day and a salary that gets smaller in the eyes of the man who is always looking for, but never working for a raise.

Enthusiasm! That's the thing that builds bridges and tunnels through mountains. One enthusiastic employe in an organization is worth an army of wishers for six o'clock and Saturday afternoon.

And there can be no enthusiasm unless you are heart, head, and hand in league with your work.

The man who views his daily work as part of his daily self is the man who accomplishes things. The man who performs his duties in a spirit of let's-get-rid-of-these-pesky matters is the man you never hear of as making progress.

Put your heart into your work!

How Fort William Merchants Watch Deadbeats.

Agency Institutes a Protective System There Somewhat Similar to the One in Guelph—About Two Hundred of a Membership—Fee of $10 Paid Annually—Duties of the Members—No Collecting Done.

By J. R. Lumby.

The Sovereign Accounting Agency, of Fort William, is an off-shoot or development from the Sovereign Collecting Agency, which was originally simply devoted to the collection of accounts for the local merchants. After about a year's experience in this work, W. M. Rae, the manager, noticed that the same names recurred over and over again in their books, as owing sums small and large to a number of different merchants in the city. Many of these accounts were practically uncollectable, and were only a source of annoyance to the creditor and of useless work on the part of the collectors. It struck Mr. Rae that a system could be devised that would protect the merchants against the continual loss from these persistent defaulters, and at the same time prove a source of income to the agency. It was thus that the Sovereign Accounting Agency was established, and brought into being a plan which is to-day receiving the hearty endorsation of the retailers.

The Regulations Adopted.

The membership fee paid in to the agency is $10 per year, and the methods of doing business will be more readily understood by a study of the following conditions of membership, which are printed on the official certificate issued to each merchant upon his joining the agency:

(1) Each member is to furnish the bureau with a list of all accounts that he is having trouble with in the transaction of his business.

(2) We expect the members to include all persons who are hard to do business with, regardless of prestige, in this list.

(3) If a delinquent should make good within a reasonable time after being listed, it will be the duty of the member to notify the bureau at once of such.

(4) If a member has trouble with new business during the year, it will be his duty to notify the bureau at once, furnishing proper name and address.

(5) The books will be open for inspection by all members only at the office of the bureau, or information will be given by phone or through the mails. We reserve the privilege of not giving information by phone if we think the party inquiring is not a member or his clerk or agent.

(6) It is the desire of the bureau to include all men in all kinds of legitimate business as members, as the experience of one helps the other.

We expect the assistance and co-operation of all members at all times in furnishing information promptly in regard to delinquents.

(7) It will be the duty of each and every member to notify the bureau at once if he has a customer who leaves him owing a balance, and it will also be the duty of each member to make inquiries at the bureau office in regard to any party or parties asking for credit, who cannot show a clear receipt from the parties with whom they traded last.

(8) No one will be admitted as a member unless he is a bona fide business man of the City of Fort William.

(9) Any member who divulges any information received through the bureau to any party or parties not members, and it can be proven against him, he will forfeit his membership for the balance of the year, and for ever after.

The agency conducts a retailers' information bureau, and prints an alphabetical list of delinquent customers, partly compiled from the records of the collection branch, and partly from the reports furnished by members. This list is issued in full annually, and monthly supplements are issued which include the names of any persons who have been reported as poor pay for each month. These are graded by a private code into classes ranging from slow to dead-beat, while a special notation is attached to any who have had the misfortune of being sued and against whom judgment has been issued in the courts.

Acceptable to Merchants.

It will thus be seen that, while the agency itself can accomplish certain good results, the fullest satisfaction will only be obtained by the active co-operation of the retail merchants, in carrying out to the letter the conditions of membership given above. So far the books of the agency show that the merchants are availing themselves very readily of the benefits of this plan for self-protection, the membership being approximately two hundred, and most of these reporting fairly regularly.

The agency has worked into a business system a scheme which has been tried in many other forms elsewhere. In some towns and cities the same results are attempted by the retailers associations, which meet occasionally and discuss the black-listing of delinquent customers, but this being everybody's business, it often degenerates into being nobody's business, and under these circumstances cannot be as carefully systematized as when it is in the hands of a single capable firm. In the City of Vancouver the Retailers' Association employs a man on salary to do the work and pays the cost of printing and distributing the lists, and it is possible that in a city of that size, such would prove a satisfactory way of arriving at the same results, but in a city the size of Fort William it is probably better in the hands of an energetic firm which will do the work on the basis of a fixed annual fee, as in the present instance.

How the Scheme Benefits.

The opinion of many of the retail grocers of Fort William was asked regarding the work of the agency and information bureau, and without exception they endorsed its methods and testified to the value which it had been to them. One merchant intimated that the agency had saved him several times the price of membership in a few weeks, and that he regarded the fee as being extremely moderate, while another of the grocers said that he found it a very great help to him in the case of new customers asking for credit.

One instance was found in which the value of the system was proved in a negative manner. A new merchant opening in the grocery business paid his membership fee and secured the list, founded upon the experience of others. A month or two later he called at the office of the agency complaining that certain customers, to whom he had given credit, were apparently in the no-pay schedule. Mr. Rae referred him to the list, where the names mentioned appeared as not worthy of credit, and asked him why he had not allowed himself to be guided by the information he had paid for. The merchant urged as an excuse that they had commenced by paying cash and had slipped into the credit line by degrees. The obvious reply to this was that it was for exactly this class of customer that the list was compiled, and that it is usually safer to profit by the actual experience of one's predecessors in misfortune than to find out by personal loss that what they testify to is true.

In short, under the management of an energetic and capable man a service is being given which the retail merchants as a body find entirely adequate, and is worth to them every dollar that is costs.

A Cash System Founded on Novel Principles

Success Above all Anticipations has Followed—Once Formed Regulations Never Were Broken—Credit Refused Regina City and Even the Government of Saskatchewan—Operation of a Deposit Account System—Customers Pay Their Money in Advance—Cash on Delivery on Goods Taken Back—Enormous Increase in the Business.

By W. McInnis.

"Would it be advisable for me to adopt the cash system?" is a question which at some time or other confronts every merchant, especially in Western Canada, and the merits of the business run on the cash basis, as compared with those of the business done on the credit system, are constantly under review. With many the question never seems settled, as there are advantages to be cited in either system. But so far as one of the leading mercantile establishments of Regina is concerned, the question is settled once and for all. The store referred to has reduced the cash system to a science, and to-day the richest man in Canada could not secure goods there without the cash. How the system is worked out, is, of course, the interesting point and one which will bear explanation here.

At the outset, it may be stated that the store referred to, the Regina Trading Company, Limited, does the largest business of any store, not only in Regina, but in the Province of Saskatchewan Its trade has been spread throughout the length and breadth of this province, and in Regina the store carries a stock that can only be duplicated at Winnipeg, Toronto, or other large cities. The reason for all this is found in the cash system, which was introduced three years ago.

With the commencement of 1909, the Regina Trading Company entered the fourth year of business under the cash system, and the manager sums up his success in figures which sound almost too large to be true, and in words which are glowing tributes to the pay-as-you-go plan in operation there. During the two years of operation under the cash system the business has grown by leaps and bounds, and the store that started on a modest scale is to-day a busy hive of commerce, its spacious departments thronged with people from morning till night, and hustling clerks handling their trade, taking in the money for each transaction, and every sale making an addition to the cash receipts, which, in the evening, will be totalled up. Two cash girls are required to handle the business, and even during dull times such as have been experienced throughout the West during the winter months, they have been taxed to capacity.

The Regina Trading Company introduced the cash system at a time when affairs had reached such a stage that there was need of a move of some kind or other along a new line. Three years ago the management felt that some change must be made, and it was decided to give cash discount of five per cent. off the marked prices. Goods were all plainly marked and those taking credit were charged full price, while those desiring to pay cash could secure five per cent, discount. It was thought that by the introduction of this scheme the number of book accounts could be greatly reduced. But what was the result? That it was not satisfactory can be judged



J. F. BOLE,
Originator of Unique Cash System in the Store of the Regina Trading Co.

because after a year of this system another change was made. The experience of the management with the five per cent. cash discount scheme was that those customers who would pay cash anyway, took advantage of the discount, while those who were in the habit of running book accounts took the credit and paid for their goods at regular prices, apparently thinking that little was to be gained by endeavoring to pay cash and getting the discount.

But under this cash discount system business was growing rapidly just the same. The city and the province were advancing, and large numbers of new people were coming into the district. It was easy to see that to continue to do a credit business would be to get more on the books than they would be able to carry with the banks.

Could Afford to Lose Money.

In November, 1905, it was estimated that the firm had book accounts to the amount of $60,000, and this was steadily increasing, for every day someone asked for credit, and every day a new account was opened, and some days there were a good mank new ones. It was estimated that they could afford to lose $40,000 off the annual turn-over, and still make as much money under the cash system as could be made under the credit mehod of doing business. It was a bold step to take, and one which required a great deal of courage, but after due consideration, the management decided that on and after January 1, 1906, the business would be conducted on a strictly cash basis.

Everyone Knew of It

Means were taken to make everyone acquainted with the change proposed and through advertisements in the Regina papers the announcement was made that there would be no credit after January 1. Every customer whose name was on the books of the company received a circular informing him of the change, and requesting that the balance standing against his name be cleared up. Through the medium of the daily and weekly press of Regina the announcement was also made.

New Rule in Force.

The new rule was strict. All goods had to be paid for at the counter or on delivery, and a system of c.o.d.'s was introduced. This was reduced to the simplest scheme possible, and is found to work exceedingly well. However, the management knew the convenience of the charge system, and decided that there must be some substitute for the straight monthly account—some means devised by which people could telephone in orders and pay for their goods monthly. After many suggestions and much consideration they adopted the plan of demanding the cash in advance from the customers who desired their goods without payment at the counter. This at first appeared to be a most ex-

traordinary request for any merchant to make, but as it has worked out it will be seen that it is proving quite satisfactory to all who have adopted it. Customers who desired their goods charged up were required to make deposits at the first of each month, a credit entry being made for the amount, and four per cent. per annum added to the daily balance. When the customer with such a deposit account desires goods he places the order with the clerk, the counter check is sent through, marked paid by the cash girl, and returned to the clerk to have the order filled.

At the first introduction of this system some customers kicked. There were those who had always been good patrons of the store who got on their dignity at a demand for cash, and said they had always been able to get credit, and could get it elsewhere if the Trading Company would not give it. The management had expected that there would be some customers take this view, and although it was pretty discouraging to see one after another good customer refused credit and withdraw his trade, they never gave in to anyone. The first refusal of credit was to the City of Regina. The rule was made to fit everyone, and when the corporation applied for credit, it could not be secured. They went elsewhere. The next large customer refused was the Government of the Province of Saskatchewan, for even that institution could not secure a line of credit at this store. It is to this feature of the system that special credit for its success is attributed; favors were granted to no one and no one could get goods on time.



An Exterior View of the Regina Trading Co.'s Store, Which has Made a Wonderful Success of the Cash System.

Deposit Account System.

Further explanation of the deposit account system will not be out of place here. A book is kept in the cash desk for each depositor, run after the fashion of an ordinary bank pass book. When a deposit is made the amount is entered up just as is done in dealing with the bank. Lists are posted in the different departments showing the names of those who have deposit accounts, and from this list each clerk takes his instructions in the main. When a customer having a deposit account makes a purchase, the clerk makes out a bill in the counter check book, this being sent in over the cash carriers to the girl in the cash desk. If the depositor still has a balance to credit, the girl stamps the bill "paid" and sends it back to the clerk. After this procedure is gone through the clerk puts up the goods, but he is not allowed to do so until the cash girl has placed her stamp on the bill. In this way the responsibility for seeing that customers do not overdraw their accounts is placed upon the cash girls, and their part in the deposit account system is no small one, requiring as it does accuracy and integrity.

When the bill for the goods is stamped "paid" by the cash girl, she immediately enters in the debit column of the deposit account book the date and the total of the bill. The duplicate part of the bill goes to the office, and there lady clerks enter on the ledger account the purchases, item by item. A loose leaf system is employed for this purpose, and at the end of each month the depositor is sent a statement showing the goods purchased with each bill, and the balance, if there be any, to his credit. A statement of the total of each bill of goods is also sent. The deposit book is returned with the statement, and the customer thereby has the means of checking off the items and assuring himself of the accuracy of the charges made against his deposit account. By the use of carbon a copy of the pass-book is also kept on file at the office.

Cash on Delivery System.

The c.o.d. system is handled in this way: There are customers who telephone orders, but who do not keep any deposit account. Their goods are delivered to them with c.o.d. slips attached, and the delivery man collects or brings back the goods. Each delivery man is given $10 in change, which he carries at all times. When a clerk takes an order over the telephone or at the counter for c.o.d., the duplicate of the bill goes into the cash desk and is filed on what is known at the "C.O.D. File." The clerks are furnished with large red stickers marked "c.o.d.", on which there is space for the address and the amount of the bill to be collected, the bill of the goods always being attached to the parcel to ensure no mistake being made. The duplicate bill, which was sent to the cash desk by the clerk, is taken from there to the office, and the bunch of these is separated into districts, one district for the route of each driver. In the morning each delivery man is required to cash-in the amount of his previous day's collections, and some times these men carry over night as much as $40 or $50, or even more. To secure men who can be held responsible for this work, the store must pay top wages, but it is found that in the end this pays, and the Regina Trading Company has never yet lost through an absconding clerk.

Result of System.

The result of the introduction of this very complete system has been most satisfactory. After two years' trial it is found that instead of losing $40,000 in volume of trade—which it was figured could be dropped without losing profit—during the first year the cash system was in operation, 1906, the business showed an increase in volume of $80,000 over the previous year. During the pear 1907, it showed an increase of $100,000 over 1906, or $180,000 over 1905, the last year the credit ?system was in force, and the year during which the five per cent. cash discount was allowed. Another most remarkable fea-

ture of the business of the Regina Trading Company is that during 1906 there was never a month that did not show an increase in business over the corresponding month of the year previous, and during the year 1907 there was never a month that did not show another increase over the corresponding month of 1906. When one considers the times of financial depression through which the country passed during the closing months of 1907, this statement is the more remarkable.

The Man Behind.

The man who has accomplished things as set forth in the foregoing is J. F. Bole, M.L.A., manager of the business of the Regina Trading Company. It is not without some degree of pride that he looks back over the past two years and views the success which he introduced with the cash system, and he has not the slightest hesitation in recommending to other merchants the adoption of a similar style of business. The details, he said, must of course be worked out to suit the needs of the community in which business is being done, but the principle is always the same, and he believes that what the Regina Trading Company has done, other stores can do. He remarked that the great secret of his success has been that he gave in to no one. Had he granted any favors and given credit to individuals, the first effect would have been to demoralize the staff of the store, and if the manager started to do such a thing, the clerks would be tempted to do the same. The very people to whom the favor of credit might be granted would be the first to lose confidence, and sooner or later others would learn that such favors were being granted, and they, too, would lose confidence. By refusing the requests of everyone, the management at first lost customers for the store, but the greater part of these have since recognized the value of the monthly deposit system or of paying cash, and they have nearly all returned with their trade, admitting the rule adopted to be the best one. Had the old credit system been continued, Mr. Bole says, instead of having no accounts on the books now, there would be $100,000 or more, and this would be more than the store could carry. Making people thoroughly acquainted with the new system of business was an important factor in the success of the undertaking, and another feature which helped along the business was that the store was able to and did sell cheaper than competitors were selling. They could afford to do this because there were no bad debts, and they knew that every time the carriers came to the cash desk they contained money and not additional bills to be charged on long monthly accounts.

Great Help in Financing.

There is another feature of the business which will be of great interest to merchants. The deposit account system, bringing in as it does large sums of money each month, provides a great assistance to financing. The depositor bringing in a deposit of $100 on the first day of the month is credited with $100, plus four per cent. per annum for the 30 days, or total of $100.33. On the day the depositor makes this payment of $100, the store probably has a bill of goods for $100 coming due. To pay this bill promptly would be to save the trade discount of five per cent. and with the depositor's $100 the store pays the bill of goods, securing five per cent. discount. In this way the depositor secured $100.33 for his even $100, and the wholesaler secured $95 in settlement of the $100 bill of goods. The store, on the other hand, having paid 33 cents for the use of the customer's $100 for the month, saves $5 by paying the bill due, and makes a net profit of $4.67 on the transaction, in adition to securing payment in advance for the goods sold out of the store and doing away with endless bookkeeping entailed by the credit system.

This is a feature which is well worth the careful consideration of every merchant, for by it he is enabled to finance almost without the assistance of the banks, and to carry stock varied in quality as well as in quantity, which he could not handle under the monthly account system.

THE PRICE OF BORDER.

Losses Recently Sustained by Manufacturers Will Likely Produce Better Prices.

Following the recent formation of the American Wall Paper Manufacturers' Association in New York, of which practically all the United States manufacturers are members, and which was formed for mutual interests in regard to freight rates, credits, and the general discussion of wall paper conditions, one of the most vital subjects of interest to the entire wall paper trade came to the surface, i.e., the border question.

It seemed obvious that few, if any, manufacturers had held their own since the flattening of the border price eight years ago, while 32 manufacturers have gone to the wall on account of the loss sustained in consequence. It is doubtful even now if any one of these men actually realized what his borders really cost him to make in proportion to hanging, until S. S. Boxer, of the Watson, Foster Company, Montreal, who was known to have made a series of comparative tests extending over entire seasons, was asked by one of the American trade journals to give his experience in the matter. His demonstration was so conclusive and reasonable that the snbject is now a very lively one, and all the American trade journals are inviting opinions from the dealers throughout the United States and practically all are favorable to a special border price.

Mr. Boxer showed by actual tests, based on his figures and experience, that the average roll of border, one and two-band, costs three times more than its hanging to produce. It would seem that even the man in the street can understand that the cost of the first roll of wall, border or ceiling of any pattern, being practically the same, the cost of the entire run of the border must be proportionately more than that of the hanging, the run of which is five times greater with practically no more expense. All people in the trade understand this, but have never realized what a tremendous loss it has been to the factories, who were never able to stiffen the price of their hangings in order to average up.

But it is not the manufacturer only who is interested in this; in fact, the retail dealer is more concerned in the reestablishment of the border price. He will sell, and the people will buy, as much as ever—more, because the dealer will then have some interest in pushing wall paper, which at present is not very remunerative.

There is probably no other industry which does not base its selling price on the cost of production of any article. The wall paper people seem to be waking up to the necessity of doing this.

In view of the unanimity of the makers, jobbers and dealers in the United States it is safe to say that the flat border price will go down and out when the new season's lines appear, and it is likely that Canadian houses will follow suit.

A TRUTHFUL M.D.

"Do you drink coffee?" asked the doctor of an aged patient.

"Yes," was the reply.

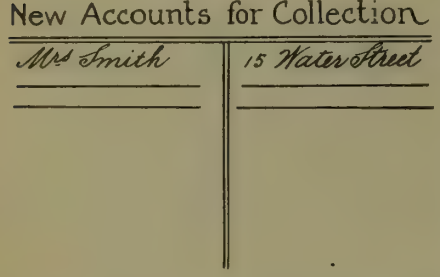
"Coffee," continued the M.D., "is a slow poison."

"Yes, very slow," replied the old man. "I have taken it daily for nearly eighty years."

Workings of Collection System in Guelph

Methods Used by the Collector and Monthly Statements He Issues for Benefit of the Merchants—How the Assessment is Made on Those Who Receive the Benefits of the System—Merchants' Share in Providing the Collector With Necessary Information and the Method by Which Money Received is Divided Among the Different Creditors.

By this time retail merchants in every city and town in Canada have become acquainted with the fact that in Guelph there is a collection system in vogue which under no consideration would be


New Accounts for Collection

Mrs Smith	15 Water Street

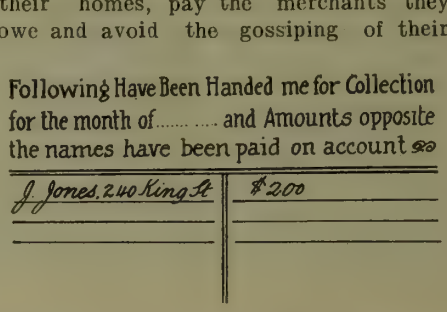
relinquished by those it has protected from the unprofitable delinquent during the past year. The benefits of the system have been recorded on various occasions by The Canadian Grocer; but the purpose of this article is to illustrate the workings of the unique scheme, the promoters of which have been extolled by fellow merchants in the city of Guelph hundreds of times.

Unsatisfactory collections have for ages past been worrying the retail merchants where the cash system has not been adopted. In some cases it is considered unwise to adopt the plan of selling for cash only, and there's where the rub comes in. Since Guelph has been courageous enough to come to the front with a successful system for not only the collection of bad debts but for the prevention of them, other cities and towns are anxious to follow suit. In fact one city—Brantford—has just recently organized a system similar to the one established in Guelph; Chatham seems also to have caught the contagion; Berlin is making inquiries and Cornwall in the eastern portion of the province is alive to its own interests and in all probability will fall in line as soon as its merchants become apprised of the complete operation of the scheme.

Qualificatious of Collector.

Once the merchants of any town or city have decided to establish a collection system and have completed their organization plans, the remainder lies with the collector. It is therefore essential that a man be procured who knows his ground, who understands something about the differences in human nature, one who is energetic, strict but tactful, and one who always does as he says.

From the statements of the officers of the Retail Merchants' Association of Guelph, they seem to have secured pretty nearly the ideal man for the occasion in D. A. Scroggie, a former grocer in the Royal City. From a personal conversation with him the writer was easily convinced of the good fortune of the merchants. Mr. Scroggie is in love with his work, as the results which have followed his labors will testify. He follows up every "slow pay" in the city until he gets his money and during the 10 months, ending May 1st, 1909, collected for the men he serves $2,146.38. This, in the estimation of the merchants themselves, only represents a small portion of his services. Many delinquents rather than have the collector call once a week or once every two weeks at their homes, pay the merchants they owe and avoid the gossiping of their


Following Have Been Handed me for Collection for the month of..... and Amounts opposite the names have been paid on account

J Jones. 240 King St	$200

neighbors. It is safe to say that double that amount has been received directly due to the fact that the collector was appointed.

But the main advantage lies in the protection again the "dead-beats" who are continually seeking for goods for which they do not want to pay. Therein lies the secret of the success of the system in Guelph and the reason why the beneficiaries are maintaining it so strongly.

Details of the Work.

As intimated above the collector is practically the whole system. All that the merchants themselves are required to do is to hand to him the accounts they desire collected. These accounts are made out in the ordinary way and are just the same as those the merchants themselves would send to their debtors. They may differ in one particular—they are not itemized. Some merchants, of course, do not itemize their accounts. If the debtor refuses to accept the total as shown on the account as correct, the collector is then obliged to go back to the merchant to secure the detailed account. This, however, seldom occurs.

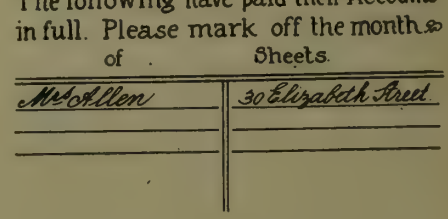
The first stage is therefore simple. The merchant doesn't even have to mail the various accounts to the collector. He calls in every store regularly and they are simply handed over to him.

What Collector's Books Consist of.

Every month the collector prepares four different sheets for his own and for the merchants' benefit.

When he receives the accounts from the merchants he prepares a list of "New accounts for collection" as shown in the first illustration on this page. Only the name and address are given with this and if any one desires to know whom these people owe and the amount, all he has to do is to 'phone the collector at his office and he has his queries answered. Remember, the names appearing on this list have never appeared on any before as delinquents. Every merchant enjoying the advantages of the system gets a copy of this sheet—which in Guelph, as well as the other towns are typewritten — once a month. It is easily made out by the collector from the names of those sent in who have hitherto been paying cash, who have come from another town or city or who are beginning to be slow pays.

In this way every merchant knows just when anyone begins to get credit. He knows the amount each has gotten and if he does not consider them good pay they don't get an opportunity to deal


The following have paid their Accounts in full. Please mark off the month of Sheets.

Mrs Allen	30 Elizabeth Street

with him. He uses his own judgment.

This sheet, as well as the others which will be described, are kept in the merchant's store and a glance will show where the would-be honest or dishonest debtor stands financially.

Accounts to be Collected.

Another monthly sheet prepared by the collector and sent to every merchant

is the one showing the list of accounts given to him for collection with the amount each debtor has paid on them.

This sheet is headed: "Following have been handed me for collection for the month of——— and the amounts opposite the names have been paid on account." As the accompanying illustration indicates, the names, addresses and the amounts paid on accounts are given.

The merchant can scan this sheet in a few moments and determine who are the slow pays and who are not. He can tell from it whether one of his long-credit customers has been cashing up and therefore whether he is getting his money even before his cheque comes in. The collector usually delays sending a merchant a cheque until an amount worth while has been collected from different debtors.

Paid in Full.

A third sheet prepared by the collector monthly is one headed like this: "The following have paid their accounts in full. Please mark off the month of ———sheets." Beneath is given the name and street address of those who are no longer debtors to their merchants. This provides more information. It shows that some are paying up and that generally speaking these are the

Small Accounts Handed in for Collection and paid in full for the month of.....

NAME	ADDRESS

parties who can be trusted. Since every merchant has this list he knows what to do when one whose name is on it asks for credit. If he wishes to find out how large the account was and to whom it was owed he gets his information from the secretary.

When this list of names has been received the merchant red-inks or blue pencils the same names on the sheet previously explained. The remainder, he knows, are still debtors.

Every month there are a large number of small accounts, ranging from 50c. to say $1.50, and these are kept separate by the collector. Statements showing that these have been paid are also given monthly to the merchants. It reads as follows: "Small accounts handed in for collection and paid in full for the month of———." The name, address and amount is placed below.

Circulated Quarterly.

In order that the merchants may know exactly where they are at, they are provided quarterly with statements showing the total amounts collected for each man in the association and paid over to him by the collector.

These statements are headed: "The following moneys have been collected and paid to the different merchants, members of the association as follows:"

In the list that follows it the merchants are classified, according to their occupation, such as grocers, hardwaremen, dry goods merchants, butchers, druggists, etc.

How Merchants are Paid.

The only other books the collector needs are cheque book, ledger and cash book. The former is used in paying the merchants, as all moneys when collected are placed in the bank. On the back of each cheque are written by the collector the names of the merchant's debtors who have helped to make up total shown on the face of it. The amount each debtor has contributed is placed opposite his or her name. The bank returns to the collector every cheque presented so that if at any time a merchant should dispute the receipt of money from any debtor the disagreement can be easily decided.

The ledger is used by the collector for entering up all accounts as soon as they come in from the merchants.

When cash comes in each merchant is credited in the cash book with his share. The ledger and cash book are kept up to date every night, the collector attending to this after tea.

No "Pro Rata" Used.

A point that naturally arises in the distribution of the cash collected among merchants who have the same people owing them, is the share that each should receive. This is not done by the pro rata plan in Guelph; and it doesn't matter how old an account is—it is always new in the eyes of the collector.

In collecting Mr. Scroggie usually determines how much a debtor will be able to pay each week or every two, three or four weeks, on account.

Supporting a party owes four merchants twenty dollars altogether—one two dollars, the second three, the third five and the fourth ten, and that the party agrees to pay him two dollars each week until the account is cleared away. The merchant who is owed the ten dollars gets but a quarter share of the two dollars each week—that is, fifty cents—the same as the other three. Of course at the end of the fourth week the merchant with the two dollar account has been paid and the collector the fifth week has two dollars to divide evenly among the remaining three. Eventually the three and five dollar accounts are paid and the man with the ten dollar account gets the whole two dollars.

This plan has been found to work satisfactorily and it saves considerable work to the collector.

Only two more explanations are required. The share that each merchant contributes to the expense of maintaining the collection system and the method of paying the collector's salary must be worked out satisfactorily before it is instituted.

In Guelph the merchants paid either $10 or $15 each, according to their location. Those on the main street, generally speaking, were assessed the latter amount while those off the main street paid the smaller sum and many now are willing to expend $25 for the protection. The collector was paid by salary which amounted to $800. This amount came out of the general fund to which all merchants who received the benefits of the system subscribed. In the establishing of this method it is a wise precaution to see that all merchants pay their share in advance so that there will be no difficulty experienced in furnishing the collector's salary.

Some Results Obtained.

The above represents pretty fully the establishment and operation of the col-

The following monies have been collected and paid to the different merchants, Members of the Association as follows:

GROCERS	
NAME	AMOUNT
Total HARDWARE MERCHANTS	
Total DRY GOODS MERCHANTS	

lection system in Guelph. A year ago when the system was instituted it was all a gamble as to the success it would be and as to the ultimate results. Today Guelph merchants pronounce it a providential plan. It has unearthed the professional dead-beat and shown him in his true light. It has found out those who purchase beyond their means intending to remunerate and those who are slow-pays. All these facts the merchant has before him and he has only to use his best judgment in dealing with the various cases.

Grocers have been found to be the most charitable class of merchant in Guelph. Out of the $2,146.38 bad debts which Mr. Scroggie collected in 10 months grocers received $484.27. Furniture men came second with $384.41, closely followed by hardware merchants and dry goods men. Foodstuffs are ab-

solutely necessary, which explains why grocers carry the greatest credit accounts.

Sensitiveness in some people in Guelph, lest the collector should suddenly appear at their doors, causes them to send by mail the amounts they promised to the collector. Mr. Scroggie gets on an average of $25 per week in this manner. Others go direct to the merchant and pay their accounts. If for any reason however, they should miss the mail on the day appointed or fail in calling on the merchant they owe at the specified time, the collector bobs up at their doors the following day to discover the reason why.

If a family not accustomed to paying regularly move from one part of the city to another the collector knows it and the merchants there are advised of the fact. To escape is impossible.

Brantford Grocers Organized.

Some time ago the Retail Grocers' and Butchers' Association decided to take up the question, having become acquainted with its success in Guelph. They secured H. Occomore, vice-president of the Merchants' Association at Guelph, and a man who was one of the principal promoters, to address them from the organizing standpoint. Later they invited Mr. Scroggie over to tell them of the work of the collector, and with his assistance secured 112 merchants willing to venture the scheme in Brantford. The assessment is fixed there at $10 each so that the 112 merchants represent already $1,120.

Mr. Scroggie has also been to Chatham where 23 merchants agreed to make the test. The fixed rate of $10 will also prevail there if the scheme goes through.

Mr. Scroggie contends there are at least twenty-five towns and cities in Ontario who could be benefitted by a collection system similar to the one Guelph enjoys.

A Wide-awake Executive.

No doubt a great deal of the success that has attended the efforts of the Guelph merchants has been due to progressive men in the association. The executive meets once a month—and almost invariably eight out of the nine members are present. They have a little supper at one of the hotels and afterwards talk over plans to be presented at the general meeting of the association which is held one week later. In this way they always have something substantial for the monthly meeting and thus they get the members to attend.

Inconsistencies of the Credit System

Cultivation of Bad Habits Cause a Great Deal of Trouble—Merchants Give Credit While Other Business Men Get the Ready Money—What Uncollectable Debts Might do for the Retailer—Grounds of Defence of the Credit System.

By G. B. Van Blaricom.

There is one ideal system in business and that is to buy and sell for cash.

How happy, how pleasant, how satisfactory things would be if every purchaser paid spot cash. What a vast amount of expense would the merchant save—no bookkeeping outlay, no collecting department, no bad debts, no book accounts whatever—in short, no losses. He would know exactly at all times just where he stood and what he could reasonably undertake—or in other words, how far he could launch out. How many disappointments, how much worry and anxiety, how much loss of time he would escape if every person paid as he went. It would enable the grocer to take advantage of all cash discounts, which means that he would be in a position to sell goods cheaper. His best patrons would thus save money as well as himself.

Apparently nothing, whereas he thinks the fellow who pays cash is directly or indirectly handing over a certain amount for Mr. Slow Pay and Mr. No Pay. The buyer on credit generally gets his goods at the same figure as the cash customer and, where that system prevails, some naturally inquire what use, advantage or benefit is it for the cash customer to hand over his good hard coin? What does he gain over the credit buyer? the cheese factory." Do yuo read of that he might as well have had the use of his collateral several months. But this is another phase of the whole matter and the cash system is being dealt with more from the storekeeper's standpoint than that of the consumer.

Uncollectable Book Debts.

Mr. Grocer, you perhaps have done a credit business for years. Why do you not introduce the cash system? How many thousands of dollars have you on your books that is not collectable, the parties having moved away, disaster overtaken them or some other unforeseen cause intervened? Do you not wish you had that money gathered in? But it is useless to express such a desire, as you know it is next to impossible to get bank notes out of some men. Many, who have the money won't pay, and others who would pay have not the wherewithal.

Two grocers from different towns were heard recently in an animated discussion on this point.

"My!" exclaimed one, "I have $9000 book debts, and if I could get this money how many new lines of business I could go into. I would add a large stock of confectionery and would lay in a quantity of crockery. I would also add about twenty feet to my store, as my premises are terribly crowded. I would reduce stock in certain slow-going lines to make room for the rapidly moving ones. If I had that cash * * * * but there is that if—"

"That's it," replied his friend. "I am clear of all your worries. I do not grant credit at all and, as a result, I always have a little spare money in the bank to avail myself of 'snaps' whenever I see a favorable opening."

There may, in certain localities, be cash system should not prevail in the special or sporadic reasons why the grocery trade, the same as there are exceptions to every rule, but generally speaking conditions are the same. It is upon the general state of affairs and not isolated examples that the experiences, results and benefits of the cash system in this article will be based.

Credit System Defended.

Occasionally you hear a man defend the credit system and he talksalong this line: "I lose very little, if any, money through the credit business—in fact, I prefer it to the cash if I know a man is good pay. I hold the trade of a man who buys on credit whereas with the casual cash customer—well!-he is here one day and with some one else the next. You are never sure of his patronage and a cash customer frequently thinks that he should buy at his own price simply because he is paying out money then and there. The cash customer is generally a kicker, and is not willing in many

instances to allow a retailer a fair living profit."

The observations may be true to a very limited extent but nine out of every ten merchants who are dong a cash business, will refute these statements as unworthy imputations cast upon honest, square-dealing, careful buying farmers, contractors, tradesmen and citizens.

As pointed out, there may be local or individual reasons applicable in general why you cannot do a strictly cash trade, but with fully ninety per cent. of grocers throughout Ontario, there is no real, valid or substantial reason why they cannot do a cash business—so far at any rate as general groceries are concerned.

Where, then, is the fault? It is with the dealer himself. He is presumably afraid of losing life-long customers, fearful that the other fellow will spirit them away or else he lacks decision and backbone—cannot say "no" firmly and politely; in other words he is kinder to the public than to himself.

The hardest word in the English lexicon to pronounce, paradoxical though it may seem, is that little monosyllabic "NO."

Pay Cash for These.

Did you ever hear of a man who thought that he could get theatre tickets and pay for them just when he pleased? Do you ever ask the railway ticket agent to let you have a ticket on time and remark: "I will pay you as soon as I sell my wheat or receive my money from the cheese factory." Do you read of any individua's getting postage stamps, street car tickets, express parcels, meals at hotels, trips on boats, shaves or shoe shines without paying the price then and there for the privilege and service. Why then should persons, well able to settle for goods, get sugar, bread, tea, fruits, vegetables, fish, etc., on credit? No reason whatever if the dealer makes up his mind that he is not going to allow an ancient, time-worn, obsolete system to go on any longer.

A frequent excuse given by dealers against changing from credit to cash is that farmers cannot pay every time when getting goods. The fact is that they can pay better than any other class. Did any dealer ever know of farmers selling their grain, hay, horses, cattle, chickens or anything else on six months' time? And yet, if you permit it, farmers will ask you to sell them your goods (which represent cash, labor and raw material, just as much as their produce does) on credit, to be paid for when they feel like it. It is not a fair division of burden, and dealers who give credit carry the heavy end.

Presents For Wrong Parties.

An absurd practice quite common among retailers is "carrying" the farmers from spring until fall, and when Mr. Farmer "pays up" make him a present. He has not done the retailers any favor, but rather the retailer should receive the tribute for carrying the account without interest for six months. A "good" collector will impress upon the customer in a nice way so as to cause no offence that the customer is the favored one, and make him so appreciate it that he will continue trading there. If any one is to have gifts it is the cash customers. Some retailers buy good quality of goods for the farmers and their wives, to give out when they "pay up" in the fall, thus paying a premium in the fall for carrying the account without interest to show how carrying the account is appreciated, instead of the farmer showing his appreciation for having the account "carried" and for favors extended.

Credit business or cash business is but a matter of education. If a farmer has been taught he can buy goods on long time he will continue to ask for credit, even with money in the bank or in his pocket. And this same man who has been educated to credit will not pay for his purchases until forced to do so. On the other hand, if a dealer has established a reputation for selling only for cash, no one asks him to extend credit. Men who want goods always manage to have the necessary amount of cash, or are willing to give a bankable note when purchases are made. A credit giving grocer is asked to sell goods as close as competing cash stores and mail-order houses. Customers who want credit in most cases demand cash prices.

Working Gradually.

Referring to the cash system, W. Hanna, of W. Hanna & Co., general merchants, Port Carling, Ont., says: We have been trying to cut out a lot of our credit business and do more cash but it is far from all cash yet. We may say that our plan has worked very well and that our credit sales for the past year have decreased and our cash sales increased in a good ratio. But there is still room for improvement. We are hardly sanguine enough to think that we could do an entirely cash trade in this village. The conditions are different to most villages of the same size. The tourist trade here is the harvest and, like the people in the West, the people here depend on the harvest to pay their debts. However, conditions are improving as the people get more educated to the cash system, and we believe any merchant can greatly improve the condition of his business by being firm and holding out for cash. At any rate he will be better off in the end by doing less business and more of it cash.

Great Hindrance To Trade.

Conversing with a business man the other day on this subject of credit and cash, in the course of his talk he made these remarks: "People who usually pay promptly are not doing so now. This condition hampers trade greatly and causes unnecessary worry. There is a remedy. Hundreds of people have money in the banks or out on interest who are owing tradesmen and merchants. To a man not in business this seems a matter that need not be referred to, but to business men who carry on business at great expense with weekly outlay for wages, stock, horses, freight, and other demands that must be paid, it becomes a very serious problem. The remedy we propose is that every man and woman who owes a business a dollar or more and can pay said account, do so at the very earliest chance.

"Keep money moving. This is the best remedy for dull times. This is how it works. One thousand persons, for some reason unknown to us, have failed to pay a dollar each which they owe a merchant. Let these 1,000 persons this week send in their dollar so that the merchant will have a thousand dollars at the end of the week. Inside of 24 hours he will pay the money—every dollar of it— to his creditors. They in turn will pay it to their creditors, and so the money will keep on circulating, relieving the pressure, giving peace of mind, restoring cheerfulness and confidence and so this old world will have added charm for the business man who is sad and gloomy from the weight of debts he cannot pay because a hundred persons who can pay if they choose do not do it. This world would be much more like heaven if everybody 'owed no man aught but love.'"

MAKE SURE OF IT.

"Smith," said the grocer, severly, "did you charge Mr. Jay for that basket of peaches?"

"Yes, sir," the clerk replied; "I think I did, sir."

"Well, charge him again," said the other. "You can't be too sure of a thing of that kind."

The vital study for the employe is to learn everything touching his position quickly and thoroughly, ro adapt himself as nearly as is in his power to the demands made on him, to catch the pace of the workers about him, be it fast or slow, and to accommodate himself in every thought and action to the standards of the department as he finds it.

A Traveller's Experience in Trade Evolution

Improvements Some Grocers Have Made During the Past Twenty-eight Years—Advance of Early Closing in the Country Districts—How a Better Knowledge of Business Brings Better Profits—Benefits of Present Transportation Facilities.

By C. H. Parsons.

It is quite natural for one to suppose that in the passing of the last 28 years, trade conditions among the retail merchants in Ontario have greatly changed their complexion. During that period of time I came in contact with hundreds of merchants, in view of the vocation I followed, which was—as our friends are pleased to call it—that of a knight of the grip.

For twenty-eight years I traveled for a wholesale grocery firm chiefly in the northern section of Ontario, and when I look back on the time I first took my samples out and consider the intermediate years, I realize how evolution with its imperceptible regularity has improved transportation facilities and the manner in which trade is carried on generally. When I think about the old buckboard in which we travelers used to cross country and contrast it with the fine, soft-seated, rubber-tired vehicles that the liverymen provide us with now, I wonder what time will bring forth in the next twenty-eight years.

The general improvments in the trade throughout the country can only be appreciated by those who have rubbed up against the men who have been and are connected with it. While, I believe, there is yet plenty of room for progress in a great many cases, there have been vast changes towards better conditions.

Advance of Early Closing.

Among the many changes I recall, probably the most noticeable is that which has occurred in the closing of the country store.

A couple of decades ago places of business were open until all hours of the night, and we travelers used to, on some occasions, transact our buisness in rickety old offices by the light of the old oil lamps. But times have changed. The merchant is beginning to realize that a life of continual slavery is not what he is living for. He wants an hour or two of the day for himself or for his wife and family. Hitherto all his waking hours were passed in the store where he was so wrapped up in business that he almost forgot sometimes to go to bed.

Nowadays in many villages and towns, it is just as impossible to get into a grocery store after six o'clock as it is to attempt to walk upon the water.

Not only do the grocers themselves reap the benefit, but all their employes get a few hours of recreation—and they deserve it after a long day's labor, if they do their work faithfully.

Systematic Arrangements.

Years ago it was a common sight on entering a general store to see a jumble of boots and shoes, dry goods, hardware and groceries behind a single counter. Very often the clerk employed had to look after both the buying and selling and it used to puzzle me often to know how his employer made any profits. Store equipment and facilities were never thought of. The merchant simply depended upon the consumer getting hungry occasionally and he knew when such a condition of affairs existed his services would be required to supply some bread, tea and sugar.

I scarcely need to refer to the present conditions in this regard. Merchants now vie with one another to see who can produce the more inviting store front, window and interior. In the general store of to-day the boots and shores are not mixed up with the groceries, nor dry goods with hardware—each has its own department, attended to by its own salesman.

Instead of boxes, barrels and benches used as counters we to-day see handsome oaken structures, some with marble tops. show-cases, glass-front bins, adjustable shelves, refrigerators, coffee grinders and modern weigh scales.

The grocery clerk has his up-to-date methods. He is held responsible for the payment of his department, and everything that comes under his management. Sometimes he is even allowed to share in the profits—an unheard of thing a quarter of a century ago.

Systematic store arrangement and store equipment is, I consider, an essential to a successful business. Changes of this nature attract the attention of the traveler more than anything else. It, of course, means that the merchant is beginning to realize the necessity of keeping apace with the times and that he is prospering.

Tendency Towards Cash.

The retail merchant, and especially those doing business in country districts, have been troubled for years with the long credit terms they were forced to give to farmers.

In olden times when a retailer sold a farmer a parcel of goods he knew right well that he would not see the money until after the next threshing, and, indeed, he was often lucky if he received it within a year. The trend of the times is to the cash system and many are found to be adopting it.

But apart from the change to cash business the merchants are training themselves wonderfully in the art of bookkeeping. The systems are in the main the same, but differing in minor details. They nevertheless have greatly improved their work as well as aided the traveler. Customers now get their accounts monthly instead of half-yearly. and the money circulates more frequently —all of which has been a wonderful aid to business.

Years ago almost every merchant's books were in such a promiscuous state that he scarcely knew where he was at at the end of the year, and he was lucky if he knew just who were his debtors. I believe that hundreds of dollars have been lost through carelessness in having an unsatisfactory bookkeeping system. This has now been eliminated and they all know how much they are owed even if they cannot get it all.

Telephone Convenience.

A great improvement observed in my travels is the telephone convenience. Every up-to-date grocer has his telephone. He takes the orders from his customers, sitting at his desk in the office, and saves time The convenience experienced now is so great that merchants wonder how their predecessors in former years ever got along without it.

The telephone is also used extensively in giving orders to wholesale houses in the large centres. It saves many a long delay and prevents many outbursts of temper from the lack of patience in anxious customers. Nowadays it is also quite a common thing to see a merchant at his desk writing advertisements for the local paper when such a thing a score of years ago was considered unprofitable and wholly unnecessary.

Better Transportation

The trend that trade has taken during the past twenty-eight years can be gauged by the advance in transportation facilities, probably as well as by anything else. The development of these from the merchant's, as well as the tra-

veler's, standpoint has been a great boon to business.

The old-fashioned cadge-teams that used to be so frequently seen about our country roads are being superseded by railway and boat, and merchants are able to provide a much better and quicker service than before. It has meant dollars to them, as well as time and money, to the traveler.

As intimated above, I can recollect the times when we used to ride across the country in the old-fashioned buckboard. That was our chief mode of transportation if we wanted to visit a small town, or village aside from a railway station—and the latter were few in those days. This buckboard was a four-wheeled vehicle with slats reaching from back to front axle and the only springs for providing protection from the stony road were under the seat. Our feet, of course, used to rattle on the slats, and our sample-cases would be shaken so badly that at our destinations the sugar samples would be all rolled up into lumps like marbles and not very inviting to an intending purchaser. The motive power between the shafts of the buckboard was usually an old "plug" of a horse well mated to the conveyance.

Time, however, has brought about changes. Competition has forced not only liverymen to supply us with better transportation, but it has forced merchants to keep better goods and to maintain better equipped stores, all of which has the tendency to produce a greater volume of business for producer, manufacturer, wholesaler, traveler and retailer.

HIS BLACK LIST.

A man entered a grocery store and drew a slip of paper from his pocket. A clerk, with pencil and order pad, stepped up in anticipation. The man adjusted a pair of glasses on his nose and looked over the list.

"Do you keep Bopo Soap Powder?" he asked.

"Bopo? No, sir; we have several other soap powders, but no Bopo," answered the clerk.

Paradise Creamery butter?" inquired the man.

"No, sir, we don't carry Paradise," replied the clerk.

"Well, how about Queen Lill sweet Corn? Do you carry the Queen Lill line of goods?"

"Sorry, sir, but we don't" said the clerk.

"All right, then, I guess I'll trade here, said the man. "Those are the brands on which I've been stung."—Puck.

Traveler's Idea of Why Retail Merchants Fail

In Grabbing After Business They Secure Much That is Undesirable—New Merchants Forget to Figure on Cost of Maintaining Their Stores—Fewer Failures in the Trade Than During Past Years, But Not Many Grocers Retire.

"There is too much of that greedy grab after business," declared a grocery traveler of twenty-two years experience the other day as he mentally recalled a few of the many experiences he has had to substantiate his claim.

His contention was that through idiotic practices merchants have rushed in to give credit to any party who turns the knob of the store door.

This traveler expressed his appreciation of the collecting system in Guelph which was doing excellent work.

"If there were more like them in Canada the retail merchants would today be a great deal better off," he said.

Recently he was told of a case in Guelph which showed that the delinquent was entirely at the mercy of the merchants.

A buyer went into a store to obtain some goods and didn't have the cash to pay for them. He promised faithfully to meet a draft at the end of the month and although he was promptly drawn on he was unable to pay. That, of course, was the last credit he secured there. Believing that he could obtain time if he went elsewhere he tried the other end of the city. The merchant on learning his place of abode became suspicious and called up his friend in that section, who was a member of the Association benefited by the collection scheme. He learned something about his financial condition and refused him credit.

On learning the cause of the refusal, the purchaser was very indignant and expressed his indignation in none too complimentary terms when he next saw his first benefactor. But he was emphatily assured that he had only himself to blame.

Other People's Debts.

"The cash system is the thing; cash buyers pay the same price as others and therefore help to pay other people's debts," was the traveler's way of sizing up the situation.

Grocers, he maintained were not loyal enough to their own interests. If they would form an association and stand by it, each member taking an active interest in it, they would derive many advantages. The giving of credit and failure to get the money was the cause of the most of the trouble. That's why, the traveler declared, that there were some idiotic retail grocers alive—they didn't demand cash or give to the safe credit buyer.

"There are grocers who actually don't know how to run a business; some of them who have been in the harness only three months know more about goods than travelers who have been on the road for twenty-five years."

He claimed that many do not realize that it costs something to do business. They believe that if they can put an article in their store for ten dollars and sell it at $9.99 they are in a cent. Rent, heat light, and store-maintaining are forgotten by the "green" man in business. He neglects to study methods and the first thing he knows his store and stock are turned over to the assignee.

Fewer Failures.

"I have been 22 years on the road and in spite of what statements I have already made, I must say that business methods among the grocers as a whole are improving. I find better methods, better store equipment and a better knowledge of bookkeeping.

"Fewer failures are occurring now, but on the other hand there are very few grocers retiring. That goes to show that generally they are just making enough profit to provide them a living but they haven't laid by any great amounts for the years when they are not able to work."

Merchants needed, he believed, to study their present conditions; to look back upon their mistakes of the past and join together for their own best interests in the future. When this can be brought about they would be on a fair way to success with less obstacles to surmount.

THE ROMANCE OF BUSINESS.

If a young man does not find romance in his business, it is not the fault of the business but the fault of the young man.

Business is not all dollars. These are but the shell—the kernel lies within and is to be enjoyed later, as the higher faculties of the business man, so constantly called into play, develop and mature.—Andrew Carnegie.

Thos. Reynolds, the western traveling representative of the Quaker Oats Co., of Peterborough, was in Winnipeg last week calling on the trade. W. H. Escott, is the Winnipeg representative.

Relation of the Modern Grocery Clerk to Employer

Education of the Clerk the Work of the Grocer—Interests of Both Are Mutual — Should Merchants Tell Their Business Secrets to Their Employes?—Every Clerk Has Capital Invested in Store in Which He Gets His Training—Requisites for Good Employes.

(By Delmere D. Butler.)

Every man who establishes a grocery business of his own is largely dependent upon his employes for his prosperity ; to get the best service from them depends largely upon himself.

The employer strikes the keynote of the establishment. If he is cheerful, courteous, and acts as though he holds his employes as human beings, capable of filling the position in which they are placed, he may expect good service, and he will get it. A hasty, quick-tempered person whose habit is a word and oath, cannot keep good help ; clerks who are worth their wages have too much self-respect to endure such indignity long ; they may have to remain for a time until other employment is secured, but their loyalty is gone, they no longer serve happily or willingly—they lose interest in their work and do their duties perfunctorily.

I believe that the interests of the clerk and employer are mutual and that the success of one helps to make the success of the other ; more and more are employers beginning to realize how much the success of their store depends on their clerks. They sell your goods—or not ; they please and extend your custom—or they turn it away ; they boom your reputation—or cloud it ; they swell your profit sheet—or they become a tax to you.

How to Educate Clerks.

From all parts of Canada you hear the merchants complain because it is so hard to secure competent clerks. They declare that the right kind of material is not any too plentiful, yet none will say—"what can I do to improve my clerks ?" This is the age of technical books and public libraries, most of which contain a number of books that would be instructive and helpful, or if they have not them and the attention of the proper authorities is called to the subject, they will no doubt be glad to give the matter due consideration.

As a rule any library board would rather buy technical books than fiction, and there are also a number of good books that a merchant or clerk could buy at very reasonable prices. Would it not pay better to develop the clerks you have than to be forever scolding, changing, or "firing" them ? This way out of the present difficulty may seem a difficult way for both employer and employe—"Lead your help, don't drive them." I believe the keynote is co-operation throughout the store, and an interest in responsibility extending beyond the pay-envelope expectations.

Tell Clerks the Business Secrets.

I believe that employers would have little difficulty if they would try to create in their clerks a desire to know not only the price, but also the merits and practical value of every article in the store. They would not find it as difficult as they imagine. Results count, and knowledge of this kind is power ; it fits the clerk to sell goods intelligently, easily and profitably. Such intimate knowledge of everything in the store, from cellar to garret, gives him a bearing that makes friends of all your patrons, who naturally will turn to him because, "he knows his business." Such intimate knowledge of your store and its contents makes him a sure business-getter, and business builder, as well as a cheerful worker and he also becomes a strong factor in the prosperity of the business.



DELMERE D. BUTLER.

Clerk in the Cash Bargain Grocery, Brantford, Ont.

Such knowledge makes him conscious of the power it gives him over every purchaser ; it will develop in him the spirit of trust, energy and high purpose, and his services will grow in value daily. But remember this, "there is no short cut to success." It means hours of study outside of the working hours, yet the clerks would be willing if they thought it was for their advancement, the essential quality being that the clerk possesses and cultivates a willingness to work hard all the time. The successful clerk to-day finds that it is a great help to him if he not only knows his goods but also knows the various uses they may be put to and their relation to other lines in the market.

Service, the Clerk's Capital.

A common mistake that many clerks make is concluding that money is the only capital that can be invested ; and if you were to ask one of them how his investment in the store was coming on he would answer, "I haven't any, and I only get about ten or twelve dollars per week, and it takes all I can make to live on."

Every clerk has a capital of his own, and when he goes to work he invests it. His capital is "service," and while it is not handed in to the cashier in coin or bills, it is for all of that possible to be turned into money. That is just what the employer has figured on ; his impression was that the clerk would be worth money to him, or he would not have hired him ; whether he knows it or not, the clerk has invested his capital and the next thing for him to consider is whether his investment is as large as it should be.

Yet how many clerks try to reduce their services to a minimum. They are singularly apt in discovering ways and means for making their services as worthless as possible ; but this is poor financing and after making his investment in the best scheme for enriching himself, he will find he is the loser in the end.

The Wrong Measurement.

There are clerks who measure service by hours. When they spend a certain length of time in the store, listlessly doing as they are told to do, they feel aggrieved when they do not receive the reward of the man who has put in no more time, but who has exerted his faculties to the utmost to make his investment pay.

Neatness of appearance counts ; there is a psychological value in the clerks being dressed in white coats during the summer season. Anything you can do in order to suggest coolness to the customer is going to help sell your goods.

It is better that the cleanliness of your store go unnoticed than that anyone may have occasion to remark upon the presence of dirt and cobwebs.

Matters to Think About.

I will here enumerate a few more things that will tend to make your investment of more value to your employer. Do not sell goods that are not in stock ; do not make a practice of being late every morning ; remember always to be polite, cheerful and loyal to your employer, give correct weight, not over-weight, or short weight but give sixteen ounces to the pound ; be attentive and show earnestness in the goods you are showing ; write the orders plainly and make your figures distinct, always remembering that small sales mean small profits.

A Trade to be Proud of.

All grocers and clerks should take proper pride in their trade, and they may justly encourage that pride. For what trade can possibly be of more ancient date than the trade in the articles of food, the first necessaries of life ? The grocer must continue to be in request in an increasing degree, to supply the want of our ever growing population, and more and more as the years go by will the community clearly see the importance of the grocer and his industry—so intimately associated with the lives and well-being of the people.

Some Original Methods Used in Training Clerks

Montreal Grocer Has a System of His Own—Graduates From His School Become Successful Merchants — Accuracy, Neatness, Promptness and Courtesy Are Qualifications All His Employes Are Taught to Possess.

In reply to an inquiry regarding his methods of handling his employes and otherwise conducting a grocery store, N. Chartrand, corner of St. Antoine St. and Greene Ave., Montreal, said : "When I get a new boy, I ask him to do nothing the first week but watch the others work to familiarize himself with the layout of the store and the places where each variety of stock is kept. The second week he must occupy his time chiefly weighing butter, lard and tea, and other of the more common products kept in a grocery store. In this, I insist on absolute accuracy. At this point in his education, I teach him that accuracy in these things are essential in order to be honest, both with his customer and with his employer. I instil into him the necessity of giving to the customer just what he pays for, no less and no more.

"By this time I will know whether or not his manners require any polishing, and if they do I point out to him the value of politeness, dignity and courtesy. Sometimes a clerk will possess these qualities owing to a careful home training or natural instincts, and will not be prompt. I try then to correct this fault and show him the difficulties which a lack of promptness will lead to. In the first year, the beginner is employed, chiefly following the head clerk, and learning from his example. During this time he is instructed in putting up orders, packing them and in other ways making them ready to go out on the delivery waggon.

"I keep a man who does nothing but attend to the delivery waggon and the horses. He does all the delivery work, so the clerks are not called on to do this variety of work. My delivery man must keep his harnesses in good condition, also the horses and waggons, and he must never take too large a load.

Steps up the Ladder.

"During the second year the clerk begins to enter into some of the more responsible work in the conduct of the store. By this time I start him in on window decoration and interior displays. This work consists of decorating the windows and displaying goods to the best advantage inside. I insist on displaying only one line at a time inside the store, and generally follow this rule with regard to the windows. For instance, if I build a pyramid of pickles at one end of my counter, I use the stock of one firm exclusively to do this. This display is left on the counter until the customers are tolerably familiar with it, then it is replaced by another. I believe that this is the best way to display goods.

"I watch a new man's work very closely and if he shows evidence of ability in this work I encourage him, and in this way I get the best out of him. Once a week I take one of the clerks to market and teach them how to buy stock. When a clerk becomes the head clerk he does most of the buying, subject always to my approval.

"After the second year, I believe a clerk is prepared to go out into the world, and run a store for himself. Not only do I teach my clerks deportment, but they also learn how to lay out a store, and the proper way to take care of food stuffs.

Interior Equipment.

"I keep my bread in a side cupboard on glass shelves with a glass door. In this way it is kept in a partially shaded spot, free from dust and dirt of all kinds. Much of my shelf room is covered with glass doors, and in this way everything retains a wonderful freshness that it would not otherwise have. One silent salesman is kept for chocolates and candies alone, where they always appear fresh and clean. I have one place for a certain line of goods and never under any consideration whatever do I allow it to be put anywhere else. This is an inflexible rule.

"One place near the side door is reserved for orders which have been put to be delivered. My cream, milk and butter, and other things of this nature are kept in a refrigerator room at the back of the store. The greatest care is taken of this room to keep it thoroughly hygienic and sanitary. Downstairs, the cellar is divided like the upper store into departments, and everything is kept in its own special department. The wine cellar is quite divided from the other part of the cellar and no one but the head clerk and myself have keys to this room. Each barrel is plainly labelled with the name of the wine or spirit and the price. I had my little office placed in the centre of the store, so that I can see all over it. The telephone is here so it is convenient for both the customer and the clerks."

Built up a Good Business.

Such was the explanation given to a representative of The Canadian Grocer of the methods which go to make a successful grocer, by Mr. Chartrand, and it may be said that if there is anybody in the city of Montreal who has earned the privilege of giving advice, he is the one. He has conducted a successful grocery business since he was a young man, and is thoroughly familiar with every phase of the work.

People who trade with him are sure of courteous treatment, promptness, cleanliness and honesty. It is a pleasure to enter this man's store, and see the clerks all carefully groomed with their clean, white aprons every morning. It is certainly no wonder that a large number of successful grocers have graduated from this man's school who teaches his pupils that they are handling the things that people eat.

Bettering the Conditions of the Retail Grocer

Is He Getting a Fair Show?—His Standing in Society as Compared With Professional and Other Business Men—Unselfishness, the Principal Quality Necessary to Reform Matters—What an Association Can do.

By M. Moyer.

The farmers get better prices for their produce, the mechanics get higher wages for their skill, the laborers get better pay for their work, the school teachers are well paid, the clerks in offices are all drawing increased pay, the preachers are getting fat salaries, but where is the increase in the profits of the retailer? Is he getting a fair show?

The Government assists the farmers and protects the manufacturers, the general public strongly support the idea that labor should be well paid, but where do you hear that the man who stands behind the counter should have better pay? Is he getting a fair show?

The doctors make healthy charges, lawyers are taxing their clients to the top notch, the politicians are mutually agreeing almost from year to year to increase their stipends, the Government officials are receiving more pay, and all this is taken as a matter of fact without a kick. But let the retailers for their long plodding hours, ask for better profit and their custom will fade away like the melting snow. Is he getting a fair show?

The doctors, lawyers, teachers, preachers, dentists, bankers, etc., are commanding the highest respect from the general public, and are looked upon as ornaments in society, but the man who stands behind the counter and gives his best service, is only a storekeeper and everybody has a perfect right, and a happy privilege to cut down his income as small as possible. Is he getting a fair show?

The Grocer a Necessity.

The doctor might cease to practise and few would suffer; the lawyers might quit their profession without being missed in the least; the banks might close their doors, but let the grocers put up their shutters and in a few days starvation would follow. Why, then, are they not entitled to respect and fair play? Are they getting a fair show?

The laboring people receive the sympathy of the people in their demand for shorter hours; the bankers are to be pitied for having to work from 10 to 3 o'clock; the school teachers are overworked; the lawyers must have their summer vacations, but whoever thinks or cares for the storekeeper who works 16 hours a day? Does he get a fair show?

Mechanics, clerks, etc., who give their services to an employer usually receive now and then some recognition of their good services. But the storekeeper who gives his service to the general public receives no recognition, but on the other hand is expected to make a Christmas present to every one of his customers, because he was allowed to give them his best service for a little less pay than anyone else. Is he getting a fair show?

The people require the convenience of the retail stores and expect them to be kept open all hours of the day and nearly all hours of the night, so that they can get things at a moment's notice, and often on credit. But they never think that it is unfair for them to spend the bulk of their cash in large stores away



M. MOYER.

from home. Is the merchant getting a fair show?

The Pedlar Nuisance.

The pedlars carry their stores along the streets, and rake up a lot of the cash, and for the privilege to do this they pay $10 rent per year, when the storekeepers pay four or five times that per month. Are they getting a fair show?

If he is not getting a fair show, who is responsible, and who can furnish the remedy?

There is no class of people engaged in any profession or industry who enjoy fair privileges which they secured through any other means than through united effort, and as long as retailers will stand behind their counters, without realizing the fact that they belong to a great army of retailers who are all interested in one common cause, and feel it their duty to assist in elevating the general tone of the trade, they can never expect to get a fair show, and to gain the sympathy and respect to which the trade is entitled. Scores of retail grocers never attend a meeting to discuss matters of importance, never contribute a cent and not even read the trade paper in order to familiarize themselves with the work that is being done by others who are endeavoring to improve the conditions common to them all.

Retailers are Too Selfish.

So long as such selfishness exists among themselves they cannot expect to get a fair show. A man in the retail business has opportunities to become better informed, gain a better understanding of what is right and fair between man and man, and consequently be a greater power for good than any one engaged in any other occupation. But while he has this opportunity, the very nature of the business may also lead him to be selfish, mean and small. We have, therefore, two extremes engaged in the same business—the one generous, liberal, active and public-spirited and the other small, narrow, selfish and ignorant. The men who keep the trade healthy are proud of the business, and take sound, healthy satisfaction out of the fact that they can serve the people well and at the same time assist their fellow retailers in improving trade conditions.

The men who are small have never a good word to say of anybody and everybody else is wrong. They are disgusted with the business and do not know what is the matter with themselves. Although they never contribute a cent, they expect others to spend their time and money to make business go better for themselves. They are behind the times. Their trade is falling off and they blame everybody but themselves. They are a hindrance to the trade; they belittle the retailers and impress the people with the idea that only a low class of men are engaged in the retail trade.

These are the men who have to account for the fact that retailers are not commanding the respect they should, and that they are not getting a fair show. Wake up, stop your meanness, be men, and you will get a fair show.

Stop your grumbling about so many being in business who do not understand the grocery trade. Raise your standard through better and more intelligent service, so that it requires qualification to compete with you. Secure legislation that will give you a fair chance to stand on the same level with others and all this can only be done by acting wisely and unitedly and you will get a fair show.

Two Years' Experience in Handling of Flowers

White & Gillespie, Peterboro Grocers, Consider Them a Valuable As Well As An Attractive Adjunct To Their Business—Grocery Store The Natural Place To Catch The Eye Of The Feminine Purchaser.

By Harry Theobald.

The grocery business has many sidelines and the average grocer is generally eager to delve into some extra issue providing it is profitable and does not interfere with his main concern. On looking over the field of additional lines and upon careful consideration of the whole subject, it is not very probable that the handling of pot flowers would present itself without some suggestion in that regard from outside. It is a business that for many years seemed so utterly foreign to a grocery establishment that the oversight may be easily understood. There is however, a connection and it has remained for White & Gillespie, of Peterboro, to practically demonstrate that during the greater part of the year flowers can be handled successfully and, what is of more importance, profitably, and they practically take care of themselves.

This may appear to be a rather broad statement upon casual observation but Porter White has explained to The Grocer the manner in which the firm has been able to satisfactorily handle flowers.

Two Seasons' Experience.

Their first experience was in the Spring of 1908. They made arrangements with A. Blade & Son, florists, to take a certain number of their potted plants and flowers. Blade & Son were at somewhat of a disadvantage from the fact that they had no down town store to compete with those florists who had display shops and windows on the main street. The agreed to give White & Gillespie a fresh supply of flowers every Monday, as many as they could handle, and to replenish the stock during the week if necessary. This would mean that White & Gillespie would always have a fine display of flowers and would provide against any of them becoming unsightly or without bloom. It also meant that the grocery firm would meet with no loss in the carrying of the flowers.

Last Spring the agreement came into effect and White & Gillespie handled flowers until late in the autumn when the florists' supply was practically entirely sold out. About a month ago the same plan was entered upon and as was the experience last year the idea is proving a good one to all parties concerned.

The stock includes ordinary house plants many of which can be transplanted to an outdoor flower bed. At this time of the year plants are in great demand and will continue so until late in the summer. They invariably catch the eye of the customer, and being an article that everybody buys they are easy sellers. As Mr. White stated "they sell themselves with but little effort on our part."

Continuing he said: "When a woman has made nearly all her grocery purchases and is about to leave the store her eye catches the flowers and she asks the price of this geranium or that something else and as there is always room for an other flower in every home and the price being reasonable she will ask to have one or more sent along with her order. As the plants are fresh every week they are always in bloom and therefore most attractive. We have a particular place for them in the store and often display them in the window. The only attention they require is to be watered every morning which can be done in ten minutes. They make a catchy display window and give a bright and cheery appearance to the interior.

Losses Impossible.

"The chief points in the handling of these flowers is the fact that there is a clear and assured profit. They appeal to every woman. The price is within the range of the slenderest or strongest purse. They are easily cared for and no extra trouble is experienced in their delivery as they go out with the rest of orders. Moreover the average woman will go to a florists for plants and flowers about once a year, in the springtime, at least she intends to go. When she finds them in the grocery store at as fair a price as she can get in any florist's she buys them then and there, and they are sent out with her order of groceries.

"There is nothing objectionable to the flowers from the grocer's standpoint. They are not only attractive and clean but they premeate the shop with a delicate fragrance that is appreciated by the customer as soon as he or she enters the store."

In conclusion Mr. White stated that they sold a great many last year and already have disposed of a large number this spring, thereby demonstrating beyond a doubt that they are a profitable adjunct to a grocery business when suitable arrangements can be made with a florist.

THE PEDDLING EVIL.

Retailer Desires Stricter Law Against the "Transient Traveler"— What a Union of Merchants Would Do.

(By a Muskoka Grocer.)

We hear a good deal these days about building up a cash business and inducing the people to spend their money at home. One great difficulty in the way of both these desirable movements is want of a better law governing peddlers and the transient traveler. In this part of the country every spring there are a number of travelers from Toronto tea and spice dealers, who go through the district, calling on every house, taking orders. The people order freely from these outside firms, with the idea of building up other than home industries we suppose, and the orders for each place are all shipped together to a local man. These shipments sometimes amount to a ton or two. These travelers pay neither license fee, taxes or anything else to help that part of the country, and take away a lot of money from people who at the same time are owing the local merchants large accounts, and who will go to these same merchants and ask to buy other goods on credit.

Nor is it only the retailers who send out their travelers in this way ; but we are sorry to say there are wholesalers who do the same. Certain Toronto grocery houses, and other establishments, so called wholesalers, send out their travelers and have them call on all hotels, boarding houses and even on farmers who keep two or three boarders, taking their orders at wholesale rates, and even in some cases, we are told, making them freight allowances that they do not give to the trade.

We contend there should be a strict law making all such travelers pay a good big license fee for selling to other than the retail trade. If this did not stop the practice, the local municipality would at least get some return for the money sent out of the district.

In regard to the so called wholesale houses we believe we retailers have a weapon in our own hands if we would only use it. That is, just put these houses on a list and let every retailer refuse to buy from them. This would soon bring them to time. If the wholesalers desire the support of the retailers they should put a stop to this practice, which tends to strain the relations not only between these two branches of the trade, but between the retailer and the consumer as well.

The Canadian Grocer

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IMITATION OF BRANDS.

Every year, in fact nearly every month, large publicity and advertising compaigns are started in Canada by manufacturers of foreign countries. This is all right, and so long as the Canadian tariff is sufficiently high to make them manufacture here, that is, if such a course is possible, it is good for Canada. The more business the Canadian market attracts, the better for the Canadian people.

But there is a phase of this foreign invasion which reflects seriously on the enterprise and ingenuity of the Canadian people. Most flagrant examples of this are evident in businesses connected with the sale of food products. A foreign firm comes over here and puts on the market a new breakfast food, candy or something else. This product is sold in a special box with a special design and under a special name. Suddenly their product is for sale everywhere, and immediately hosts of imitators are in the market, thinking that in their case too the field will prove equally profitable.

Now, the regrettable feature of this is the fact that the later arrivals copy as nearly as possible their predecessors, in the style of package and the name of the produce. As an example, a certain manufacturer enters the field with a specially formed chocolate confection, and packs these in boxes of exceptional design and under a cleverly devised name. If this product meets with popular favour, immediately there are hosts of imitators in the field with lines which are as near as the law will permit.

It is ramarkable but nevertheless true, that in only rare cases do these later produces eclipse in all round superiority those whom they have imitated. Some may make good profits but their position is always a false and insecure one, and at any moment they are liable to overstep the line and find themselves the defendants in a suit for infringement.

In view of these facts, the commercial side of the question is the chief aspect to consider. It is impossible to sell even an imitation without a certain amount of advertising and appropriating money in other ways to promote sales. This certainly looks strangely like building one's house on a foundation of sand. Why would it not be better to place on the market something which is of original conception, and which represents initial brain expense rather than a close imitation of someone else's creation? There is nothing in the realm of foodstuffs which is so monumental in its execution that it cannot be equalled and even surpassed.

From this, then, it appears that it would be far better to be a leader rather than a follower. With the wonderful advance in the printing and engraving business, the possibilities of pretty and attractive packages are almost endless.

When one man sees another making a good thing out of something, there is a natural desire to get into the field, and get a little of the money which seems to be coming his way. The surest and easiest means of doing this, seems to be imitation of the other, but it would be much better to exploit something having individuality of its own, and in this way, building up, perhaps slowly at first but surely in any case a prosperous future. Longfellow's words, in the Psalm of Life are strangely applicable here:

"Be not like dumb driven cattle,
Be a hero in the strife."

A SERIOUS SITUATION.

Word has been received this week from the Lower Provinces, that a serious difference exists at the present time between lobster packers and the fishermen. Owing to the drop in the price of the canned article since last year, the packers have been obliged to reduce the price of the fish in order to leave them a profit. On the other hand, the fishermen in many leading districts have formed a combine not to fish under a certain price, which means that at present market prices of canned lobster, the packer must either pack at a loss or else not pack at all.

Needless to say, many of them are not packing, and this is bound to be felt later on, if the demand improves. It is further pointed out that most factories that are running to-day, are simply using up old gear that they had on hand from last year, as they could not afford, at to-day's market prices, to fit out new, and unless the prices improve before another year, the majority, it is declared, will be forced out of the business.

WATCHING THE WRONG COMPETITOR.

Many merchants, and particularly those doing business in country districts not fortunate in having a newspaper as an advertising medium between themselves and their natural consumers, are often greatly worried by the inroads of mail order houses. They find that the very people whose accounts they carry for one, six, and sometimes twelve months, send cash to the mail order houses, and there purchase half their goods. They know that they can sell just as cheaply and often cheaper, under the prices named in the catalogues of the big houses.

This is a problem which has puzzled many of them and they find it difficult to get at the root of the trouble.

In nine cases out of ten the cause lies in the lack of energy and diplomacy on the part of the merchants. They get into a rut and stay there. They do not utilize their faculties to advantage in overcoming this disadvantage and much too frequently do they watch the wrong competitor. They believe if they can sell as cheaply as the opposition across the street or on the next concession line, cut prices when he does, pay the farmers' wives a cent more for eggs than other merchants, they are on the fair road to success and are going to attract a greater share of the trade than their local campetitors.

These wrong ideas have been the cause for many a downfall when success might have been achieved. Instead of booming their own businesses by impressing upon their natural customers the quality of their goods and the values they are getting for their money, they keep their eyes fixed on what the merchant on the next corner is doing.

The outcome of this is that a price on a certain article is cut by one of the number and the rest follow in his footsteps to the detriment of the manufacturer of that article and their own profits. The time soon comes when it is discovered a profit cannot be made; they either purchase a substitute or give up handling it. The manufacturer loses business and the merchant loses profits. The effect is far-reaching.

An essential accompaniment to the success of a country town or village is enterprise among the merchants. They have got to do the booming if they want

to secure business and the securing of business means the building up of a place more attractive to the farmers and with greater prestige in the commercial arena. Where merchants judiciously advertise their goods in their home town there will be found few vacant stores and empty houses. They have to be alive to not only their own interests, but to the interests of the whole community. They must see that the money earned in their own district is spent in their home town and to do this there must exist good-fellowship and good-will among them.

Cutting each others' throats at the expense of allowing the money to go to the mail order houses is undoubtedly poor policy, and if carried on to excess spells failure for those who practise it.

A GREAT MENACE.

There is probably not a city, town, or village in Canada into which the T. Eaton Company does not send more merchandise than is sold by any local merchant; and yet it does not pay one cent of local taxes.

Unlike the pedlar it cannot be taxed for invading the local territory and yet it is a competitor of a serious description.

Nothing can be said against the T. Eaton Company for its enterprise. It is rather to be commended. Not only do its catalogues and literature of various kinds go to the towns and villages but even the farmers in back parts of the country are in receipt regularly of its catalogues, while in the newspapers it is a regular and persistent advertiser.

But because the company are enterprising it does not follow that they should receive favored treatment from either federal or provincial governments, and yet attempts have been made by Parliament to put through measures which in the final analysis would be detrimental to the ordinary retailer and advantageous to the big department store. The amendment which the Government a year or two ago proposed to make to the parcel post regulations, and which was only prevented from becoming law by the agitation which was started by The Canadian Grocer was a case in point. The Government did not see "the nigger in the fence" until The Canadian Grocer exposed him.

Nothing, however, has ever been attempted or done by federal or provincial governments which has placed such a powerful weapon in the hands of the T. Eaton Company as the school book contract recently awarded that company by the Ontario Government. The more it is contemplated the more manifest does its dangerous character become.

Every child as soon as it comes of school age will be practically taught to lisp the name of the big Toronto department store, and will become imbued with the idea that it is not only the source of supply for books but for merchandise of all kinds as well.

By the time the contract expires ten years hence it is beyond the comprehension of man to estimate the number of children thorughout Ontario who will have been taught that it is practically the one and only place in which to secure the various kinds of merchandise.

In view of this is it any wonder that the general merchant should stir up his representative in the Ontario Legislature? Some relief must be offered if great injury to the retail trade is to be prevented.

SUCCESS IN DULL TIMES.

There is a great deal of difference between success in good times and success in bad times. In the one case unless the merchant deliberately kills the goose that lays the golden egg, all that he has to do is to look after, and to exact the fullest measure of profit from the demand that the consuming wants of the country have created. To a great extent good times take care of themselves. But when times are dull, and consumers apathetic, it is then that the dealer is in need of all his business acumen and salesmanship. He has to create a demand, and that is a hard task.

It is not the man who sleeps during the dull periods of the year, and only wakes up when trade comes knocking at the door, who makes the most success of his business. It is the man who fights and schemes to turn the bad times into good who gets ahead of the game.

It is in the power of every dealer to create trade, be the times what they may. The appetite of the consumer may be dormant, but it can be tickled into activity. This can only be done by unceasing preseverance, unceasing vigilance, and an intelligent appreciation of what will best attract the consumer. The merchant who continually offers up attractive bait, and induces the consumer to bite when he does not want to, whose windows are always original and smart in design, and whose store seems to be always busy, is the man who converts bad times into good. Undoubtedly there is a great amount of truth in the statement that the trade which naturally comes to a merchant pays the expenses of the business, but the trade that is attracted pays the real profits.

LESSONS LEARNED BY REVERSES

At a recent gathering of grocers in a Western Ontario city a leading member of the trade made the rather startling statement that, in his opinion, a grocer, who had started business and failed, should not be allowed to begin again. No reason was advanced for the strange conclusion but, nevertheless, the remark will bear analysis.

If such a regulation were in force and applied to every line of trade, there would be only about five per cent. of the people in business that there are to-day. Statistics show that, taking into consideration all commercial enterprises, ninety persons out of every hundred have met with a reverse at some time or other in their career. That is they have had to ask for an extension of time, to effect a compromise or make an assignment. A man, who has been in business continuously for a quarter of a century or more and has not at some stage or other, to use a colloquial expression, been "up against it" is as rare as a politician who has not met with a defeat at the polls or a capitalist who has never made an unprofitable speculation or investment. We are all prone to error and yet, because of one mistake or set-back, we would, according to this dogma, have to stay down and out for all time if we did not at first succeed. The greatest school in life is that of experience and insight. The wisest man is not he who has always avoided mistakes but rather the one, who never makes the same mistake a second time.

If a grocer is not too egotistical, conceited or blind to his best interests he may find that he has failed in business through granting too much credit, buying too heavily, paying too large a rent, locating in an unsuitable stand, not having sufficient capital, lacking experience, lacking promptness in his collections, being too independent with patrons, neglecting to anticipate the wants of his customers, indulging in ruinous price cutting, and many other reasons.

He will then, if he is level headed, sit down and calmly review the whole situation, seek to profit by what he has learned—it may have been at considerable cost—and resolve not to make the same blunder or oversight in the future. He will try to create of his misfortune a stepping stone to success in his next venture, which drawback, if he is willing to be taught, should prove one of the strongest supports in the structure that he is seeking to rear anew. It is by such firm resolves, by an honest disposition to do better, by being open to conviction, by refusing to yield when once thrown, by having the requisite pluck, courage and perseverance that such men press often forward to greater achievements.

"Show me the man who states he has never made a mistake or a failure," declared an eminent merchant prince, "and I will show you one who has neglected to make the most of his opportunities and has traveled in one rut all his life."

INCORPORATING A BUSINESS.

Some of the advantages of joint stock companies with limited liability over the individual, the ordinary partnership or the partnership with silent partner, are given below by Fred. C. Lariviere, Montreal, in answer to a question asked at the Retail Hardware convention at Hamilton in February:

Bankers and business men prefer dealing with a joint stock company as the paid-up capital (if all the stock subscribed is fully paid) cannot be withdrawn or decreased, although it may be impaired by loss. They are better secured in case of death, sickness, disability, or even bad conduct of one of the principals, for such a man may be dismissed and cannot force the refund of his shares from the other shareholders.

In an ordinary partnership a member may ask, on giving due notice, the dissolution of the firm, although the withdrawal of this partner may greatly affect the credit standing of the firm, and, in some cases, absolutely ruin it. In a joint stock company a member can only sell his shares to another and the capital stock remains unchanged. The same principles apply in the case of death.

In ordinary partnership the whole of a merchant's wealth is liable, not only for the liabilities of his firm in regular business transactions, but for all accidents which may be caused by the carelessness of one of your employes to himself or your customers such as an elevator accident, touching electric wires or in the handling of cases of goods or the runaway of your horse. He is also unguarded against errors of judgment in agreements or contracts, either through haste, inexperience or inadvertence made by himself or partners or employes.

In joint stock companies a man is only responsible for the amount of the shares he has subscribed for and if, paid up, he has nothing more to lose.

Joint stock companies facilitate the management of a business. If more capital is required, the directors can issue new stock and sell the necessary amount of shares without admitting a new partner or partners as with regular partnership agreements.

If a merchant thinks he has too much interest at stake, with joint stock companies he needs nobody's consent to sell his stock. Ordinary partnership requires mutual consent of partners and a new agreement.

If you wish to interest your son in your business, in a joint stock company, you can transfer a few shares to him without asking permission. In a partnership consent of your partners must be obtained.

In a joint stock company you insure all your property, not invested in your regular business, against all liabilities connected with the company's debts.

If you have shares in a joint stock company and wish to borrow money you transfer your shares as collateral security and effect the loan. In ordinary partnership you cannot use your partnership interest to borrow money.

By incorporation you double your borrowing powers without affecting your individual credit. You can also interest your best employes with the object of keeping them satisfied to remain with you.

In case of death your interest in joint stock companies will be much more valuable to your estate or family than it would be in ordinary partnership, for in these when dissolution occurs you lose all the value of the good-will of the business to which you may have contributed very largely, and the value of good-will is shown by the large prices paid when large corporations amalgamate.

Incorporation is the newest and safest method of doing business.

A TRADE PAPER'S DUTY.

Some one has said that the trade paper holds a brief for its readers and is published in their interests. That as the Paint, Oil and Drug Review points out, is the difference between the trade paper and the house organ—the latter holds a brief for the house that prints it. Publishing a trade paper looks like a simple matter, but it is not as easy as it looks. Anybody with a font of type and a printing press can print a paper, dedicate it to the trade and thus become a publisher, but he will still be a long way from success. Nothing but the work of years will put his publication in a position where he can say of it, this is the representative journal of the trade. It takes more than printer's ink to make a trade paper.

The first duty of a trade paper is to its readers—to the trade which it represents. Why? Because the readers pay all the bills. They pay as subscriptions about the actual cost of the white paper, but they also pay all the cost of the advertisements and more, for no advertiser can continue in business unless he makes a profit on his advertising. The readers of the trade paper, therefore, support not only the paper but, in a sense, its advertisers as well.

The trade paper which best serves its readers is the best medium for advertising, for the very reasons above stated; and, indirectly, the buyer profits also, for through the columns of the trade paper he learns where he can buy the best goods for the least money. The largest manufacturers are the most persistent advertisers. Their goods are the best for the money because they can be produced cheaper in large quantities, and are of the best quality because it does not pay to advertise inferior goods, only the best commanding a steady sale. Thus both advertiser and subscriber profit by the trade paper, which puts them into communication with one another, to their mutual advantage.

JUST A REMINDER.

A gentleman with many years' experience in the advertising field remarked recently that Canadians, when writing to firms in reply to advertisements seldom make reference to the publication in which they had seen them.

We do not know how far this applies to the readers of The Canadian Grocer. Some, at least, do mention this paper when they are answering advertisements; possibly there are some who do not.

There is not a trade newspaper in Canada that has either more readers or more friends than The Canadian Grocer, and the publishers would appreciate it very much if when writing to firms about merchandise advertised in the columns of this paper they would kindly give it credit.

The advertisers would appreciate it, and The Canadian Grocer certainly would, for such things add to its prestige.

One of the main purposes of The Canadian Grocer is the furtherance of the interests of the grocery and general trades in Canada. One good turn deserves another, and our readers will be doing their good turn if, when writing in reply to advertisements, they mention The Canadian Grocer.

Try it with this issue.

A SIGN OF WEAKNESS.

To cut prices in order to get the business is a sign of weakness. He who has to resort to this method is incapable of building up a business on businesslike and up-to-date methods.

It is one thing to reduce the price of an article which has been so long in stock so as to cut off the profits, but it is another thing to take a staple line of goods and deliberately cut the price in order to try and attract customers to the store or warehouse.

Enterprise is at the root of every successful business. To employ methods which disorganize trade can scarcely be termed enterprising. Foolishness is rather a better term.

Knowledge of business, good live, selling methods, courteous treatment of customers, and judicious advertising are much better business-getting factors than cutting prices. The one builds up business, the other undermines it.

Canadian General Markets and Market Notes

See also Provisions, Cereals and Fruit, Vegetables and Fish Departments on pages following.

QUEBEC MARKETS

POINTERS—

Molasses—declined.
Beans and Peas—firm.
Teas—Japans, firm.
Evaporated Apples—decline.

Montreal, May 20, 1909.

The excess of rain which has fallen has checked business in the country. Seeding operations are very backward and the pastures are suffering. A traveler who has been out in the country stated that he believed that the people there were greater victims of weather conditions than in the city. In cities inclement weather does not make a very great difference in the state of trade but in the country it produces its effect immediately. People don't have pavements on which to travel and the muddy roads look too formidable.

Locally wholesale houses report a fair volume of business but retail men are not ordering far ahead. The chief incidents of the week have been the decline in molasses and advance in rolled oats. Beans and peas are firm and Austrian stock has made its appearance in the market. Other lines have not undergone any appreciable change during the week. Collections are reported to be only fair.

SUGAR—The market has been quiet during the week. A few small lots of Scotch sugar have come to hand by the first steamers. Buyers are not taking more than will supply immediate wants.

Granulated, bags	4 55
" 20-lb. bags	4 65
" Imperial	4 20
" Beaver	4 20
Paris lump, boxes, 100 lbs	5 45
" " " 50 lbs	5 55
" " 25 lbs	5 75
Red Seal, boxes	0 35
Crystal diamonds, bbls	5 75
" " 100 lb. boxes	5 95
" " 50 lb. "	5 95
" " 25 lb. "	6 15
" " 5 lb. cartoons	0 40
Extra ground, bbls	5 00
" " 50-lb. boxes	5 20
" " 25-lb. boxes	5 40
Powdered, bbls	4 80
" 50-lb. boxes	5 00
Phoenix	4 55
Bright coffee	4 50
No. 3 yellow	4 40
No. 2 "	4 30
No. 1 " bags	4 15

Bbls. granulated and yellow may be had at 5c above bag prices.

SYRUPS AND MOLASSES—The molasses situation has eased off slightly this week, especially in fancy lines. The Wholesale Grocers' Guild made a reduction of ½ to 2c per gallon according to package and they are now selling in the city. A lot of 100 puncheons of fancy was sold a few days ago at 33c, while sales of 400 puncheons were made at 31c. The import price is nominal at 31c to 32c for fancy and 36c to 37c for choice.

Barbadoes, in puncheons, choice and fancy	0 38	0 43
" in barrels	0 41	0 46
" in half-barrels	0 43	0 48
New Orleans	0 32	0 35½
Antigua		0 31½
Porto Rico		0 40
Corn syrups, bbls		0 02½
" ½-bbls		0 03½
" ¼-bbls		0 03½
" 38½ lb pails		1 75
" 25 lb pails		1 25
Cases, 2 lb tins, 2 doz per case		2 40
" 6-lb. " 1 doz. "		2 75
" 10-lb. " ½ doz. "		2 65
" 20-lb. " ½ doz. "		3 00

MAPLE PRODUCTS—There is a fair local demand at unchanged prices.

Compound maple syrup, per lb	0 04½	0 05
Pure Townships sugar, per lb	0 07	0 08
Pure syrup, 8½lb tin	0 60	0 65
" " 10½ lb tins	0 70	0 75

TEA—The market in Japan for early teas is the same as last year at the same time. The trade is bare of Japans. The demand for blacks is good for mediums to fancy lines. The cheaper lines are badly wanted but there are none on the market. Prices have not changed since last quotation.

Choicest	0 40	0 50
Choice	0 35	0 37
Japans—Fine	0 30	0 35
Medium	0 25	0 28
Good common	0 22	0 25
Common	0 20	0 22
Ceylon—Broken Orange Pekoe	0 28	0 40
Pekoes	0 20	0 23
Pekoe Souchongs	0 20	0 22
India—Pekoe Souchongs	0 19	0 20
Ceylon greens—Young Hysons	0 20	0 25
Hysons	0 20	0 23
Gunpowders	0 19	0 22
China greens—Pingsuey gunpowder, low grade	0 14	0 18
" " pea leaf	0 23	0 30
" " pinhead	0 30	0 50

COFFEE—"As steady as clockwork," is the way one large wholesale house here described the coffee trade. "I don't believe our business shows a 100 lbs. difference in any month," he stated. This describes the condition of the market very well indeed. No changes in prices have taken place during the week.

Mocha	0 18½	0 25
Rio, No. 7	0 09	0 11
Santos	0 12	0 15

DRIED FRUITS—The stocks of currants are small and a strong feeling prevails in this market. The market in Greece is slightly higher according to cable despatches. Valencia raisins are quiet with prices showing some signs of weakening. Persian dates are meeting with a fair spring demand. The markets is gradually getting bare of figs. Prices for this line remain firm.

Figs—		
Tapnets	0 03½	0 05
Elemes	0 08	0 14
Dates—		
Hallowees, per lb	0 05	0 06
Sairs, per lb		0 05
Malaga Raisins—		
London layers		2 25
"Connoisseur Clusters"		2 50
" " ½-box		0 75
"Royal Buckingham Clusters," ½-boxes		1 30
" boxes		4 75
"Excelsior Windsor Clusters"		5 75
" ¼s		1 60
Australian raisin	0 07	0 08
California Raisins—		
Fancy seeded, 1-lb. pkgs	0 08	0 09
Choice seeded, 1-lb. pkgs	0 07½	0 08½
Loose muscatels 3 crown	0 08	0 09
" " 4 crown	0 09	0 10
California Evaporated Fruits—		
Apricots, per lb	0 12	0 14
Peaches, "	0 11	0 14
Pears, "		0 13
Prunes—	per lb.	
Prunes 25-lb. boxes, 30-40s	0 10	0 12
" " " 40-50s	0 09	0 10
" " " 50-60s	0 08½	0 10
" " " 60-70s	0 08	0 08½
" " " 90-100s		0 07
Currants, fine filiatras	0 06	0 07
" Patras	0 08	0 08½
" Vostizzas	0 08½	0 09½

SPICES—The spice market is quiet and featureless. A fair trade in all lines is passing. No changes in quotations are recorded during the week.

	Per lb.	
Peppers, black	0 14	0 20
" white	0 20	0 27
Ginger, whole	0 15	0 20
" Cochin	0 17	0 20
Cloves, whole	0 18	0 30
Cloves, ground	0 20	0 25
Cream of tartar	0 23	0 32
Allspice	0 13	0 18
Nutmegs	0 30	0 60
Cinnamon, ground	0 15	0 19
" whole	0 14	0 16

RICE AND TAPIOCA—"The demand for rice is first class, but there is nothing doing in the tapioca." So stated one jobber and all the others seem to agree with this opinion.

Rice, grade B, bags 250 pounds	2 95
" " " 100 "	2 95
" " " 50 "	2 95
" " pockets 25 pounds	3 05
" " ½ pockets 12½ pounds	3 15
" grade c.c., 250 pounds	2 85
" " 100 "	2 85
" " 50 "	2 85
" " pockets 25 pounds	2 95
" " ½ pockets, 12½ pounds	3 05
Tapioca, medium pearl	0 04½

BEANS AND PEAS—A local jobber stated that he was importing Austrian beans as the native stock was so hard to get. The stock arriving from Austria is of excellent quality and will probably relieve the situation somewhat. Peas are high and scarce and in good demand.

Ontario, pickers	2 25
Peas, boiling	1 60

EVAPORATED APPLES—In spite of scarcity and fair demand the price of dried apples has declined slightly.

Evaporated apples, new	0 07

ONTARIO MARKETS

POINTERS—

Beans—Advance in Prices.
Sugar—Market stronger.
Evaporated Apples—Stocks getting low.
Maple Syrup—Prices advanced.
Rice—Advance in primary market.
Dried Fruits—Good demand.

Toronto, May 20, 1909.

Dull weather is, according to many wholesales and brokers, responsible for the somewhat quiet business conditions pervailing. Trade is no receding any, but on the other hand, is gradually increasing, but not so rapidly as was anticipated. Warmer weather must soon prevail and we may look for keen, active business in a short time.

"The backward weather seems to worry many when there is really no cause," remarked one optimistic wholesaler, "and trade will come all right. We are expecting an unusually good season and the general outlook looks good to me."

Collections are better than they were a few weeks ago and this is another splendid sign.

The market features during the week were few. Beans are getting scarcer rapidly and prices have advanced. Stocks are vanishing "on the double-quick" and it is believed will soon be out of sight until the new crops are harvested.

Sugar shows a change from last week, the prices being firmer, but the demand is still as disappointing as ever.

Dried fruits remain good sellers and

a great deal of them are passing from wholesaler to retailer to consumer just now. Rice in the primary market has advanced, but this has not affected the prices here.

SUGAR—Since last week sugar has been more steady at the prices last quoted. The consumptive demand, however, is poor. There have been large transactions in raws on account of the bad weather reports from Cuba, where the rainy season has set in with a vengeance, interfering with the harvesting of the canes. Forty-four central factories closed during the week ending on the 11th, leaving 75 in partial operation. Raws have taken on a firmer tone and Europe has responded to the better feeling in New York. Refiners in the latter place have made some partial cutting in prices, due to local reasons, while the general list remains unchanged. In Canada there is no change to record, with the demand disappointing, probably due to the dull weather.

"Crystal Diamonds," barre's	5 85
" " half barrels	5 95
" " boxes, 100 lbs	6 05
" " 50 lbs	6 15
" " 25 lbs	6 35
" " 5-lb. cartons, boxes 100 lbs	8 00
St. Lawrence Crystal Diamond Dominos, 5 lb. cts	3 40
Paris lumps, in 50-lb. boxes	5 75
" in 100-lb. "	5 65
" in 25-lb. boxes	6 95
Red Seal	7 00
St. Lawrence granulated, barrels	4 70
Beaver granulated, bags only	4 30
Redpath extra granulated	4 70
Imperial granulated	4 30
Acadia granulated, (bags and barrels)	4 60
Wallaceburg	4 60
St. Lawrence Golden bbls	4 20
Bright coffee	4 60
No. 3 yellow	4 50
No. 2 "	4 40
No. 1 "	4 30
Granulated and yellow, 100-lb. bags 5c. less than bbls	

SYRUP AND MOLASSES — Corn syrups are moving rather slowly. One reason given is that last year being such a splendid one for fruits, housewives preserved large quantities and these stocks in many cases have not yet run out. Prices for maple syrup, both pure and compound, advanced some time ago and remain the same. Molasses are inclined to decrease in price, the demand not being any too good.

Syrups—		
Medium	0 30	0 35
Bright	0 40	0 45
	Per case.	
2 lb. Tins, 2 doz. in case		2 50
5 " " " "		2 85
10 " " " "		2 75
20 " " " "		2 70
Barrels		0 03½
Half Barrels		0 03½
Quarter "		0 03½
Pails, 38½ lbs. each		1 80
" 25 " "		1 30
Maple syrup—		
Gallons, 6 to case		4 80
½ " 12 "		5 40
Quarts, 24 "		5 40
Pints, 24 "		3 60
Molasses—		
New Orleans, medium	0 31	0 33
" bbls	0 29	0 31
Barbadoes, extra fancy	0 45	0 48
Porto Rico	0 45	0 48
West Indian	0 31	0 30

TEA AND COFFEE—Brokers report the tea market as quiet these times, but claim that this is nothing new at this season of the year.

The following telegram from Calcutta to Thompson's Weekly Tea Circular, London, relative to crop prospects, says: "The outturn last month was poor from all districts except Upper Assam, which was normal. In Lower Assam and Sylhet, where rainfall has been deficient, immediate prospects are bad, but elsewhere the outlook is satisfactory. From Darjeeling, however, severe hailstorms are reported and considerable damage has resulted to crops."

Coffee is in the same steady demand as usual.

DRIED FRUITS—These goods are selling well, particularly peaches, apricots and prunes. Figs are getting scarcer, but the demand cannot be said to be of much account. Raisins are quiet just at present and currants are firm, with strengthening primary markets.

Prunes—	Per lb.	
30-40's, 25-lb. boxes		0 10½
40-50's, 25-lb. boxes		0 09½
50-60's " "		0 08½
60-70's " "	0 07	0 07½
60-70's, 50-lb. boxes		0 07½
80-90 " "		0 06½
90-100 " "		0 06½
Apricots—		
Standard		0 12
Choice, 25-lb. boxes		0 13
Fancy, " "		0 15
Candied and Drained Peels—		
Lemon	0 10	0 11
Citron	0 17	0 20
Orange	0 10½	0 12
Figs—		
Elemes, per lb	0 08	0 10
Tapnets, "	0 03½	0 04
Bag Figs	0 03½	0 04
Dried peaches	0 07½	0 08½
Dried apples		0 07½
Currants—		
Fine Filiatras	0 06½	0 07
Vostizzas	0 08½	0 09
Patras	0 08	0 08½
Uncleaned, ½c less.		
Raisins—		
Sultana	0 07½	0 09
" Fancy	0 11	0 12½
" Extra fancy	0 14	0 15
Valencias	0 05½	0 05½
Seeded, 1-lb packets, fancy		0 08
" 16 oz. packets, choice		0 08
" 12 oz. " "		0 07
Dates—		
Hallowees	0 05½	
Fards choicest		0 06
Sairs	0 05	
" choice		0 07½

NUTS—A few shelled almonds and walnuts are leaving retailers' hands, but on the whole there is not much doing in this market. This season is, of course, not conducive to large nut sales, which explains the quiet nature of the market.

Almonds, Formigetta		0 12½
" Tarragona		0 13
" shelled	0 30	0 32
Walnuts, Grenoble		0 14
" Bordeaux		0 11
" Marbots		0 12
" shelled		0 26
Filberts		0 10
Pecans	0 16	0 18
Brazils		0 16
Peanuts	0 10	0 12

RICE AND TAPIOCA—In the primary markets rice—Rangoon, Patna and Siam—have made an advance, but there are no changes in prices here. Water rates on rice coming to Toronto are ½c more per cwt. than last year. The tapioca market so far as Ontario is concerned seems to be without much life

	Per lb.	
Rice, stand. B		0 03½
Standard B, from mills, 500 lbs. or over, f.o.b., Montreal		2 95
Rangoon	0 03½	0 03½
Patna	0 05½	0 05½
Japan	0 05½	0 06½
Java	0 06	0 07
Sago	0 05	0 06
Seed tapioca		0 06
Tapioca, medium pearl		0 06½

SPICES—There has been no recent change in the spice market as spices seldom vary in prices for months. The demand is steady, as usual, but there is nothing in the market that could be considered a feature.

Peppers, blk pure	0 14	0 20
" white pure	0 22	0 30
" whole, black		0 18
" whole, white		0 25
Ginger	0 18	0 25
Cinnamon	0 25	0 40
Nutmeg	0 35	0 90
Cloves, whole	0 25	0 35
Cream of tartar	0 22	0 25
Allspice	0 16	0 19
" whole	0 17	0 20
Mace ground	0 80	0 90
Mixed pickling spices, whole	15	0 20
Cassia, whole	0 20	0 25

BEANS—"What is the bean market like this week?" was asked of one of the brokers yesterday. "Can scarcely tell you," he replied, "for you can't see them." Beans are scarce and prices are pretty high, with an advance announced this week. The cause is attributed to the fact that United States buyers secured considerable of our beans this year. The quality has been good and stocks are practically cleaned up. A lot of them were used in camps this winter."

Beans, hand picked	2 35
" prime No. 1. "	2 20
" Lima, per lb	0 07½

EVAPORATED APPLES— Stocks of evaporated apples are represented by some as out of first hands just now. There are quite a few Canadian evaporated apples in New York awaiting export to Germany. Demand for them has been good of late on account of the high price and scarcity of apples.

CANNED GOODS

MONTREAL—Vegetables are getting the call these days. Fruits are very much neglected; people claim they are too dear. With the approach of summer canned meats are going into consumption in larger quantities every week. The demand for canned fish is small with the exception of salmon, which is going well. Pork and beans are selling well.

TORONTO—Nearly all the wholesalers and interested brokers report canned goods as good sellers. Vegetables and fruits are perhaps better than fish although the salmon season is almost at hand and large quantities of it are moving.

In the fruit line apples and peaches lead the list, due no doubt to their popularity in the home. Home preserved fruit stocks are decreasing rapidly and canned fruit is being used as a substitute—and a good substitute it is. Grocers should do a good trade just now if they advertise, display and advance sales.

In the vegetable line tomatoes is a huge seller. Corn is moving out rapidly and peas, as has before been stated, are very scarce and high in price.

MANITOBA MARKETS

(Corrected by Telegraph).

Winnipeg, May 20.— Many retailers who have occasion to feel the life of the trade at every point, are feeling that the prolonged cold and disagreeable weather is going to figure very largely in the financial condition of their business when the time comes to make up the books. The trade for a few days has been very dull and one grocer who compared the past ten days with that of one year ago found that the business showed fully 10 p.c. decrease. Hopes ran high for the month of May, but they are running still higher for June, and as a rule the most

encouraging features are enlarged upon among the local retailers.

There seems to be a decided upward tendency in the market situation due to various causes. Grains, stock-foods and potatoes are all advanced, and cereals are firmer. The market in potatoes is such that it has permitted the Ontario grown potatoes to come in, and it is reported also that the freight rate on this commodity has been reduced from Ontario. Foreign dried goods are firmer, and canned goods are somewhat duller in the local market.

Wholesalers, perhaps, more than retailers are suffering from the backward season.

SUGAR—The declines of last week have not increased the output very considerably. Retailers realize little profit in this commodity and it is rarely boomed. We quote the prices of last week.

Montreal and B.C. granulated, in bbls	5 00
" " in sacks	4 95
" yellow, in bbls	4 60
" " in sacks	4 55
Wallaceburg, in bbls	4 90
" in sacks	4 90
B.C. gunnies granulated, 5-18's to bale, per cwt	4 95
" " 5-2o's " "	4 95
" icing	5 60
bar sugar	5 60
Icing sugar in bbls	5 60
" " in boxes	5 80
" " in small quantities	6 00
Powdered sugar, in bbls	5 35
" " in boxes	5 55
" " in small quantities	5 85
Lump, hard, in bbls	5 90
" " in ½-bbls	6 00
" " in 100-lb cases	5 90

SYRUP AND MOLASSES—It had been expected for some weeks that the advance in syrup quoted this week would be made soon. This commodity has been selling well for some time. Molasses is unchanged, and the market is dull.

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 35
" " 5-lb tins, per 1 "	2 80
" " 10-lb tins, per ½ "	2 65
" " 20-lb tins, per ¼ "	2 70
" " ½ barrel, per lb.	0 04
" " Sugar syrup, per lb.	0 04
Beaver Brand, 2 lb tins, per 2 doz case	3 30
" 5 " " 1 "	3 80
" 10 " " ½ "	3 50
" 20 " " ¼ "	3 40
Barbadoes molasses in ½-bbls, per lb	0 04½
New Orleans molasses in ½-bbls, per lb	0 03½
Porto Rico molasses in ½-bbls., per lb	0 04½
Blackstrap, in bbls., per gal	0 31
" ½ " "	0 33
" 5 gal. kgs., each	2 25
Gingerbread molasses in 2-lb tins, per doz	1 60
" " 3-lb tins, per doz	1 45

MAPLE PRODUCTS—The market is good for the recent arrivals. Retailers hear flattering reports regarding the pure Quebec syrup. Sugar is not so popular just now. We quote the eastern wholesale prices.

Sugar, per lb	0 13
Syrup, gallons ½ doz. to case, per case	6 60
" ½ " 1 doz. to case, "	7 20
" ¼ " 2 doz. to case "	7 50

FOREIGN DRIED FRUITS—Some of these lines are quite low in stock. Apricots, figs and peaches are quite firm. In fact apricots have advanced in some wholesale houses. The choice are selling generally for about 13 cents per pound. Raisins may advance shortly..

Smyrna Sultana raisins, uncleaned, per lb	0 07
" " cleaned, per lb	0 08½
Trenor's Valencia raisins, f.o.s. per case, 28's	2 05
" " " 14's	1 00
" selects " 28's	2 25
" " " 14's	1 15
" layers " 28's	2 35
" " " 14's	1 25
California raisins, choice seeded in ½-lb. packages per package	0 05½
" " fancy seeded in ½-lb. packages per package	0 05½
" " choice seeded in 1-lb packages per package	0 06½
" " fancy seeded, 1-lb. packages, per package	0 07½
Raisins, 3 crown muscatels, per lb	0 05½
" 4 " "	0 06½
Prunes 90-100 per lb	0 05
" 80-90 "	0 05½
" 70-80 "	0 06½
" 60-70 "	0 06½
" 50-60 "	0 08½
" 40-50 "	0 08
" 30-40 "	0 09
Silver prunes	0 09
Currants, uncleaned, loose pack, per lb	0 06½
" dry cleaned, Filiatras, per lb	0 06½
" wet cleaned, per lb	0 07
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 07
Pears, per lb	0 08½
Peaches, standard, per lb	0 07½
" choice	0 08½
Apricots, standard, per lb	0 12
" choice, per lb	0 13
Plums, black pitted, per lb	0 11½
Nectarines, per b	0 09½
Dates, new, per lb	0 06

RICE AND TAPIOCA—The market is firm on rice particularly. No advance is quoted this week.

Japan rice, per lb	0 04
Patna " "	0 04½
Rangoon rice, per lb	0 03½
Tapioca, per lb	0 04

HONEY—Comb honey is very scarce on the market. We quote the following prices on the strained product.

Honey, 2½ lb. tins, in case 24	8 85
" 5 " " 12	8 75

BEANS—We quote a still further advance on beans. The Ontario market is practically bare of the 3-lb. pickers, and the prime whites are almost unobtainable. Three pound pickers sell for $2.67 per bushel, and prime white for $3.07 per bushel.

POT AND PEARL BARLEY—The market is exceedingly firm. The following prices are nominal only.

Pot barley, per sack	2 70
Pearl barley, per sack	3 90
" per ½ sack	2 05

BROOMS—The high prices continue. Housewives are using old brooms this season during housecleaning. The market runs from $3.25 per dozen to $4.50 per dozen.

NUTS—The market is slightly weaker. As a rule, however, the nut market is good.

Shelled Walnuts, in boxes, per lb	0 26
" " small lots, per lb	0 28
" Almonds, in boxes, per lb	0 28
" " small lots, per lb	0 30

ROLLED OATS—Market is very firm. Some advances have been made over those quoted below. It is not expected that a further advance will be general.

Rolled oats, 80 lb sacks, per 80 lbs	2 67
" 40 " " 80	2 72
" 20 " " 80	2 77
" 8 " " 80	3 07

CORNMEAL—The recent advanced prices remain firm.

Cornmeal, per sack	2 05
" per ½ sack	1 05
" per bale (10, 10's)	2 35

QUAKER OATS—Although the competition is keen among package cereal manufacturers, the market is good on all lines.

Quaker oats, 36 packages	3 50
Quaker toasted cornflakes, 24 pkgs	2 00
Pettijohn breakfast food, 18 pkgs	2 25
Puffed rice in bbls., per lb	0 28

TUBS—The market has recently revived in tubs. Prices are unchanged.

Eddy's tubs, No 0, per dozen	11 25
" " " 1 "	9 10
" " " 2 "	7 50
" " " 3 "	6 40
" " nests of 3, No. 0, 1, 2, per nest	2 35
" " " 3, No. 1, 2, 3 per nest	1 95
" " " 4, No. 0 1, 2, 3, per nest	2 85

CANNED GOODS—The market is rather weak on all except apples and peaches. Many cuts are recorded on plums and strawberries, but the following quotations are the general wholesale prices.

	Group No. 1	Group No. 2 & 3
Apples—3's standard, per case	$2.44	$2.34
" gals, standard, per case	1.55	1.52½
Cherries—Red, pitted, 2's	4.18	4.08
" black, pitted, 2's	4.18	4.08
" white, pitted, 2's	4.38	4.28
Currants—Red, 2's	4.18	4.08
" black, 2's	4.18	4.08
Gooseberries—2's	4.58	4.48
Lawtonberries—2's	4.18	4.08
Peaches—Yellow, 2's	4.18	4.08
" yellow, 3's	6.54	6.44
" pie, unpeeled, 3's	3.34	3.24
" pie, unpeeled, gals	2.42½	2.40
" pie, peeled, gals	3.30	3.27½
Pears—Flemish Beauty, 2's	3.68	3.58
" Flemish Beauty, 3's	4.74	4.64
" Globe l.s., 2's		2.73
" Globe l.s., 3's		4.14
Plums—Damson l.s., 2's	2.28	2.18
" Lombard l.s., 2's	2.28	2.18
" Green Gage l.s.	3.08	2.98
Raspberries—Red, 2's	4.18	4.08
" red, gals	3.80	3.77½
" black, 2's	4.18	4.08
" black, gals	3.80	3.77½
Strawberries—2's	4.18	4.08
" gallons	3.80	3.77½

FRESH FRUITS AND VEGETABLES—Supplies are plentiful. Pine apples are retailing low, and may go lower still. We quote nominal prices.

Celery, Cal., per doz	1 00
Tomatoes, Florida, per case	3 50
Lettuce, per doz	0 40
Radishes, per doz	0 40
Parsley per doz	0 40
Oranges, per box	3 25 3 50
Lemons "	4 00 4 50
Bananas, per bunch	2 50 3 50
Strawberries, per case, 24 qts	5 00
Pineapples, per crate	2 50 3 50
Apples, Wash box, Ben Davis	2 50

MEATS—Prices are unchanged.

Clark's 1 lb., pork and beans, plain, per case	2 40
" 2 " " " " "	1 90
" 3 " " " " "	2 45
" 1 " tomato sauce, per case	2 45
" 2 " " "	1 90
" 3 " " "	2 45
" 1 " Chili "	2 45
" 2 " " "	1 90
" 3 " " "	2 45
Soups, per doz	1 20
Corned beef " 2's per doz.	2 70
" " 1's "	1 50
Roast beef	
" 1's, per doz	1 50
" 2's. "	2 70
Potted meats, ½'s, per doz	0 55
Veal loaf ½ lb., per doz	1 25
" 1 lb. "	2 35
Ham loaf ½ lb. "	1 25
" 1 lb. "	2 35
Chicken loaf ½ lb. "	1 25
" 1 lb. "	2 50
Lunch tongue 1's, "	3 30
Sliced smoked beef ½-lb. tins, per doz	1 55
" " 1-lb. tins, "	2 65
" " 1-lb. glass, "	2 45
English brawn, 1's, per dozen	1 60
" 2's, "	2 75
Cambridge sausage, 1's, per dozen	1 85
" " 2's "	3 15
Geneva sausage, 1's, per dozen	2 00
" " 2's "	3 65
Boneless pigs feet, 1's, per dozen	1 65
" " 2's "	2 75
Lunch tongue, 1's, per dozen	3 30
" " 2's "	6 60
Paragon ox tongue, 1½'s, per dozen	7 35

EGGS—The produce houses have been compelled to go beyond local producers for supplies. An advance of 1 cent is quoted over last week. To-day they are jobbing, fresh, for 19 cents per dozen.

BUTTER—The creamery butter is jobbing freely for 25 cents per lb. Dairy No. 2 is running off for about 14 cents, and the No. 1 is jobbing from 16 cents to 18 cents per pound.

Morgan & Jackson, wholesale fruit and produce merchants, Armstrong, B.C., are succeeded by Daykin & Jackson.

We Believe
IN
EASIFIRST



WE HAVE THE
BEST SHORTENING
ON THE MARKET
OUR CUSTOMERS SAY SO TOO!
IF YOU HAVE NOT USED IT
ORDER NOW!!
AND BEGIN TO SAVE MONEY

MADE UNDER GOVERNMENT INSPECTION

GUNNS Limited PACKERS TORONTO

ICE CREAM SALT

A very useful article at this season of the year. That which we are selling is mined from the rock and lasts a great deal longer than salt pumped from the well and then evaporated.

F. W. Fearman Co.
LIMITED
HAMILTON



USE OVAL WOODEN BUTTER DISHES

We have everything in woodenware but at present wish you to notice our oval wood dish for butter, lard, jam, honey, pickles, meat and many other things. There is a straight face on the edge of the dish so that a neat, safe parcel is made by using one to hold the contents, another to cover it, then wrapped with paper.

They are without corners or seams to hold dust or dirt and when emptied by the consumer can be scraped entirely clean without any trouble.

The slight curve outward on the edge of the dish makes it strong, and as it is sharp it clears the material from the spade or ladle very easily.

Made of selected Canadian hardwood, they are entirely free from taint and are clean and sweet.

WRITE US FOR PRICES.

Thomas Bros.
St. Thomas Ontario

YOU ARE NOT
Gambling
When you order our

Hams

Rolls

Backs

Breakfast Bacon

They bring repeat orders

The Wm. Ryan Co.
LIMITED
70-72 Front St. East Toronto

Produce and Provision Situation of the World

Price of Hogs Advances Again —Pork Packing Factories Closing From Lack of Supply and High Prices — Fresh Grass Brings Abundance of Butter.

Almost beyond the expectations, and certainly beyond the hopes of provision dealers, hogs are again about 25c a hundred higher this week, having reached the uncommonly high figure of $7.55 for live hogs at country points, and $10.75 to $11.00 for dressed in the city.

It is not only the high prices of hogs that pinch the packers, but to keep their plants going with full force of workmen and only be able to get one-tenth the quantity of hogs they could handle, brings the cost of manufacturing per lb. so high that they are practically working at a loss. It is certainly a serious matter when already six or seven packing houses have shut down, and those which are still running cannot make any money. If the high price of cured meats will reduce the quantity consumed, and the high price of hogs induce farmers to raise more hogs the situation will soon right itself.

In a very short time the pasture will be at its best, and the largest flow of milk of the year will take place and consequently the largest make of butter will be put on the market which is usually followed by lower prices. Owing to the fresh grass and the effect of the sudden change in the feed will produce a quality of butter which is never desirable, and this also will have a tendency to weaken the market. With the unusually heavy rains good pastures for some time are assured, which means a good yield of both butter and cheese.

Cable reports from England say there is a scarcity at one end and an abundance at the other. The home make is very slow in putting in its appearance. The supplies from Denmark are arriving slowly, but there is no cause for alarm in this fact as other sources of supply are intact. The new Siberian make is coming into the market freely and showing good quality. Increased supplies are arriving from Ireland. It is thought that the Danes are holding back a lot of stock for better prices but this will soon come into the market otherwise they will have the home output to deal with. From all reports the situation is by no means clear and the future is indeed in the lap of the gods, as it all depends on whether the continent falls off in export, whether we have another upward splurge or prices go still lower. At present things are pretty quiet and prices are if anything the turn lower than last week. Provincial markets are more cheerful than London, and there is a firmness about Manchester, Liverpool, and Cardiff which forebodes a rise next week. No Canadian anywhere.

Reports from England state that there is a wonderful quietness over the cheese market there. Old cheese holders are confident, and prices of white are advancing near the figures paid for colored. It is expected that before the new make arrives there will be a further advance in prices. The ideas of shippers do not, however, meet with general approval over there. Buyers are hanging off as they think shippers are asking too much. This fact has somewhat strained business. It is hoped that an adjustment can be arranged so the consumption of cheese will not be curtailed just at the start of the season. It seems however, since this report was despatched a more agreeable basis has been reached and stock is going forward freely from Canada.

MONTREAL.

PROVISIONS—According to cable advices all the leading markets for Canadian bacon have been strong during the week, and prices show a further advance. The local market is without any new feature, trade being quiet and prices steady. Abattoir fresh killed dressed hogs, are selling in a jobbing way at $11.25 to $11.50 per 100 lbs.

Compound Lard—	
Tierces, 375 lbs.	0 09
Parchment lined boxes, 50 lbs	0 09½
Tubs, 50 lbs.	0 09¾
Wood pails, 20 lbs. net	0 09¾
Tin pails, in cases	0 09
Heavy Canada short cut mess pork, in bbls.	23 00 23 50
Selected heavy Canada short cut clear boneless pork	24 00 24 50
Very heavy clear pork	25 50
Plate beef, 100-lb. bbls.	7 75
" 200 "	15 00
" 300 "	22 00
Pure Lard—	
Tierces, 375 lbs.	0 13½
Boxes, 50 lbs., grained	0 13¾
Tubs, 50 lbs., "	0 13¾
Pails, wood, 20 lbs., parchment lined	0 13¾
Tin pails, 20 lbs., gross	0 13¾
Cases, tins, 10 lbs. each	0 13¾
" " 5 "	0 13¾
" " 3 "	0 14
Dressed hogs, fresh killed	10 50 10 75
" " Manitoba	10 00 10 25
Country dressed	9 00 9 50

BUTTER—Butter advanced ½ cent at the boards. The quality is mixed yet as the snow was so long in going away the cows are not getting a good chance in the pastures. Receipts of butter for the season of 1909 since May 1 have been 10,818 packages against 4,118 packages for the same period of last year.

Fresh creamery prints	0 23
Fresh creamery, solids, lb.	0 22½
Dairy, tubs, lb.	0 14 0 15
Fresh large roll	0 16 0 17

CHEESE—New stock is arriving in fairly good supply. Local dealers are sending forward a fair amount to the Old Country. Prices are the same as quoted last week under a fair local demand. Receipts of cheese for the season of 1909 since May 1 have been 34,969 boxes, against 36,798 boxes for the same period of last year.

New cheese, large	0 12½ 0 12½
" twins	0 12¼ 0 13
Old cheese, large	0 15½ 0 16
" twins	0 15½ 0 16
" small	0 15½ 0 16

EGGS—The market is lower in the country; 16½ to 17c to stores is the average price. Production is large and packers are not keen to put away stock at the present high quotations. The local market is steady and consumption continues fair.

New laids	0 19 0 19½

HONEY—The honey market is featureless.

White clover comb honey	0 13 0 15
Buckwheat, extracted	0 08 0 09
Clover, strained, bulk, 30 lb. tins	0 10 0 11

TORONTO.

PROVISIONS—Still higher and higher with another advance of about 25c per 100 lbs. in hogs. Where will it end? Cured meats are following. Will the people continue to use the quantities or will consumption fall off? This seems to be the question. Some lines of cured meats are listed ¼ cent higher.

Long clear bacon, per lb.	0 13 0 13½
Smoked breakfast bacon, per lb.	0 15½ 0 16
Roll bacon, per lb.	0 11½ 0 12
Light hams, per lb.	0 15 0 15½
Medium hams, per lb.	0 15 0 15½
Large hams, per lb.	0 13 0 13½
Shoulder hams, per lb.	0 11 0 11½
Backs, plain, per lb.	0 16½ 0 17
" pea meal	0 17 0 17½
Heavy mess pork, per bbl.	21 00 21 50
Short cut, per bbl.	24 50 25 00
Lard, tierces, per lb.	0 13½
" tubs "	0 13¾
" pails "	0 14
" compounds, per lb.	0 08½ 0 11
Dressed hogs	10 50 10 75
Live hog, f.o.b.	7 50 7 75

BUTTER—The butter market is rather oversupplied and as this is the time when the fresh grass butter begins to come in, all dealers are anxious to keep as little on hand as possible. Fodder fed butter will not be wanted as soon as good grass butter comes in, and as the first grass butter is never good, dealers are willing to accept less than the regular prices in order to get rid of it. On the whole butter is from 1 to 2c lower.

	Per lb.
Fresh creamery prints	0 23 0 24
Farmers' separator butter	0 23 0 24
Dairy prints, choice	0 19 0 20
Large rolls	0 17 0 18
Baking butter	0 13 0 15

CHEESE—The cheese market is irregular with rather an unsettled feeling. With the favorable weather for pasture, the yield will naturally be large, and a more settled state of affairs will soon be arrived at.

Cheese large, prime	0 14 0 14½
" twins	0 14½ 0 14¾
" new	13 0 14

EGGS—Eggs are about 1c a dozen lower this week, but are not any too plentiful to meet the demands for immediate use and for packing for next winter. Eggs put down now, will keep much better than those that will be gathered during the hot summer months and therefore prices are likely to rule firm until a good supply is provided for.

Fresh eggs	0 19

POULTRY—To one who has had his early experience and training on the farm, and had the idea impressed upon his mind, that certain things were in season and others out of season, cannot help but feel a sort of a pity when he sees laying-hens and young chickens weighing only 1 to 1½ lbs. killed for the market. To kill laying hens for food was not only considered wicked, but the meat was not supposed to be in a fit condition to eat, and to kill a delicate little chick was absolutely sinful. Might it not be fair and reasonable and in the interests of the general public if chickens were not allowed to be killed under certain conditions, and during certain seasons of the year.

Early spring chicken, alive per lb.	0 40 0 [illegible]
Young chicken, dressed, per lb.	0 15 0 20
" alive, per lb.	0 14 0 17
Hens, per lb., dressed	0 13 0 14
Turkeys, per lb., large	0 20 0 23
" medium young	0 25 0 30

MAPLE SYRUP—There is very little call for maple syrup. Very few orders have been repeated, and retailers, as a rule, have not sold as much as they expected. This proves the fact, that the quality this year was not up to the standard.

System and Economy Taught in Pork Packing Factory

Arrangement of Details a Powerful Aid in the Manufacture of the Hog Products—The Value of Saving Time and Money Illustrated—Lessons for the Retail Merchant—History of the Hog from Stock-shed to Refrigerator Car — Some Valuable Pointers for the Grocer Who Handles Meats.

Everything made use of but the squeal of the hog—is a phrase commonly heard in reference to a pork-packing establishment ; and it is literally true. In a recent trip through one onc of these establishments a representative of The Grocer saw for himself the wonderful chain of links in the preparation of the famous Canadian cured hams and bacon from the ordinary, stubborn, inoffensive hog that walks about the farmer's barn yard. The various stages of slaughtering, cutting and trimming, curing, smoking, sausage-making, lard rendering, etc., are all carried on under the eyes of two veterinary surgeons appointed as inspectors of that particular factory, by the Dominion Government.

But cured meats, lard and sausage do not constitute the whole hog. The offals including the internal organs, blood, etc., are not burned or thrown away. They are manufactured into a powder which constitutes a valuable fertilizer for land and which retails for some



Hanging Room in a Pork Packing Factory Where Carcases are Allowed to Cool Gradually Before Going Into The Chilling Room.

A Lesson on System.

System is the predominating feature in the running of a pork-packing establishment. One would think it were used to excess if such could be possible. In this there are some pointers in economy for the retail merchant who hungers after new ideas. It may sound more like fiction than fact to many merchants to say that nothing is allowed to escape from the factory unused but the squeal of the hog. Hair, hoofs, blood and all other offal play their part in returning to the packer his money invested.

But apart from this, the systematic arrangement of all interior apparatus is a revelation to one unaccustomed to the modern conveniences of such a factory. This characteristic many of our retail stores lack and they certainly could find no more fitting model than the interior of the pork-packing establishment. The manual labor saved is wonderful ; the hog has scarcely to be touched from the time it leaves the pen in the stock-sheds until it is brought into the cutting room to be carved into the various cuts.

How Hogs are Slaughtered.

Let us start at the beginning of the process as it is carried out in the factory.

Stretching between the stock-pens and the fourth storey of the establishment proper is an inclined covered runway—a sort of a tunnel through the air—through which the hogs are driven to the slaughter house. On leaving this runaway and entering the building they are driven into what is called the "shakling pen" where they are caught up by the hind leg by means of a chain shackle attached to a large revolving wooden wheel. An automatic arrangement drops them off the wheel onto an inclined bar known as the "sticking rail," which carries them to the "bleeding pen" where experienced men perform the "sticking" operation.

With such a system in the plant referred to 250 to 300 hogs are killed in an hour making more than 2,500 in a working day of ten hours. After being bled they are dropped into the "scalding vat" to loosen the hair which must come off.

To get the hog from this tank of scalding water might seem a great difficulty but it is not so in this factory. By means of an automatic "throw-out" —somewhat the shape of the inverted teeth of a hay rake—the dead animal is picked up and tossed gently over on a platform in front of the "scraper."

A Time-saver is the Scraper.

Unlike the mode of scraping off the hair with a butcher-knife still in use by the farmer, in the pork packing establishment the hog is run through a funnel-shaped "scraper" with knives fastened on stout springs which adjust themselves according to the size of the animal. These oval-edged knives are so fastened that they form the small end of the funnel and are placed in such a way that they pass over every square inch of the body of the hog as it is drawn through them.

Above the knives is a water-pipe through which water continually pours forced by a pump and plays upon the knives and hog, thus washing the car-

Quality Always Wins!

That "Gillett's Goods" are the best is the general verdict of the housekeepers of Canada. They have stood the test of time—the true test of quality.

Only the purest ingredients are used in the manufacture of

Magic Baking Powder **Gillett's Perfumed Lye**
Gillett's Cream Tartar **Royal Yeast Cakes**
Etc.

E.W. GILLETT
COMPANY LIMITED
WINNIPEG. TORONTO, ONT. MONTREAL.

ESTABLISHED 1852.

Food products that are produced in clean factories are best.

CLARK'S CORNED BEEF

This and the following weeks housekeepers from Coast to Coast will read in the daily press about the excellence, goodness, and economy of CLARK'S CORNED BEEF, OX TONGUE, PORK & BEANS and POTTED MEATS.

Your co-operation with this extensive publicity campaign will result in profits to you. Remember every tin sold is extra trade which might otherwise go to the dealers in fresh meats.

Let us help you in making your stocks complete.

WM. CLARK

Manufacturer

MONTREAL

REMEMBER

BOVRIL

is invaluable in the kitchen in the summer

It saves time, labor and fuel and also provides many nourishing and appetising dishes.

A one pound bottle is a nice addition to an order and a timely suggestion will often secure it. ***Bovril*** is especially useful in the country house, the camp, picnics, etc.

In order to ensure ample supplies of prime beef for our needs we have just acquired 9,261,400 acres of pasture land in the northern territory of South and Western Australia and 438,076 acres in the Argentine Republic. We have now over 200,000 head of horned cattle on these estates and that number will be largely increased.

The estates are more than half the size of Nova Scotia.

BOVRIL LTD.

27 St. Peter St., - MONTREAL

cass and carrying off all the hair beneath just as soon as it is scraped off.

When the scraping degree has been passed the hog by means of an endless chain carrier is landed out on a clean zinc-bottomed bench where any small patches of hair that might be left by the scraping machine are removed with bell-shaped hand scrapers.

At the end of this bench are men ready with the "gambrel"—a short wooden stick which is passed through the sinews at the back of the hog's hind legs. It is hung up with this on a trolley and run off on a track which conveys it to the men who perform the operation of opening the carcase and removing the entrails.

Singeing of Export Hogs.

This is the finish of the slaughter house work so far as hogs for home consumption are concerned. But hogs intended for export bacon go through a further treatment. The English trade demands that the hog must be singed and this is accomplished by running the animal over a track into the singeing room. From there it is carried by means of an endless chain up through a circular chimney like a great furnace from the sides of which flames shoot out and envelop the hog. After passing through the flame it is carried by the chain to a chute and by means of an automatic trip is dropped into a vat of cold water, while the chain still moves along passing through cold water to cool it off before it again starts on its climb up through the "fiery furnace." The singeing gives the skin of the hog a yellow tinge which the old countryman desires. After passing through the singer the hog is sent on to the "opening" rail.

On the internal organs being removed the hog is railed from the slaughter house out into a nice, clear, airy "hanging" room.

Experience has taught packers that the hog should not be placed in the chill room immediately after it is killed. It must be gradually chilled off—and that is the purpose of the hanging room. After a sojourn there for some hours it is railed into the chill rooms—all of this work requires absolutely no lifting, the system being perfect in every respect.

Duties of Inspectors.

As intimated above two inspectors watch continually the work in the factory. These inspectors are not placed in any pork-packing establishment which does not export its products. Their duty is to see that all pork, beef or mutton sent out from the establishment must be wholesome and free from disease. If there is a suspicion in the mind of the inspector that there is anything wrong with the animal he places a "held" tag on it as it passes through the slaughter house to hanging room. If upon a later inspection his suspicions are corroborated by facts the "condemned" card goes on and it is "tanked" in the fertilizer department.



Room In Which Hams and Bacon are Hung After Emerging From the Smoke Houses.

Principle of Cold Storage.

What the refrigerator is to the grocer who carries perishable goods, the cold storage is to the packer of pork and beef. Cold storage is usually, however, a little more complicated but nevertheless easily understood. The absence of heat in the mechanically cooled rooms is due to the expansion of ammonia liquid pumped into the rooms, into a gas, when it absorbs the heat. The circulation of ammonia is a continuous one. It is compressed from a gas into a liquid by means of powerful machines called compressors and forced through iron pipes to the various cold storage apartments. Its expansion to a gas absorbs the heat and the lower the temperature desired in a room the more iron pipes are used to allow more ammonia to pass through it.

In the top-storey of the building are located huge fans which force chilled air down through pipes into the numerous beef and hog chill rooms. Openings at the ceiling on the opposite side of the chill room exhaust the heated air and cause a continuous circulation, thus making the air always fresh and wholesome. One of these chill rooms will hold as many as eight hundred carcases of hogs.

Trade Terms for Cuts.

From the chill rooms the hog is railed out at the opposite end at which it entered into the "cutting" room where it is cut up into hams, backs, breakfast bacon, rolls and shoulders and sent to the cellars for curing. The principal export cuts are known as Wiltshires, long ribs, Cumberlands, and long cut hams. The cutting room and in fact the slaughter and hanging rooms are particularly well lighted, having 25 foot ceilings with skylights and ventilators in additon to ordinary windows. They are also kept in excellent sanitary condition.

For curing purposes, the cuts are put through a special process in the curing rooms, one of which is in the basement and the other on the first floor.

Smoke-house Economy.

The smoke-houses are one of the interesting features of the plant and here again economy is plainly visible. Altogether there are 16 smoke-houses, erected vertically in 4 rows with 4 houses in each section. This arrangement only necessitates four fires in the basement.

The hams, bacon, etc., to be smoked after being cured in the cellar are hung on what are known as "ham trees" elevated on the elevator to any of the four storeys, railed off the elevator into the smoke-houses with no manual labor whatever.

These houses are cut off from the rest of the building by fire-proof walls and doors. In fact fire-proof walls and doors separate every department and it would be practically impossible for two sections of the building to burn at one time. The elevators are shut off automatically by fire shutters controlled by fusible links.

In the Lard Refinery.

Some of the finest machinery in the plant is to be found in the lard room where the refining takes place. To obtain the lard from the fat it is first placed in the big rendering tanks and from there drawn off into huge kettles and treated by various processes. One of these iron tanks is 14 feet deep, and holds 30,000 lbs. of lard, or a car load. One process of refining is putting the

(Continued on page 168).

"MEATS THAT SATISFY"

Have you looked into your Smoked Meat supply?

LAING'S CELEBRATED HAMS and BACON

will give you entire satisfaction.

The care exercised in the selecting and curing have placed Laing's Hams and Bacon in a class by themselves.

You will consult your best interests by supplying your trade with Laing's goods.

FREE
Lists mailed monthly on application, giving full line and prices

The Laing Packing & Provision Co., Ltd.
Mill St. Montreal

Flour, Pork, Grain, Smoked Meats
AND
General Provisions
ALSO
Hay and Oats
GEO. TANGUAY,
Lower Town, QUEBEC

BARRELS
For Flour, Butter or packing any kind of merchandise, manufactured and for sale by
H. CARGILL & SON
CARGILL, ONTARIO

QUAKER
PUFFED RICE
For Breakfast or Dessert
WRITE
W. H. ESCOTT
(Wholesale Grocery)
BROKER
Winnipeg Canada

SALT
Car lots of Fine, Medium or Coarse, in Barrels, Sacks or Bulk.
TORONTO SALT WORKS
128 Adelaide Street E., Toronto

R. F. CREAM & CO.
General Brokers and Commission Merchants
Flour, Grain, Provisions, Teas and General Groceries
75 Dalhousie St., Quebec, P.Q.

The GRAY, YOUNG & SPARLING CO., Limited
SALT MANUFACTURERS
Granted the highest awards in competition with other makes.
WINGHAM ESTABLISHED 1871

PROF. VINK'S
Celebrated
Horse and Cattle Preparations
Always in demand. Yield good profit. Secure catalogue and full information from
The Joliette Chemical Co., Limited
Joliette, Que.

OPEN TO BUY
From 5 to 10 Cars Choice Cooking Peas
Clean and White
Quebec's leading Flour and Grain House.
C. A. PARADIS, Dalhousie St, Quebec

EUGENE PICHER & CO.
Buyers and Sellers of
BUTTER EGGS CHEESE
LARD and DAIRY SUPPLIES
GRAIN and HAY
Grain Dealers Please Write
87 DALHOUSIE STREET, QUEBEC

The Condensed Ads. in The Canadian Grocer bring results

CHEVALIER, POULIOT & CIE.
Wholesale Grocers
Proprietors famous "Congo" Brand Guaranteed Goods.
Correspondence Solicited. Address us at
JOLIETTE, QUE.

The Essentials to Success in Carrying Candy

Confectionery Counter a Paying Department in Chatham's Oldest Grocery Because Proper Attention Is Paid To It—One Window Always Given To Candy Display—Daily Advertising Adhered To—Best Quality Of Goods Only Are Handled—How It Was Made To Pay Against Stiff Opposition.

"To make a success of the candy department, a grocer must be prepared to handle it in a thoroughly businesslike way. He must give it the same attention as he would give to any other department of his business, or even more; must be ready to devote time and money to building it up; and, finally, must be willing to wait two or three years for financial returns from his labor. In short, he must treat this department of his business in just the same careful, conscientious and businesslike way as he would any other."

This is the dictum of H. H. Malcolmson, manager of the Hugh Malcolmson grocery at Chatham, a concern which has made the candy department not only a prominent feature but a pronounced success.

Mr. Malcolmson's statement is coupled with the frank avowal that the field for such a department in the average town or small city is limited—an opinion strongly supported by the fact that while there is scarcely a Chatham grocer who does not handle confectionery to a greater or less extent, the Malcolmson store is the only grocery possessing a candy department of such extensive proportions.

Chatham's Oldest Grocery.

Just a word regarding the Malcolmson grocery.

It is the oldest grocery in Chatham, having been carried on continuously under the Malcolmson management since the year 1862—a period of 47 years. The building in which the business is housed, a substantial and handsome four storey structure, was erected in 1842. It was then Chatham's masterpiece of business building; and, truth to confess, from the business standpoint it holds the same rank to-day. The grocery is one of the largest, brightest and cleanest in the city. It occupies a central location, on the main street. The wide front provides not only an excellent and commodious entrance between two large show windows, given ample opportunity for tasty and attractive display. Nor is this opportunity neglected. The windows are always drawing cards for business, and their effect is emphasized by the brightness and cleanness of the spacious interior.

The business, founded by Hugh Malcolmson, who is also president of the Kent Canning Company, Limited, is under the more especial direction of his son, H. H. Malcolmson. Everything about the management smacks essentially of modern business methods. The entire store is departmentized, careful track being kept of the returns from each of the various sections into which the business is divided. The tasty window displays are changed at regular intervals. Mr. Malcolmson is a good advertiser, and knows how to use display space in the newspapers to excellent advantage.

The Candy Counter.

The candy department occupies a section of the store all its own, and it is well to the front, too, being given the space immediately to the left of the entrance. The candy showcase and the candy coounter are attractively arranged.

The show window immediately adjoining the counter is always given to a confectionery display, and these displays, changed at frequent intervals, are invariably carefully and attractively designed and are often very artistic.

The candy department is entirely separate from the various other departments of the business. A lady has complete charge of the counters, the displays and the selling. This is one of the features of the department to which much importance is attached.

"To make the candy counter really worth while," says Mr. Malcolmson, "the grocer must be prepared to put specially in charge of it some person who understand the business. It is not sufficient to fill a show case with candy, and leave the candy to do all the selling. The department must have its own salesman or saleswoman."

Quality is Essential.

High grade candy is featured. From the very outset, Mr. Malcolmson has given particular attention to the quality of the goods. Business has been done only with those firms whose standing gave unbounded assurance of the quality of the goods. Cheap candies are, of course, handled—candies as cheap as 10c a pound can be had—but even at this price, "quality" is the watchword, and the aim has been to give the customer who buys at this price the best 10c candy that can be had.

But, throughout, quality rather than price has been looked to. The steady aim has been to build up in the minds of the public the belief that the purchaser of candy at the Malcolmson candy counter is getting candy whose qualty cannot for one moment be questioned. Candy must be perfectly pure. Even the cheapest grades handled must be made of thoroughly pure and reliable materials.

"I have been asked," remarked Mr. Malcolmson, "what I considered the one essential in such a department, and my reply always is; 'Giving the customer candy that is absolutely pure and which represents the best possible value for his money.' "

As one result, this department secures a large share of the better class of trade—the trade of particular people, who want the best and are in a position to pay for it.

As previously stated, one of the two window displays is always given to candy. This circumstance in itself shows the importance attached by Mr. Malcolmson to giving the department his proper share of publicity. In all displays, price tags are prominently placed.

In addition, the department receives a considerable proportion of the firm's advertising space.

"The reason we do that is a professional secret," adds Mr. Malcolmson, with a quiet smile. "We do it because it pays."

The firm's advertising is essentially scientific and businesslike. A six-inch, single column space is used. The advertising copy is changed every day. Though each day's copy is to a certain extent divergent, nevertheless there are four items in practically every advertisement.

The first is a striking catchline in prominent display type.

The second is a brief and confidential business talk regarding some seasonable product.

The third is the price, followed by a few other appropriate prices.

The fourth is the firm name, again in display type.

The advertisement occupies exactly the same section of the paper every day.

In Operation 15 Years.

Malcolmson's candy counter has ceased to be a novelty in Chatham, and has become a household word. It has been in existence now for between 12 and 15 years. During all that time it has received the same careful, consistent and businesslike attention.

Last year it was put to a test that might fairly be called severe. In the first place, 1908 was generally admitted to be an "off" year for business. In such a year, a candy department would, in view of the prevailing fashion of looking on candy as a luxury, be pretty

(Continued on page 145.)

Christie's Biscuits mean lasting prosperity to the Grocers of Canada because they pull and hold the paying trade.

Your Reputation and Profit

YOUR reputation and profit alike demand that you stock Christie's Biscuits in preference to all others, because the particular housewives of Canada positively know that Christie's Biscuits are the best biscuits baked.

Christie's Biscuits come from the brightest, cleanest, and most modern biscuit factory on the continent.

Christie Quality is the direct result of unusual care and the knowing how. We blend the best flours milled, then sift and test our blend until it is excellent enough to sustain or better the Christie reputation.

Fresh, pure and wholesome raw material, combined with Christie's scientific way of baking. This is the real secret of those dainty, crisp, appetite-provoking delicacies called Christie's Biscuits.

We bake biscuits better than our competitors, but we do not stop there. To insure *lasting* goodness, we have reduced packing to an exact and simple science. Every box and package is dust and damp proof.

N.B.—Christie's Biscuits sell more than Biscuits.

Christie, Brown & Co., Ltd.

Cowan's "Perfection" Cocoa

has been for years a "staple" with almost every grocer who carries high-class goods. People all over Canada prefer Cowan's "Perfection" Cocoa because of its uniformly delicious flavor and its absolute purity. Cowan's gives genuine satisfaction to dealer and customer alike, and the demand for it is steadily growing.

Are you supplying this demand?

About the daintiest, most delicious and most popular chocolate confections in Canada are Cowan's "Maple Buds." As with other big sellers, they are being imitated.

We wish to inform the trade that both the name "Maple Buds" and the design are patented and registered, and to warn them that all infringers of our patent and registered rights will be prosecuted.

THE
COWAN CO.
Limited
TORONTO

Cowan's
Maple Buds



Home-bakers should be encouraged to use Purity Flour

You should encourage home-bakers to use Purity Flour, because Purity will give them better satisfaction, for it is the highest quality in the world. : :

PURITY FLOUR

consists of only the highest-grade constituents of the Manitoba hard wheat berry. And the process of milling and purifying this brand is the most perfect on this continent.

Just tell the home-bakers that Purity Flour makes the finest flavored, most beautifully white bread—that while a little higher in first cost it is in reality more economical as it makes

"More Bread and Better Bread"

The home-bakers will certainly thank you for introducing Purity Flour to them.

Western Canada Flour Mills Co., Limited

Toronto Montreal St. John, N.B. Winnipeg Brandon



The name

"DIGNARD"

Stands for Quality every time

YOUR CUSTOMERS ALL KNOW THIS

Stock Dignard's Village Biscuit

A SURE SELLER AND A MONEY MAKER

We guarantee our biscuits. Our large, new factory is bright, clean and sanitary. Our machinery and ovens are of the latest pattern, while our help is expert. As we use only the very best raw materials, it is not surprising that our biscuit is the best on the market.

DIGNARD, LIMITED

MONTREAL - - - QUEBEC



SOFT MINTS—5c. boxes.

ACME PELLETS—5-lb. tins.

M. & R. WAFERS - 5c. bags.

and a complete line of **LOZENGES, ETC.**

Hard and Soft Licorice Specialties

Appropriate for the confectionery, grocery and drug trades.

Price Lists and Illustrated Catalogue on request.

AGENTS

ONTARIO, R. S. McIndoe, 54 Wellington St. E., Toronto
PROVINCE OF QUEBEC and MARITIME PROVINCES
W. H. Dunn, 394 St. Paul St., Montreal
MANITOBA, E. W. Ashley, 123 Bannatyne Ave., Winnipeg
VANCOUVER, J. F. Mowat & Co., 354 Water St.



Family trade is more desirable than transient custom. In handling

CARR & CO.'S BISCUITS

you are assuring yourself of the confidence of your best trade. These biscuits are unapproachable in every respect of superior quality.

ASK OUR AGENTS FOR THEM.

CARR & CO., CARLISLE, ENGLAND

AGENTS:

Wm. H. Dunn,	Montreal and Toronto,	Eastern Provinces
Hamblin & Brereton,	Winnipeg,	Port Arthur to Alberta
L. T. Mewburn & Co., Ltd.		Province of Alberta
The Standard Brokerage Co., Ltd.,	Vancouver, B.C.,	British Columbia
T. A. MacNab & Co.,	St. John's,	Newfoundland

Make Our Goodwill Work For You

A MILLION DOLLARS' WORTH OF CONFIDENCE FOR A TWO-CENT STAMP

BY THE WAY, what is *your* greatest asset? Is it your stock of goods, or that fat bank account, or what is it? It's your *good customers,* isn't it? Isn't it your customers?

¶ If, somehow, all your trade were annihilated at one fell swoop, your stock of goods, even though all paid for, *would not be worth 50c. on the dollar*—would it now? For what's the use of anything when nobody wants it.

¶ Your trade—that's what you call "my goodwill." What's it worth to *you,* this asset of public confidence, your goodwill? A thousand, two, ten, twenty thousands? Don't answer *us,* answer *yourself.* If it means so much, what would not a *million dollars' worth of confidence* accomplish in your business?

¶ That's what we offer you in FIVE ROSES sales—*your* share of a million. Amongst our realizable assets you would find an item of almost one million, and it reads—"goodwill, trade marks, etc." This is our *common* asset, *yours and ours,* for if *we* make FIVE ROSES flour *you* sell it.

¶ True goodwill implies a contract between maker and user *always* to deliver the *same* flour quality under the same name. We appreciate our debt to you and *your trade,* viz: *Because FIVE ROSES has a wider circulation, because it is better known, a higher standard must be maintained and we must not allow FIVE ROSES to deteriorate in any way.* A million dollars' worth of public confidence has been built up on FIVE ROSES excellence, and it *must* live up to that excellence—*and it will!*

¶ Remember this: when you sell flour you are also selling *reputation,* the true basis of confidence. And the only reputation worth while is that of quality based on reliability and "value received." Adopt the FIVE ROSES slogan—"*A square deal on both sides of the counter.*"

¶ What is it that is keeping *your* flour trade down to peanut proportions? You need FIVE ROSES and we need your trade. Don't you want *your* share of that million? If FIVE ROSES will make you money to-morrow, it will make you money *to-day,* right here NOW.

Lake of The Woods Milling Company, Limited

Montreal, Toronto, St. John N.B., Ottawa, London, Winnipeg

FIVE ROSES FLOUR

STAYNER FLOUR MILLS

MANUFACTURERS OF

High-Grade Flours

DEALERS IN

FEED and GRAIN of all kinds

FLOUR BRANDS

"GREAT WEST" A Manitoba Hard Wheat Patent.

"PRIDE OF CANADA" Manitoba and Ontario Blend.

"UPPER TEN" Winter Wheat Patent.

Situated on G.T.R. in splendid winter wheat district.

JOSEPH KNOX & CO.

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

Right--Always Right--

It has never been anything else since we first turned out the goods (over 25 years ago).

MOTT'S

"DIAMOND" and "ELITE" brands of

Chocolate

Are for this very best of reasons the most satisfactory brands to handle.

At Every Jobber's

John P. Mott & Co.

Halifax, N.S.

SELLING AGENTS:

J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver

Arthur M. Loucks, Ottawa — R. G. Bedlington, Calgary

By Royal Letters Patent

NELSON'S

POWDERED GELATINE

is a perfectly pure Gelatine in powder form, ready for immediate use, without soaking.

NELSON'S

Gelatine and Liquorice

LOZENGES

Should be in your confectionery department.

G. NELSON, DALE & CO., Ltd.

EMSCOTE MILLS, WARWICK, ENGLAND

The above can be had from any of the following agents:

The Smith Brokerage Co., Ltd., St. John, N.B.
Watt, Scott & Goodacre, P.O. Box 1204, Montreal.
J. L. Watt & Scott, 27 Wellington St. East, Toronto.
W. E. Ashley, Winnipeg.
Geo. A. Stone, 34 Inns of Court Buildings, Vancouver, B.C.

McCANN-KNOX MILLING CO., Limited

TORONTO - CANADA

The most complete and most modern cereal mill in Canada

Our Products Tell

EUREKA BRAND Rolled Oats

EUREKA BRAND Flaked Wheat

Granulated Oatmeal	Granulated Wheat	Family Cornmeal	Split Peas
Standard Oatmeal	Wheatlets	White Corn Flour	Eureka Cattle Food
Graham Flour	Hominy Grits	Pot Barley	Arabian Horse Food
Buckwheat Flour	Cold Dust Cornmeal	Pearl Barley	Crushed Oats

ALL KINDS OF FEED

AGENTS: MONTREAL—Wm. C. CHRISTMAS — QUEBEC—Albert Dunn — HALIFAX—J. W. Gorham & Co.
OTTAWA—Jas. N. McIntosh — HAMILTON—McFarlane & Field

SUCCESS IN CARRYING CANDY.

(Continued from page 137.)

sure to suffer a decline in returns. In the second place, two 5-10-15 cent stores were started in Chatham last spring, each equipped with and giving prominent place to confectionery retailing at prices ranging up to 20c a pound.

In spite of both these circumstances, the Malcolmson candy counter, in place of showing the decline which the casual observer would have doubtless anticipated, increased its receipts. This fact is striking. Neither hard times nor "cheap" competition affected it.

Is Not a Joke.

At the same time, Mr. Malcolmson sounds a note of warning. No grocer, he declares, should think of tackling the candy business with a view to making it "worth while" in a large sense unless he is fully prepared to sink money in it, and devote to it a fair share of his time and attention. The building up of a candy department is no child's play. It takes real work, and a great deal of thought.

Furthermore, the field is limited, and the money and attention required are such that a grocer desiring to go into the candy business on a substantial scale should first assure himself that he will be filling "a long felt want," that, in fact, there is prospective patronage enough to justify him in taking the plunge. It is a business which must be nursed and developed gradually.

"That, at least, seems to be the case in Ontario. I daresay the successful candy departments between Toronto and Windsor could be counted on the fingers of one hand. In Winnipeg and the Northwest," he added, "I understand that things are different. That is due to the large number of newly arrived Britishers in the country. The English are a great candy-eating people, and buy the sweet stuff in large quantities. But Canadians are different. They look upon candy rather as a luxury, and have not been educated yet to take the English view of it."

Nutritive Qualities of Chocolate and Cocoa

A Traveler's Reason Why Grocers Should Handle These Goods—A Hundred Per Cent. Profit On Some Milk Chocolates—Value Of Silent Salesmen in Displaying Confectionery—Many Grocers Becoming Interested.

By E. W. Pyke.

The salesmen should know the value of the goods he sells. I mean by this not so much the money value but the value they will be to the consumer who uses them. When he knows this, he has a strong talking point to use when his customers come to purchase. Grocers, I maintain, should handle chocolate, cocoa, etc., because when their merits are known they become easy sellers.

All foods fall under the head of tissue builders and heat producers. Cocoa contains twenty per cent. of its own weight of nitrogenous or tissue building foods and for this reason its nutritive value is great. A celebrated surgeon has placed himself on record as advocating pure cocoa with the fat removed as a substitute for mother's milk. It is a fact that nine-tenths of the cocoa-bean is composed of matter that is retained and assimilated by digestive organs. Cocoa, too, is one of the cheapest foods we can use.

Manufacturing Methods.

In the selling of milk chocolate, grocers who understand its composition and nutritive qualities should have little difficulty. The manufacture of it is a large and rapidly growing branch of the chocolate business. Milk chocolate is both delicious and nourishing confection and a highly recommended nutritive food. It is made simply from pure chocolate with additional cocoa-butter added and fresh dairy milk that has first been reduced to a solid state by evaporation. In some factories the product is not touched by hand during the whole course of manufacture and the utmost care and precaution is taken everywhere to secure absolute cleanliness and wholesomeness.

The food value of milk chocolate is shown by the fact that it is classed among the regular rations of the English army and that during the late South African war many thousands of pounds were personally sent by the late Queen Victoria to the army in the field. Throughout Europe it is largely used in hospitals and in England wealthy people buy as much as $300 worth for a single social function. It consists approximately of 60 per cent. milk, and 40 per cent. chocolate, the latter having previously been enriched by the addition of about 14 per cent. of cocoa-butter. Its stimulating action upon the body makes it a favorite food with athletes.

The cocoa bean is the raw material



Value for Value

When your customer buys a box of

Mooney's Perfection Cream Sodas

you have given him or her a fair, honest return for the money invested.

These biscuits all spell quality of the highest standard. There's merit in them which creates permanent patronage and gives assurance of satisfactory relations all around.

Mooney Biscuit and Candy Co., Limited

Stratford **Canada**



COX'S GELATINE

The Leading Gelatine for more than SIXTY YEARS. Foremost in PURITY and MANUFACTURED by Messrs. Cox as well as PACKED by them

PURITY GUARANTEED

Canadian Agents

C. E. Colson & Son, Montreal
D. Masson & Co., "
A.P. Tippet & Co., "

J. & G. Cox, Ltd.
Gordie Mills
EDINBURGH.

from which cocoa and chocolate is made, the process of manufacture being identical until the bean is ground and flows from the mill a thin oily paste. If cocoa is being made most of, the oil is pressed out and becomes the cocoa-butter of commerce. Chocolate whether for confection or beverage purposes is the ground cocoa bean with all the oil left in and sometimes more is added with the thickening sweeting and flavoring materials thoroughly mixed in with the cocoa-mass. The main difference then between the cocoa and chocolate is the extraction or retention of the oil.

Large Profits Made.

During a recent trip through the province, I noticed that the up-to-date grocer has recognized the fact that in order to supply the wants of his customers he has to carry a large stock of cocoa and milk chocolate. He is finding the demand to be continually on the increase and it is not now unusual to find many grocery stores equipped with large and handsome silent salesmen for aiding in the display of high-class confectionery. The wonder is that many more have not taken up the selling of milk chocolate as well as others. It adds considerably to the financial returns as in many lines the profits are 100 per cent. This should induce retailers to stock up in milk chocolates and use their best talking points in order to push the sales. There are few lines which take so little romm for display and which give such good returns for the amount of capital invested.

I may say that to my mind there is nothing that adds so much to the appearance of a well furnished grocery stores as a silent salesman well stocked with a high-class line of confectionery. I believe that to-day the grocers is alive to the fact that in order to hold all the trade he has and capture more he must be right up to the minute both in stock and smart store appearance and he must be able to give customers all that they call for in the line of chocolate and cocoa.

(Editorial Note).—Mr. Pyke is a traveler representing the Cadbury Company.

TRADE NOTES.

D. D. Munro, grocer, Montreal, has sold to S. J. Geddes.

H. G. Hughson, grocer, Hamilton, has assigned to Chester Walters.

Frances A. Galloway, grocer, Toronto, has sold to Annie Burke.

J. B. Turgeon, general merchant, St. Isidore, Que., has compromised.

L. Dallaire & Fils, general merchants, Chambord, Que., advertise their assets for sale.

Flour, Cereals and Confectionery Department

Cereal Products Moving Well and Prices are Firm—Advances in Some Cases—No Changes in Flour Prices.

At the present time the market in cereal goods is firm and in some places advances have been made. The cause is attributed to high prices of wheat and oats and it would not be a surprise to some if cereal products were to go higher. The demand is active and more so than anticipated at this season of the year.

Grocers are handling more cereal goods every year as they are becoming more and more popular at the breakfast table.

MONTREAL.

FLOUR—The flour market is in a more settled condition this week, as the big millers are nearer together in quotations. Owing to the scarcity of Ontario winter wheat a firm feeling prevails in the local situation for these lines. Reports state that large shipments have gone forward to Africa.

Winter wheat patents		5 50
Straight rollers	4 70	4 80
Extra	4 00	4 10
Royal Household		6 50
Glenora		6 00
Manitoba spring wheat patents		6 30
" strong bakers		5 80
Five Roses		6 30
Harvest Queen		5 80

ROLLED OATS—Rolled oats are much stronger, having advanced from 20 to 35c. This turn of the market is due to the strong condition of the market for the raw material. Trade passing is decidedly small.

Fine oatmeal, bags		3 00
Standard oatmeal, bags		3 00
Granulated " "		3 00
Golddust cornmeal, 98-lb bags		2 10
White cornmeal	2 00	2 05
Rolled oats bags		2 75
" bbls		5 70

FEED—There has been an exceptional demand for bran both from the country and the city for some months now, but during the week this demand fell off very appreciably. Supplies of Ontario bran offering are small as the mills in the west are grinding very little. Shorts are free in supply but the demand for them is not very large. Other lines are unchanged.

Ontario bran	22 00	23 00
Ontario shorts		25 00
Manitoba shorts		25 00
" bran		23 00
Moullie, milled	25 00	27 00
" straight grained		32 00
Feed flour	1 85	1 85

TORONTO.

FLOUR—Although wheat is being quoted the same as last week, millers are quietly paying 5c a bushel more, and are glad to get it, to enable them to fill their orders. The market is very strong and wheat, especially fall wheat, is very hard to get. As far as can be ascertained there is very little Ontario wheat left in the country. Flour is also firm with an upward feeling.

Manitoba Wheat.

1st Patent	6 10	6 30
2nd Patent		6 00
Strong bakers		5 80

Winter Wheat.

Straight roller		5 90
Patents		6 30
Blended		6 00

CEREALS—The demand is keen and active and millers find difficulty in filling their orders on account of the scarcity of wheat. Prices are high, but may still go higher. This may be sport for some, but it is decidedly something else to a great many others.

Rolled wheat, car load	3 10
" oats "	2 60
Oatmeal, car load	2 85
Rolled wheat in barrels, 100 lbs	3 25
" oats in bags, per bag 90 lbs	2 60
Oatmeal, standard and granulated, in bags 98 lbs	2 85

A GOOD BUTTER STORY.

A rather good story is making the rounds of the grocery trade in Peterboro just now.

A well-known farmer's wife, whose butter is celebrated for its excellent quality, came into a certain grocery with 10 pounds of butter and asked the merchant to exchange it for her.

"I want to be honest about this," she said. "A rat ran through the creamery and got into this milk, but it was taken out at once, and I don't think it would do the butter any harm. However, what the eye doesn't see the heart won't grieve over."

The grocer was non-plussed for a moment, but he took the butter and went down cellar with it, and having the material at hand, he quickly did it over into a little different shape and returned it to her.

When she came in again a week later she said, "That was excellent butter you gave me. Who made it?" The grocer hadn't prepared for this predicament, but he was equal to it. "It was yours, Mrs. Blank," he said, "but you know 'what the eye doesn't see the heart won't grieve over.'"

THE CIRCULAR OUTCOME.

Many of the retail grocers of Toronto are putting up a strong fight against the action of the Wholesale Fruit, Produce and Provision Association. At a meeting of the Butchers' and Grocers' sections of the Retail Merchants' Association held on Monday night it was decided to prosecute the wholesalers, alleging that they are a combine contrary to law. Steps are now being taken and it is stated that H. Dewart has been retained as counsel. The wholesalers look upon the matter in another light. For years they have been troubled with the grocer who "was here to-day and gone to-morrow" and they claim that these are the men against whom they want to protect themselves.







BY ROYAL WARRANT

Millers to H.R.H. The Prince of Wales.

"ROYAL HOUSEHOLD" CEREALS

Best in the world.

OGILVIE OATS
Choice Rolled Oats.

WHEAT MARROW
Special household quality

PEARL BARLEY
Royal Breakfast Food

PEARL HOMINY
Prepared Soup Corn

GOLDEN MEAL
Fine Granulated Cornmeal

These high grade Cereals are specially prepared for family use. They are put up in attractive packages, and all retail grocers should carry them in stock. Also

"ROYAL HOUSEHOLD" FLOUR



In packages of all sizes



The **Ogilvie Flour Mills Co., Ltd.**

MONTREAL WINNIPEG FORT WILLIAM

BUDA FLOUR

MILLED IN ONTARIO

The Best Value in High-grade Blended Flour in Canada

Quality and Price Equal

Ask for it. All buyers repeat orders after first order. Shipped to the buyer direct from the mills at MILL PRICE.

IT IS A GOOD BREAD AND PASTRY FLOUR

Sold in car lots, with assorted brands if required. In packages from one-eighth printed sack, to dust-proof, lined barrels.

J. B. HARTY,

The Millers' Sales Manager in Maritime Provinces and Newfoundland

PICTOU, - - N.S.

FLICK'S

GENUINE DUTCH

Pure, Soluble Right Prices

COCOA

In 1/4, 1/2 and 1 lb. tins. 12-lb. boxes

This Genuine Dutch Cocoa shows a better profit than any other imported Cocoas.

Order through your Jobber, or

EDEN BROTHERS

Manufacturers' Agents and Importers

27½ Front St. East, Toronto



In CORNETS and ICE CREAM SPECIALTIES

We are ready to fill your orders promptly,

The DOMINION WAFER CO.

mporters from the largest factories in the world.

42 St. Vincent St., Montreal

Tel. Bell, Main 1310



CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat Put up in ¼ gross cases

Bulk in 7-lb. Pails, ½ doz. in crate.

25-lb. Pails and 75-lb. Tubs.

Capacity one ton per hour. Sold by all wholesale dealers.

The CAPSTAN MFG. CO., - Toronto, Ont.

"LUCERNA"

IMPORTED

Swiss Milk Chocolates

will surely please your customers.

To buying agents for certain districts special terms are offered.

Write us for samples, prices, etc.

LUCERNA ANGLO SWISS MILK CHOCOLATE CO.

214 Princess Street, - - Winnipeg



Talking to the Point

CLASSIFIED WANT ADS get right down to the point at issue. If you want something, say so in a few well-chosen words. Readers like that sort of straight-from-the-shoulder-talk, and that is the reason why condensed ads are so productive of the best kind of results.

CLASSIFIED WANT ADS are always noticed. They are read by wide-awake, intelligent grocers, who are on the look-out for favorable opportunities to fill their requirements.

TRY A CONDENSED AD IN THE CANADIAN GROCER.

LEITCH ANCHOR BRAND OAK LAKE

your fortune

Your business, for a long time to come, looks good to us.

There'll be a lot of money coming to you if you buy **Anchor Brand Flour.**

Good Luck follows close in its wake. Lighten your cares and make your fortune.



Manfd. by

Leitch Brothers Flour Mills

Oak Lake, Manitoba.

52 Highest Awards In Europe and America

WALTER BAKER & CO.'S CHOCOLATE & COCOA



Registered U. S. Pat. Off.

Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

Walter Baker & Co., Limited

Established 1780, Dorchester, Mass.

Branch House, 86 St. Peter St.

MONTREAL, CANADA

SUCHARD'S COCOA

This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes. Delicious in flavor; prices just right.

FRANK L. BENEDICT & CO., Montreal Agents.

Canadian Manufacturers, Importers and Exporters

If you want to get the best information re Irish trade, send for a sample copy of

THE IRISH GROCER, DRUG, PROVISION and GENERAL TRADES' JOURNAL

PUBLISHED EVERY WEEK

This paper circulates throughout Ireland, and is the recognized organ of the grocery, fruit, produce, provision and food stuff trade.

10, Garfield Chambers, Belfast, Ireland

CIE FRANCAISE des PATES ALIMENTAIRES

Macaroni, Vermicelli, etc.

Strictly French Manufacture Guaranteed

Manufactured at

92 Beaudry Street MONTREAL

C. O. Genest & Fils

We have a desirable connection in the Province of Quebec and especially in Eastern Townships. We represent large firms in our own and foreign countries requiring commissions in

GRAIN AND FLOUR

also

SEED GRAINS, TIMOTHY, CLOVER, OATS, BARLEY.

In addition we have a large connection with the best trade, being WHOLESALE GROCERS, and are known as THE LEADING HOUSE OF THE TOWNSHIPS. REFERENCES.

We assure you that all orders accorded us will receive prompt attention.

ADDRESS US AT:

Sherbrooke, - Que.

EPPS'S

GRATEFUL AND COMFORTING

IN ¼-LB. LABELLED TINS. 14-LB. BOXES

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal

In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg

NUTRITIOUS AND ECONOMICAL **COCOA**

KEEP POSTED ON SUGAR

Having been identified with Sugar for the past thirty years, and being in constant touch with all sections of this country and foreign markets, we are in the best possible position to keep you posted by mail and wire of any actual or contemplated changes and general gossip of the markets. Some of the largest concerns are subscribers, and we should like to place our proposition before you. For further information write

SMITH & SCHIPPER, No. 38 Front Street, NEW YORK

Fruits

and

Vegetables

McWILLIAM

Mc. AND E.

EVERIST

25-27 CHURCH ST. - TORONTO

The public are now looking for new Vegetables. We always have full stock on hand, such as Tomatoes, New Potatoes, Cabbage, Cucumbers, Asparagus, Beans, Green and Wax, Beets and Carrots. Also fresh arrival of

Strawberries daily.

PACKED BY

Franc Tracuzzi

MESSINA,

ITALY

Franc Tracuzzi advises that he is back at Messina again

and St. Nicholas will be Home Guard packed in possibly the largest and most up-to-date Packing House in Sicily.

AGENT:

J. J. McCabe

TORONTO

Canadian Fruit, Vegetable and Fish Markets

Plenty of Fruit on the Market—Auction Sale in Montreal—Potato Situation Easier—Scarcity in Fresh Fish.

MONTREAL.

GREEN FRUITS—At the fruit auction of the cargo of Francesco Campa choice Palermo lemons sold at $1.40 to $1.75 per box, second choice at $1.00 to $1.45 and out of condition lower figures. The Maiori lemons sold at from $1.60 to $3.00 a box as to quality and condition and the Sorrento lemons brought 75c to $1.90 per box as to quality and condition. First choice Catania oranges sold at $1.25 to $1.55 per box and ½ boxes at 80c to $1.20 as to size and condition. Sorrento oranges in good condition went at $1.30 to $1.60 per box; seconds at $1.10 to $1.35, and some out of condition sold at from 70c to $1.10 per box. Half boxes of Sorrento oranges brought from 80c to $1.25.

California navels, 80, 126, 200, 288 size	2 90
" " 150, 176, 200, 216 size	3 25
Cuban oranges	2 25 2 50
Valencia oranges, 420 size	4 50 5 00
Cal. blood oranges, 150 to 216 size	4 25
Grape fruit	3 25 6 00
Lemons, choice, 300 size	2 25 2 75
Bananas crated	1 75 2 25
Pineapples, extra fancy, 24 size	2 40 3 50
Cranberries, per box	4 50
Spies, XXX	7 50
Ben Davis, XXX	6 00
Strawberries	0 30 0 45
Cocoanuts, bag	4 00

VEGETABLES—There are a number of changes in the vegetable market. Prices have on the whole declined owing to better arrivals from the south and the advancing season. French cauliflowers are off the market. Tomatoes are higher by about a $1. Parsley is arriving by the dozen, instead of the box. Radishes are higher and new potaties are worth 5c a pound this week. Demand from country points is good..

Mushrooms, lb	0 75
Cucumbers, dozen	0 60 1 00
New carrots, doz. n	1 00
Tomatoes, crate	3 25 3 50
Leeks, dozen	1 25
Parsnips, bag	1 00
Green peas, basket	4 50
Asparagus, doz	3 50 4 00
Cauliflowers, doz	4 00
Parsley, doz	0 75
Sage, per doz	0 60
Savory, per doz	0 50
Celery, doz	1 25 1 50
Water cress, large buncher, per bunch doz	0 75
Spinach, barrel	2 50 3 00
Green peppers, crate	3 50
Beets, bag	1 00
Carrots, bag	1 25
Lettuce, early	0 40
Lettuce, Boston, box	3 00
Radishes, doz	0 60
Horse radish, per lb	0 15
Montreal potatoes, bag	1 10
New Brunswick potatoes	1 25
New potatoes	0 05
Onions, large bag, lb	0 3½
" Egyptian	0 3½
Turnips, bag	0 60 0 70
String beans, basket	3 50
New cabbage, crate	1 50 1 75
Shallots, doz. bunches	0 05 0 10

FISH—Haddock is plentiful and demand good which has sent the price up a little. Brook trout are quoted 3 cents higher owing to unfavorable weather in the country and they are arriving very slowly. The close season for pickerel or dore is over, but not much is expected this week. Bullheads are in fair supply. Other lines are unchanged.

FRESH

Haddock, per lb	0 04 0 06
" fancy shore, per lb	0 05 0 06
Steak cod, per lb	0 06
Grass pike, round	0 08
Halibut, per lb	0 09
Round perch, per lb	0 05
Dressed bullheads (Barbotte), per lb	0 08 0 10
Bluefish, per lb	0 16 0 18
Sea bass, per lb	0 16
Striped bass, per lb	0 14
B.C. salmon, new, per lb	0 18 0 20
Roe shad, each	0 90
Buck shad, each	0 50
Shad herring, large, each	0 02
Brook trout	0 25
Flounders	0 09 0 10

SMOKED

Haddies 15 lb. bxs., per lb	0 07 0 07½
Kippered herring, per box	1 00
Lar e bloaters, per box	1 10
Smoked herring, small boxes	0 08
Smoked salmon, sugar cured, per lb	0 25

SHELL FISH

Select bulk oysters, per gal	1 50
"Sealshipt" se ects, per gal	1 90
Live lobsters, per lb	0 15
Boiled lobsters, per lb	0 17

FROZEN

Market cod, per lb	0 03
Steak cod, per lb	0 05
Halibut, per lb	0 09
B.C. salmon, red, per lb	0 09
Qualla salmon, per lb	0 08
Fall salmon, pe lb	0 07
Grass pike, dressed, per lb	0 08
Dore, round, winter caught, per lb	0 18
Large whitefish, per lb	0 09
Small " "	0 06
Lake trout, per lb	0 10
Mackerel, round per lb	0 10
Large frozen herring, per 100	1 50
(Weigh 55 to 60 lbs. per 100 fish).	

SALTED AND PICKLED

Labrador herrings, barrel	5 50
Labrador salmon half brls	9 00
B.C. sa mon, half brls	9 00
No. 1 mackerel pails	1 75
Small green cod, per lb	0 02
Large " "	0 03
Labrador sea trout, brls	12 50
Skinless cod, 100 lb. cases	5 25
Boneless cod, in blocks, 5½, 6, 8, 9 cents per lb.	

TORONTO.

GREEN FRUITS—The market is well supplied with all kinds of fruit. Apples are scarce, but still very choice qualities are offered, which change hands at prices as high as $7.50 a barrel. California navel oranges, although drawing near the close of the season, are still here in abundance. Pineapples are at their height. Large quantities are arriving; the demand is good; prices are firm, with an advance of 10c a case. A car of Alabama strawberries has arrived which will sell at about 17 to 18c a quart box. California cherries have made their appearance and are sold at $3.00 to $3.50 a box. In spite of the war declared between the city retailers and wholesalers, business seems to be going on as usual.

Apples, Spies	6 50 7 50
" Russets	3 50 4 00
" Baldwins	4 00 5 00
" Greenings	4 00 5 50
Oranges, Valencias, 420, ordinary	5 00
" " 420, large	6 00
" " 714	5 00
" California navels	3 00 3 50
" Mexican	2 75
" Palermo bloods, half cases	2 25
Lemons, Messina	2 75 3 25
Bananas	1 75 2 25
Grape Fruit, Florida, box	5 50 6 00
Pineapples, Florida, crate	2 25 2 75
Strawberries, Tennessee	0 18
Cherries, Cal	3 00 3 25

VEGETABLES—The potato market is easier although the jobbers are still asking the same price for stock they have on hand. At the same time they would not pay the price they paid last week. With no export demand in sight, and a large quantity still in the hands of the farmers, the chances are that potatoes will be cheaper. As hogs are very high and potatoes a good food for

them, farmers will certainly feed them rather than sell them below feed value, but as that value is considerably below the present figures, it is altogether likely that prices will be lower.

Beets, Canadian, old, per bag	0 40	0 50
" Florida, new, per dozen	1 00	1 20
Parsnips, per bag	0 75	0 80
Potatoes, Ontario, per bag	1 60	1 10
" sweet, hamper	2 50	2 75
" Bermuda, per bushel	2 00	2 50
" " per barrel	7 00	7 25
Onions, Canadian, dried, bag	1 35	1 50
" Spanish, crate	5 00	5 55
" Bermuda, per case	2 00	2 25
" Egyptian, per sack of 112 lbs	3 50	3 75
Tomatoes, Floridas	3 25	3 50
" small		0 60
Carrots, per bag	0 45	0 50
" new, per bunch		1 20
Cabbage Florida, new	2 25	2 50
Celery, Florida, per half case	2 75	3 00
Turnips	0 35	0 40
Radishes, per dozen	0 40	0 45
Spinach, per bushel		1 00
Spinach, per barrel		2 75
Egg plant, per doz		3 00
Green peppers, per doz		1 00
Cucumbers, per hamper	2 00	2 25
Asparagus, per dozen	1 25	1 50
Green onions		0 25
Rhubarb	0 30	0 25
Beans, green		1 75
" wax		2 25
Peas, per hamper		3 25
Corn, per dozen		0 30

FISH—Fresh fish of many varieties are coming in, but not sufficient to meet the demand. All fish, owing to the cool weather, arrive in splendid condition and are picked up quickly. "Did I understand you to say that you sell carp at 3c a lb.?" was asked by The Grocer. "Yes, sir," replied a dealer. "Are they not a good fish?" "Well, I tell you, if you clean one carefully, then fill it with hay, and fry it in good butter, you will throw the fish away and eat the dressing," he nnswered.

There is only one class of people who eat them. Sometimes when they are scarce and they are keen to have them, dealers can get as high as 8c a lb. for them. "You know, these people eat no other fish," declared the dealer.

Herring, medium, per lb., fresh caught	0 05	0 07
Whitefish, fres caught		0 10
Trout, "		0 10
Cod, fresh caught		0 08
Halibut, fresh caught	0 10	0 10
Haddock, fresh caught		0 07
Pike		0 06
Perch		0 06
Carp		0 03
Herring, Digby, smoked, bundle 5 boxes		0 25
Shredded cod, doz		0 90
Arcadia, 24 packages, 1 lb. box		3 12
" 12 packages, 2 lb. box		2 40
Acadia cod, crate		2 40
" tablets, box		1 60

HINTS TO BUYERS.

Information Supplied by Sellers, But for Which the Editors of The Grocer do Not Hold Themselves Responsible.

A New Departure.

As will be seen by a reference to their advertisement in this issue, Eby-Blain Limited, have made an addition to the already large number of lines that they specialize in. The "Lion's Head" Brand navel oranges are extra fancy quality, and prices quoted are very low. Grocery terms: Thirty days net or cash less 1 per cent.

W. H. Millman & Sons would call the wholesale trade's attention to their ad. on page 70 of this issue. They have some of the finest goods packed in Canada, to offer at reasonable figures.

PROFITS FROM FLOWERS.

Several months ago C. W. Grantham, a Brantford grocer, began handling flowers and also birds. The store is situated on the corner of Colborne and Alfred Streets and has two large windows in one of which are always displayed flowers and birds. A large number of people pass this corner and Mr. Grantham states that these attractive displays have been a great aid to the business. The flowers which find the most ready sale are the potted plants in bloom, although he also has the cut flowers and palms, which are always steady sellers.

The arrangement made with the florist is that he receives a commission on sales only. This is a fair arrangement to make until the business is established when it might be more profitable to buy them out and out, as the potted plants especially can be bought much cheaper that way.

Whenever the birds are in the window they prove a great attraction, as Mr. Grantham usually has quite a large number both domestic and foreign, the plumage of which is so brilliant one can scarcely pass without failing to take notice. The Australian paraquets sell at ten dollars per pair and the Java sparrows at the same price. German canaries sell at five to ten dollars per pair, and the Norwich canaries at that figure also. The sales of these average from seven to ten pair per week. The profits are good and the birds are easy to keep if kept free from drafts. Only one other grocer in Brantford, Mr. Matthews, on Brant Ave., handles flowers but others there are considering it and will no doubt do so in the near future.

SEASON 1908-9

Dried Apples

Shipments Solicited
Settlements Prompt

W. A. GIBB COMPANY
HAMILTON
JAMES SOMERVILLE, Manager



RESOLVED

"That as we live we learn" Each box contains only fine selected Lemons of uniform size, that I know will please. They'll help build up your fruit trade. Trust me with your orders.

BUSTER BROWN

FOLLINA BROS.
Packers, Palermo.

W. B. STRINGER
Can. Agent: Toronto.

PINEAPPLES

Fancy Colored Fruit, All Sizes
PLENTIFUL and CHEAP

FANCY { RIPE TOMATOES / RIPE BANANAS

NAVEL and MEXICAN ORANGES
Quality Excellent

Send us your orders. PRICES RIGHT.

HUGH WALKER & SON
GUELPH ONTARIO

ESTABLISHED 1886

EVAPORATED APPLES
CANNED APPLES
DRIED APPLES

We are buyers and sellers of above. Car lots or smaller quantities. Correspondence solicited.

O. E. ROBINSON & CO.
INGERSOLL, CANADA

Golden Crown Lobsters
AND
Golden Key Lobsters

are two brands that represent the highest quality in this famous, delicious eatable.

For years we have taken particular pride in turning out in these brands lobsters that we felt we were justified in backing—every individual tin.

We guarantee each package to-day. Our tin contains selected lobster only.

The sizes are suitable to all the demands of your trade.

Write your Wholesaler for prices and sample.
We are the sole packers.

W. S. Loggie Co., Limited
Chatham, New Brunswick

FOR SALE
A stock always on hand
Fresh Lobsters Tinned
Salt Codfish
All grades and Sizes
Salmon Pickled and Tinned
Cod Liver Oil Medicinal
Cod Oil, Cod Roes
Herrings, Fox Berries,
Etc., etc.
Correspondence solicited

Smith Company, Limited
Smith's Wharf
St. John's Newfoundland

BANANAS
Finest fruit, yellow as gold, properly crated
Our specialty the year round
Wire, Write or Phone Your Orders
PRICES ARE RIGHT
JOSEPH BROWN & SONS
29 and 31 YOUVILLE SQUARE - MONTREAL

SEEDED RAISINS
There are no better sellers in Seeded Raisins than Purple and Gold (fancy 16 oz.), and Red and Gold (choice 16 oz.)
FOR FURTHER INFORMATION ADDRESS
L. F. Giffen & Company
FOWLER, CALIFORNIA

WHOLESALE
FRUIT : FISH : PRODUCE

We maintain a large, modern warehouse, equipped throughout with up-to-date cold-storage facilities. Each department of our business is handled separately.

These facts mean a lot to you, Mr. Retail Grocer.

They mean that if you order your Fruit, Fish and Produce supplies from us, you can be sure of getting the best quality of goods in first-class condition; and that your orders will be filled correctly and promptly.

And to you, Mr. Produce Shipper, we offer an unequalled service for disposing of your goods at the highest market prices, and with satisfactory speed.

Send us a trial order—our service will convince you.

FRUIT

Peaches, Oranges, Grapes, Figs, Lemons, Bananas, Nuts, Cranberries, Onions, Pineapples, Sweet Potatoes, Dates, Grape Fruit, all kinds of Dried Fruit, and all Local Fruits in season.

FISH

Long Island Native Oysters, Trout, White Fish, Halibut, Sea Salmon, Herrings, Bloaters, Ciscoes, Haddock, Cod, Smelts, all kinds of Smoked, Salted and Pickled Fish.

PRODUCE

Butter, Eggs, Cheese, Lard, Honey, Maple Syrup, Maple Sugar, Marmalade, Poultry, Wild Game, etc.

WHITE & CO., Limited

COMMISSION MERCHANTS, APPLE EXPORTERS and FRUIT AUCTIONEERS

TORONTO and HAMILTON, ONTARIO

Head Office, Cor. Front and Church Streets, Toronto

Phone Main 6565—connecting all departments

Cable Address, "WHITCO"—all codes

Canada Leads in Value of her Fisheries

Immense Coast Line and Inland Lakes and Rivers Responsible for This Honor—Improvement in Regulations Desirable—Work Requires Employment of an Army of Men—How Sea Fish are Caught off Coast of Nova Scotia—Vast Oyster Beds in the East—Salmon Makes Important the Pacific Coast Province.

"The most important in the world.' is the phrase which now must be used to designate the fisheries of the Dominion of Canada. This is only another evidence of the wonderful resources of the land in which we live and when we come to consider the meaning of it all we are astonished that a country but a little over four hundred years of age should lead the world in the matter of any particular industry. Yet it is an undisputed fact that Canada stands first in her fisheries. Besides extending over an immense sea-coast line they are alike important in the vast areas of fresh water provided by our Great Lakes and rivers. They give employment to an army of men but are yet only in their early development stages. There is plenty of room for extension and the government of Canada has every reason to look after them with an interested eye.

Among the great consumers of Canadian fish is Canada herself. Within the past few years the demand for fish has rapidly increased at home and the figures that represent our exports have also gone up. However during the season of 1907-08—the last for which we have statistics—the catch fell off from what it was the previous year. This evidently demonstrates the need for the special committee by the Dominion Government to look into the fishing industry and to mould its progress.

Markets for Western Fish.

The annual report of the Marine and Fisheries Department which was presented to Parliament a few months ago showed that last year's catch of fish including fish products, seals, etc., was valued at $25,500,000 of which the exports to foreign countries, chiefly to the United States and Great Britain, amounted to $13,906,567. This catch showed a decrease of $750,000 from the return of the preceding year. There were, however, handsome increases in New Brunswick, Prince Edward Island and Ontario.

The falling off in the inland western provinces was more pronounced than last year, and the question of facilities for reaching profitable markets for fish in the great west is a very important factor to the producer.

Thousands of Men Employed.

During the season of 1907-08 over seventy-one thousand men were engaged in the fisheries of Canada, not including the thousands of persons employed in the lobster canning industry. The aggregate capital employed was nearly fifteen million dollars. The lobster plants alone are valued at over one million five hundred thousand dollars, comprising all the equipment of nearly seven hundred canneries. This industry marketed nearly nine million cans of this preserved crustacean, besides about a million pounds disposed of alive or in a fresh state, mostly in the United States, aggregating together a value exceeding four million dollars.

The salmon-canning industry in British Columbia comprises seventy-five canneries, valued at nearly two million dollars and produced over twenty-five million pounds of the preserved article, besides nearly as many pounds disposed of fresh or salted.

For Better Regulations.

The report observes that substantial progress has marked the exploitation of the fisheries of Canada: "It cannot however, be denied that the protection and development of the great resources of the waters of the Dominion would be facilitated were the present divided authority and overlapping administration, federal and provincial, merged in one central system. The disadvantage to the fisheries arising, at present, from such causes, is intensified by the division of international interests and administrative policies along the border waters of Canada. There are no uniform concurrent regulations of an international character, and no injurious rivalry in the capture of fish, and a prevalent feeling of dissatisfaction at existing lax or unfair fishery regulations in the same waters tend to demoralize the industry and endanger its future prosperity. Were the fisheries of the Dominion under one authority, with one ample and effective staff of officials; still more, were a system of common fishery laws enforced on both sides of the international boundary the beneficial results to all concerned would be rapidly apparent." The report refers to the international commission which has been appointed to secure uniformity in protective, regulative and preservative measure in the waters which Canada shares with the neighboring republic.

A Shortage in Salmon.

In the relative values of the principal kinds of commercial fishes for 1907, the salmon leads with $5,014,446, a decrease of $842,314. Lobsters are a close second with $4,084,122, an increase of $661,195; cod, $3,619,818, an increase of $148,632; herring, $2,073,-756 a decrease of $388,222. The fur seal skins secured by the British Columbia pelagic sealers during 1907 amounted to $108,152, being a decrease of over $200,000.

Nova Scotia in the Lead.

Of all the provinces of the Dominion, Nova Scotia takes first place in the value of the salt fisheries. This is probably due to her peninsular shape and hence her extensive coast line.

For 50 years Nova Scotia has carried on a valuable export trade in fixh with the West Indies and South American countries. The United States, despite the heavy catches of the Gloucester and New England fleets, feel obliged to take about two-fifths of the production of the maritime provinces. Great Britain and France are taking an increased quantity every year, while other foreign countries such as Italy, Germany, Portugal, Norway and Sweden are becoming good customers.

How the Fish are Caught.

The bank fisheries are carried on in schooners of about 105 tons. They are fine able vessels, and the bulk of the codfish is caught by them. The fishermen set trawls by means of a dory some 15 feet long on the bottom, each manned by two men, and a vessel will have from six to ten of these dories for her complement. Each dory will set about 4,000 hooks, so that a schooner with ten dories on board will set about 40,-000 hooks. The inshore fishing is in smaller craft, from 60 to 75 feet over all and manned by from 10 to 20 men. Some of them employ the dory and trawl and the handline. Mackerel and herring are caught in nets moored not very far from shore.

It is said that some of the finest natural oyster beds are to be found on the coast of Nova Scotia. The claim is even set forth that the province has a greater area of oyster beds for cultivation than even the State of Maryland which in the year 1880 produced 10,569,102 bushels. The oyster fisheries of Prince Edward Island are also great. It is claimed that if the industry was given its proper attention there it would produce much larger returns in proportion to capital invested than

could be obtained out of any agricultural pursuit.

British Columbia on the Pacific Coast is a strong rival of Nova Scotia in the value of its fisheries. There, of course it is the river salmon that contributes chiefly to the grand total which two years ago was estimated at $8,000,000.

It, therefore, does not take a very lengthy perusal of the facts chronicled above to understand that Canada has a valuable asset in her fisheries which have a future before them too vast to forecast.

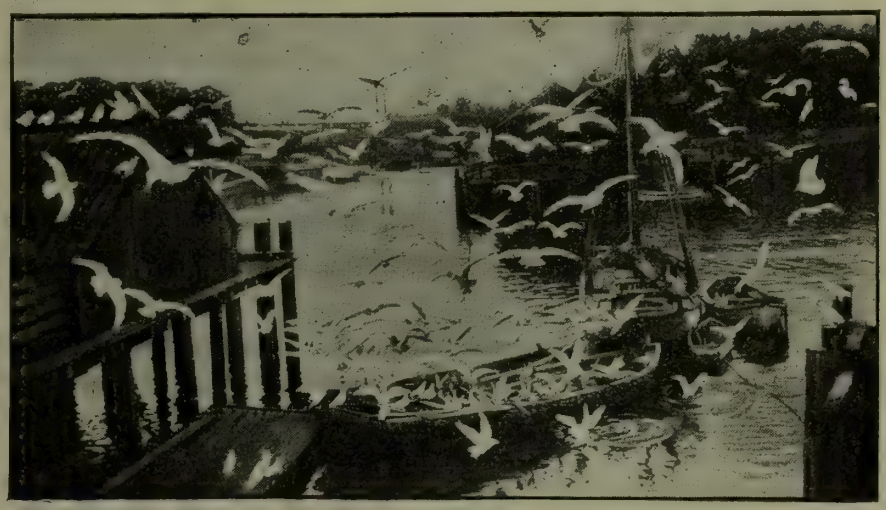
Development of Herring Industry in Nanaimo, B.C.

This Fish is Used for Bait in the Catching of the Halibut—Good Market in the Orient—Many Japanese Engaged in the Industry—Past Season a Splendid One—Gulls Feeding on the Herring Look Like Snow.

By R. Bruce Bennett.

It is doubtful if any other fishing industry in Canadian waters has more unique features than the catching of herring at Nanaimo, B.C., particularly in the days immediately preceding the close of the season on March 1st. Then it is that the herring comes in in large quantities, and it is no unusual thing to see them pile up high on the shore, where thousands of gulls feed upon them. When the close season draws to a close, and the run continues, the last day or two is marked by the incessant operations of the fishermen who catch all they can, and after March 1st devote themselves to packing. While the fishing close season is specified to begin on March 1st, it may start before in the discretion of the inspector. This year it began on February 13th, as it had been noticed that the herring had begun to spawn.

The herring fishing industry has developed rapidly during the past four or five years. It meant very little a few years ago, but last year approximately 19,000,000 pounds were taken off Nanaimo, and it is expected when the figures for this year are to hand that this amount will be nearly doubled. That is a very large amount to be taken in one place, and, moreover, herring is not the only fish product marketed at Nanaimo. The Government report for the year 1907-08 shows the total output to have been 8,494,000 pounds of dried salmon; 42,000 pounds of smoked salmon; 224,000 pounds of fresh salmon; 133,400 pounds of fresh halibut; 233,000 pounds of cod; 48,400 gallons of fish oil; 145,000 pounds of mixed fish, many pounds of trout, oolichans, hair seals, crabs, clams, oysters, etc. The total value is placed at $237,000. During the year mentioned, which is the last for which there are official figures available, 341 men were engaged in the catch, with 112 boats and vessels. An idea of the value of the industry may be secured when it is remembered that apart from the supplies required for this number of men, there is the salt used, the lumber for packing boxes, the transportation and the general business that accrues.



Sea Gulls Feeding on Herring in the Nanaimo Harbor.



The Herring Fisheries at Nanaimo.

Herring As Bait.

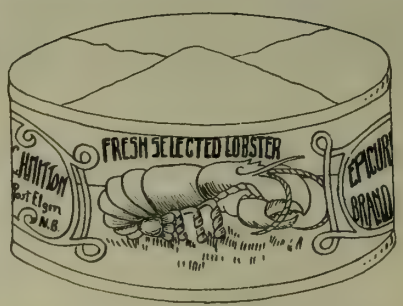
The Nanaimo herring is largely used as bait in the halibut fisheries, while considerable quantities are shipped to the Orient, where dry salt herring is a great delicacy. The prices of to-day are not as good as during the war between Japan and Russia, when the business was very profitable, and when business connections were first made. Since such a good market exists in the Orient, the trade there will be developed, and the prospect is that even a larger quantity of herring will be marketed in future years.

Naturally, with the market on the other side of the Pacific, many Japanese are engaged, both in the catching and in the shipping. The season just closed

Foreign and Domestic
FRUITS AND VEGETABLES
BUTTER - - - EGGS - - - POULTRY

Country Produce of all Kinds
APPLES A SPECIALTY
We Manufacture the Banner
Brand of Jams, Jellies and
Other Table Delicacies.
Correspondence and Consignments Solicited.

The
Dawson Commission Company
TORONTO, - - - CANADA



"EPICURE"
BRAND LOBSTERS

represent the highest quality in this delectable fish.

The choicest lobsters only are used by us, and are packed in modern, sanitary factories, situate right at the fishing grounds.

We guarantee the consistent excellence of "EPICURE" Brand.

As the name implies, this brand is put up expressly for dealers who have a particular and exacting trade to cater to.

ORDER FROM YOUR JOBBER, OR DIRECT.

G. H. MITTON, LOBSTER PACKER, Port Elgin, N.B.

Connors' High Class Sea Foods!



Our Famous Leader Brunswick Brand Sardines in Oil.

Our Sea Foods possess a reputation for unvarying excellence, which has been won only after years of experimenting in the attainment of perfection.

To-day we have the most modern factories on the Atlantic coast; employ the most skilled help; secure the pick of the fishermen's catches; pack our goods scientifically in the most sanitary tin that we know how to make, and in consequence—WE HAVE THE GOODS AND THE REPUTATION.



Our Ever Popular Brunswick Brand Kippered Herring

All along we have co-operated with the wholesale and the retail grocer. We have always aimed, too, to give the consumer a fine article at a fair price.

Following this plan, we have worked up enormous sales among our grocery friends everywhere. We could not do otherwise.

Just look over your stock, Mr. Grocer, and see what "CONNORS" lines you are short. Then order.

This is our list:

¼ OIL SARDINES
¾ MUSTARD SARDINES
KIPPERED HERRING
HERRING IN TOMATO SAUCE
FINNAN HADDIES, (both oval and round tins)
CLAMS
SCALLOPS

Up-to-date grocers everywhere sell our lines because of their popular price, high quality and the large margin of profit enormous sales ensure.



Our Delectable Brunswick Brand Herring in Tomato Sauce

Are You Sharing With Us in Our Profits?

Write Our Nearest Agent

CONNORS BROS., LIMITED

BLACK'S HARBOR, N.B.

AGENTS—Grant, Oxley & Co., Halifax, N.S.; C. H. B. Hillcoat, Sydney, C.B.; J. L. Lovitt, Yarmouth, N.S.: D. Rattray & Sons, Quebec: Leonard Bros., Montreal; Arthur M. Loucks, Ottawa; C. De Carteret, Kingston; James Haywood, Toronto; Chas. Duncan, Winnipeg; R. G. Bedlington & Co., Calgary; Drexel & Co., Vancouver; J. Harley Brown, London, Ont.

was marked for the agitation carried on by the white fishermen against the encroachment of the Japs, who closely watch any opportunity to enter any industry wherein their labor is of value. The Japs engage mostly in the seine fishing, which is a close-meshed net, and all sizes of fish are taken, whereas the white fishermen use the gill which is not only of a larger mesh, but lies deeper in the water. The white fishermen held several mass meetings, and their affairs are well handled by an organization committee. They have interviewed the fishery officials and the local member of Parliament several times, and have secured concessions which will put them on a more even basis with the Orientals. As a result of the agitation carried on this season, it is likely that several important changes will be made in the regulations, so that the competition with the Japs will not be so much in their favor. This might mean that not as many fish will be taken next year, but the white men declare it will mean that better fish will be caught, and that it will tend for the perpetuation of the herring. The Japs now catch the fish and what is not good for shipping is used for guano, oil, etc., the sole idea being to make money in the present.

On the American side of the line, pursuant with the policy to make as much as possible out of natural resources, there is no close season for herring. As bait is required for the halibut fisheries, a concession has been granted to Vancouver companies that provide bait to fish during the prohibited months. It is not thought that this will seriously diminish the quantity.



Store-room Interior Showing 150 Tons of Herring Belonging to North Pacific Fish Co.

Piled Two Feet Deep.

The catches of herring in the season just closed are represented as the largest on record. Not that there have not been big runs in the past. Two or three years ago, schools came in with such a rush, the presumption being that they were chased by whales and other large sea fish that prey on the smaller ones, that the herring were piled two feet deep along the edge of Departure Bay, and the stench as they decayed tainted the air for miles around. This may seem somewhat of a "fish story" by those unacquainted with the fishing, but photographs are undisputable corroborants.

Gulls Look Like Snow.

It is no uncommon thing when the run is good, to see a boat so filled with herring, in tow of a launch, turn turtle on account of the heavy load. The first thing that a stranger in Nanaimo will notice during the fishing season is the thousands of gulls that are attracted there by the prospect of gorging on the fish. Looking from the Nanaimo waterfront across to Protection and Newcastle Islands, the harbor water is covered with so many sea gulls and the air so filled with them that the sight can be compared to nothing else but a snowstorm. This is absolutely literal. Oftimes during the season has it happened that boats laden with fish left alongside wharves have been robbed of half their cargoes by the voracious birds. Not infrequently has it occurred that the gulls will eat off one side of a cargo and the weight of the fish remaining on the other side has carried the boat over, upsetting all into the water. If the gulls are given the opportunity they will so gorge themselves that they are unable to fly. Many a fisherman who has left his boat for a while has had, on his return, to lift the gulls overboard and set them in the water as they have been unable to get away themselves. The declaration is made that one gull will eat a bucket of herring, though this is perhaps just a trifle too much. On the 11th of February, as the steamer attached to the fisheries office at Nanaimo was proceeding across Departure Bay she had to slow down to mere headway to allow several hundred gulls and ducks that had eaten so many fish that they were unable to take to wing, swim slowly out of the steamer's path. Although there are many fish-curing plants on the water's edge in the neighborhood of Nanaimo, there is no refuse left, thanks to the gulls.

Cod and Salmon Follow.

The industry has its picturesque aspects. It is a pretty sight to see a couple of hundred small fishing boats dotting the harbor, each with its quota of fishermen setting their nets or hauling them in heavily laden. It is a very busy time and the men are going day and night.

Following the herring come the cod and spring salmon, but the fishing for these does not hold the small army of Japs and white men who assemble for the herring. Still numbers remain. Each year is seeing greatly increased development, and in another season the results will be so large that it will be wondered how so important an industry was hardly taken notice of less than six years ago.

LEMONS ON THE INCREASE.

A Los Angeles despatch says that shipments of oranges and lemons from there on Saturday and Sunday, May 8 and 9, were: 294 carloads of oranges, and 40 carloads of lemons. The total to date was 23,545 carloads, of which 2,938 were lemons, as compared with last year's figures of 20,874 carloads, of which 2,354 were lemons.

There is a rumor afloat in Montreal, to the effect that the Lake of Woods Milling Co. have bought the Corn Exchange Building there for $50,000. The company will occupy the upper storey, and will rent the remainder of the building for offices. No confirmation of the deal could be obtained.

"We are Fishing for Your Business"

LEONARD BROS.

20, 22, 24 and 26 Youville Square, - MONTREAL

Curers, Smokers, Packers and Producers of all kinds

Fish and Oysters

Fresh Fish every day in the year. Bulk and Shell Oysters in season.

Prompt Shipment.
Prices Quoted on Request.

Mail Orders a Specialty.
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FIVE LONG DISTANCE TELEPHONES

Phone, Wire or Mail enquiries receive prompt attention.

Branches:
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A. J. YOUNG LIMITED

WHOLESALE

GROCERS and PROVISION MERCHANTS

NORTH BAY and SUDBURY, ONT.

We carry a large and well assorted stock and cater to the trade in New Ontario. Write, Wire or Phone us. We can serve you well.

GOOD GOODS RIGHT PRICES PROMPT SHIPMENT

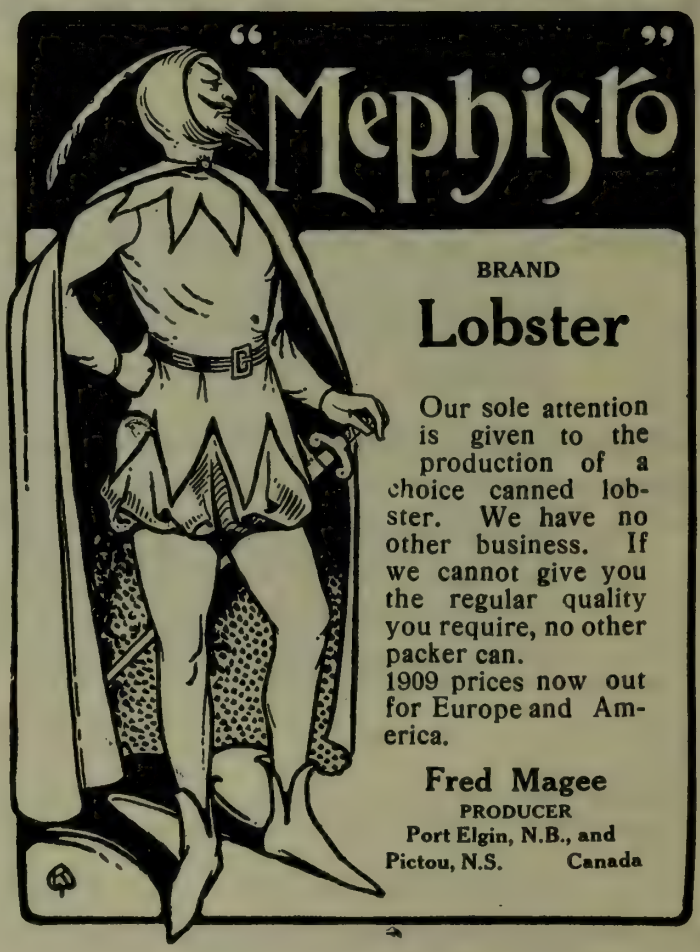
SAUER KRAUT

Now contract for 1909 pack in barrels or tins. Write for prices to the

ONTARIO SEED CO.

Canning Dept.

242 King St., Waterloo, Ont.



BRAND

Lobster

Our sole attention is given to the production of a choice canned lobster. We have no other business. If we cannot give you the regular quality you require, no other packer can.
1909 prices now out for Europe and America.

Fred Magee
PRODUCER
Port Elgin, N.B., and
Pictou, N.S. Canada

Brands That Count



Imperial Evaporated Cream

Always the same
Always satisfactory
Large percentage of butter fat
Very popular
Especially in "particular" households
A neat package

Housewives' Favorites

Royal Condensed Milk

From same modern factory
Same sanitary tin
Same high quality
Right price, for
Good profit to dealer
Satisfaction to housewife



The Canadian Condensing Company

Chesterville, Ontario

SUB-AGENTS:
Toronto—Anderson, Powis & Co.
Hamilton—J. H. Herring
London—Alex. Tytler
Winnipeg—W. L. MacKenzie & Co.
Vancouver—S. Oppenheimer

SALES AGENTS:
S. H. EWING & SONS, Montreal and Toronto

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Halifax—J. W. Gorham & Co.
Quebec—Albert Dunn
Ottawa—A. M. Loucks.
Kingston—C. De Carteret



"From the Cow to the Can"

CANADA FIRST BRAND

is kept perfectly pure



Canada First Evaporated Cream–Unsweetened

AND

Canada First Condensed Milk–Sweetened

ARE MANUFACTURED AND GUARANTEED **BY CANADIANS** IT PAYS TO ENCOURAGE HOME INDUSTRIES

Write for Special Advertising Proposition to the

AYLMER CONDENSED MILK COMPANY, Limited

Sales Office and Factory; AYLMER, ONTARIO, CANADA







Three famous brands well known in Canada as the

Purest and Best for All Purposes

Made in Ingersoll, Ontario, and sold by all progressive Grocers. No trouble. No loss. Always ready and never fails. **EVERY CAN GUARANTEED.**

THE ST. CHARLES CONDENSING CO.

FACTORIES: Ingersoll, Canada. St. Charles and Chemung, Illinois, U.S.A.

BETTER BE SAFE THAN SORRY



Paper bags?
Say, are you as old fashioned as that?
Lucky if you don't have a dozen broken for every case delivered!
Pasteboard boxes?

Almost as bad—average one broken for for every 3 dozen delivered. Better use

Star Egg Carriers and Trays

Then you're safe.

Star Egg Carriers and Trays

are always ready.
No setting up;
No re-counting;
No broken eggs;
Every egg accounted for—no mistakes.
The "Carriers" last a life time—The "Trays" are so inexpensive that you leave them with the order.
Customers like it.
Star Egg Carriers
win Trade and Keep it.



STAR EGG CARRIER and TRAY MFG. CO.
Rochester, N.Y.

MacLAREN IMPERIAL CHEESE COMPANY, LIMITED, - TORONTO
Canadian Selling Agents.

What Ontario Tobacco Culture Means to Grocers

Larger Population From Which To Draw Patronage—More Money Left In The Country—Variety Of Crops Assures Success Even If Some Are Failures—Changes In Recent Years Which Tend To Produce These Results.

By Victor Lauriston.

What does the tobacco industry in Kent and Essex mean for the retail grocers in Ontario?

Directly—in the sense of making a profit from the sale of the home grown weed—it means very little. The farmers grow it. The buyers purchase it. The manufacturers convert it into chewing tobacco, and in that shape it comes back to its first direct acquaintance with the retailer. Latterly, too, experiments are being made in the direction of manufacturing cigars from the Canadian weed. These, doubtless, the grocer will also handle, and on these, when manufactured, he will make a profit more or less slender. Furthermore, he may speculate in tobacco as a side line; may buy cheap from the grower with a view to selling to the manufacturer or buyer at a higher price when the market conditions take on a more favorable tone. This, however, is always a side line. It does not come within the scope of his business as a retailer.

Again, a good tobacco crop and good prices mean money in the farmer's pockets; and when the farmer is flush of cash, the grocer is among the first to benefit, just as, when the farmer has to sell his tobacco at three cents a pound, the grocer is among the first to be hit by the financial stringency which ensues. Further, in so far as the home grown weed displaces the foreign weed, it means the keeping of money in Canada which would, in the other event, be sent to the States or Cuba in payment for raw material.

This, practically, is one meaning of the tobacco industry in southwestern Ontario. It means something to the grocer, as to other merchants, but that something comes to him more or less indirectly. In proportion as the Government experiments now being conducted teach the farmers and growers to produce better and more salable tobacco and to cure the product more effectively, thereby enhancing the price, the grocer will also benefit.



A Tobacco Field Near Chatham, Ont., Owned by O'Brien Bros.

There is a Deeper Aspect.

There is, however, a deeper and more important aspect still to the tobacco question. Not as a source of immediate profit, so much as an indication of the modern trend in farming, is the extension of this comparatively new agricultural industry important.

In the beginning the one great crop of Canada is wheat. What the prairie provinces are to-day, Ontario once was. The time is still within the memory of men now living when wheat, oats, and cereals were practically the sole farm products of this province. But, gradually, coincident with the growth of cities and helped largely by Government experiment, assistance and legislation, new industries sprang up, to some extent displacing the old farming, which confined its attention to wheat, oats, barley, etc. In one section dairying came into vogue with its products of high grade cheese and butter; in another the orchard displaced the wheat field, and instead of grain the agriculturist harvested apples or peaches.

Then there is the fruit growing industry of Essex, famous for its early peaches; the tobacco industry, already referred to; the sugar beet industry, which, however, gives promise of far wider extension; the growing of broom corn, still largely in an experimental stage; and, especially in the vicinity of Leamington, the growing of garden truck. The peninsula, especially Essex, is fairly punctuated by canning factories, thanks to the exceptional facilities for providing raw materials. The recent location in Leamington of the Heinz Pickling Co. is an indication of the general recognition of this fact. Essex grows early vegetables for Detroit tables; Essex and Kent grow sugar beets for Michigan sugar factories. And, from time to time, the list of industries peculiar to this section is being added to. And all this benefits the merchant.

It has been a difficult matter to divorce the farmer from his wheat and oats. The introduction of sugar beets, one of our most profitable crops, was attended with difficulties which only those who fought the good fight can know and appreciate. Nevertheless, the undercurrent is steadily sweeping the farmer toward a day that will be indeed momentous for this section especially, and, in all likelihood, for all Canada. It is the day when a farmer, instead of making a bare living from 100 or 150 acres, will make a good living from 50, 25, 15, 10 or even 5 acres and be able to lay aside money for a rainy day.

Intensive vs. Extensive Farming

Hitherto, if the farmer wished to secure larger returns, he saw only one

THE OLD RELIABLE

ROYAL



BAKING POWDER

Absolutely Pure.

No Grocer can afford to be without a full stock of ROYAL BAKING POWDER

THERE IS NO SUBSTITUTE

Are You Keeping Your Tobacco Stock Up-to-Date ?

IF NOT—WHY NOT?

"Tuckett's Special"

the new 10c. plug is the latest

Order from Your Wholesaler

Manufactured from **Imported Leaf Exclusively**

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

THE MANUFACTURERS' NAME

"S. C. CO."

STAMPED ON EVERY

"7-20-4"

10 CENT CIGAR

IS THE SMOKER'S PROTECTION

It is our latest product and excels anything we ever before attempted—FINEST HAVANA FILLED.

We made a success of HOGEN-MOGEN and ROYAL SPORT on a QUALITY basis, and it is just the same with all our lines. THE QUALITY is remembered long after the PRICE is forgotten.

Write to-day for a trial order of "7-20-4." There's money in it for you.

Sherbrooke Cigar Co., Sherbrooke, Que.

OUR TRAVELLERS COVER THE DOMINION.

way—the acquiring of more land. To the 50 acres with which he started, he gradually added 50 more, 100, even 150, Often the burden proved one under which he staggered, and reeled, and sometimes fell. He became a drudge; his wife became a drudge; the hired man became a drudge; the children were valued chiefly for the assistance they could give. The farmer amassed wealth, and went on working, because he had learned the habit of drudgery and could not let go. Or—the proposition proved too big for him, and the land was sold under the hammer. The scarcity of hired help, caused largely by the exodus of the young men to the Northwest, proving the last straw, is giving a great though usually unnoticed impetus to the movement in the direction of the new farming.

Farmer of the Future.

The farmer of the past with 50 acres looked forward to the day when he could buy 50 acres more, and thereby double his profits.

The farmer of the future, when he wishes to double his profits, instead of buying 50 acres more of land, will aim to make his first 50 acres doubly productive.

One way is by scientific care of the land, rotation of crops, fertilizing, and all the means which have in Enrope been brought to so high a state of perfection. The other way is by raising crops which will give as large returns from one acre as the old-time cereals gave from three or four. When this has been fully accomplished the merchant is bound to be benefitted.

A Few Contrasts.

Just a few contrasts. A good average yield of wheat is 25 bushels to the acre. At 90c a bushel—a good average price—this would yield a gross return of $22.50 an acre. against which must be set the farmer's labor, interest on investment in land and implements, depreciation, and similar incidentals. Sugar beets in Kent yield on an average over 10 tons to the acre, with an average sugar per cent of 15, yielding a gross return of approximately $50. In fact, farmers testified before the Dominion Tariff Commission that their net returns, after allowing for labor, interest, etc., in many cases were $50 an acre.

The tobacco yield in Kent and Essex per acre, according to Government statistics, averages 1,200 pounds, which, even at the low average price of 7 cts. a pound, gives a gross return of $84 an acre. Last year the marshlands in the vicinity of Leamington grew onions yielding, it is stated. 400 bushels an acre. At 75c a bushel, quoted as a good average price, this would give a gross return of $300 an acre. Higher returns have been realized than this.

Yet this is not scientifically intensive farming; it is mere experiment, carried on more or less blindly. The Government is now encouraging the tobacco industry by the establishment of an experimental curing station at Harrow—and curing has been hitherto one of the great difficulties. Scientific curing stands to enhtnce the price. Similarly, Government assistance along the experimental line, and Government assistance to cold storage projects, would enhance the quality, and consequently the returns, from many products now grown; and Government experiment could and should lead to the introduction of new farm products from foreign lands, capable of being raised in Canada, but hitherto deemed unsuited only because no one has ever thought of experimenting with them.

What it Means to the Grocer.

What does all this mean to the grocer?

Directly, it may mean very little. Indirectly, it certainly means a great deal.

First, it means a larger population from which to draw patronage. Towns and cities cannot have a healthy growth unless there is a good, substantial, prosperous farming community surrounding them. Only a limited number of 100-acre and 200-acre farms can be had in the southwestern counties. The young men, as they grow up, can do one of two things: seek new homes in the Northwest, till the land there is itself exhausted, or drift into the cities to fill them with poverty and unemployment. A prosperous farmer on his own farm ten miles away is worth more to the city merchant than half a dozen

Tell Your Customers That :

SHAMROCK

BIG PLUG

SMOKING TOBACCO

When cut never dries up or becomes hard. The leaves are so firmly packed that the plug remains fresh and moist

CLAY PIPES

None Equal. Insist upon McDougall's.
There IS a difference.

D. McDOUGALL & CO., Glasgow Scotland

ASK FOR THE CELEBRATED BISCUITS

G. N. Pichet

For sale by all Leading Grocers

JOS. COTE Wholesale Tobacconist
186-188 Rue St. Paul Importer
EXCLUSIVE SOLE AGENT

Tel. Up 2076 Tel. East 5964
YOUNG'S PATENT PIPE
in Seven Shapes
W. J. GRANT
Sole Agent for Canada
506 Lindsay Building, MONTREAL.

BLACK WATCH

The Big Black Plug Chewing Tobacco.

Already a Big Seller

Sold by all the Wholesale Trade



unemployed men crowded with their families into a tenement on the next street, running accounts with him which they can never pay; men who will drift to the next city which offers an opening and leave their bills behind them. With intensive farming, four, eight or ten men will be able to make a living on the 100-acre farm that once sufficed for only one. With the growth of the country, the city will experience a sound, healthy growth, and the merchant will share in this prosperity.

Second, the growing of a wide variety of crops lessens the danger of hard times following a failure of the harvest. In 1902 Kent county was deluged with incessant rains. The cereal crops, once the sole reliance of most farmers, were almost completely ruined. The newly introduced sugar beets, yielding in many cases $50 an acre, saved the day for many a farmer. With a wide variety of products being raised, the danger of a complete failure of crops, and the consequent paralysis of business, becomes practically nil.

Third, the grocer will share not only in the money which the farmers receive for their products, but he will share also in the profits from the handling of new commodities, grown on the farm.

Fourth, it will mean more money in the country. Money now sent abroad for agricultural products will remain at home, will go from the consumer to the farmer, from the farmer to the merchant; or on the other hand, from the consumer to the merchant, and from the merchant to the farmer.

SYSTEM IN PORK PACKING FACTORY.

(Continued from page 136)

lard through the filter press for removing all impurities that may have been left in it.

Following the filter press the next stage is the "chilling roll." The lard is pumped through pipes from the tanks onto a pan from which it is picked up by a revolving cylinder filled with brine at zero temperature and carried around to the opposite side where it is cut off by a long knife, a whiter and better lard. The final process is agitation in a large tank in which the lard is moved about by paddles attached to a central rod. From there it is forced down through a pipe which passes it on to the lard room where it is drawn off into tubs, pails and tins ready for shipment.

The sausage and cook-room which is situated on the top floor is a clean, bright, sanitary apartment containing the chopping, grinding and mixing machines for sausage-manufacture and large iron kettles for cooking hams and other prepared meats. Everything there comes under the eye of the inspectors and must be kept according to the regulations.

Use of the Remnants.

As before stated, nothing tangible is wasted in a pork-packing establishment. The remnants are used for the manufacture of a valuable fertilizer which finds a ready sale particularly in the United States. The residue that remains after the lard and grease is run off in the refinery is called tankage and is subjected to hydraulic presses to extract all remaining grease. The tankage is then dried in the "dryer" into a powder which is bagged ready for shipment as a fertilizer. The blood is caught, cooked, pressed and converted into a fertilizer and put up in bags also.

Cattle hoofs, horns, skin, bones, etc., are valuable for manufactures of various bone articles, and find a ready market in France.

The cellar of the slaughter-house section, which is separated from the main building from top to bottom by thick fire-proof walls, is used for the storage of hides.

The various compartments already referred to, together with the office and local and export shipping rooms, form the links in the chain of procedure from slaughter-house to refrigerator car.

Candling of Eggs.

In addition to the manufacture of hog products there are the beef and mutton products which are also prepared in the factory and in addition to this a large produce business is conducted. The egg candling was a very interesting feature of the trip. An expert at this work can candle as many as 1,500 to 2,000 dozen eggs in a day.

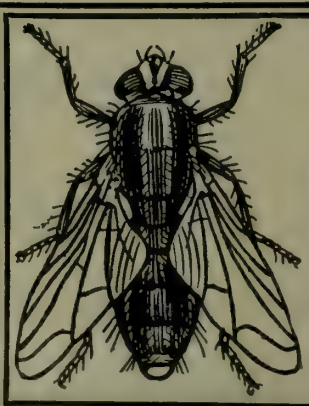
Proper fire equipment is a necessary adjunct to a pork-packing factory and during its career is at one time or another worth its weight in gold.

In addition to the care taken in the erection of fire-walls and fire-doors the whole factory is protected by an automatic sprinkler system supplemented by standpipes, hose, etc., and tanks containing fire buckets always filled with water are conveniently placed throughout the plant. These are available at all times to quench a fire before it has made any headway.

The whole establishment is one illustrating the benefits of systematic arrangement and the value of economy, and it certainly has the qualifications for providing a lasting lesson for all retail merchants who desire to conduct a business on a systematic and economical basis.

The establishment referred to in the foregoing paragraphs is that of Gunns, Limited, West Toronto, the cuts shown being from photographs of the various departments.—Editor.

ROCK CITY TOBACCO CO.
LIMITED
QUEBEC AND WINNIPEG
HIGH-GRADE
Cut and Plug Tobaccos, Cigars and Cigarettes



WILSON'S FLY PADS
Demand constantly growing, output for March and April nearly double that of any previous season.
ADVERTISED THROUGHOUT CANADA

Sap's running —the carpets are up

and the smell of the ubiquitous moth ball greets one's nostrils. 'Nuther words, 'tis Spring. And so it behooves all faithful grocers to push wall paper for all there is in it. There's a lot in it, too - that is, if you are lucky enough to be handling

STAUNTON Wall Paper

Spring means other things, too, such as finding how your stock stands and giving us an opportunity to help you sort up with decorative needfuls. Send us a post card asking for free samples from which to make necessary selections for additions to stock. Uptotheminute service on rush orders.

STAUNTONS LIMITED

Manufacturers of Fine Wall Paper

929 Yonge Street, - TORONTO, ONTARIO

Are you on the free list for the monthly receipt of our wall paper magazine, "Gilt and Glimmer"?

"A Rose by any other name may smell as sweet"



By Special royal permission.

may be all right in poetry but if you didn't call it a **rose** you couldn't get the price.

So With Imitation Sardines.

The Famous "KING OSCAR" Brand

Norwegian Sardines has established he reputation as the purest, sweetest, finest and best packed Sardine on the market.

That is all, but it's enough to make them sell.
STOCK "KING OSCAR" SARDINES

J. W. Bickle & Greening
(J. A. HENDERSON)
Canadian Agents, HAMILTON, ON6.

P. POULIN & CO.

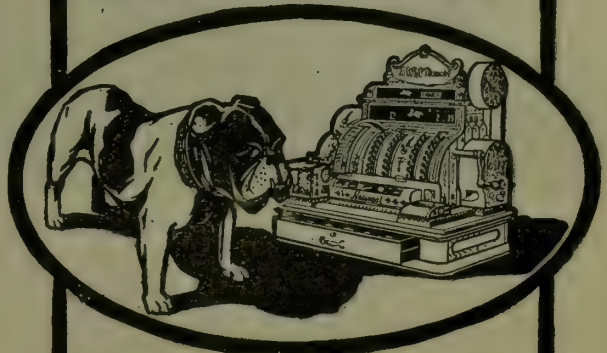
Poultry ***Feathers***

Montreal's largest poultry and game house. Finest turkeys, geese, chickens, etc., in seasons when the dependable kind are required. We buy in large quantity and can sell at attractive prices. Also can fill your everyday wants.

Buyers and sellers of clean feathers of all kinds

Bonsecours Market, MONTREAL

JUST YOU GET A NATIONAL CASH REGISTER



AND WHAT YOU HAVE YOU'LL HOLD!

NATIONAL CASH REGISTER CO. 285 Yonge St., TORONTO
Write for Literature. F. E. MUTTON, Canadian Mgr.

A STEADY TRADE SYSTEM.

One Device That Brings Customers On First Three Days Of The Week—Strictly Cash Business.

If a grocer can evenly distribute his trade over the entire week it naturally follows that he can conduct his business at considerably less expense than if he has to keep a large staff to meet the demand on certain days and has not enough for his clerks to do at other times. An ideal store is one that is busy all the time, not rushed to the limit on certain days and then quiet the rest of the week. Many a grocer has tried to hit upon a plan so that trade would be more uniformly despensed, by offering bargains on certain days, pushing special lines at other times, etc.

Chas. M. Elmes, a grocer of College street, Toronto, has inaugurated a system of his own which works admirably and keeps him and his clerks on the move every day. It is known as the rebate system. With every cash purchase, no matter how small, Mr. Elmes gives a customer a check from the cash register, telling the amount of the sale. When a patron has $25 worth of these tickets or coupons they are good for one dollar's worth of anything in the store. This allows every customer about four per cent. interest on his or her purchase. Many grocers allow this rebate but here is where the advantage comes in in Mr. Elmes' case. These tickets are good only when presented on a Monday, Tuesday or Wednesday and will not be honored on the three last days of the week. As a consequence this brings purchasers and holders of the coupons in during the first part of the week and distributes trade equally.

"I have found in the grocery business," remarked Mr. Elmes, "that the largest portion of the week's sales are made during Thursday, Friday and Saturday as the majority of mechanics and working people are paid on these days. By the new rebate system and its conditions, which I started recently, a large number of persons do their shopping early in the week and we find that we are on the move all the while now. It makes every day a busy one with us."

Mr. Elmes also has a special sale of certain lines of goods every Saturday. He has dodgers printed and distributed in his district. These contain the announcement of several snaps which people are eager to take advantage of and save on their grocery bill. These prices embrace one kind of goods one Saturday and an altogether different line the next Saturday and, by this means, the interest is kept up. Mr. Elmes does a strictly cash business and calls his establishment the "Elmes Cash Grocery."



An Interior View of Hendry's Store in Winnipeg.

J. A. Deschenes, general merchant, St. Emile de Montcalm, Que., has assigned.

The Osborne Cheese and Butter Factory, Lambton, has obtained a charter.

H. Matchett, general merchant, Caledon, Ont., sustained loss by fire recently.

Fook Lee Yuen, general merchant, Grand Forks, B.C., has sold to Lam Hin.

HOLBROOK'S

WORCESTERSHIRE

SAUCE



NOT FOR AN AGE
BUT FOR ALL TIME.

is Made in the Largest Sauce Factory in the World

Its Reputation Built the Factory

Sole Proprietors and Manufacturers:

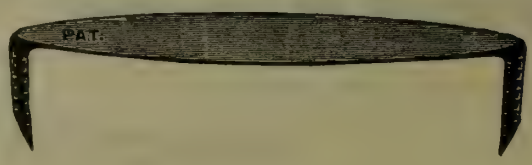
HOLBROOKS LIMITED

Canadian-American Offices:

40 Scott St., Toronto, Manager, H. Gilbert Nobbs

Head Office and Works: Birmingham, England
Breweries: Stourport, Worcestershire, England
Export Offices: 64 Leadenhall Street, London, England

"Cement Coated Pail Clasps"



The only Pail Fastener that holds the cover securely.

Ask your shipper for his opinion. Sample order will demonstrate their superiority.

Made in two sizes, 2¼ and 2¾ long.

Packed in boxes of 25, 50, 100 lbs. each.

For shippers of lard, preserves, jellies, fruit, butter, tobacco, candy and cheese, this is the best device ever put on the market.

J. N. WARMINTON

43 Scott St., Toronto **207 St. James St., Montreal**

There is nothing better on the Canadian market to-day for PRESERVING FRUIT than

CRYSTAL SUGARS

They will please your customers, and at the same time save you money

MANUFACTURED BY

The Wallaceburg Sugar Company, Ltd.

WALLACEBURG - ONTARIO

REPRESENTATIVES:

Mason & Hickey, Winnipeg and Port Arthur
H. M. Flock & Co., Vancouver
W. I. Story, Montreal
Medland Bros., Toronto
Cyrus King, Hamilton
Geo. Wood, London
J. C. Richardson, Sault Ste. Marie

MR. GROCER

Reserve Your Order for

New Season's Jams and Sealed Fruits

for

WAGSTAFFE LIMITED

All our last year's pack will be cleaned up by the time our spring cars are out, so will have

No Old Stock to Sell Next Season

Insist on having

The Best—Wagstaffe's

MADE BY

WAGSTAFFE LIMITED, PURE FRUIT PRESERVERS **HAMILTON, CAN.**

From Top to Bottom

of this list, each and every article is benefitted by a liberal use of BON AMI, the cleaner and polisher at one operation.

These articles are to be found in every home, which shows the wide field of utility of BON AMI.

Therefore you run no risk in ordering BON AMI. It is bound to sell because every one wants it.

CAN BE HAD FROM ANY WHOLESALER FROM OCEAN TO OCEAN

Cases of 3 doz. $1.19 per doz., or $14.28 per gross

F.O.B. wholesaler's shipping point.

Lots of 5 gross, $13.40 per gross

Delivered to any railway station from Halifax to Vancouver.

Terms: Net 30 days:

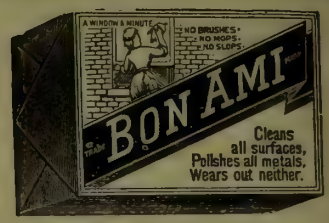
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HUDON, HEBERT & CO.

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Montreal

The most liberally managed firm in Canada.



GLASS and PORCELAIN
- Windows
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- Show Cases
- Lamp Shades
- Chimneys

METALS
- Brass
- Nickel
- Copper
- Tin
- Silver
- Gold

CELLULOID

MARBLE WORK

WOOD WORK

OILCLOTH

PAINTED SURFACES



NOTE THE REVISED PRICES

ALEX. CAIRNS & SONS'

(PAISLEY, SCOTLAND)

JAMS, JELLIES, MARMALADES

THE GOODS WITH THE HIGH REPUTATION

Such goods as these win your trade. Put up in the finest factory in Scotland in the most scientific manner. Every pot a jar of delight for your customers, and a source of profit for you. Canada's largest wholesale grocery house stands behind each package, guaranteeing its quality.

JAMS

1-lb. Patent Glass Jars, Cases, 2 doz.

Strawberry	$1.90
Raspberry	1.90
Black Currant	1.90
Red Currant	1.90
Plum	1.80
Apricot	1.80
Green Gage	1.80
Assorted	1.80
Strawberry, cases, 12 7-lb tins	9.00
Raspberry, cases, 12 7-lb. tins	9.00
Black Currant, cases, 12 7-lb. tins	9.00
Assorted, cases, 12 7-lb. tins	9.00

Send in your Order

JELLIES

1-lb. Patent Glass Jars, Cases, 2 doz.

Black Currant	$2.50
Red Currant	2.50
Gooseberry	2.50
Bramble	2.50

PURE CALVES FEET TABLE JELLY

1-lb. Square Glass Patent Air-tight Caps.

Orange	1.80
Lemon	1.80
Vanilla	1.80
Plain	1.80
Champagne	2.00
Cognac	2.00
Madeira	2.00
Port	2.00
Sherry	2.00

2-lb. Square Glass Patent Air-tight Caps

Orange	3.00
Lemon	3.00
Vanilla	3.00
Plain	3.00

MARMALADES

1-lb. Patent Glass Jars, Cases, 2 doz.

Scotch Orange	$1.50
Home-made Orange	2.00
Tangerine Orange	2.00
Apricot	2.00
Fig and Lemon	2.25
Ginger	2.25
Ginger and Pineapple	2.25
Green Fig	2.25
Green Fig and Ginger	2.25
Pineapple	2.25
Scotch Orange, in 7-lb. tins, 12 tins in case	7.20

Remember the Name

Net within 30 days. ***No discount.***

AGENTS FOR CANADA:

HUDON, HEBERT & CO.

MONTREAL LIMITED

The Most Liberally Managed Firm in Canada

For Spring Cleaning

We recommend the goods of the

United Alkali Company

London, - England

WAREHOUSE AND FACTORY AT LIVERPOOL

Greenbank Lye, (Solid) 1 lb.
Red Heart Lye, (Powder) ½ lb., 1 lb. and 10 lb. boxes
Caustic Potash, 20 lb. boxes.
Chloride of Lime, (the best disinfectant)
boxes ¼ lb., ½ lb., 1 lb. and 25 lbs.

These goods are put up in hermetically sealed tin boxes.

The Purest Powder
The Strongest Powder
The Best Powder

For sale by all Grocers, Druggists and Hardwaremen.

SAMPLES AND PRICES FURNISHED WITH PLEASURE.

THE LARGEST MANUFACTURERS

L. CHAPUT, FILS & CIE

IMPORTERS MONTREAL DISTRIBUTORS

ESTABLISHED 1842

H.P. SAUCE

—good for Customers—good for You!!

H.P. Sauce is such capital value and we spare no pains to acquaint the public with this fact.

It is in big and constantly growing demand.

And offers you a generous profit—That's why it is certainly

THE SAUCE FOR YOU

W. G. Patrick & Co., Toronto and Montreal. R. B. Seaton & Co., Halifax, N.S.
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Kelly, Douglas & Co., Ltd. Vancouver, B.C.

MIDLAND VINEGAR CO., Ltd. **BIRMINGHAM AND LONDON, ENG.**





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Bonded Vinegar and Pickle Manufacturers

Products sold throughout Canada



PURE SPICES

In these days of adulterated spices you run every risk when buying unless you stock a brand known and recognized as

ABSOLUTELY PURE

PEERLESS BRAND

Spices have stood the test for 68 years.

PACKERS ALSO OF

"Gold Standard" Java and Mocha Coffees

Your Mail Order will Receive Special Attention

W. H. SCHWARTZ & SONS

HALIFAX, N.S.

THE FRUIT OUTLOOK.

Shortage Expected in Pears—Good Prospects for Other Fruits.

White & Co., Toronto, have received the following information from the California Fruit Distributors regarding the prospects for the California fruit crops dated May 11th :

CHERRIES—The first carload of cherries was shipped from California on Saturday the 8th instant and was followed by the second car yesterday. Cherries are improving in quality and the last car was of good average quality. We expect a material improvement in this fruit from this time on. The movement of cherries will be about normal. The crop is not a heavy one in the earlier districts but it promises to be much better in the later districts. The weather has been warm and pleasant and should it continue the same we expect that the season will be as early on other fruits as last year.

APRICOTS—There has been no change in the condition of this fruit since our last letter. The fruit is going to be of very good size and will be clean and of good shipping quality.

PLUMS AND PRUNES—The plum crop will not be as heavy as last year but as the fruit promises to be of very good size we expect shipments will approximate perhaps 75 per cent. of those of last year. This will be true of nearly all kinds. While there will be a scarcity of some special varieties the general average of the most desirable shipping sorts will closely approximate the figures given. Some small shipments of plums will probably be made during the next two weeks.

PEACHES—There is a very good crop of all shipping varieties from the earliest up to Salways, which variety will probably be considerably shorter than last year. It is expected that peaches will begin moving out in a limited way in about ten days. The condition of the crop is very good and we expect to ship as fine fruit of this variety as has ever gone out of the State. There will be no difficulty in supplying the demands of all markets for this popular fruit.

BARTLETT PEARS—Of this fruit the crop will not be nearly as large as last season when it was unusually heavy. The fruit will be large and clean, there being no developmeot of fungus or scab up to the present time.

GRAPES—The grape crop continues in the same promising condition as at our last writing. The vines are now beginning to bloom and there is every promise of an abundant crop. This is true of all shipping varieties. In the Vacaville section the crop will undoubtedly be considerably larger than last year and we expect that this condition will be duplicated in the later districts.

Mixed carloads of peaches, plums and apricots will go forward toward the last of the month and beginning with the first of June we expect to have a free movement of these varieties ample to supply the market as in previous years.

The season is so far advanced that we do not believe it possible that any material change will be made in the outlook. We, therefore, feel that we are justified in looking forward to a very prosperous season which should prove profitable alike to the California grower and the eastern dealer as well.

THE LAW OF OBEDIENCE.

By Elbert Hubbard.

The first item in the common-sense creed is Obedience.

Do your work with a whole heart! Revolt is sometimes necessary, but the man who mixes revolt and obedience is doomed to disappoint himself and everybody with whom he has any dealing. To flavor work with protest is to fail absolutely.

When you revolt, why, revolt—climb, get out, hike, defy—tell everybody and everything to go to limbo! That disposes of the case. You thus separate yourself entirely from those you have served—no one misunderstands you—you have declared yourself.

But to pretend to obey, and yet carry in your heart the spirit of revolt, is to do half-hearted and slip-shod work.

If revolt and obedience are equal your engine will stop on the centre and you benefit nobody, not even yourself.

The spirit of Obedience is the controlling impulse of the receptive mind and the hospitable heart.

There are boats that mind the helm and boats that don't. Those that don't, get holes knocked in them sooner or later.

To keep off the rocks obey the rudder.

Obedience is not to lavishly obey this man, nor that, but it is that cheerful mental condition which responds to the necessity of the case, and does the thing.

Obedience to the institution—loyalty! The man who has not learned to obey has trouble ahead of him every step of the way—the world has it in for him because he has it in for the world.

The man who does not know how to receive orders is not fit to issue them. but he who knows how to execute orders is preparing the way to give them, and better still—to have them obeyed.

Jos. Lebarge and Tyne Bros., general merchants, Chelmsford, Ont., were burnt out recently.

SPECIALIZE ON

TEAS and COFFEES

Every successful grocer must be a tea and coffee specialist these days.
There is money in teas, coffees and spices if you know how to buy and where to buy right. It cost

FIVE THOUSAND DOLLARS

to send the editor of The Tea and Coffee Trade Journal around the world, to visit all the principal tea, coffee and spice producing countries. It will cost you

$1.25 A YEAR

to get the benefits of this trip and much other valuable information on teas, coffees and spices, to say nothing of the helpful departments devoted to "System in the Tea and Coffee Business," "Store Management and Window Dressing," "Profitable Advertising" and "Premiums and Novelties."

This is the only paper published anywhere on the round earth that specializes on teas, coffees and spices. Some of its enthusiastic subscribers have called it "The little schoolmaster of the trade." Its keynote is service.

The Subscription is $1.25
a year, postage prepaid

The Tea and Coffee Trade Journal
91-93 Wall Street, New York

BASKETS

You can make money as well as oblige your customers if you handle our

Butcher Baskets,
Clothes Baskets,
Grain and Root Baskets
and Patent Strawboard
Berry Box.

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

The Oakville Basket Co.,
OAKVILLE, ONT.

THE PEOPLE OF
JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON
"GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax



Premiums

couldn't make a poor soap good, nor make Fels-Naptha any better, so we never used them. Fels-Naptha soap stands on its merit as a soap, and the only premium that goes with it is "satisfaction." Keep it well stocked.

A. Boake, Roberts & Co., Limited

STRATFORD

LONDON - - ENGLAND

For:—

Vinegar and Sauce Coloring

Essential Oils Essences Oil Lemon

Acid Phosphate & Phosphate Lime Precip.

Harmless Colorings

Herbs, Roots, etc.

CANADIAN AGENTS:—

Andrews, Gillespie & Co.

CORISTINE BLDG.
MONTREAL

Room 32, No. 8 Colborne St, Toronto.



Ridgways TEA

is without a peer in the Canadian market.

No tea is more extensively advertised or better known.

Good tea is a magnet which always draws trade.

Ridgway's Tea will be a trade winner for your store.

CANADIAN OFFICE, VANCOUVER, B.C.

Agents—Richards & Brown, 314 Ross Avenue, Winnipeg, Man.

LET US COLLECT YOUR OVERDUE ACCOUNTS

During the year we've been in business we've collected a heap of money for our clients Send us your slow collections; and we'll make your slow-paying customers hustle to pay-up.

Send Them in To-day!

The Beardwood Agency

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WM. BERRY LTD.

MANCHESTER and LONDON, ENG.

Wax-Waterproof Shoe Polishes

Dominion Agent

SIDNEY LEAR, 77 York St., TORONTO



It dries them up **Common Sense** *KILLS* { *Roaches and Bed-Bugs* / *Rats and Mice*

All Dealers and 381 Queen St. W., Toronto, Ont.

Dealers find Common Sense a very good seller, for the reason that it gives general satisfaction and each customer tells others about same. Write for prices.

ESTABLISHED 1849

BRADSTREET'S

Capital and Surplus, $1,500.000

Offices Throughout the Civilized World

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claims as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale jobbiug and mauufacturiug coucerns, and by responsible and worthy fiuancial, fiduciary and busine s corporatious. Specific terms may be obtained by addressing the Company at any ts offices.

Correspondence Invited.

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TORONTO, ONT.
VANCOUVER, B.C.

—OFFICES IN CANADA—

THOS. IRVING, General Manager
Western Canada, Toronto

Classified Advertising

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

Yearly Contract Rates.

100 words each insertion,		1 year.....	$30 00
"	"	6 months...	17 00
"	"	3 months...	10 00
50	"	1 year.....	17 00
"	"	6 months...	10 00
25	"	1 year.....	10 00

PERIODICALS.

ADVERTISING writers and business men interested in good printing should subscribe to Canada's only printing trade paper, THE PRINTER AND PUBLISHER. Subscription price $2 per annum. Address, 10 Front Street East, Toronto.

CANADIAN MACHINERY AND MANUFACTURING NEWS, $1 per year. Every manufacturer using power should receive this publication regularly, and also see that it is placed in the hands of his engineer or superintendent. Every issue is full of practical articles, well calculated to suggest economies in the operation of a plant. Condensed advertisements for "Machinery Wanted" inserted free for subscribers to the GROCER. "Machinery for Sale" advertisements one cent per word each insertion. Sample copy on request. CANADIAN MACHINERY, 10 Front St. East, Toronto.

COMPLETE information on books, stationery, fancy goods, music, photo supplies and kindred lines is given each month in THE BOOKSELLER AND STATIONER, of Canada. Subscription price $1.00 per annum. Address, 10 Front Street East, Toronto.

THE BUSY MAN'S MAGAZINE is the most popular periodical of its kind. Why? Because each issue contains a strong list of original articles of interest to every Canadian. It also reproduces the most timely, instructive and interesting articles appearing in the other magazines and periodicals of the month. The cream of the world's periodical press is too valuable to overlook. BUSY MAN'S is on sale a. all news-stands. Better still, send $2 for one year's subscription. Mail it to-day. THE BUSY MAN'S MAGAZINE, Toronto.

THE market reports make HARDWARE AND METAL a necessity to every hardware merchant, paint and oil dealer in Canada. It is mailed every Friday. Subscription price is $2 per year. Address HARDWARE AND METAL, Montreal, Toronto or Winnipeg.

SITUATION VACANT.

WANTED—Grocery clerk to take charge of advertising, window trimming and showcard writing. Only first class man need apply. State age, experience and salary. W. Dowling & Co., 730 Rosser Ave., Brandon, Man. (21p)

AGENCIES WANTED.

AUG. DUBRU, Rotterdam, Holland, dried fruit commission agent, wants relations with first-class packers and shippers of Canadian dried apples and other dried fruits. (26p)

WANTED—A first class grocer, married man preferred, one who is able to dress windows to perfection. Must be first class. Apply McCammon, Moose Jaw, Sask. (22)

ADDING MACHINE.

ELLIOTT-FISHER Standard Writing-Adding Machines makes toil easier. Elliott-Fisher Limited, 513, 83 Craig St, W., Montreal and 129 Bay St., Toronto.

COUNTER CHECK BOOKS.

OUR NEW MODEL is the handiest for the grocer, operated instantly, never gets out of order. Send for complete sample and prices. The Ontario Office Specialties Co., Toronto.

FOR SALE.

CASH REGISTER, high grade, nickel plated: registers one cent to twenty dollars. Perfect condition guaranteed; half price, $55. The R. V. Smith Co., Orillia, Ont. (24p)

FOR SALE—Grocery, bakery and ice cream business in live town, good fixtures, modern rent. Good stand for live man. Ill health cause for selling. Box 311, CANADIAN GROCER. (22p)

FOR SALE—Grocery business in the town of North Bay. Good clean stock and well established trade. Would consider partnership with responsible party who would invest about three thousand and take management of the business. Address Box 308, CANADIAN GROCER, Toronto. [21]

IN TRURO, Nova Scotia, a double store 58 x 65 feet, four stories. Lot large, with plenty of room for extension. One store fitted as up-to-date grocery; the other as wholesale gents' furnishings, hats, caps, etc. Also suitable for wholesale dry goods departmental store, or for manufacturing purposes. Building fitted with steam heating, elevators, plumbing, etc. Price about two-thirds actual cost. Grocery business of long standing and in healthy condition, could be sold with property if desired. For further particulars apply to P. O. Box 326, Truro, N.S. (24p)

TORONTO GROCERY FOR SALE—Owner of old established corner grocery is retiring. Would sell stock and building. First class location. Apply Box 310, CANADIAN GROCER. (22p)

BOOKS FOR THE GROCER.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include special sales, getting holiday business, co-operative advertising, money-making ideas, contests, etc. Price, $2.50 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

TEA BLENDING as a fine art, by J. M. Walsh. This work is especially designed for the use and instruction of those engaged in the tea and grocery business, containing formulae for the scientific and judicious combination of the different varieties and grades of tea. Price, $2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

THE GROCERS' MANUAL—New edition, enlarged and illustrated, 1188 pages. All about Groceries, Provisions, Fruits, Spices, Drysalteries, and Chandlery, their sources, varieties, manufacture, adulteration, &c. Specimen pages free. W. Clowes & Sons, Ltd., 23 Cockspur St., London, S.W.

WANTED.

WANTED in every town and village, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine. Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

MISCELLANEOUS.

A MARKET OF BUYERS, backed up by money to spend, is open to you in the Busy Man's Magazine. Every territory in Canada is represented. If you have something to sell, something you want to buy, a condensed advertisement in the Busy Man's Magazine will put you in touch with the classes you want to reach. Four cents per word will carry your message from Atlantic to Pacific. Send copy of your advertisement along with order to cover cost of insertion. Your announcement will appear under a special heading. Busy Man's Magazine, Montreal, Toronto, Winnipeg.

AUSTRALIA CANADIAN MANUFACTURERS and Exporters—An experienced Canadian salesman of exceptional ability, about to locate in the commercial centre of Australia, will handle and introduce manufacturers' and exporters' products on their own terms. What have you to offer? Address Salesman, care CANADIAN GROCER, Toronto. (12p)

GOOD ADVERTISING will sell more groceries. Attractive layouts, coupled with order-pulling copy, is what you absolutely require. If you want more business, send me a dollar bill and data for two ads. F. Homer Moore, Adv. Expert, Little Britain, Ont. (21p)

HIGH CLASS COLOR WORK—Commercial stationery, posters. The Hough Lithographing Co., Limited. Office, No. 3 Jarvis St., Toronto. Telephone, Main 1576. Art, good workmanship, business methods.

IF YOU are looking for a side line to add to your business, there is none better than COLUMBIA GRAPHOPHONES. Double Disc Records (which means two records for a single price) and Indestructible Records (that will not break or wear out no matter how much you abuse them). The Columbia Phonograph Company is the only firm that manufactures both Disc and Cylinder Machines and Records, therefore, a Columbia dealer has the advantage over all others, as he can furnish his customers with what they want while his competitor has to sell them what he has or lose the sale, which he generally does where there is a Columbia dealer. Are Columbia goods sold in your town? If not, why not? Do you want the exclusive agency? (remember exclusive). You had better write to-day or some one else in your town will read this advertisement and beat you to it. A postal will bring catalogues and full information free. Write to-day. Do it now. TORONTO PHONOGRAPH CO., Limited, Exclusive Columbia Jobbers, 40 Melinda St., Toronto, Canada.

KEEP AN ACCURATE ACCOUNT of your employes' time. The Bundy Autograph Time Recorder is the ideal Time Recorder for retail merchants. It is the only machine where one employe cannot register for another, as each employe signs his name and the employer knows the signatures of his men. Whether you employ a few or hundreds of hands, we can supply you with a machine suited to your requirements. Write for illustrated catalog. International Time Recording Co. of Canada, Limited. Office and Factory, 9 Alice Street, Toronto.

$60,000,000.00—Shrewd merchants all over the world have paid $60,000,000.00 for 650,000 National Cash Registers. They've saved more than that. The National Cash Register Co., F. E. Muton, Canadian Manager, corner Yonge St. and Wilton Ave., Toronto, Ont.

NOTICE—Users of Pitner Gasoline Lamps are warned against being induced to purchase parts of other makes of lamps to be used on the Pitner. The most vital part of any lamp is its generator, and the Pitner generator has been granted a patent in Canada, the United States and other countries, on the principle of its improved method of generating gasoline vapour. Supplies and parts for the Pitner Lamps can be received by return mail by applying to our representatives or direct to the Pitner Lighting Co., Limited 36-38 Lombard St., Toronto, Ont.

SPANISH, Portuguese correspondence, also Italian, by young gentleman. Could open up new business. Few hours daily or weekly. Fluent in French and English. Box 69, CANADIAN GROCER, Montreal. (21p)

THE WALES VISIBLE ADDING AND LISTING MACHINE is superior to any other machine for these reasons, among others:—Visible Printing, Flexible Keyboard, Column Space Bar, Automatic Clear Signal, Adjustment for Carbon Copies, Eliminating Keys, enabling the operator by the mere pressure of a key to add without listing or list without adding. 30 days free trial to responsible people. Write us for free illustrated catalogue. Adder Machine Company, Wilkesbarre, Pa.

YOUR CHEQUE CAN'T BE RAISED to any amount above that which you intend it to cover if you use the PROTECTOGRAPH. This device stamps a line such as "Not over ten dollars, $10," with acid proof, indelible ink which penetrates right through the fibre of the paper. This device is being used by 90% of the Banks of Canada and the United States, as well as the treasuries of both countries. Write for full particulars and price. W. E. Parker & Co., Sole Canadian Agents, 37 Yonge Arcade, Toronto, Ontario. [28

EXPORT TRADE DEPARTMENT.

Messrs. Gordon, McDonald & Co., 6-7 Cross Lane, East, cheap, London, invites correspondence, either from Exporters of Canadian produce or Importers of general groceries. From their long experience in Glasgow, Liverpool, and London, they have a wide and comprehensive knowledge of both trades on every side. All goods imported paid cash against documents. References to Montreal firms with whom we have done business for many years. Cable address, "Donable." Codes—"A B C," fifth edition, Riverside and Adams.

DAVID SCOTT & CO.

Established 1878. 10 North John St.
LIVERPOOL, ENGLAND.

Splendid connections and references. Try us with a shipment of CANNED GOODS.

T. A.—Scottish, Liverpool.

Free Trip to "Toronto National Exhibition"

and Return, with Six Admission Tickets thrown in for Good Measure.

To anyone, living in Canada, who sends us new, full-year, paid-in-advance subscriptions as per schedule below, will be furnished Free First-Class Railway, or Steamship, Transportation (as preferred) to Toronto and Return, over any Canadian Railway, or Steam oat Line, together with Six Regular Admission Tickets to the Toronto National Exhibition this fall. Tickets good during the Exhibition, subject to the regulations of the transportation company issuing them.

Begin now, and see how easy it is to earn this outing. Subscriptions may be sent in any time before July 15th next, but not later, as the remaining time before the fair is required to complete arrangements for traveling accommodation for those who respond to this offer.

There is no competition, or other element of chance or risk about this offer. The distance you reside from Toronto regulates the number of subscriptions you must send. When you have sent that number you may rest assured that our undertaking will be carried out to the letter. The regular railway time-tables will be used to determine the distance, which is to be calculated by the shortest passenger route. By consulting your railway time-table you will get this information, or we will supply it. Should you fail to secure the full number of subscriptions required, proper remuneration will be made by sending you, in lieu of the tickets, their pro rata equivalent in cash.

Notify us early of your intention to accept this offer; for convenience you may use the form below. This offer is open to ANYONE, whether a subscriber or not.

THE BUSY MAN'S MAGAZINE,
10 Front St. East.
Toronto, Ont.

Gentlemen:

I hereby accept your offer of "Free, First-Class Transportation to the Toronto National Exhibition and Return; together with Six Regular Admission Tickets to the Fair-Grounds," in consideration of which I will undertake to send you the number of new, full-year, paid-in-advance subscriptions to The Busy Man's Magazine, indicated by my X, on the schedule below. I reside no further from the city of Toronto than is indicated in the schedule opposite my X.

Miles from Toronto.		Number of subs.	Mark X
25 to	50	3	
51	100	5	
101	150	7	
151	200	9	
201	250	11	
251	300	13	
301	350	15	
351	400	17	
401	450	19	
451	500	21	
501	600	23	
601	700	25	
701	800	28	
801	900	31	
901	1000	34	
1001	1100	37	
1101	1200	40	
1201	1300	43	
1301	1400	47	
1401	1500	50	
1501	1600	53	
1601	1700	56	
1701	1800	59	
1801	1900	63	
1901	2000	66	
2001	2250	72	
2251	2500	80	
2501	2750	89	
2751	3 00	97	

*Name*_____

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Write plainly; this will insure immediate acknowledgment of your communications and safe and prompt delivery of your tickets.

Saving the Grocers' Perishable Goods

What Refrigeration is and What the Refrigerator Has Done For Merchants—Its Development From the Hole in the Cellar to a Handsome and Modern Piece of Store Furniture—The Effect of Refrigeration and Cold Storage on the Exports of Canada.

What is refrigeration?

Refrigeration is the operation of cooling substances by artificial means. Natural ice forms the greatest source of refrigeration and with the present mode of life existing ice and the refrigerator have become domestic and commercial necessities.

Yet the extended use of ice in various fields is of comparatively recent origin. Nero had constructed ice houses in ancient Rome, and ice houses for storing the natural ice have been used for ages past, but the refrigerator, and particularly as it now is presented from the factory, is a construction of modern minds. Refrigerator cars that speed across the continent bearing foodstuffs for man from foreign climes are even of more recent origin. But the work is ever progressing along the lines of art and science and evolution brings about the inevitable changes.

Not many years ago the refrigerator was unknown to the grocer. To-day it is indispensable to the merchant who professes to deal in perishable goods. The evolution of the modern refrigerator is intresting. We often read of the merchants of olden times keeping goods in a hole dug in the darkest corner of the cellar. Wines and liquors, butter and meats, were stored there to protect them from the destroying influence of the summer heat.

The Old-Fashioned Bucket.

In later years came the pail or tub of water replenished every little while, and this evolved itself into the ice water. Next we saw the box roughly molded by the inexperienced hand of the grocery man, which held a block of ice an hour or two. It was, however, the foundation for the present handsomely-finished modern refrigerator, with its up-to-date apparatus employed to reduce the temperature of perishable goods.

Even at the present time the mistake is made by grocers in having their carpenter fashion them a refrigerator. When they decide to secure one, it is always desirable to get what they consider the best, taking, of course, the cost into consideration.

A Lesson Learned.

"I made the mistake in having my local carpenter build me a refrigerator, thinking that by doing so I was saving money, but soon found my mistake," were the remarks made the other day by a grocer. He was disgusted with the sweating of the sides and the tainting of the goods he wanted to preserve.

Refrigerators are now so constructed that they form handsome pieces of furniture in the stores. While it might be better to have them hidden from view—which is not always possible—they do not detract from the appearance of the store interior. They have come to stay in the grocery store and now are used by the majority of up-to-date members of the trade, who aim at supplying the various wants of their customers in the best possible manner.

The refrigerator is to the grocer what the secluded ivy-covered milk-house is to the farmer's wife. The latter presents to her the best means of keeping tasty and fresh the fruit, cream and pastry of which the farmer is so fond during the warm weather.

Brought Home to the Butchers.

Frequently butchers console themselves with the idea that a home-made ice box or refrigerator saves them money, but this apparent saving is really a loss. In a refrigerator that is not properly and scientifically constructed the meat soon becomes clammy and spoiled and there is a direct loss. There is an even greater loss from the fact that meat so kept does not please the customers, and they naturally go elsewhere for their supplies.

The importance of the store refrigerator to the merchant is just as great as is the cold storage and car refrigerating systems to the exporters of perishable goods from any country. The introduction of the latter has been an untold benefit to trade.

Becomes a World Problem.

The transportation and preservation of perishable produce has become one of the most serious problems which can engage the attention of engineers and others interested in the efficacious and rapid dispatch of foodstuffs from one part of the world to the other. Statistics and statements from high authorities go to show that the transport and preservation of perishable produce is an enormous and growing business, and likely in the future to be one of the most important in the world.

In the annual report of the British Board of Agriculture the following reference to the dead meat imports into the United Kingdom is made: "To the development of this trade the resources of science and the ingenuity of inventors have greatly contributed, and the capital employed in it is now very great. It appears highly probable that the dead meat trade will continue in the future to increase year by year with the ever-growing requirements of our population, while the oversea transit of live animals may be expected to diminish and eventually to disappear as a relic of an age of imperfect economic development."

In spite of the careful fostering of home industries intended to provide the food supply of the United Kingdom, the imports of provisions are regularly increasing. Instead of drawing on near-by countries, the English people are looking more and more to their colonies in distant parts of the world for these supplies. This is made possible by the present methods of refrigeration.

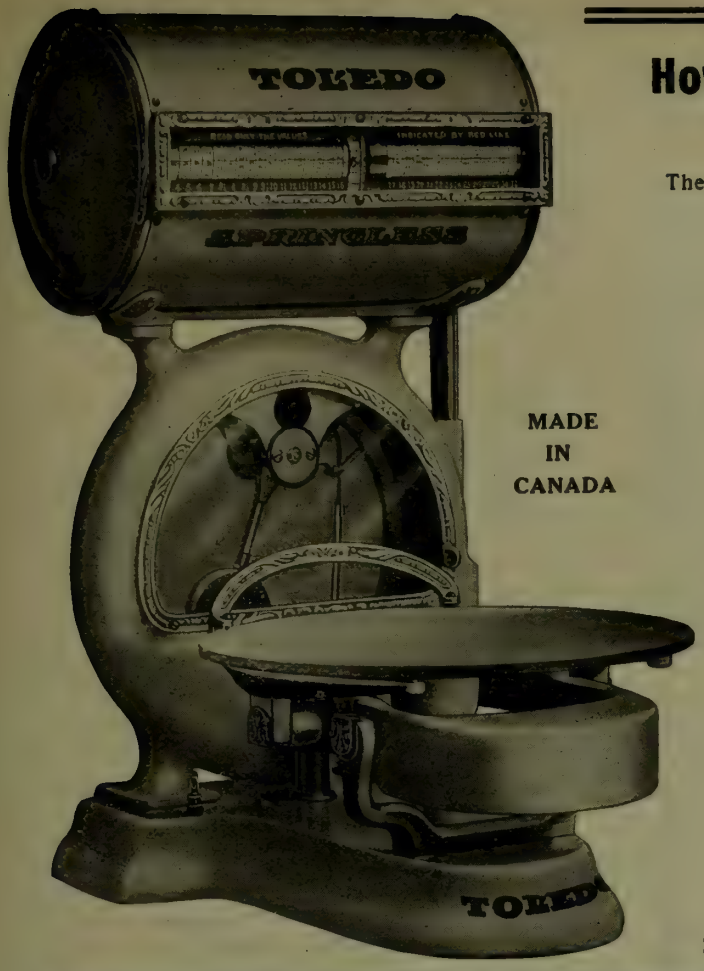
Benefit to British Colonies.

There are 358 ships engaged in the trade of the United Kingdom that are fitted in part or throughout with a total refrigerating capacity of 36,266,000 cubic feet. Of this number, 71 ships, with a capacity of 3,341,000 cubic feet for perishable produce, bring supplies from the United States; from Australia and New Zealand, 92 ships, with 15,514,000 cubic feet cold storage capacity, bring chiefly beef, mutton, and butter; from Canada come 47 ships, with 1,829,000 cubic feet capacity, chiefly with meats and dairy products. The ships coming from South America carrying refrigerated cargoes have a capacity for this class of goods of 7,611,000 cubic feet.

The port of London is at the head of the list in the number of vessels and their carrying capacity. and takes most of the Australian and New Zealand cargoes, while Liverpool is second and takes most of the North and South American cargoes. However, the shorter trips of the Liverpool steamers bring the yearly sailing and capacity as high or higher than those of London.

Cold Storage in Seaports.

As the large quantities of foodstuffs arriving in England cannot be distributed direct to consumers. cold storage warehouses have increased at the various seaports, in large centres of population



MADE IN CANADA

How a Well-Known Encyclopedia Roasts Spring Scales

The New International Encyclopedia, Vol. 16, Page 109, says:

"THE FORCE OF THE SPRING VARIES WITH THE TEMPERATURE, WHICH ALTERS THE LENGTH AND ELASTICITY OF THE WIRE AND RENDERS IMPOSSIBLE PRECISE MEASUREMENTS."

Thus one of the world's greatest authorities has investigated and found unreliable all spring scales. Can you afford, therefore, to use a spring scale which is generally known as an unreliable weighing machine, a scale so unreliable as to make the weighing of your goods (your money) guesswork?

The Toledo "Springless" Automatic Scale

is always exact and accurate. It has no springs. The Toledo is the only Automatic Springless Cylinder Computing Scale in the world, and the most durable and reliable weighing machine.

NOTE:—We invite comparative demonstrations, in your store with any other scale on the market.

Toledo Computing Scale Co., 335 Yonge St., TORONTO, ONT.

MAKERS OF HONEST SCALES

Offices:

MONTREAL, Q., Cor. St. Gabriel and Notre Dame Sts.
CALGARY, Alta., Herald Block.
VANCOUVER, B.C., 524 Leymus St.
EDMONTON, Alta., 620 First St



ANOTHER GUARANTEE OF FAIR DEALING

This store has installed the Springless Toledo Scales, which guarantees honest weight to all.

and at the principal distributing markets.

A few fact and figures analagous to and resulting from refrigeration will not here be amiss.

The value of butter imports into the United Kingdom increased from $38,920,417 in 1887 to $108,951,120 in 1907. In meats the value increased from $188,160,046 in 1903 to $202,651,818 in 1907. The average annual value of imported fruits, apples, apricots, peaches, oranges, pears, plums, lemons and bananas for five years into Great Britain from 1900 to 1904, was $38,086,016, while for the imports of 1907 the value was $45,257,228,

There is and has been for the past few years a great activity displayed by the British colonies to encourage the export of dairy products. In Canada, factories are encouraged and assisted to instal small refrigerating plants so that the manufacture of the article may be carried out under the best conditions, and such produce can be delivered to the railways in a cool and firm condition. The railroad companies are paid a small subsidy under an agreement to provide an adequate number of properly iced cars, and to run these on scheduled time.

Used on the Steamboats.

Steamship companies are encouraged to provide cold storage and air-cooled space, and inspectors are employed to see that the produce is properly attended to, and that the transit arrangements receive the necessary attention. It is contended that by virtue of this complete cold storage chain and the elimination of all factors likely to injure the quality of the marketed article that the Canadians have secured a large portion of the dairy produce trade. The New Zealand Government, too, has taken charge of the dairy produce exports and is insisting on everything from the cattle to the ship being in proper order. While the Australian States are not so far advanced. they are moving on the same lines.

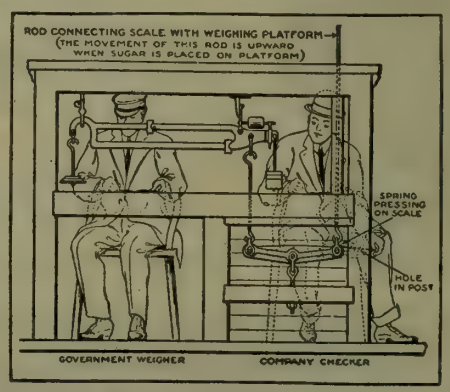
Thus it will be seen that the principle of the refrigerator is being worked out to wonderful success, not only in the retail store, but in the store house and in the rapidly-moving ocean steamships and railway cars.

DEFRAUDING THE GOVERNMENT.

Method By Which American Sugar Refining Co. Made Millions By Unlawful Practices.

A few weeks ago the case against the American Sugar Refining Company of New York, ended with the huge fine of $2,269,897 imposed upon that company. This amount goes to the Government authorities in lieu of the fraudulent practices in weighing by which the sugar company made large profits. The state is likely to prosecute the individuals who have been responsible for the perpetration of these frauds.

Writing in the Outlook of May 1st, Harold Howland explains how these remarkable frauds were achieved. He says in part: "As the sugar comes over the side of the ship it is weighed by the customs officers, and to that end there are seventeen big Fairbanks scales placed at intervals along the docks. Each scale has a platform eight or ten feet square, its surface flush with the surface of the dock, like the scales that you have seen so often outside a coal-dealer's or a feed-store. The brass bar of the scale, where the weight is read, is within a little house fronted with glass, so that the weigher can see the platform and what is on it as he adjusts the poise.



Drawing Showing How The U.S. Government Was Defrauded Out Of Millions By Incorrect Sugar Weights.

These scales, it should be remembered, belong to the company, and its representatives keep the keys of the scale-houses, and are supposed to lock them every night.

"A few weeks ago I stood upon the platform of one of these scales, looking through the glass side of the scale-house. Behind the registering-bar, facing me, two men sat, each with a small blank-book on the ledge before him. The man on my left pushed the poise along the beam till it balanced, and read off my weight, '170 pounds.' Both men recorded the figures in their books. Then the other man leaned over to the left and dropt his hand into the dark corner under the ledge. Once more the weigher adjusted the poise—but now the beam balanced at 162 pounds. In two minutes I had, without knowing how, been robbed of 8 pounds of weight. . . .

"Stepping from the scale platform, I went around into the scale house. Taking the seat in the corner, I ran my hand down where my companion's had been a moment before. As I sat where a company checker had sat every day for years, just by my left knee was a thick post supporting one end of the shelf beneath the scale bar. Under the shelf was a system of levers and joints which formed the connection between the registering-beam and the rod leading to the platform outside. Between the post and the end wall of the scale-house was a space perhaps a foot wide, as dark as a pocket. Running my hand down the post, I touched a thin strip of iron protruding from the post, its outer end bent into a ring. The strip worked loosely in a hole in the post, and as I pushed it through, its inner end ran over a joint of the scale mechanism. It was easy to see how the spring of the steel would exert force upon the levers and make the registering-beam drop.

"'We've found,' said my companion, 'that a pressure of one ounce just at that point is good for a loss of forty-eight ounces on the platform outside. You see now where those eight pounds went that you lost so miraculously,'."

This little masquerade, in which Mr. Howland represented a truck bearing bags of raw sugar, tells the whole story. The man on his left impersonated the Government weigher, while the man on his. right represented the company's checker. The other sixteen scales on the docks were similarly equipped with pierced posts, the holes in some cases being more worn than in others."

Korkill & Scott, general merchants, Dominion City. Man., are succeeded by H. Wellband.

Clerks who never "stir their stumps" are not desirable business building timber.

Clerks who are diligent in business are serving their own as well as their employer's interest.

Vinegar is all right in the barrel but it is a bad place to have it in the merchant's countenance.

SPRAGUE
CANNING MACHINERY CO.,
CHICAGO, ILL., U.S.A.

Buyers or Sellers
Communicate with the leading firm in
Butter, Cheese, Eggs, Pork, Hams and Bacon
IT WILL PAY YOU
EMOND & COTE
22 St. Peter Street, Quebec

Too Big for the Old Place

Our business has grown so during the past few years that we are forced to seek larger quarters.

On May 1 we moved to our large, new premises

41 to 47 Clarence St.

where we will have

20,000 Square Feet of Floor Space

for our stock of high class groceries. We will be better able then than ever to look after our customers' wants.

Good goods, prompt deliveries and square treatment have given us the reputation of being the **MOST RELIABLE** house in the Ottawa Valley.

Order through our salesmen
Or by Phones 3 and 2324

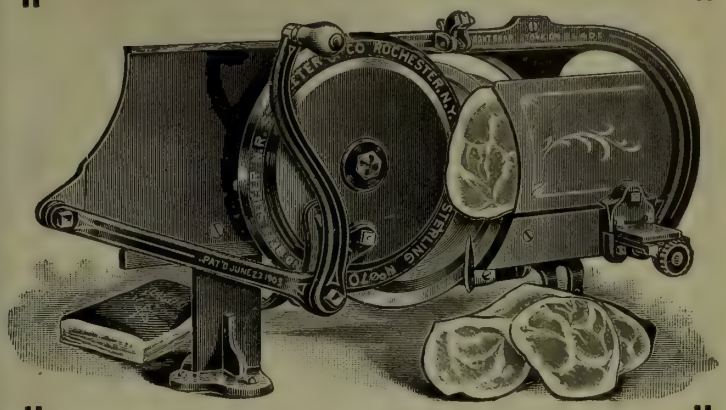
Provost & Allard

Wholesale Grocers
and Importers

Wholesale distributors for Salada Tea

OTTAWA - - ONTARIO

THE STERLING SLICER



SLICES PERFECTLY

COOKED HAM, BACON

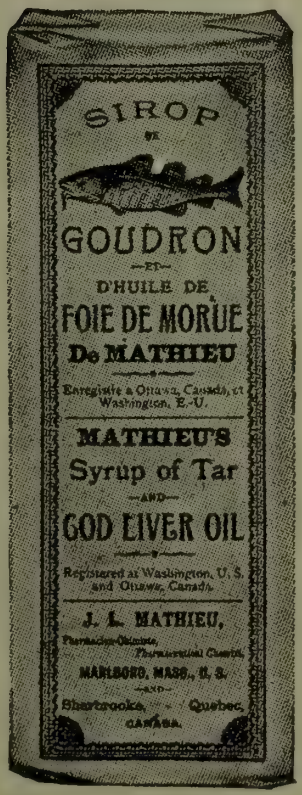
and all boneless meats

The only machine that cuts the ends. Over 500 sold in Canada last year. Every grocer and butcher should have one. The price is low. Sold on monthly payments,

Write us for illustrated booklet of testimonials.

HOWARD BROS.

Canadian Agents **Brantford, Canada**



WHY YOU SHOULD SELL

MATHIEU'S SYRUP

of Tar and Cod Liver Oil

REASON NO. 2

It gives you a decent margin of profit. This profit is all profit. There is nothing to be subtracted from it at the end of the season. No bad or unsalable stock. No time and trouble spent in persuading people to have it. Mathieu's Syrup sells all the year round. It is always on the move from off your shelves into your customer's hands.

Mathieu's Nervine Powder is another good Seller. Both are necessities in your business.

MAIL THAT ORDER TO-DAY

J. L. MATHIEU CO., Props.,
SHERBROOKE, P.Q.

Sold by wholesale trade everywhere
Distributors for Western Canada:

Foley Bros., Larson & Co., Wholesale Grocers and Confectioners, Winnipeg, Edmonton, Vancouver.

L. Chaput, Fils & Cie., Wholesale Depot, Montreal

A Great Educational Force in Business

BY A. B. LEVER

EDUCATION is necessary before anything can be accomplished. The only difference is one of degree.

Even the hog has to undergo a little education before he can accomplish what nature has designed him to accomplish.

Most of this he gets by example, but it is education, just the same.

Education is necessary in business, and the most important kind is not that which is obtained at universities.

A man might attend a university till doomsday and still not be a master of business affairs.

Factories may make, or a certain warehouse may have in stock, the best kind of goods in its class in the world and yet the business men to whom they desire to sell may be in total ignorance of the fact.

If they have travelers some educational work can be done through them, but, necessary as travelers are, they can only do the work of a traveler.

The greatest educational force in business is publicity, and the greatest factor which manufacturers or wholesalers can employ in giving publicity to their wares or to the character of their house is the trade newspaper.

A good advertisement in a good trade newspaper touches the right spot because the trade newspaper goes direct to the spot the wholesaler or manufacturer desires to touch, and where it touches it educates.

Every reader of the specialized trade newspaper is a possible buyer. Consequently the advertisements which it carries educate the reader and thus prepare his mind for the advent of the traveler with his samples.

The trade newspaper sows the seed and the traveler comes along and reaps the crop.

SALT

Ample Stocks

Prompt Attention to Orders

Best Value

VERRET, STEWART & CO.
LIMITED
MONTREAL

Canned Fruits

The quality of

WETHEY'S LAUREL BRAND

speaks for itself.

Do not buy without consulting us.

Get our prices.

J. H. Wethey, Ltd.
ST. CATHARINES, ONT.



Delays are Dangerous

By quick shipping we avoid delays. We guarantee the quality of all goods we ship.

Empire Brand

4
Free Phones
Use them freely

SPECIALS—a lot of them.

See our travellers, or let us hear from you.

GEO. E. BRISTOL & CO.

Wholesale Grocers
Hamilton, - - - - Ontario



FRIENDS, NOT GROWLERS. RISING SUN Stove Polish in Cakes never comes back to you with growls from the housekeeper. It is always made up to the same high standard, maintained for forty years and it is always just right. That's why we have the thousands upon thousands of grocers pushing it everywhere.

Grocers don't wish to run the risk of losing a good customer by passing out an inferior stove polish, which is wrong more often than it is right.

RISING SUN makes friends for you and for us in every household where you put it.

MORSE BROS., Props. - Canton, Mass., U.S.A.

HOTEL DIRECTORY.

WINDSOR HOTEL, HAMILTON, BERMUDA

This House is pleasantly and conveniently located on the East Side of Queen Street. The rooms are bright and cheerful. Every attention paid to guests. Billiards and pool. Hot and cold water baths. A. McNICOL, Prop

TOWER HOTEL, GEORGETOWN, DEMERARA, BRITISH GUIANA.

This first-class hotel is most conveniently situated in the coolest and healthiest part of the city. Five minutes from railway station and steamer stallings, and near to all principal public buildings. Cool and lofty bedrooms. Spacious Dining and Ladies' Rooms. Billiard Room. Electric light throughout.

HALIFAX HOTEL

HALIFAX, N. S.

WINTER RESORT—QUEEN'S PARK HOTEL

PORT OF SPAIN TRINIDAD, B.W.I.

JOHN MCEWEN, Manager. For Rates, etc., apply Trinidad Shipping & Trading Co. 29 Broadway, New York.

THE GRAND UNION

The most popular hotel in

OTTAWA, ONTARIO. JAMES K. PAISLEY, Prop

VICTORIA LODGE

Mrs. J. F. SMITH, Proprietress. HAMILTON, BERMUDA

Opposite Victoria Park and Cedar Ave. Private Board $12 to $14 per week.

Open Now. Closes on May 1.

Jenkins & Hardy Assignees, Chartered Accountants, Estate and Fire Insurance Agents, 15½ Toronto St., Toronto 465 Temple Building, Montreal.

British America Assurance Company

A. D. 1833

FIRE & MARINE

Head Office, Toronto

BOARD OF DIRECTORS

Hon. Geo A. Cox, President W. R. Brock, Vice-President

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W. B. Meikle, General Manager; P. H. Sims, Secretary

CAPITAL	$1,400,000.00
ASSETS	2,162,753.85
LOSSES PAID SINCE ORGANIZATION,	29.833,820.96

WESTERN ASSURANCE COMPANY.

Incorporated 1851

FIRE AND MARINE

HEAD OFFICE—TORONTO, ONT.

Assets over - - $3,570,000
Income for 1906, over 3,609,000

HON. GEO. A. COX, President,
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FREQUENCY OF SAILINGS

Every twelfth day a Pickford and Black steamer leaves Halifax for Bermuda, The British West Indies and Demerara, and is away thirty-eight days. A delightful trip for moderate cost. Write us.

PICKFORD & BLACK
HALIFAX

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canister

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England
Agent:
JOHN FORMAN, - 644 Craig Street
MONTREAL.

Queen City Water White Oil

GIVES PERFECT LIGHT

The most economical high-grade oil ever sold in Canada.

FOR SALE EVERYWHERE

QUOTATIONS FOR PROPRIETARY ARTICLES

Baking Powder.

W. H. GILLARD & CO.

Diamond—

1 lb. tins, 3 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
6-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	15-oz.	3 50
3-doz	12-oz.	3 40
½-doz.	2½lb.	10 50
¼-doz.	5lb.	19 75



MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
2 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 80
2 "	5 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	



ROYAL BAKING POWDER

Cases.	Sizes.	Per doz.
Royal—Dime		$ 0 95
"	½ lb.	1 40
"	6 oz.	1 95
"	½ lb.	2 55
"	12 oz.	3 85
"	1 lb.	4 90
"	3 lb.	13 60
"	5 lb	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
3 lb.	13 20
5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—

1 lb. tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Baking Powder—

1-lb. tins, 3-doz. in case, per doz.	2 00
½-lb. " " "	1
¼-lb. " " "	0 8

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Gillett's Mammoth, ½ gross box	2 00

Cereals

H-O. COMPANY, ROCHESTER, N.Y.

Per case.		Per case.
Force, 36s	$4 50	Gusto, 36s $2 85
Korn-Kinks, 3⅓s	1.45	H-O. oatmeal, 24, 3 10
Presto, 36s	3.40	Buckwheat, 36s. 3.50
Pancake, 36s	3.50	Corn Starch, 36s 2.50
Tapioca, 36s	2.85	Farina, 24s 1.70
Hominy, 36s	2.50	

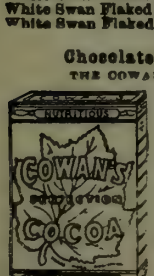


WHITE SWAN SPICES AND CEREALS LTD.

White Swan Breakfast Food, 2-doz. in case, per case, $3.00
The King's Food, 2-doz. in case, per case, $4.80
White Swan Barley Crisps, per doz., $1.
White Swan Self-rising Buckwheat Flour, per doz., $1.00.
White Swan Self-rising Pancake Flour, per doz., $1.00.
White Swan Wheat Kernels, per doz., $1.40.
White Swan Flaked Rice, per doz., $1.
White Swan Flaked Peas, per doz., $1.

Chocolates and Cocoas.

THE COWAN CO. LIMITED



Cocoa—

Perfection, 1-lb. tins, per doz.	$1 50
Perfection, ½-lb. per doz.	2 40
Perfection, ¼-lb., per doz	1 30
Perfection, 10c size	0 90
" 5-lb. tins per lb.	0 37
Solu. le, bulk, No. 1, per lb.	0 20
Soluble, bulk, No. 2, per lb.	0 18
London Pearl, per lb	0 22

Special quotations for Cocoa in bbls., kegs, etc.

Unsweetened Chocolate—	Per lb.
Plain Rock, ½'s & ¼'s, cakes, 12-lb. bxs	0 36
Perfection chocolate, 20c size, 2 dozen boxes, per dozen	1 80
Perfection Chocolate, 10c size, 2 and 4 dozen boxes, per dozen	0 90

Sweet Chocolate—

Queen's Dessert, ½'s and ¼'s, 12-lb. bxs., per lb	$0
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ½-lb., 12-lb. boxes, per lb	0 35
Parisian, 8's	0 30
Royal Navy, ½'s & ¼'s, boxes, per lb	0 30
Diamond, 7's, 12-lb. boxes, per lb	0 24
" ½'s " " "	0 25
" ¼'s " " "	0 28

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., 2-doz. in box, per dozen 0 90

Confections—	Per lb.
Milk chocolate wafers, 5-lb. boxes	0 34
Maple buds, 5-lb. boxes	0 36
Chocolate wafers, No. 1, 5-lb. boxes	0 30
Chocolate wafers, No. 2, "	0 25
Nonpareil wafers No. 1, "	0 30
Nonpare l wafers, No. 2, "	0 25
Chocolate ginger, 5-lb. boxes	0 30
Milk chocolate, 5c bundles, per box	1 35
Milk chocolate, 5c cakes, per box	1 35

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

10c. tins, 4 doz. to case, per doz.	$ .90
½ " " 4 " " "	2.40
¼ " " 2 " " "	4.75
1 " " 1 " " "	9.00

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ½, ¼ and 1-lb. tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

JOHN P. MOTT & CO.'s.

R. S. McIndoe, Agent Toronto.
Arthur M. Loucks, Ottawa.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
R. J. Bedlington & Co., Calgary, Alta.
Standard Brokerage Co., Vancouver, B.C.

Elite, 10c size (for cooking), doz	0 90
Prepared cocoa, ½'s	0 28
Prepared ⅓'s	0 28



Mott's breakfast cocoa, 10c. size	90 per dz.
" breakfast cocoa, ½'s	0 38
" " " ¼'s	0 18
" No. 1 chocolate, ½'s	0 32
" Navy " ½'s	0 29
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 24
" Plain choice chocolate liquors	0 32
" Sweet Chocolate Coatings	0 20

WALTER BAKER & CO., LIMITED. Per lb.

Premium No. 1 chocolate, ½ and ¼-lb. cakes	$0 38
Breakfast cocoas, 1-5, ½, ¼, 1 & 5-lb. tins	0 41
German Sweet chocolate, ½ and ¼-lb. cakes, 6 lb. boxes	0 28
Caracas Sweet chocolate, ½ and ¼-lb. cakes, 6-lb. boxes	0 35
Auto Sweet chocolate, 1-6 lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins	0 47
Soluble cocoa (hot or cold soda 1-lb. tins	0 38
Cracked cocoa, ½-lb. pkgs., 6-lbs. bags	0 34
Caracas tablets, 100 bundles, tied 5s, per box	3 00

The above quotations are f.o.b. Montreal

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—5c., 10c., 20 and 40c. packages packed in 15 lb. and 30 lb. cases. Per lb.

1 lb. packages	0 26
lb "	0 27
lb. "	0 28
1 and ½ lb. packages assorted	0 28½
½ and ¼ lb. " "	0 27½
¼ lb. packages assorted in 5 lb. boxes	0 28
½ lb. " "	0 29
¼ lb. " in 5, 10, 15 lb. cases	0 30

Bulk—

In 15 lb. pails and 10, 25 and 50 lb. boxes.	Pails	Tins	Bbls.
Best Shredded	0 18	....	0 14
Special Shred	0 17	....	0 15
Ribbon	0 19	....	0 17
Macaroon	0 17	....	0 15
Desiccated	0 16	....	0

White Moss in 5 and 10 lb. square tins, 21c.

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Cocoanut—

Featherstrip, pails	0 16
Shredded	0 15
In packages 2-oz., 4 oz., 8-oz., lb.	0 22

Condensed Milk.

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
"Eagle" brand (4 doz)	$8 00	$1 50
"Gold Seal" brand (4 doz)	5 00	1 25
"Challenge" brand (4 doz)	4 00	1 00
Evaporated Cream—		
"Peerless" brand evap. cream	4 70	1 20
" hotel size	4 90	2 45





TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 00
Reindeer" brand per case (4 doz.)	5 00





Coffees.

EBY, BLAIN CO. LIMITED.

Standard Coffees.

Roasted whole or ground. Packed in damp-proof bags and tins.

Club House	$0 32
Nectar	0 30
Empress	0 28
Duchess	0 6
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" " ground	0 17½
Golden Rio	0 14

Package Coffees

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, ½ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

THOS. J. LIPTON retail wholesale

Lipton's "Special" blend coffee, 1 lb. tins, ground or whole	0 40	0 30

JAMES TURNER & CO. Per lb

Mocca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

PATTERSON'S "CAMP" COFFEE ESSENCE

Agents, Rose & Laflamme, Montreal and Toronto.

5 oz. bottles, 4 doz. per doz	1 75
10 " " 4 " "	3 00
Rep. quarts, 1 " "	6 50
Imp. " 1 " "	9 00

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Blend.



1-lb. decorated tins, 32c. lb	
Mo-Ja, ½-lb. tins 30c. lb.	
Mo-Ja, 1-lb. tins 28c. lb.	
Mo-Ja, 2-lb. tins 28c. lb.	

Cafe des Epicures—1-lb. fancy glass jars, per doz., $3.60.
Cafe l'Aromatique—1-lb. amber glass jars, per doz, $4.
Presentation, with 2 tumblers, $ per doz



THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy lithographed canisters	0 30

Cheese —1

Large size jars, per doz	$8 25
Medium size jars, "	4 50
Small size jars, "	2 10
Individual size jars, per doz	1 00

Imperial holder—

Large size, doz.	18 00
Med. size "	17 00
Small size "	12 00

Roquefort—

Large size, doz.	2 40
Small size, "	1 40



Confections

THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box, "	1 35
" 10c cakes, 36 in box "	2 55
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
" No. 2, " "	0 25
Maple Buds, 5-lb. boxes, lb	0 36
Nut Milk Chocolate, ½-lb. cakes, 12-lb. box, lb	0 40

These prices are F.o b. Toronto.

MACLAREN'S IMPERIAL CHEESE CO. LTD

Imperial Peanut Butter "Bobs," the Perfect Confectionery.

Large size, cases, 25 cartons	$3.50 each
Small " " 50 "	3.60 "
Assorted, cases, 26 small, 12 large	3.55 "

Net 30 days.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Ltd. Toronto. C. O. Beauchemis & Fils. Montreal

$2, $3, $5, $10, $15 and $20.

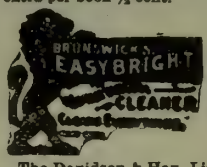
All same price one size or assorted.

UN-NUMBERED

Under 100 books	each 04
100 books and over	each 03½
500 books to 1000 books	03

For numbering cover and each coupon, extra per book ½ cent.

Cleaner.



	Per doz.
4-oz. cans	$ 0 90
8-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent
The Davidson & Hay, Limited, Toronto

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.

"Vita" Pasteurized Extract of Beef. Per case.

Bottles	1-oz.,	case of 2 doz		$3 20
"	2 "	"	1 "	3 00
"	4 "	"	1 "	4 50
"	20 "	"	½ "	4 75
"	30 "	"	½ "	9 00

THOMAS J. LIPTON

Prices on application.

Infants' Food.

Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb tins	1 25
" " 1 lb. tins	2 25

"Mephisto" and "Purity" Canned Lobsters.



Flavoring Extracts

SHIRRIFF'S

1 oz. (all flavors)	doz.	1 00
2 "	"	1 75
2½ "	"	2 00
4 "	"	3 00
5 "	"	3 75
8 "	"	5 50
16 "	"	10 00
32 "	"	18 00

Discounts on application.



Jams and Jellies.

BATGER'S WHOLE FRUIT STRAWBERRY JAM

Agents, Rose & Laflamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz	2 20

THOMAS J. LIPTON

Prices on application.

T. LIPTON & CO.

Compound Fruit Jams—

12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case, per lb.	07½
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 07
7 wood pails, 6 pails in crate, per lb	0 07
30-lb. wood pails, per lb	0 06½

Compound Fruit Jellies—

2-oz glass jars, 2 doz. in case, per doz.	1 00
1-lb tins, 2 doz. in case, per lb	07½
7 wood pails, 6 pails in crate, per lb.	0 07



GOODWILLIE'S PURE FRUITS IN GLASS

IS YOUR GUN LOADED?

Have **YOU** a well assorted stock of **GOODWILLIE'S FRUITS IN GLASS** to take care of the popular demand that results from their delicious Fresh Fruit Flavor.

The **OTHER FELLOW'S** gun is loaded and it is poor policy on your part to send custom to his store when you can easily retain it by stocking the goods asked for.

Look Carefully into the Matter

Agents: Rose & Laflamme, Limited
Montreal and Toronto

	Per lb.
30-lb. wood pails	0 06½
Pure assorted jam, 1-lb. glass jars, 2 doz. in case	1 75

Jelly Powders

IMPERIAL DESSERT JELLY



Assorted flavors—gross 10.75.
MacLaren Imperial Cheese Co. Limited

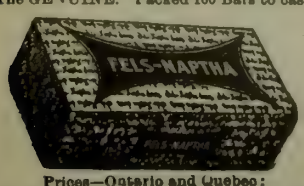


Assorted Case,	Contains 4 doz..$3.60
Assorted Case,	Contains 2 doz..$1.80
Lemon (Straight)	Contains 2 doz..$1.80
Orange (Straight)	Contains 2 doz..$1.80
Raspberry (Straight)	Contains 2 doz..$1.80
Strawberry (Straight)	Contains 2 doz..$1.80
Chocolate (Straight)	Contains 2 doz..$1.80
Cherry (Straight)	Contains 2 doz..$1.80
Peach (Straight)	Contains 2 doz..$1.80

Weight 7 lbs. to case. Freight rate, 3d class.

Soap

The GENUINE. Packed 100 Bars to case.



Prices—Ontario and Quebec:

Less than 5 cases	5 25
Five cases, or over	5 15



THE ROBERT GREIG COMPANY

White Swan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.



List price 'Shirriff's" (all flavors), per doz. 0

Discounts on application.

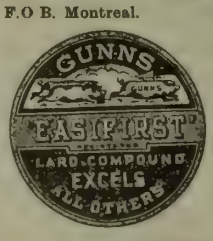
Lard.

N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces	$0 10½
½-bbls.	0 10½
Tubs, 50 lbs.	0 10½
20-lb. Pails.	2 20
20-lb. tins	2 10
Cases 3-lb.	0 11½
" 5-lb.	0 10½
" 10-lb.	0 10½



F.O.B. Montreal.



GUNNS "EASIFIRST" LARD COMPOUND.

Tierces	0 1 ¼
Tubs	0 10½
20-lb. pails.	0 11
20-lb. tins	0 10½
10-lb. "	0 11½
5-lb. "	0 11¾
3-lb. "	0 11½

Liquorice

NATIONAL LIQUORICE CO.

5-lb. boxes, wood or paper....per lb.	$0 40
Fancy boxes (36 or 50 sticks)....per box	1 25
"Ringed" 5-lb. boxes.....per lb.	0 46
"Acme" pellets, 5-lb. cans....per can	2 00
" " (fancy boxes 60) per box	1 50
Tar liquorice and Tolu wafers, 5-lb. cans.....per can	2 00
Liquorice lozenges, ½-lb. glass jars	1 25
" " 20 5-lb. cans	1 50
"Purity" liquorice 16 sticks	½ cts
" " 100 sticks	0 72
Ditto, large 5 cent sticks 100 in box	

Lye (Concentrated)

GILLETT'S PERFUMED.

	Per case
1 case of 4 dozen	$3 60
3 cases of 4 dozen	3 50
5 cases or more	3 40

Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case....per doz	$1 00
16-oz. glass jars, 2 doz. in case "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Pint Sealers (24 oz.), 1 doz in case, per dozen	2 00

SHIRRIFF BRAND

"Imperial Scotch"—	
1-lb. glass, doz.	1 55
2-lb. " "	2 80
4-lb. tins, "	4 65
7-lb. " "	7 35
"Shredded"—	
1-lb. glass, doz.	1 90
2-lb. " "	3 10
7-lb. tins, "	8 25



THOMAS J. LIPTON
Prices on application



SPRATT'S PRICE LIST

Mixed Bird Seeds, 1-lb. pkts., 3 dozen cases per box	$0 95
Parrot Food, ½-lb. pkts., 1 doz cartons	1 45
Parrot Food, 2-lb. pkts	0 35
Bird Cage Sand, about 1½-lb. bags, ½-gross cases	0 20
Bird Cage Grit, about 1½-lb. bags, ½-gross cases	0 30

Mince Meat

Wethey's condensed, per gross net	$13 00
" per case of 3 doz. net	3 00



ST. CHARLES CONDENSING CO

PRICES:

St. Charles Cream-family size, per case	$4.70
Ditto, hotel,	4.90
Silver Cow Milk	5.00
Purity Milk	4.70
Good Luck	4.00

Mustard

COLMAN'S OR KEEN'S

D.S.F., ½-lb. tins	per doz.	$ 1 40
" ¼-lb. tins	"	2 50
" 1-lb. tins	"	5 00
Durham 4-lb. jar	per jar	0 75
" 1-lb. jar	"	0 25
F.D. ½-lb. tins	per doz.	0 85
" ¼-lb. tins	"	1 45

Olive Oil

LAPORTE, MARTIN & CIE., LTD.

Minerva Brand—	
Minerva, qts. 12's	$ 5 75
" pts 24's	6 50
" ½-pts. 24's	4 25

Sauces

PATERSON'S WORCESTER SAUCE

Agents, Rose & Laflamme, Montreal and Toronto

½-pint bottles, 3 & 6 doz., per doz.	0 90
pint " 3 doz	1 75

THOMAS J. LIPTON
Prices on application

Soda

COW BRAND



Case of 1-lb. containing 60 packages, per box, $3.00
Case of ½-lb. containing 120 pkgs. per box, $3.00
Case of 1-lb. and ½-lb. containing 30 1-lb. and 60 ½-lb. pkgs, per box $3.00

Case of 5c. pkgs. containing 96 pkgs. per box, $3.00

MAGIC BRAND

	Per case
No. 1, cases 60 1-lb. packages	$ 2 75
No 2, " 120 ½-lb. "	2 75
No. 3, " { 30 1-lb. " / 60 ½-lb. "	2 75

No. 5 Magic soda—cases 100—10-oz. pkg

1 case	2 75
5 cases	2 75

Sell Seeds That Feed—

SPRATT'S
MIXED
BIRD SEEDS

Comprise only such seeds as are known to be adapted for songsters to improve their health and develop their singing powers. They are properly cleaned and correctly balanced; always give the highest satisfaction, and the thoroughly satisfied customer is the most profitable one that a dealer can have.

Ask your jobber for them. Packed in boxes containing 3 dozen 1-lb packets.

SPRATT'S PATENT, Ltd., LONDON, ENG. **MONTREAL—13 St. Therese St., St. Gabriel's.**

Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross	$10 20
" " black	"	15 30
Oriole soap	"	12 00
Gloriola soap	"	12 00
Straw hat polish	"	18 00



3 doz. to box..... $3 45

6 doz. to box $6 90

30 days.



1 Box Price $4.00

5 Box Price $3.90

Freight paid on 5 box lots.



Or Quick Naptha Soap (100 bars to case) in 5-case lots (delivered)—$3.85 each. The Richards Pure Soap Co., Ltd., Woodstock, Ont.

Starch

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—		per lb
No. 1 White or blue, 1-lb. carton.		$0 07
No. 1 " 6-lb. "		0 07
Canada laundry		0 06
Silver gloss, 6-lb. draw-lid boxes		0 08
Silver gloss, 6-lb. tin canisters		0 08
Edward's silver gloss, 1-lb. pkg.		0 07½
Kegs silver gloss, large crystal		0 07
Benson's satin, 1-lb. cartons		0 07½
No. 1 white, bbls. and kegs		0 06½
Canada White Gloss, 1-lb. pkgs.		0 6½
Benson's enamel....per box 1 50 to		3 00
Culinary Starch—		
Benson & Co.'s Prepared Corn		0 07½
Canada Pure Corn		0 07½
Rice Starch—		
Edwardsburg No. 1 white, 1-lb. car.		0 10
" " 1 " or blue,		

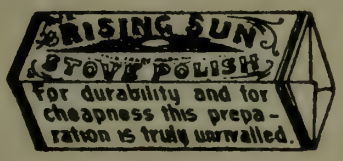
GRANVILLE STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 6½
Finest Quality White Laundry—	
1 lb. Canisters, cases of 40 lb.	0 06½
Barrels, 200 lb.	0 07½
Kegs 100 lb.	0 07
Lily White Gloss—	
1-lb. fancy cartons, cases 20 lb.	0 08
6-lb. toy trunks, 8 in case	0 08
6-lb. enameled tin canisters, 8 in case	0 08
Kegs, ex. crystals, 100 lb.	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 06
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 00

Stove Polish.

	Per gross
Rising Sun, 6-oz. cakes, ½-gross boxes	$2 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste 5c. size, ½-gross boxes	5 00



JAMES' D ME BLACK LEAD

	Per gross
6a size	$2 40
2a "	2 50

Syrup

EDWARDSBURG STARCH CO., LTD.

"Crown" Brand Perfection Syrup.

Barrels, 700 lbs	0 03½ per lb.
Half-barrels, 350 lbs	0 03¾ "
¼-barrels, 175 lbs	0 03¾ "
Pails 25 lbs	1 30 each
" 38½ lbs	1 80 "

Plain tins, with label—	Per case
2 lb. tins, 2 doz. in case	2 50
5 " 1 " "	2 85
10 " ½ " "	2 75
20 " ¼ " "	2 70

(5, 10 and 20 lb. tins have wire handles.)

Teas

THE "SALADA" TEA CO.



	Wholesale	Retail.
Brown Label, 1's and ½'s	$0 25	$0 30
Green Label, 1's and ½'s	0 27	0 35
Blue Label, 1's, ½'s and ¼'s	0 30	0 40
Red Label 1's and ½'s	0 35	0 50
Gold Label, 1's and ½'s	0 44	0 60
Red-Gold Label, ½'s	0 55	0 80

EMPIRE PACKAGE TEA



Cases 30 and 50 lbs. each—Black, Mixed, and Green Ceylon.

25c	1s, 20c.; ½s, 21c.
30c	1s and ½s, 23c.
40c	1s and ½s, 28c.
50c	1s and ½s, 35c.
75c	1s and ½s, Vulcan, 50c.

100 lb. lots freight paid.

LIPTON'S TEA

Thomas J. Lipton 75 Front St. East, Toronto.



Packed in air-tight tins only.

	wholesale	retail
Blue label ¼'s and 1's	0 24	0 30
Orange " ¼s, ½'s and 1s	0 30	0 40
Pink " ⅛'s & 1's, tins	0 35	0 50
Red " Dominion blend, ¼'s and 1's	0 44	0 60
Gold " Afternoon blend, ¼'s and 1's	0 50	0 70



Blue Lab l, ¼'s	0 21 0 26
Orange Label, 1's and ½'s	0 23 0 40
Blue Label, ¼s	0 20 0 25
Brown Label, 1's and ½'s	0 28 0 40
Brown Label, ¼'s	0 30 0 60
Green Label, 1's and ½'s	0 35 0 50
Red Label, ½'s	0 40 0 60

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf-c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs	0 19



BLUE RIBBON TEA CO., TORONTO

	Wholesale	Retail
Yellow Label, 1's	0 20	0 25
" " ½'s	0 21	0 25
Green Label, 1's and ½'s	0 24	0 30
Blue Label, 1's and ½'s	0 25	0 35
Red Label 1's, ½'s and ¼'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, 1's and ½'s	0 55	0 80
Embossed, 1's and ½'s	007	1 00



	Wholesale	Retail
Pink Label 1's and ½'s	30c.	40c.
Gold Label 1's and ½'s	35c.	50c.
Lavender Label 1's and ½'s	42c.	60c.
Green Label 1's and ½'s	50c.	75c.
Canisters		
Gold Tins, 5's	35c. 1.75	50c. 2.50
Gold Tins, 3's	35c. 1.05	50c. 1.50
Gold Tins, 1's	36c. each	50c. each
Gold Label, ¼'s	18c ea. 36 lb.	25c ea. 50 lb.
Red Tins, ½'s	35c ea. 70 lb.	50c ea. 1 00 lb.
Red Tins, ¼'s	18c ea. 72 lb.	25c ea. 1.00 lb



MELAGAMA TEA.

MINTO BROS., 55 Front St. East

	Wholesale	Retail.
Black, green, mixed, ¼s	0 70	1 00
" " ½s	0 55	0 80
" " ¼s	0 44	0 60
" " 1 lbs. & ½s.	0 40	0 60
" " ¼s	0 38	0 50
" " 1 lbs. & ½s.	0 35	0 50
" " 1 lbs., ½s	0 30	0 40
" " ½s	0 32	0 40
" " ¼s	0 25	0 30
" " 1 lbs.	0 24	0 30

We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 20
" " ½-lb. " "	0 21
Blue Label, retail at 30c	0 23
Green Label. " 40c	0 30
Red Label, " 50c	0 35
Orange Label, " 60c	0 42
Gold Label. " 80c	55

RIDGWAYS.

London, Vancouver Winnipeg and Ceylon.



	Wholesale.	Retail.
Capital Household, 1's and ½'s	0 30	0 40
Old Country, 1's and ½'s	0 35	0 50
5 o'clock, 1's and ½'s	0 42	0 60
H.M.B., 1's and ½'s	0 75	1 00

Ridgway's Standard Bulk Blend in stock at all our branches in Canada.



THOMAS WOOD & CO.

Montreal and Boston

	wholesale	reta
Wood's Primrose, per lb.	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ½-lb. tins. All grades—either black, green or mixed.

Tobacco.

IMPERIAL TOBACCO COMPANY OF CANADA, LIMITED—EMPIRE BRANCH.

Chewing—Black Watch 5s	36
Black Watch 11s	38
Bobs 5s and 10s	38
Bully 6s	44
Currency 5½s. and 10s.	38
Stag 5s	38
Old Fox 12s	44
Pay Roll Bars 7½s	56
Pay Roll 7s	56
Plug Smoking—Shamrock 6s., plug or bar	45
Rosebud Bars 6s	45
Empire 5s, and 10s	36
Amber 8s. and 3s	60
Ivy 7s	50
Starlight 7s	50
Cut Smoking—Great West Pouches, 7s	51

JOS. COTE, QUEBEC.

Cigars	
St. Louis (union), 1-20	$33 00
St. Louis, 1-40	35 00
St. Louis, 1-100	35 00
Champlain, 1-20	35 00
Champlain, 1-40	36 00
El Sergeant, 1-20	55 00
El Sergeant, 1-40	55 00
El Sergeant, 1-100	55 00
Cut tobaccos.	
Petit Havana, ¼, 1-12—1-6	0 40
Quesnel, 1-4, 1-2	0 65
" 1-9	0 55
Cote's Choice Mixture, ¼-lb tins	0 75
" " ½-lb "	0 75
" " 1-lb "	0 00

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz.	$15 00
Absorbine Jr., per dozen	9 00

Yeast.

Royal yeast, 3 doz. 5 cent. pkgs	$1 10
Gillett's cream yeast, 3 doz. in case	1 10

For charges for inserting quotations in this dept. apply to Advt. Manager, The Canadian Grocer, at our nearest office.

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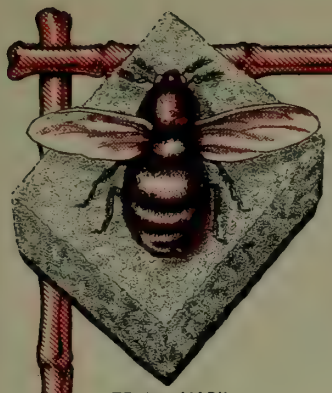
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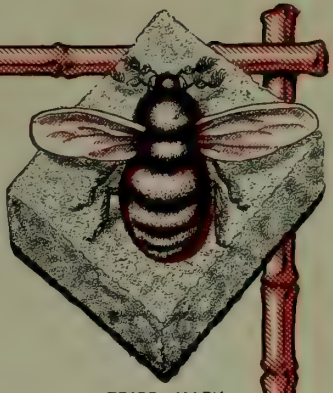
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Analysis

of

ST. LAWRENCE
EXTRA
GRANULATED SUGAR

The Standard of Purity

Laboratory of Provincial Government Analyst.

Montreal, 22nd February, 1909.

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VOL. XXIII. PUBLICATION OFFICE: TORONTO, MAY 28, 1909. NO. 22.



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MONTREAL



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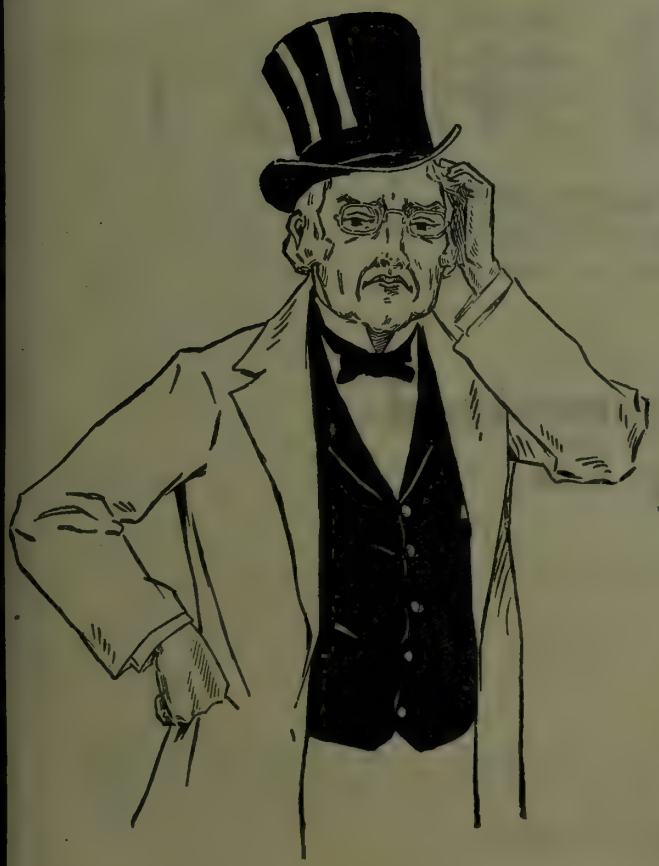
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S. Bodi DENIA **Fine Selected**

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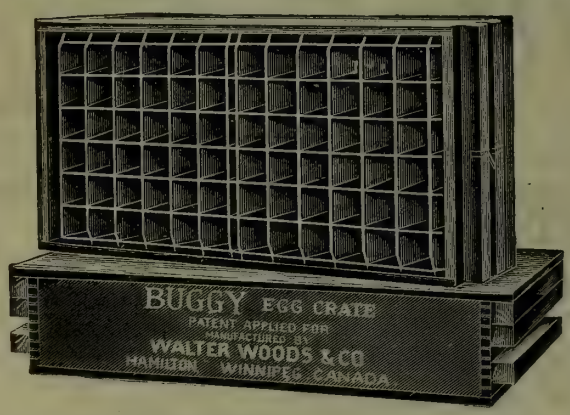
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CANADA



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that will satisfy the discriminating Canadian housewife. That's

Windsor Salt



with this trademark on every bag. If you cannot supply it she is apt to trade where they can.

The Canadian Salt Co., Limited

Windsor, Ont.



is without a peer in the Canadian market.

No tea is more extensively advertised or better known.

Good tea is a magnet which always draws trade.

Ridgway's Tea will be a trade winner for your store.

CANADIAN OFFICE, VANCOUVER, B.C.

Agents—Richards & Brown, 314 Ross Avenue, Winnipeg, Man.

ESTABLISHED 1849

BRADSTREET'S

Capital and Surplus, $1,500,000

Offices Throughout the Civilized World

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claims as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

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THOS. IRVING, General Manager
Western Canada, Toronto

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LONDON - - ENGLAND

For:—

Vinegar and Sauce Coloring

Essential Oils Essences Oil Lemon

Acid Phosphate & Phosphate Lime Precip.

Harmless Colorings

Herbs, Roots, etc.

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MONTREAL

Room 32, No. 8 Colborne St, Toronto.

MANUFACTURERS' AGENTS DEPT.

(Continued from page 2)

R. B. COLWELL

Representing in Nova Scotia

Maritime Dairy Co.
Sussex Mineral Springs Co.
Ingersoll Packing Co.
Asepto Mfg. Co.
Ebony Polish Co.
E. D. Smith

Also Dealer in Butter, Eggs and Cheese. Consignments solicited. Highest market prices guaranteed. Quick turnover and prompt returns.

CORRESPONDENCE REQUESTED

265 Barrington St.
Halifax, N.S.

BOULEVARD SHOE DRESSING



For Ladies' and Children's Boots and Shoes

YOU SHOULD SELL IT BECAUSE

It gives a beautiful finish.
It requires no rubbing.
It is guaranteed not to injure the leather.
It is neatly put up in four-ounce bottles.
It will certainly be asked for again.
It has never brought us a complaint.
It can be had at all jobbers.

Manufactured only by

The American Dressing Co., Ltd.

Montreal

OTTAWA

H. B. BORBRIDGE

Manufacturers' Agent and Broker

OTTAWA

Calls on Grocers, Bakers and Confectioners and is open to represent two more reliable houses. Correspondence solicited.

WRITE TO

10 Garfield Chambers, Belfast, Ireland

For sample copy of the

Irish Grocer, Drug, Provision and General Trades' Journal

If you are interested in Irish Trade

Something New on the Market



We have just added a new and important branch to our large factory, and for the first time introduce to the public

TURKEY Feather Dusters

MADE IN CANADA

We are producing the best dusters ever manufactured. Look for the "bull dog" trade mark.

The feathers are the finest obtainable, while the handles come in a variety of pleasing styles.

HERE IS A SPLENDID OPENING FOR YOU, MR. GROCER.
THE DEMAND FOR FEATHER DUSTERS IS DAILY INCREASING.

Buy from the Makers

H. W. NELSON & CO., Limited :: Toronto, Canada

Good Coffee

Coffee better than the average.
Coffee superior to others.
Coffee so exquisite in flavor.

That people want it again—and again. That's what

Aurora Coffee

is. The best money can buy. It retails at 40 cents and leaves you a margin for yourself that is worth while—something to justify your buying the brand and introducing it to your customers. Don't lose this chance.

W. H. GILLARD & CO.

Wholesale Grocers *Coffee Importers*

HAMILTON

Branch House—Sault Ste. Marie

GINGER BREAD

BRAND

MOLASSES

Is the Product of the British West Indies Sugar Cane.

It is sold in tins, pails, barrels and half barrels.

For cooking and table use it is undoubtedly the best.

"THE BEST THERE IS"

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Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

PUSH

WHITE SWAN

COFFEE

QUALITY GOODS

HANDSOMEST TIN

LARGEST PROFIT



THE

EUREKA

REFRIGERATOR

is superior to any other Refrigerator on the market

The circulation in the Eureka Refrigerator is so perfect that there is no possibility of stagnant air

Therefore, cooked meats, butter, etc., are always in the best condition when kept in one of them.

Ask Any Man Who Owns One, His Opinion

WRITE FOR CATALOGUE

EUREKA REFRIGERATOR COMPANY, LIMITED

54 and 56 Noble St., Toronto. *Near Queen St. Subway*

Telephone Parkdale 513

"A THROAT A MILE LONG"

Is what the boy wished for when he had a glass of

BATGER'S

LIME JUICE CORDIAL

If you want to handle a paying Summer Beverage

PUSH BATGER'S

Lime Juice Cordial, the kind that gives satisfaction.

AGENTS

ROSE & LAFLAMME, LIMITED

MONTREAL AND TORONTO

WAGSTAFFE'S

Fine Old English

Pure Orange Marmalade

Season 1909, now ready.

WAGSTAFFE'S

Jams, Jellies and Sealed Fruits

are better than the imported.

Once tried, always used.

WAGSTAFFE, Ltd.

Pure Fruit Preservers

HAMILTON

Tartan BRAND

SIGN OF PURITY

Build up your trade with the Best Goods.

TARTAN Tea pays the retailer a handsome profit.
TARTAN Coffee, Spices and Extracts are guaranteed pure.
TARTAN Canned Fruits and Vegetables have the home flavor and are recommended by connoisseurs.
TARTAN Baking Powder, Baking Soda, Syrup, Salmon and Groceries build up your business.

Send us sample orders and see the magic change.

Phone **596**—specially reserved for Long Distance Calls.

BALFOUR, SMYE & CO. Headquarters for all Fancy and Staple Groceries HAMILTON, ONT.



YOUR AIM!

To continually supply your patronage with the best merchandise obtainable—the purest and most carefully prepared groceries—should be your aim as a conscientious grocer. To be on the safe side in selling package Cocoanut, push

McLEAN'S WHITE MOSS COCOANUT

Made only by

The Canadian Cocoanut Co., Montreal

THIS IS

About 3-ft. Long.



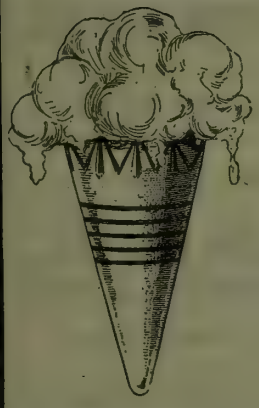
"IT"

Half Actual Size.

THE FLYCATCHER THAT EVERYBODY IS TALKING ABOUT NOW!

OF ALL JOBBERS OR FROM

T. A. MacNab & Co., St. John's, N.F.
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In CORNETS and ICE CREAM SPECIALTIES

We are ready to fill your orders promptly.

The DOMINION WAFER CO.

mporters from the largest factories in the world.

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CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat Put up in ¼ gross cases

Bulk in 7-lb. Pails, ½ doz. in crate.

25-lb. Pails and 75-lb. Tubs.

Capacity one ton per hour. Sold by all wholesale dealers.

The CAPSTAN MFG. CO., - Toronto, Ont.

JAPAN TEAS

TO JOBBERS: We now have favourable cable quotations on several of our high-grade standards for immediate shipment. We shall be pleased to hear from you promptly.

S. T. NISHIMURA & CO.

MONTREAL and JAPAN



BORDEN'S BRANDS



Unsweetened

Nothing better is put up, nothing better can be put up—Nothing is better advertised and nothing is so satisfactory—

"Eagle Brand" Condensed Milk and "Peerless Brand" Evaporated Cream.

At Every Jobber's in Canada.

WILLIAM H. DUNN, Montreal and Toronto

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BANNER BRAND CONDENSED MILK



The demand for

BANNER BRAND CONDENSED MILK

since we made it first shows that a real condensed milk was looked for.

WRITE FOR PARTICULARS

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IMPERIAL EVAPORATED CREAM

THE POPULAR VERDICT!

The consumer, after all, is the person whose verdict counts most. If it is favorable, the manufacturer, the wholesaler and the retailer are assured of steady sales. The article on trial has stood the test.

IMPERIAL EVAPORATED CREAM

most assuredly has stood the test, for everywhere housekeepers are saying that it has no equal.

Are YOU Getting Your Share of the Trade?

The Canadian Condensing Co.

CHESTERVILLE, ONT.

GENERAL SALES AGENTS:—S. H. Ewing & Sons, MONTREAL



No Valuable Time Lost

searching around for paper bags when you have in your store McGregor's

PATENT BAG HOLDER

GET OUR PRICES.

KILGOUR BROS.

19 Wellington St. West, - TORONTO

Fisher Electric Coffee Mills



are made in Canada and are under a Canadian guarantee. They are beautiful in style and finish, simple in construction, efficient and inexpensive in operation, easy to install—and in a few words—cheaper and better than any Electric Mill on the American Continent.

Manufactured by

The A. D. Fisher Co.

Toronto Limited

H.P. SAUCE

—good for Customers—good for You!!

H.P. Sauce is such capital value and we spare no pains to acquaint the public with this fact.
It is in big and constantly growing demand.
And offers you a generous profit—That's why it is certainly

THE SAUCE FOR YOU

W. G. Patrick & Co., Toronto and Montreal. R. B. Seeton & Co., Halifax, N.S.
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MIDLAND VINEGAR CO., Ltd. **BIRMINGHAM AND LONDON, ENG.**



Valencia Raisins

A. MAHIQUES,
PARIS, DENIA

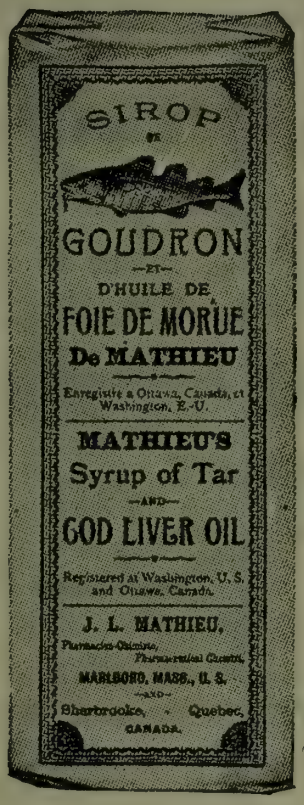
FAIR QUALITY AND PRICE

This is what Buyers Say of this Brand:

Nov 25th, 1908.

"It gives us great pleasure to say that the "'A. Mahiques, Paris,' Brand Fine Selected "Raisins purchased from you this year have "turned out exceedingly fine in quality. "We have compared them with what we "considered other first-class brands, and in "our opinion they are superior to any Fine "Selected we have examined this year."

Thos. Bell, Sons & Co.
AGENTS
MONTREAL



WHY YOU SHOULD SELL

MATHIEU'S SYRUP

of Tar and Cod Liver Oil

REASON NO. 3

It is not a secret fake medicine

It contains no dope, nor anything else that is injurious. It is just a scientific combination of pure Cod Liver Oil and Syrup of Beech Tar.

Therefore, in selling Mathieu's Syrup, you are promoting the welfare of your community, and also aiding in the war against disease and death. Mathieu's Syrup is the best thing for Coughs Colds, Bronchitis, etc.

Mathieu's Nervine Powders—another simple family medicament—that is very good for headaches.

Just look over your stock and send us your order.

J. L. MATHIEU CO., Props., SHERBROOKE, P.Q.

Sold by wholesale trade everywhere
Distributors for Western Canada:

Foley Bros., Larson & Co., Wholesale Grocers and Confectioners, Winnipeg, Edmonton, Vancouver.

L. Chaput, Fils & Cie., Wholesale Depot, Montreal

ALWAYS READY AND RELIABLE

THERE IS NOTHING BETTER TO CARRY IN STOCK THAN

Canada First Evaporated Cream

It is manufactured and guaranteed by Canadians, is of superior quality and perfectly sterilized and pure.

It sells easily and rapidly.



Manufactured by

AYLMER CONDENSED MILK CO., Limited
AYLMER, - ONTARIO

CANNED

SALMON

Full range of best packs, 1-2s, 1s and 1s flat.

The Davidson & Hay Ltd., Wholesale Grocers **Toronto**

St. Lawrence Crystal Diamonds

in attractive 5 lb. cartoons

also in Barrels, 100 lb., 50 lb. and 25 lb. Boxes.

Crystal Diamond Dominos

In 5 lb. cartoons only

Choicest sugars of all grades, made only of cane sugar

The St. Lawrence Sugar Refining Co., Ltd.
MONTREAL

The Name is the Guarantee

Redpath

Granulated Sugar

Manufactured by

The Canada Sugar Refining Company, Limited
MONTREAL, QUE.

Cold Spring Lemonade Powder

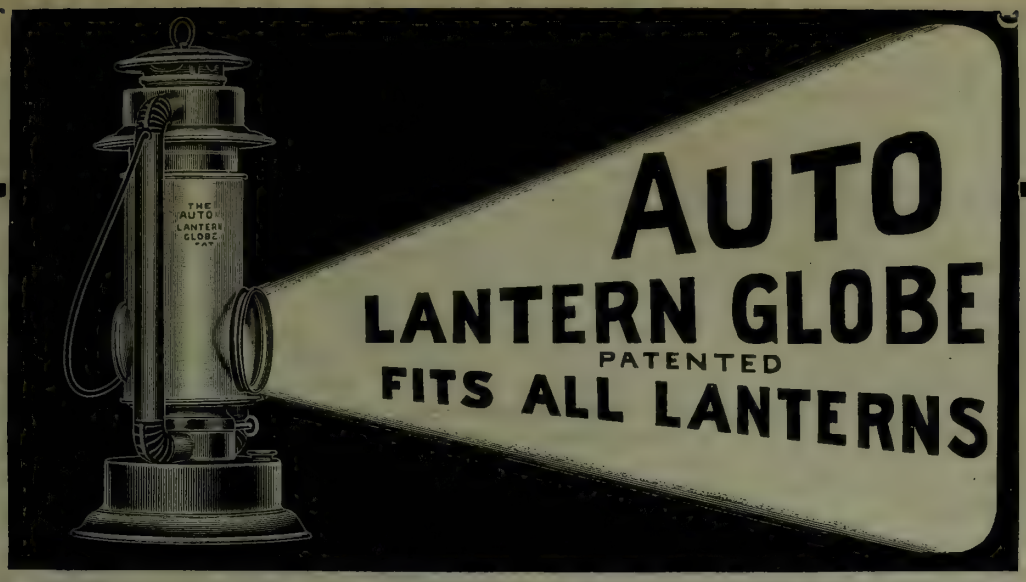
A SURE SUMMER SELLER

Just the thing to sell to picnicers, travellers and holiday seekers. Powder, fully prepared, on addition of cold water only, makes a most delicious lemonade.

Attractively packed in 8 oz. and 4 oz. tins, which retail, at good profit, for 25c. and 10c. respectively.

MADE ONLY BY

S. H. EWING & SONS, Montreal and Toronto



Fill Up Your Cash Drawer with Dollars. Here's How!

In the First Place—Get right after us **to-day** to ship you a supply of Auto Lantern Globes, those globes which are such money makers everywhere, and which are revolutionizing the lantern business.

n the Second Place—Lay your cap for every unwary Motor Boat Owner, Summer Resorter, Farmer, Miner, Factory Man, in fact **anybody going around in the dark.** Don't waylay them with a club, but **show them** the Auto Lantern Globe.

It won't be necessary to do much more. The advantages of the Auto Lantern Globe over the ordinary globe are too obvious to need comment. The Auto sells itself. But it cannot sell itself if it isn't in your store. So get a supply.

The Above Cut Illustrates the Globe, But Here Are A Few Facts Worth Hearing About.

Auto Globes are **not** affected by wind or rain. The best you ever saw for a trip to the barn or the wharf **on a stormy night.**

Auto Globes **cannot be broken** in ordinary usage. Made of metal with **Special** Magnifying Lens.

Auto Globes **will prevent fires.** When the average lantern is upset, the globe breaks and you have a fire or an explosion to contend with. **Never** happens with an Auto Lantern Globe.

Auto Globes fit **all** makes of Tubular Cold Blast Lanterns. Made of metal, aluminum finish. A dozen to the box complete.

Auto Globes are so VERY cheap that you can sell them to **everybody** having the need of a night light.

Dont Wait for the Other Fellow to Rake in this Easy Money. Jump in and Win Yourself.

If You Want to Know More, Write us and We'll Tell You.

Sales Agents: A. H. Brittain & Co. MONTREAL

Manufactured in Canada by THE SCHULTZ MFG. CO., Ltd. HAMILTON, Canada.

Sole owners to Patent Rights

Classified Advertising

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

Yearly Contract Rates.

100 words each insertion,			1 year.....	$30 00
"	"	"	6 months...	17 00
"	"	"	3 months...	10 00
50	"	"	1 year.....	17 00
"	"	"	6 months...	10 00
25	"	"	1 year.....	10 00

PERIODICALS.

ADVERTISING writers and business men interested in good printing should subscribe to Canada's only printing trade paper, THE PRINTER AND PUBLISHER. Subscription price $2 per annum. Address, 10 Front Street East, Toronto.

CANADIAN MACHINERY AND MANUFACTURING NEWS, $1 per year. Every manufacturer using power should receive this publication regularly, and also see that it is placed in the hands of his engineer or superintendent. Every issue is full of practical articles, well calculated to suggest economies in the operation of a plant. Condensed advertisements for "Machinery Wanted" inserted free for subscribers to the GROCER. "Machinery for Sale" advertisements one cent per word each insertion. Sample copy on request. CANADIAN MACHINERY, 10 Front St. East, Toronto.

COMPLETE information on books, stationery, fancy goods, music, photo supplies and kindred lines is given each month in THE BOOKSELLER AND STATIONER, of Canada. Subscription price $1.00 per annum. Address, 10 Front Street East, Toronto.

THE BUSY MAN'S MAGAZINE is the most popular periodical of its kind. Why? Because each issue contains a strong list of original articles of interest to every Canadian. It also reproduces the most timely, instructive and interesting articles appearing in the other magazines and periodicals of the month. The cream of the world's periodical press is too valuable to overlook. BUSY MAN'S is on sale a. all news-stands. Better still, send $2 for one year's subscription. Mail it to-day. THE BUSY MAN'S MAGAZINE, Toronto.

THE market reports make HARDWARE AND METAL a necessity to every hardware merchant, paint and oil dealer in Canada. It is mailed every Friday. Subscription price is $2 per year. Address HARDWARE AND METAL, Montreal, Toronto or Winnipeg.

AGENCIES WANTED.

AUG. DUBRU, Rotterdam, Holland, dried fruit commission agent, wants relations with first-class pickers and shippers of Canadian dried apples and other dried fruits. (26p)

WANTED - A first class grocer, married man preferred, one who is able to dress windows to perfection. Must be first class. Apply McCammon, Moose Jaw, Sask. (22)

ADDING MACHINE.

ELLIOTT-FISHER Standard Writing-Adding Machines makes toil easier. Elliott-Fisher Limited, 513, 83 Craig St. W., Montreal and 129 Bay St., Toronto.

COUNTER CHECK BOOKS.

OUR NEW MODEL is the handiest for the grocer, operated instantly, never gets out of order. Send for complete sample and prices. The Ontario Office Specialties Co., Toronto.

FOR SALE.

CASH REGISTER, high grade, nickel plated: registers one cent to twenty dollars. Perfect condition guaranteed; half price, $55. The R. V. Smith Co., Orillia, Ont. (24p)

FOR SALE—Grocery, bakery and ice cream business in live town, good fixtures, modern rent. Good stand for live man. Ill health cause for selling. Box 311, CANADIAN GROCER. (22p)

IN TRURO, Nova Scotia, a double store 58 x 65 feet, four stories. Lot large, with plenty of room for extension. One store fitted as up-to-date grocery; the other as wholesale gents' furnishings, hats, caps, etc. Also suitable for wholesale dry goods departmental store, or for manufacturing purposes. Building fitted with steam heating, elevators, plumbing, etc. Price about two-thirds actual cost. Grocery business of long standing and in healthy condition, could be sold with property if desired. For further particulars apply to P. O. Box 326, Truro, N.S. (24p)

TORONTO GROCERY FOR SALE—Owner of old established corner grocery is retiring. Would sell stock and building. First class location. Apply Box 310, CANADIAN GROCER. (22p)

BOOKS FOR THE GROCER.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include special sales, getting holiday business, co-operative advertising, money-making ideas, contests, etc. Price, $2.50 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

TEA BLENDING as a fine art, by J. M. Walsh. This work is especially designed for the use and instruction of those engaged in the tea and grocery business, containing formulae for the scientific and judicious combination of the different varieties and grades of tea. Price, $2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

WANTED.

WANTED in every town and village, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine. Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

MISCELLANEOUS.

A MARKET OF BUYERS, backed up by money to spend, is open to you in the Busy Man's Magazine. Every territory in Canada is represented. If you have something to sell, something you want to buy, a condensed advertisement in the Busy Man's Magazine will put you in touch with the classes you want to reach. Four cents per word will carry your message from Atlantic to Pacific. Send copy of your advertisement along with order to cover cost of insertion. Your announcement will appear under a special heading. Busy Man's Magazine, Montreal, Toronto, Winnipeg.

AUSTRALIA CANADIAN MANUFACTURERS and Exporters—An experienced Canadian salesman of exceptional ability, about to locate in the commercial centre of Australia, will handle and introduce manufacturers' and exporters' products on their own terms. What have you to offer? Address Salesman, care CANADIAN GROCER, Toronto. (12p)

CUT DOWN YOUR PRINTING BILLS one half by installing a "Writerpress." Your office girl or boy can with it print your circulars, price lists, etc., at the rate of 1500 to 2000 copies per hour. Best machine ever made for printing facsimile type written letters. Prints from printers' type, half-tones, etc. Retail stores could greatly increase their business by using a Writerpress to run off circulars and letters sending them out to their customers and probable customers announcing special sales, etc. Send for illustrated catalogue and samples. The Canadian Writerpress Company, 33 John St. South, Hamilton, Ont.

GOOD ADVERTISING will sell more groceries Attractive layouts, coupled with order-pulling copy, is what you absolutely require. If you want more business, send me a dollar bill and data for two ads. F. Homer Moore, Adv. Expert, Little Britain, Ont. (21p)

HIGH CLASS COLOR WORK—Commercial stationery, posters. The Hough Lithographing Co., Limited. Office, No. 3 Jarvis St., Toronto. Telephone, Main 1576. Art, good workmanship, business methods.

IF YOU are looking for a side line to add to your business, there is none better than COLUMBIA GRAPHOPHONES, Double Disc Records (which means two records for a single price) and Indestructible Records (that will not break or wear out no matter how much you abuse them). The Columbia Phonograph Company is the only firm that manufactures both Disc and Cylinder Machines and Records, therefore, a Columbia dealer has the advantage over all others, as he can furnish his customers with what they want while his competitor has to sell them what he has or lose the sale, which he generally does where there is a Columbia dealer. Are Columbia goods sold in your town? If not, why not? Do you want the exclusive agency? (remember exclusive). You had better write to-day or some one else in your town will read this advertisement and beat you to it. A postal will bring catalogues and full information free. Write to-day. Do it now. TORONTO PHONOGRAPH CO., Limited, Exclusive Columbia Jobbers, 40 Melinda St., Toronto, Canada.

KEEP AN ACCURATE ACCOUNT of your employes' time. The Bundy Autograph Time Recorder is the ideal Time Recorder for retail merchants. It is the only machine where one employe cannot register for another, as each employe signs his name and the employer knows the signatures of his men. Whether you employ a few or hundreds of hands, we can supply you with a machine suited to your requirements. Write for illustrated catalog. International Time Recording Co. of Canada, Limited. Office and Factory, 9 Alice Street, Toronto.

$60,000,000 Shrewd merchants all over the world have paid $60,000,000 for 650,000 National Cash Registers. They've saved more than that. The National Cash Register Co., F. E. Mutton, Canadian Manager, cor. Yonge Street and Wilton Avenue, Toronto.

NOTICE—Users of Pitner Gasoline Lamps are warned against being induced to purchase parts of other makes of lamps to be used on the Pitner. The most vital part of any lamp is its generator, and the Pitner generator has been granted a patent in Canada, the United States and other countries, on the principle of its improved method of generating gasoline vapour. Supplies and parts for the Pitner Lamps can be received by return mail by applying to our representatives or direct to the Pitner Lighting Co., Limited 36-38 Lombard St., Toronto, Ont.

SPANISH, Portuguese correspondence, also Italian, by young gentleman. Could open up new business. Few hours daily or weekly. Fluent in French and English. Box 69, CANADIAN GROCER, Montreal. (21p)

SAVE 50% OF THE COST OF HANDLING merchandise by installing a Beath System of Overhead Carriers. Saves valuable floor space because the trackage is on the ceiling and greatly facilitates the loading of cars, drays, etc., and for handling goods in and about the warehouse and factory, reduces the cost of labor because far less warehouse help is required. Systems for all kinds of businesses, large or small. Write us for illustrated catalog. W. D. Beath & Son, 193 Terauley Street, Toronto. (tf)

THE WALES VISIBLE ADDING AND LISTING MACHINE is superior to any other machine for these reasons, among others:—Visible Printing, Flexible Keyboard, Column Space Bar, Automatic Clear Signal, Adjustment for Carbon Copies, Eliminating Keys, enabling the operator by the mere pressure of a key to add without listing or list without adding. 30 days free trial to responsible people. Write us for free illustrated catalogue. Adder Machine Company, Wilkesbarre, Pa.

YOUR CHEQUE CAN'T BE RAISED to any amount above that which you intend it to cover if you use the PROTECTOGRAPH. This device stamps a line such as "Not over ten dollars, $10," with acid proof, indelible ink which penetrates right through the fibre of the paper. This device is being used by 90% of the Banks of Canada and the United States, as well as the treasuries of both countries. Write for full particulars and price. W. E. Parker & Co., Sole Canadian Agents, 37 Yonge Arcade, Toronto, Ontario. f28

EXPORT TRADE DEPARTMENT.

Messrs. Gordon, McDonald & Co., 6-7 Cross Lane, East, cheap, London, invites correspondence, either from Exporters of Canadian produce or Importers of general groceries. From their long experience in Glasgow, Liverpool, and London, they have a wide and comprehensive knowledge of both trades on every side. All goods imported paid cash against documents. References to Montreal firms with whom we have done business for many years. Cable address, "Donable." Codes—"A B C," fifth edition, Riverside and Adams.

DAVID SCOTT & CO.

Established 1878. 10 North John St.

LIVERPOOL, ENGLAND.

Splendid connections and references. Try us with a shipment of CANNED GOODS.

T. A.—Scottish, Liverpool.

QUALITY TALKS



QUALITY TELLS

"RESULTS"

are often spoken of in a boastful way, but confirmation of the claims made is frequently lacking. The history of "SALADA," the figures of our increases published in this paper from time to time, contain sufficient tangible proof of our claims. "SALADA" has stood the test of time, the test of the severest competition and, above all, the SALES TEST, tests which have won for thousands of grocers a large and profitable tea trade, to the detriment of the tea peddler, a fact which says more for "SALADA" quality than anything we can say.

Does any other tea you are selling possess such qualities ?

Will they stand the test ?

THE TIME TO SELL "SALADA" IS WHEN YOU WANT MORE BUSINESS. TRY IT. NOW.

"SALADA," Toronto & Montreal

INDEX TO ADVERTISERS

This index is made up on Tuesday. The insertion of the advertiser's name in this index is not part of his advertisement, nor does he pay for it, but it is placed here entirely for convenience of readers. We endeavor to have the index as complete as possible.

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Manufacturers' Contract Selling Plan Reinforced

The Declaration That Wholesale Distributors Are Required to Take to Provide Against Secret Rebates and Other Similar Considerations—This Must be Taken Under Oath—What a Refusal and Violation Means—Something for the Retail Trade to Study.

Arising out of the same conditions as called for the passing of The Secret Commissions Act which was explained in The Grocer of May 14th, the agreement between the manufacturer who sells his products at a stipulated price and the wholesale distributor, has been supplemented by a clause requiring a declaration under oath that the prices so stipulated should be adhered to. This declaration just now is causing considerable interest among retailers as well as manufacturers and wholesalers.

The agreement has always prohibited any salesman either principal, traveler or agent from selling the goods at less than the manufacturers' fixed prices. It has also provided against the giving of rebates, cash or any other consideration whatever to assist in the sale of goods.

But these conditions have not been rigidly adhered to and hence it became necessary to do something to secure their proper observance. This declaration has therefore been introduced into the agreement under the Contract Selling Plan with the hope that the demoralization of the market should be restored to healthy conditions.

The following is a model agreement containing the supplemented clause referring to the declaration.

Wholesaler's Agreement.

1. In consideration of ..... (manufacturer) placing me (or us) on his Jobbers' List for the purchase of his products I (or we) agree with the said manufacturer not to sell or allow any one in my (or our) employ to sell, directly or indirectly, to any one, either wholesaler or retailer, by agent or otherwise, any of the products of the said manufacturer, whether now in stock and owned by me (or us) or to be acquired after the date hereof, wheresoever or howsoever obtained, at less than the stipulated prices and terms in force, from time to time. This clause also means that I (or we) shall not have given cash or credit notes, discounts, rebates or other benefits upon sales, made or to be made of such products or shall not have given or sold at a reduction or bought at an advance other goods in consideration of sales of such products which would in any way violate or reduce their selling prices.

2. The price list now in force, it is understood and agreed that the said Company may, from time to time, during the continuation of this Agreement, change or establish other price lists by mailing them or otherwise notifying them to me (or us) and I (or we) further there agree not to sell or otherwise supply the said products of the said manufacturer to any person or company who have violated their agreement with the said manufacturer, after having received notice from the said manufacturer that said violation has taken place.

3. I (or we) further agree that when called on I (or we) shall give said manufacturer a declaration sworn to by any member of the firm or by any one in my (or our) employ designated by the manufacturer, covering the details of any sale of goods, in such terms as may be required by them where an actual or supposed violation has occurred.

4. Failure to comply with this condition will be considered a breach of this agreement.

5. I (or we) further agree that the manufacturer may withhold any sum or as a bonus rebate held subject to the observance of this agreement.

.....
(Distributor).

Dated :

Manufacturers' Agreement.

1. In consideration of the signing of above agreement, I (or we) agree with the signer thereof that all sales made by me (or us) to the retail trade will be at the same price and on the same terms as set forth in above contract, or in accordance with any subsequent price list.

2. I (or we) also agree that I (or we) will invoice goods to said signer at such prices and terms as may be arranged between us and if satisfied that the terms of said agreement have been faithfully observed and performed, I (or we) may grant to the said signer a special rebate as a bonus in accordance with the said arrangement.

.....
(Manufacturer).

Dated :

The Real Meaning.

The principal point in the the above agreement is as already intimated the making of the declaration referred to in section 3 above. The party called upon to give the declration is placed in a serious position. If he fails to make the declaration it will be taken for granted that he has violated the arrangement and in such a case the wholesale distributor whose agent he is will be refused the goods of the manufacturer until he has made ample reparation to the manufactuter and to his fellow distributors.

If he makes the declaration it will be taken for granted that he has not violated the agreement but should he later be found guilty he and the party privy to the transaction with him will be liable to punishment under the criminal code. and subject to a fine of $2,500 or two years imprisonment, or both according to the recent act to prevent secret commissions, besides being liable to be prosecuted for perjury.

A violation of the agreement therefore means either a refusal to give the declaration and consequently the inability to get the manufacturer's goods, or a false declaration and the serious consequences that follow under the criminal code both as to secret commissions and perjury. These positions, it would appear, will scarcely be sought by any business man on either his own account or the account of his employer, and will doubtless tend to elevate the business morals of the grocery trade.

THE HUNDRED-POINT MAN.

A hundred-point man is one who is true to every trust; who keeps his word; who is loyal to the firm that employs him; who does not listen for insults nor look for slights; who carries a civil tongue in his head; who is polite to strangers without being fresh; who is considerate towards servants; who is moderate in his eating and drinking; who is willing to learn; who is cautious and yet courageous.

Hundred-point men may vary much in ability, but this is always true—they are safe men to deal with, whether drivers of drays, motormen, clerks, cashiers, engineers or presidents of railroads.

The hundred-point man may not look just like all other men, or dress like them, or talk like them, but what he does is true to his own nature. He is himself.

He is more interested in doing his work than in what people will say about it. He does not consider the gallery. He acts his thought and thinks little of the act.

The hundred-point man looks after just one individual, and that is the man under his own hat; he is one who does not spend money until he earns it; who pays his way; who knows that nothing is ever given for nothing; who keeps his digits off other people's property. When he does not know what to say, why, he says nothing, and when he does not know what to do, does not do it.—Philistine.

Grocers' Buying Principles Score Success

St. Catharines Young Men Have Built up a Fine Business in Eight Years—They Specialize in Best Lines to be Had—Carry Confectionery and Are Consistent Window-Dressers.

Store equipment is one of the big questions to the present-day grocer. Most merchants have come to realize that in order to secure the best trade in a village, town or city they must look after the exterior and interior of their stores.

McLean Bros., St. Catharines, Ont., stand in the front rank as high-class and up-to-the-minute grocers so far as a bright clean and well-equipped store is concerned. This assertion is borne out by the accompanying cut, which shows a handsome interior to their store.

The show case for displaying confectionery on the left lends an attraction which easily justifies its instalation.

The store of McLean Bros. opened its doors to the public about eight years ago under the present management of George and John McLean.

Beginning in a small way, each succeeding year has testified to the ability of these young men as practical business men by showing a handsome increase in business. The firm to-day enjoys one of the largest and best trades in St. Catharines.

How They Succeeded.

The secret of the success of these enterprising men lies in the fact that they are close buyers, quality always considered and by adhering to the rule of specializing the best lines to be had.

A walk through the cellar, storehouse and driving sheds easily bears out the first impression one gets when entering the front door of the store, cleanliness and order being in evidence throughout.

The McLean Bros. pay a great deal of attention to window displays and only recently they had a biscuit window which was considered a sensation.



Interior of McLean Bros. Store in St. Catharines.

WHOLESALERS' CONVENTION.

Meeting of Wholesale Grocers' Exchange to be Held in Victoria June 24.

Announcement was made this week by President L. E. Geoffrion, that the annual convention of the Canada Wholesale Grocers' Exchange would take place in Victoria, June 24, and on as many succeeding days as were found necessary.

Undoubtedly the decision of the president to hold the convention in Victoria will be favorably received by the majority of the members of the Exchange, as it will give many who have not yet been through it, an opportunity of seeing the west at its best.

Having the convention in Winnipeg according to some of the members, would have been a good idea in many respects, but the holding of it in Victoria is just as satisfactory in every way and is better for several reasons.

Winnipeg, and the west to that point, is familiar to most of the wholesalers, but further than that city few of the members of the Exchange have had an opportunity of journeying in a leisurely and observant fashion. This occasion will permit of them becoming familiar with this far west and its people in excellent fashion.

Every member of the Exchange who can possibly get away should be in attendance.

Suitable transportation arrangements will be made to comfortably convey the party to and from Victoria, while the programme for the convention will be mapped out in due course.

Members of the Exchange will be able to secure all necessary information from the president, L. E. Geoffrion, or the secretary, J. Stanley Cook, both in Montreal.

From Grocery Clerk to an Eminent Financier

Death of Henry H. Rogers Brings to the Limelight a Sensationally Successful Career—Evolution from Newsboy, Driver of a Delivery Wagon and Clerk to Vice-President of the Standard Oil Company.

New York, May 25.—After having served youthful apprenticeship successively as a newsboy, driver of a delivery wagon, clerk in a grocery store and baggagemaster on a small railway, Henry H. Rogers, whose career was ended by death from apoplexy last Wednesday, became one of the mighty powers in the world of finance in the United States, and one of the most sensationally successful accumulators of millions of a generation in which colossal fortunes have been common. He had become elevated to the position of vice-president and one of the directors in the Standard Oil Company, and therefore leaves behind the knowledge of a successful career essentially self-made and one that stands among the few as an object lesson to the young men of the day aspiring to heights in the financial arena.

To say that he was a many-sided man would be a trite and inadequate summary of a personality that was fairly kaleidoscopic in its versatility and in the varied and contradictory phrases it often presented.

To the world at large he was known as one of the two most conspicuous figures in that vast corporate aggregation of wealth, power and enterprise designated in the street as "the Standard Oil clique." But to those whose knowledge of the man was something more than superficial, Mr. Rogers might have appeared according to the viewpoint of the observer either the generous philantropist or the sordid money-getter; either the genial comrade entertaining lavishly on his yacht or the crabbed, sarcastic misanthrope, keen and cold, as sharpened steel in a business transaction, unyielding and heartless as flint when prosecuting a pet enterprise.

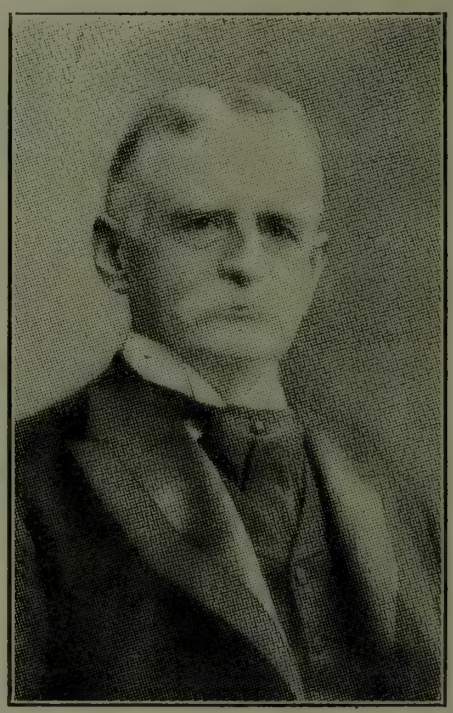
Behind His Father's Counter.

Henry Huddleston Rogers was born in Fairhaven, Mass., the little New England town which he has since beautified with the lavish bestowal of his philanthropies, on January 29, 1840. His ancestors were of the sturdy old New England stock, running back to the founding of the Plymouth colony and of his four great grandfathers three had fought in the revolutionary war. Young Rogers was graduated from the Fairhaven school in 1856 and that was the end of his formal education. It is recalled how he once complained to a teacher how uncomfortable were his long legs under the cramped school benches.

"If ever I get rich," he added, "I'm going to build a school house in which the boys can be comfortable."

Mr. Rogers redeemed that promise years afterward, when Fairhaven saw a great brick structure, one of his many beneficences to the village, rise in place of the little wooden one from which he had gone out as a member of its first graduating class.

The boy was versatile even then. After leaving school he tried his hand at selling newspapers, driving a grocery wagon, working as a clerk in his father's grocery store, and then he absorbed his first experience in the capacity of a railroad man while acting as brakeman and baggage master in the little branch railroad that ran through Fairhaven. That job paid him $1.16 a day for the twenty-one days he held it. The payroll



HERBERT H. ROGERS,

Who Climbed from Grocery Clerk to Vice-President of Standard Oil Co.

of the road, showing his receipt for the money, is now kept as one of the town souvenirs, as are many grocery bills bearing his signature.

Did the Family Washing.

At twenty-one years, hearing of the marvels of the growing petroleum business of the Pennsylvania oil fields, he started westward to try his fortunes, but before he left he married Miss Abbie T. Gilford, of Fairhaven, and thereafter she accompanied him wherever he went until her death in 1895. Commenting on the struggles of those early days of comparative poverty in the oil fields, Mr. Rogers used to tell gleefully in later years how he used to do the family washing beside a brook that flowed near their cabin. But it happened that Bartholomew Taber, an old Frairhaven friend and a paint shop proprietor, was a customer of Charles Pratt, of the Pratt oil works, in Brooklyn. When Mr. Pratt told Taber he wanted to take into his employ a keen New England boy the paint dealer recommended young Rogers, who was summoned from Pennsylvania, having learned in the meantime the producing side of the petroleum trade.

Rogers soon became an important factor in the growing business of Charles Pratt & Co., and he prospered from that time forward. The Pratt firm bought for $500,000 from Benjamin Greenough an invention for refining crude petroleum. A suit instituted in 1904 by the widow of Greenough to recover $50,000,000 in back royalties claimed to be due indicated that Pratt and Rogers had owed much of their success to this purchase.

Upon the organization of the Standard Oil Company, in 1874, both Mr. Rogers and Mr. Pratt allied their interests with that combination, which had been effected with no blowing of trumpets, but by the quiet association of the leading refineries of the country. Henry H. Rogers by that time had mastered the refining process so completely that he was naturally chosen as the chairman of the manufacturing committee of the new corporation. In a way, it has been said, he was more responsible for the success of the merger than were the Rockefellers themselves, because he had the genius of organization, as well as consummate knowledge of the intricacies of the business and the imagination to perceive clearly its great future. Early in the company's career he became a trustee and later its vice-president. Since the retirement of John D. Rockefeller from active control a decade ago Mr. Rogers had been the master spirit of the tremendous organization until failing health compelled him gradually to lighten his business burdens.

How He Succeeded.

He had many other interests than oil. Mr. Rogers was a heavy investor in gas companies and copper mines, and it was in connection with the former that he became involved in the struggle with J. Edward Addicks, which was probably the most spectacular fight of his often troubled career.

One of his heaviest and most costly personal undertakings was the financing and building of the Virginia Tidewater Railroad, completed in March of this year. Mr. Rogers had hoped to build the entire road out of his personal fortune, but this proved impracticable after reverses sustained in the panic of 1907, soon after which he suffered his first apoplectic stroke. The road cost practically $40,000,000, of which he furnish-

ed one-half. The remainder was secured by the sale of notes in May, 1908. Since that date the only financing the road has done has been to sell $3,750,000 in equipment trust notes.

"How did you manage to succeed so well in the world?" Mr. Rogers was once asked.

"By working as hard as anybody I ever saw or read about" was his reply.

A Many-sided Man.

As has been well said, "Rogers could be genial, approachable, talkative anad altogether attractive; then sarcastic, bitter and jeering; cordial in one breath, chilly as ice in the next; kindly and almost lovable, then cold and harsh. His manner could change as fast as the clock could tick. His voice could travel through the scale of vindictiveness, cruelty, indifference, politeness, affability and friendliness in a single sentence."

By many of his business associates he was ever regarded as hard and distant, but in the character of the pater familias and the doting grandfather in the privacy of his home he was adored. It was the same man of adamant who loved Mark Twain with a rare warmth of manly friendship, mended the humorist's shattered fortunes, helped him back to prosperity in the days of Mr. Clemen's pecuniary disasters, and in these latter days cherished for the writer an affection which both men, seemingly so unlike, regarded as one of the most delightful associations of their lives.

APPROVES OF CANNED GOODS.

Dr. Wiley Would Restore Them to the Confidence of the Consumers.

Dr. Wiley, chief of the bureau of chemistry at Washington, D.C. has given canned goods a clean bill of health in a letter to W. A. Frost, of W. A. Frost & Co., Chicago. The letter, which appears in The Canner and Dried Fruit Packer, is as follows, and should be interesting reading to retailers anxious to increase their sale of canned goods:

Washington, D.C., May 1, 1909.
Mr. Walter A. Frost
5 Wabash Ave., Chicago, Ill.

Dear Mr. Frost,—I have often regretted the inadvertent injury which is done to the canned goods trade by enthusiastic, well-intentioned, and yet not fully informed writers, implying that canned goods, as such, are adulterated. I think I can safely say that taking the whole matter of canned goods together, including fish, canned meats, canned vegetables, and canned fruits, only an extremely small percentage of them ever contain any added substances whatever, except food and perhaps a little salt or sugar. I think this fact ought to be well advertised and published.

Of course I do not include in canned goods, articles which have not been sterilized, for in such articles preservatives are often employed. I do not think the great canning trade should suffer because such an insignificant few persist in either using artificial color, artificial sweetener, or a chemical preservative.

Under the rules of the Department of Agriculture certain substances may be used in foods legally, provided their presence is plainly stated upon the label. Buyers of canned goods therefore have a certain method of protecting themselves in this matter, and that is to look at the label. When we consider the immense benefit of the canning industry to the consuming public, it appears to me that we ought to use every honorable endeavor to set the minds of the community right in regard to the composition of such article. Of course some canned goods are of better quality than others, that is a natural and necessary consequence; but the impression that some people obtain that all canned goods contain artificial colors, artificial sweeteners, and preservatives, is a most erroneous one and is harmful to the trade. I am, as you know, a believer in canned goods and in the canning process. I think it is a blessing, and a blessing which is not in disguise. I realize as well a anyone that public prejudice is difficult to control and to rectify, but I should like to do as much as I can to help this good trade along by appealing to the public not to condemn the whole trade because occasionally a sample may be found which is not in that state of purity which the public demand. Let the people give their confidence to the trade and let them eliminate those goods which they do not want to purchase, by inspection of the label.

If you think this letter will be of benefit to the trade, I shall be very glad to have you publish it.

Respectfully,
H. W. WILEY.

Canadian Trade Changes of Recent Occurrence

New Men in the Business and Old Grocers Retiring—Stocks to be Sold and Assignments Made.

Ontario.

The Gloucester Trading Co., Ottawa, has obtained a charter.

J. B. Broderick, grocer, Brantford, has sold to Chas. Nichol.

F. W. Durst, grocer, Brantford, has sold to M. McCormick.

A. Chesher, grocer, Toronto, has sold to R. E. Dunsheath & Co.

McLeod & Son, grocers, Toronto, have sold to Benjamin A. Belvea.

S. Nash, general merchant, Stoney Creek, has sold to J. T. Chettick.

Smith & Lang, grocers and provision merchants, Toronto, have discontinued business.

The Lanark and Drummond Cheese Co., Drummond, Ont., has obtained a charter.

Chas. Bailey, grocer, Toronto, has sold branch business at 100 Sorauren Ave. to Jas. Coad.

A meeting of the creditors of S. A. Boone, grocer, Englehart, Ont., was held on the 25th inst.

M. Masuret & Co., wholesale grocers, London, Ont., have dissolved. Wm. and E. J. Masuret retiring.

A meeting of creditors of the estate of Geo. W. Davey, grocer, Toronto, was held on the 20th inst.

Flavelles, Ltd., Produce Merchants, London, Ont., has been taken over by Flavelles, Silverwood. Ltd.

A. F. Hawke, general merchant, Grimsby, Ont., has sold his grocery department to A. B. Browne.

A. F. Hawke, Grimsby, Ont., has disposed of his large grocery store to Alf. Bourne. Mr. Bourne has had considerable experience in the grocery business, having been in the store of P. H. Gamble for a number of years.

Quebec.

Clarke & Scale, grocers, Montreal, have registered.

Darveau & Freres, grocers, Montreal, have dissolved.

L. Sabourin, grocer, Hull, Que., has obtained an extension of time.

McEnroe & Casey, tea and crockery merchants, Montreal, have dissolved.

J. J. Hovington, grocer, Tadousac, Que., have advertised their assets for sale.

The assets of P. F. Boulinger, general merchant, Chaudiere Curve, Que., have been sold.

A. Gazaille & Frere, cheese and butter manufacturers, St. Dominique, Que., have registered.

Lakeside Meat Co., grocers and butchers, Foster, Que., have dissolved; Edith Porter registered.

Maritime Provinces.

Hogg, Craig & Co., wholesale and retail grocers, Picton, N.S., have dissolved. A. J. Craig retiring.

Western Canada.

G. S. McKenzie will take over the management of the grocery department of the T. Lawson Co., Kelowna, B.C.

W. A. Hunter, who has successfully carried on a grocery and baking business on Bernard Ave., Kelowna, B.C., for a number of years, has disposed of it to a new firm to be known as Biggin & Poole.

New Companies.

The Crown Cork and Seal Co. of Baltimore, Md., has been granted an Ontario license.

The Carleton Model Cheese and Butter Association has been granted an Ontario charter to manufacture cheese and butter.

The Canadian Arkansas Rice Co. has been granted a Dominion charter to grow and deal in all kinds of rice and other grains. The head office will be at Montreal.

The Canadian Grocer

Established - - 1886

THE MACLEAN PUBLISHING CO., LIMITED

JOHN BAYNE MACLEAN - - PRESIDENT

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DOES WEALTH GIVE HAPPINESS?

It is a generally accepted fact that every man, young and old, enters business with the idea and ambition of scoring success. The term "success" is broad in its interpretation and meaning and includes many things, as honesty, a good name, fair values, an efficient service, commodious premises—and the daily receipts or profits. The world is, however, too inclined to spell success as an abundance of cash. Accepting, only for the sake of argument, the popular verdict it is equally interesting to hear someone say that affluence does not bring happiness or enjoyment. If that is true then there are a great many people in this wide world laboring under a strange delusion and a fatal fascination.

Discussing this attitude on the part of the public, an authority offers some interesting observations. "If riches," he adds, "do not mean a certain amount of pleasure, if they give the possessor nothing but turmoil, trouble, anxiety and uneasiness of mind, spirit and disposition, do you suppose there would be such a general desire to cling to wealth or to add to its store year by year? If a man of means has nothing but fear, mental anguish and untold misery as his daily portion—which many allege—there is not a millionaire in the land who would not unload all his holdings and rid himself of every bit of his capital to-morrow, for the sake of securing that sublime peace and contentment which are supposed to be, in a particular degree, the lot of less favored individuals. Every man goes into business with the desire of making more than a bare living or finding employment.

"Some will come along and tell you that, if you have enough to drink and eat and clothe yourself and a warm, comfortable house to live in, you are just as well off as the man who has his thousands, as he, like you, has only one mouth to fill and one body to clothe and keep warm; and that, if you are in what is called fairly well-to-do circumstances, you are as much favored as your rich brother. He can array his form in the finest raiment and satisfy his gastronomic longings with whatever delicacies fancy dictates or imagination paints; you cannot, as your pleasure is spoiled or interfered with by having to stop and consider the cost. He can buy a home of whatever style and architecture and in whatever locality he pleases; you cannot, as the price is too great. He can stay wherever he desires, travel when and how he likes; you cannot, as there is the barrier of expense. Every luxury, every convenience, every material aid to comfort and cheerfulness are possible with the man who does not have to stop and wonder whether he can afford it and weigh everything in a dollar and cents scale.

"Herein lie a few differences which no system of philosophy can shatter or sophistry destroy. This is why all men seek opulence, and by opulence is not meant idleness, aimlessness, meanness, tyranny, profligacy or dissipation.

"Riches honestly acquired and properly used do confer upon the possessor particular privileges and special powers which contribute to happiness and other things which go to make existence joyful and the one who declares otherwise is generally willing to be converted if he or she meets fortune while straying along life's highway."

FOR SHORTER HOURS.

Merchants are realizing now-a-days more than ever before that an afternoon off once a week or an occasional rest from business does not make them much farther behind at the end of the year. Summer is now in sight and wholesalers as well as retailers should think about early closing, giving themselves and their clerks an extra hour, on some days at least, during the week.

In many towns and cities the merchants arrange among themselves to close an hour earlier during the summer months and few regret it. The time is past when the store is kept open every night till every late straggler has passed the door—usually neglecting to do any purchasing. As years went by an hour was occasionally cut off the day's work until now six o'clock has become practically the universal closing time.

Shorter hours means better service from clerks and more promptness from customers and few merchants can honestly claim a loss by any slight consideration in this respect.

SCARCITY OF WHEAT.

At the present time the scarcity of Ontario wheat is causing considerable unrest among the millers and cereal manufacturers. Some Ontario millers have been paying as high as $1.40 for wheat and even at this record price they have difficulty in obtaining it. This, to a large extent, has caused the high prices of flour and the advances in cereal goods, which are announced in this week's market reports.

The past winter has seen a considerable quantity of wheat shipped to Mexico, and this, together with a large home consumption of wheat products, has produced the scarcity. Ordinarily the duty on wheat entering Mexico is sixty cents a bushel, but that was reduced to twenty cents when the southern country found itself face to face with a wheat famine.

There was, therefore, much wheat shipped to Mexico during the past few months, and this apparently has left little in the hands of Ontario farmers and millers. The former may, of course, be holding back, awaiting higher prices or delaying the marketing of their grain until their seeding is completed.

RAILWAY EXPANSION.

The vast amount of construction work contemplated or in progress by Canada's railway companies is another evidence of the rapid development of the Dominion. It is estimated that $85,000,000 is to be spent during the current year in railway extensions, this sum being divided among the Canadian Pacific, the Great Northern, the Canadian Northern and the Grand Trunk Pacific.

This enterprise indicates the healthy condition of the country, and if it were not for its wonderful resources the fact that so much money should be spent in a single year might be somewhat alarming. There is probably no greater evidence of the growth of a country and the expansion of its resources than railway development. There can, therefore, be little foundation for business men entertaining pessimistic forebodings that the present year will be different from earlier predictions. New railways stretching out into new districts mean increase of population, better times and better conditions among the retail merchants, and hence an increase in manufacturing establishments and a more wealthy country.

SHORTAGE IN BEANS.

The general public are beginning to realize that beans are a nutritive and useful food. This season almost all the beans grown in Canada have been consumed and this condition was principally due to the good demand not only at home, but from the United States as well.

That beans can scarcely be bought now at any price is the claim of some wholesalers. They are practically out of the farmers' hands and prices are firm. Some manufacturers of canned pork and beans have advanced their prices as much as twenty-five per cent., having found that there is no money in them at the recent ruling figures.

The chief producing section for beans in Canada is western Ontario, where farmers find that crop profitable and where the area for bean cultivation will be increased.

DON'TS FOR TRAVELERS.

A good deal has been written about how traveling salesmen are treated by merchants who do not realize that it pays to be courteous not only to the people they sell goods to but also to those they buy goods from.

Some merchants have much to learn in this regard and even some officials in large manufacturing concerns can to advantage change their policy and treat salesmen in a manner more in keeping with the Golden Rule.

The story is told of how one of the most gentlemanly and considerate salesmen on the road called on the buyer for a large manufacturing concern which closed its doors in an Ontario town during the past year. The salesman presented his card and the buyer in a churlish manner tore it up and threw it in the waste paper basket. A second and a third card met the same fate with the result that the affronted salesman spoke his mind freely to the buyer, comparing his actions with what a true gentleman's would have been.

There are always two sides to a story, however, and while we can give no additional information regarding the case referred to, the side of the manufacturers, and the manner in which they are treated by some self-conscious salesmen is given in the following letter received from the secretary of a large manufacturing concern. His letter follows:

> Having often noticed in your valuable journal, the many "Dont's" that buyers should not do to travelers, I write to inform you that for every don't that the buyer should not do to the traveler, I can name you two dont's which the traveler should not do to the buyer.
>
> It might surprise many travelers to know that one half of them do not know how to approach a buyer. They may have called on him perhaps three or four times during the year and he has the impression that he is the only man who calls on that firm.
>
> The traveler walks in and says, "How do you do, Mr. So-and-So, how is business to-day?" You immediately start to wonder who he is but he does not tell you. You might know his face but cannot recollect his name nor the name of the firm he represents. He will ask you how business is and if there is any chance for an order in his line but of course we always say no, because we do not know who he is. We do not ask him who he is; if he does not know enough to tell us.
>
> The writer had a case the other day where a traveler came in and asked if we needed anything in his line. We know his face but could not place him. He said that we had sent an inquiry to his house but did not mention the name of the house he represented and I immediately told him that no doubt his price was too high and the order went past him; but while he sat here the order was made out for two car loads of lumber, to his firm, and was mailed on the same train he was on. His house called him down the next day, asking him why he had not called on "Jones & Smith." He said he had but that there was nothing they required and that the quotation was too high.
>
> Many travelers come in who do not know enough to take the cigar out of their mouth, while others who might know the buyer salute him in a very familiar and loud tone with, "Hello, Jack, old boy, how are you?"
>
> Still others who come in feel it their privilege to walk around the office and chat with other members of the office staff if the buyer happens to be busy.
>
> I could go on giving you many more "Dont's" which the traveler should take note of but space and time are too limited to allow me to do so.
>
> As an old traveler myself I would say that the first thing a traveler should do when approaching a buyer is to mention the wares he handles and the name of his firm. There is not one buyer in a thousand who care a snap for the traveler's name or his beautifully embossed cards.
>
> "SUNSHINE."

The editor would like to hear from other readers on this subject. Experienced travelers know how to approach a customer and make it worth the customer's while to give him a hearing. There are many young salesmen on the road to-day, however, who have their careers to make or mar, and instances where buyers or salesmen have been discourteous are worth repeating if a lesson can be learned from their telling.

MARKING PRICES ON GOODS.

Some merchants lose money because of failure to properly mark goods, thinking they can remember the cost price, and in this way they many times do not get actual cost for the goods.

Other merchants, either from carelessness or force of habit, mark the selling price on all goods a certain percentage above cost, regardless of real values. Still others do not see the goods at all, but tell a clerk to open them up and what selling price to mark on them.

When goods come into the store they should be carefully inspected, for if there is one place where the best judgment of a merchant is brought into action, it is in marking or pricing goods. Only the very best judgment should be used to put a good, strong profit where it will fit, and make up for the short profit, or possible loss, on something which has been purchased to sell at a bargain.

Marking goods in plain figures can very often be made the basis for further sales. A customer while waiting to purchase some special article is often prompted to buy other things by being able to know the price. But, above all, don't have mixed or cut prices. Remember that one man can't do all the business.

Make it a law to have one price to all, and that price in plain figures, and "money back if you want it" should be the rule in every wide-awake retail grocery store. Let it be recognized in the community that a child may be able to buy goods in your store as cheap and with the same satisfaction as could an expert of values.

Such a policy can not do other than command the confidence and respect of the public and bring the greatest possible benefit to the retailer.

Notes from the Maritime Provinces and Quebec

Free Trade Discussion in Montreal—Large Cargoes of Sugar Arrive at Halifax—Nova Scotians Want Apples Shipped in Boxes Instead of Barrels.

ST. JOHN, N.B.

May 25.—Up to the present the harbor fishing for this season has not been up to the mark; very few shad are being caught and they are retailing at 35c to 50c each. Lobsters are coming in quite freely from bay ports in St. John and Charlotte counties, and range in price from 10c to 40c each.

The farmers in Upper New Brunswick and Aroostook County, Maine, are now putting in seed potatoes. The greater part of last season's crop has been disposed of and last week the price quoted was $2.40 a barrel. In St. John prices remain about the same as last reported.

T. Edwin Robinson, James N. Riley, M. Wellington Cox and J. Donald McKenzie, all of this city, have formed a partnership under the name of the Standard Creamery Co., and will engage in a general creamery business.

J. J. McGaffigan, the Dock Street tea merchant, has returned to the city, after more than four months spent in traveling in the United States and Mexico.

Killam Bros., who for several years occupied a stall in the county market, where they carried on a commission business, have removed to the South Wharf and will carry on a wholesale business in groceries, fish and country produce.

Johnston & Boulter, of O'Leary Station, P.E.I., have opened a new grocery and provision store.

Murdock Kennedy and Parnell McMahon, of Emerald, P.E.I., have opened a general store.

MONTREAL.

May 25.—Grocers report a good volume of business. Some, especially those in the west end, state that they are beginning to notice the exodus to the country, but this has not reached any appreciable size yet. Weather conditions have been decidedly unfavorable. During the latter end of the week however, there was a decided change for the better . Weather conditions affect the small grocer in the less fashionable quarters of the city more than his influential brother whose customers do most of their ordering by telephone. One grocer stated that he thought people ate more when the weather was good.

Considerable interest has been manifested in the warm discussion which has been going on at the Board of Trade with reference to Free Trade within the Empire, and the continuance of the preferential arrangement. In discussing the situation with some of the leading grocers in the city some amusing comments were made. While the most of these observations were made in a more or less jocular way, they contained more than a casual amount of common sense, and shrewdness. One gentleman whose name cannot be divulged said : "I believe too much prominence is given to such discussions as these since the participants are private citizens and do not represent, as our Parliament does, the will of the great mass of the people. Whilst I do not doubt the sincerity of these men and that they are acting from purely patriotic motives, their proximity to the wheat pit and other opertions of a like sort is more than apt to make people think that their views would be warped." Continuing he stated a discussion of free trade and protection always made him think of what Abe Lincoln said about the merits of protection. Lincoln when asked his opinion of protection said : "If protection means that when we want steel rails, we go to England and get them, and the Englishmen get our money, and we get their ralls, well then I'm not for protection, but if it means, when we want rails we go somewhere in the U. S. and get them, and an American gets our money, and the United States gets the rails, well, then I'm for protection.' This I believe is what Canada should aim at—to produce everything possible within her own borders, and be satisfied."

J. A. Jenkins, representing the Gwaltney, Bunkley Peanut Co., Smithfield, Va., was in Montreal for a few days this week, and called upon the trade, with W. C. Christmas, the local agent of the firm.

Howard Cane of The William Cane & Sons Co., Newmarket, Ont., was in Montreal last week.

F. W. Rowley, of Underdown & Crichton, London, Eng., is making a tour of Canada, visiting the firm's agents throughout the Dominion.

W. R. Webster, of W. R. Webster & Co., Sherbrooke, cigar manufacturers, spent a few days in town last week.

Henri Jonas has returned from a trip to Europe.

W. C. Rowe, late of Dean, Rowe & Lacy, Sherbrooke, has gone into the lumber business. Mr. Rowe, who is associated with several other gentlemen in this new venture, has purchased extensive limits in the Province of Quebec.

John Robertson, St. Catherine St. W., has a fine window display of a breakfast food this week. This grocer's window has long been famous for the beauty of his window displays. The boxes are arranged in three arches, the middle one reaching three quarters of the way to the top of the window. On the floor of the window are two neat little mounds of the food, and numerous cards bearing the price of the product are distributed throughout the exhibit. Altogether the window is a very attractive one.

Couvrette & Sauriol, paper merchants and wholesale grocers, have removed from Bonsecours Street to larger premises at 253 to 255 St. Paul Street, corner of St. Vincent Street.

Murphy Bros., St. Catherine St. W., showed a fine display window last week consisting of small bags of flour. The window is very tastily gotten up and certainly does not fail to attract attention.

L. W. Chaput another West St. Catherine St. grocer, displayed a unique flour window also. It possesses decided originality and good taste.

The Ogilvie Flour Mills Co. showed a very fine team of heavy draft horses and waggon in the recent Horse Show held here. Unfortunately one of the horses went lame in the ring which ruined their chances of a ribbon. Otherwise it would be safe to say that they would have been close to the top.

The Brodie Manufacturing Co. are opening a booth at Dominion Park May 24 for the summer. They intend to cook doughnuts and other foods with their brand of baking powder which they will advertise in this way.

Ocean Mills, 101 Mount Royal Avenue, have the plans prepared for a new five storey building 26x94, corner of LaSalle and Mt. Royal Aves. Work on this building will commence immediately. This plant will be absolutely up-to-date in every respect. New manufacturing and packing machinery will be installed. The equipment for making the starch which is this firm's special brand will be improved and will enable them to produce one car per day. The new structure will be of brick. The proprietor O. Lefebvre, has been in the manufacturing business for 15 years, during which time his efforts have been rewarded with success. The new factory will produce many lines among which are starch, extracts, blanc mange and cough mixtures.

John R. Henderson, of Sancta Maria, Mexico, has been paying a visit to Montreal recently, revisiting the scenes of his childhood and early manhood. He has been away from Montreal for nearly thirty years, during which time he has been engaged in the grocery business in various parts of the United States and for the last nineteen years in Mexico. When in Albuquerque, N.M., he became aware of the possibilities of the business in Old Mexico and decided to go there and he states that he has never regretted the change. He is very enthusiastic regarding the possibilities of the country. Speaking with respect to the grocery business he states that it required some courage to depart from their old antiquated methods, but he has done so and met with great success. His store is regarded as one of the finest equipped grocery stores in Mexico. He has introduced novel methods and Canadian ideas into his enterprise and this fact has been chiefly responsible for the business which he has built up there.

Buyers in Montreal during the week were : J. B. Lefebvre, Ste. Therese, Que.; M. Sauve, St. Scholastique ; X. Desautels, Ste. Angele de Monnoir ; F. Mathieu, Lachenaie, H. Pare, Granby ; G. Daoust, St. Anne de Bellevue; M. Huet, St. Julie Verchere; A. Lemieux, Henryville, Que.; L. Barbeau, Laprairie, Que.; J. A. Lanctot, St. Isadore, Que.; Aug. Beausoliel, Terrebonne, Que.; J. F. Davis, Gaspe, Que.; E. E. J. Mallette, Tredwell, Ont.; H. Desparois, Chateauguay, Que.; P. Bougie, Pointe Claire, Que.; L. Robert, St. Bruno, Que.; E. Lahaie, St. Eustache, Que.; H. Tourangeau, Varennes, Que.; U. Guay, Mont Tremblant, Que.; Aug. Flamondon, St. Cesaire, Que.; N. Beauregard, Mitchell, Que.; M. Huet, Ste. Julie, Vercheres, Que.; G.

Parent, Pointe Claire, Que.; Aug. Beausoliel, Terrebonne, Que.; V. F. Forget, Ste. Agathe, Que.; F. Mathieu, Lachenaie, Que.; Leo Robert, St. Bruno, Que.; A. St. Antoine, Ste. Sophie de la Corne, Que.; M. T. Huet, St. Constant, Que.; R. Suprenant, St. Jacques de Mineur, Que.

NEWCASTLE, N.B.

John McLoggan has started a wholesale and retail flour, feed and grocery business in Chatham, N.B.

The catch of fish this season in Bay Verte was so great that the fishermen were almost unable to get the nets cleared long enough to have them taken up. All the fish smoking factories have already all the fish they need.

HALIFAX.

May 25.—Large cargoes of sugar continue to arive. The steamer Dagfrid that arrived here recently brought 12,000 bags, and another steamer from the West Indies also brought a large shipment. Shipments of molasses are falling off some.

Some Nova Scotians interested in the fruit industry are urging the apple growers and shippers of this province to pack their fruit in more attractive style. They say that the west leads Nova Scotia in this respect, and that it is time our shippers packed their fruit in boxes when shipping to the Old Country. The box has many advantages over the barrel, as it is much more conveniently handled and just about suits the average family. They claim that it is practically impossible for a grower to build up a reputation among consumers if he uses only the barrel package, for it is too large for all but a comparatively few of the consuming public. If the barrel is used it is opened by the grocer and the consumer seldom knows from what source the fruit comes. The box package also gives the consumer a much better opportunity to examine the fruit before purchasing, in case that he does buy in the original packages, since by removing the cover or sides, one-fourth of the apples are exposed to view. Finally, the box is a much neater and more attractive package than the barrel, and permits a peep at the contents even before it is opened. It will, no doubt, be some time before the average grower in Nova Scotia will adopt the box, but with the rapid inroads made in all the markets, by the western-grown fruit shipped in boxes, this style of packing must claim the attention of Nova Scotia growers. It is claimed that if the western growers can make money by this care of the apples and pay the extra expense of shipping to the east, there ought to be money in it for the local growers. With few exceptions the London apple receivers prefer the barrel, instead of the box. For instance, the barrel can be rolled, and the box has to be carried, and the porters in Convent Garden like to roll things. Then again the box as a Nova Scotian market production is a new thing in the English market.

The grocery trade is in a prosperous condition and the volume of business passing is quite satisfactory. There is quite an improvement in the condition of the country roads, and as a result business has benefitted considerably. Collections are very good in most districts, being fully up to the average of the year.

Butter is coming in quite freely and the market is well supplied. The quality of a large proportion of it, however, is very poor, and in consequence the sales are slow. The reason for some of this butter coming to the market in poor condition is due to the country storekeepers. Many of them take butter in exchange for other goods, and they hold it too long before placing it on the market. The butter referred to is principally in small rolls.

The first cargo of bananas for the Fruit Dispatch Company arrived here last week on the steamer Boston. The steamer landed about 14,000 bunches. Heretofore it had been the custom of many of the Halifax commission men to import their bananas direct, and they supplied a large portion of the trade, not only in the city, but throughout the province.

The grocers of Halifax are handling more green truck than ever before, and they report that their sales continue to show a steady increase. Lettuce, radishes and tomatoes are now raised in large quantities in Nova Scotia.

F. J. Holman & Co., successors to W. S. Brown, of Charlottetown, are having their store painted and the interior thoroughly renovated. They intend stocking up with a complete line of first-class groceries, fruit and confectionery.

Recognizing the economic value of the Y.M.C.A. to the employer of labor, Wentzells Limited, wholesale grocers, have given one thousand dollars towards the construction of a new Y.M.C.A. building in Halifax.

Some Interesting Ontario Grocery Correspondence

Chatham Merchants Discuss Ticket Selling and Program Advertising—Expensive Eggs for Packing Predicted by London Authority—Annual Meeting of Berlin R.M.A.—Excursions Arranged by Toronto, London, Brantford and Hamilton Grocers.

CHATHAM.

Chatham, May 17.—The question of program advertising and ticket selling was discussed at the last meeting of the Retail Merchants' Association, the subject being brought up by Wm. Anderson, who urged that the association seize the opportunity to reiterate its stand, taken some two years ago, to the effect that members of the association would not advertise on programs, hotel registers or similar "illegitimate" advertising devices, and would not purchase tickets of any kind in their places of business. He quoted a few instances where he had noticed the rule was being disregarded. Most of those present, however, reported that the rule was working well, and that the program advertising and ticket-selling nuisance had been practically reduced to a minimum. It was decided to have notices respecting the association's rule printed and distributed among members, to be posted in their places of business with a view to facilitating the turning down of advertising and ticket soliciters. Mr. Anderson also voiced some emphatic views with respect to calendars, adding that he thought the rule should be extended to include them and that he would bring up the matter at the next meeting.

An interesting point respecting calendar "advertising" was elucidated by a merchant the other day. He said: "In most houses the best and prettiest calendars find a place in the dining-room, or sometimes the parlor. The cheaper calendars are relegated to the kitchen. Now, the average family—that variety of family from which we draw our trade—lives the best share of its time in the kitchen, has most of the meals there, and rests and studies there in the evening, so that the cheap calendar as a result of its very cheapness is a more effective advertising agent than the pretty and expensive product. Just take a look in the average house, and see if I'm not right, and if the poor calendar isn't hung where it will be seen ten times to the good calendar's once. Of course," he added, "I don't think the calendar is any good anyway."

W. E. Parrott has evolved an interesting advertising innovation. His delivery rig is ornamented with a few handmade pasteboard advertising cards. "We have good butter at 25c" is a sample. This sort of advertising has the advantage that it can be changed as often as the advertiser wishes.

E. H. Ruttan, of Wallaceburg, has put a new delivery wagon on the road.

J. G. Rose, general merchant and postmaster, of Duthill, has sold his store to Chas. Howson, and will leave for Montreal.

P. Y. Anderson, grocer, of Wyoming, has fitted up a handsome ice cream parlor in the premises adjoining his store.

Early-closing during June, July and August is being considered by Wallaceburg merchants.

Waseif David fruit dealer, of Kingsville, has leased the Prideaux Fox store for five years and will move there shortly.

The Lambton Creamery Co. has arranged to operate and finance the Glencoe Creamery for the coming season, retaining Mr. Smith as buttermaker.

The W. L. Clark Seed Co., of Leamington, will in a few weeks give up their present store, opening an office in rooms over the store. A large warehouse will be erected near the station.

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BRANTFORD.

May 26.—The committee who have in charge the arrangements for the annual excursion of the Grocers' and Butchers' Association are P. Truss, F. C. Harp, A. Coulbeck. They went down to Hamilton yesterday and completed arrangements whereby the Brantford and Hamilton grocers will run a joint excursion as they have in the past.

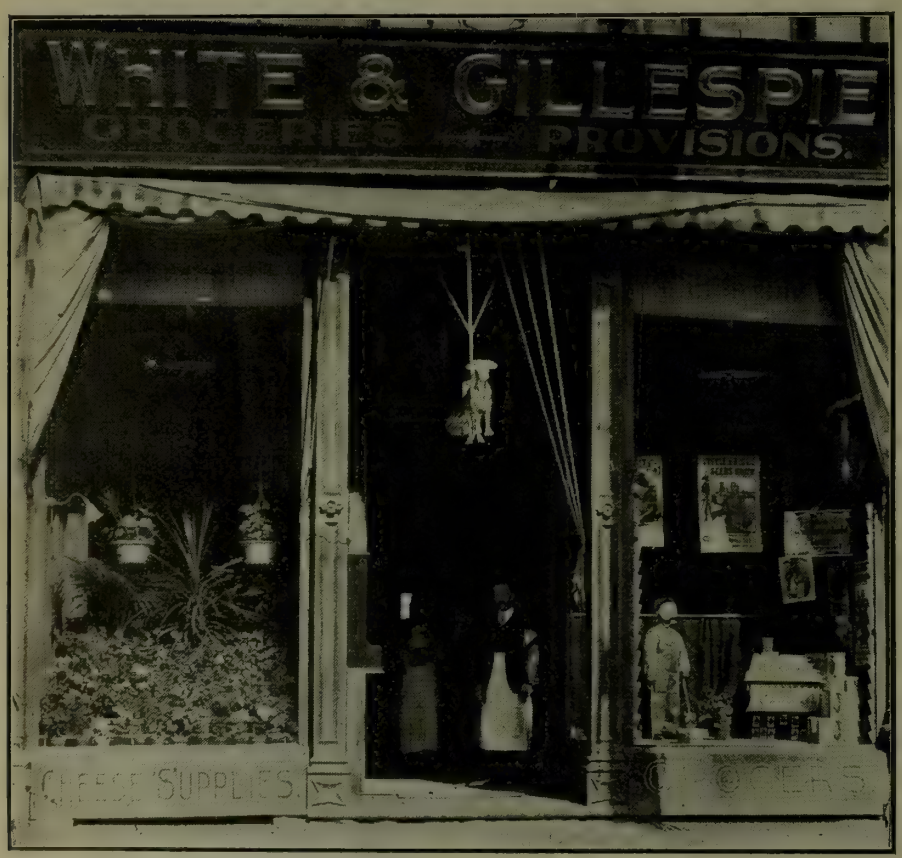
charge $2.50 a month for 25 lbs. daily.

The Liberty Oil and Drug Co. cases have not become a dead issue yet. All the alleged local debtors of the company have received letters from C. S. Walters, a Hamilton accountant to pay up. Mr. Walters has been informed that matters would be facilitated if he dealt with the committee appointed to look after all the local interests.

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BRACEBRIDGE.

May 26.—Saturday last the main street of the town was thronged with people, mostly buyers from the country and from up the lakes and the stores were doing a brisk trade. On Monday the town seemed deserted, nearly all of the merchants taking the day off .



Window of White & Gillespie, Peterboro. Ont., Showing a Display of Flowers, in Which the Firm Does an Extensive Business, as was Explained in last Week's Issue of The Grocer. The Above Windows Were Dressed by Walter Fitzgerald, one of the Clerks.

The front of Misner Bros. store on Colborne St. is being repainted a bright red.

A number of grocers are displaying fireworks this week.

It's a cool proposition the ice man has to make this year. The prices here are $2.50 a ton in single lots delivered; 15c cwt. for over 500 lbs.; 20c cwt. for less than 500 lbs.; which means that the grocers will have to pay practically 20c per 100 lbs. For private houses they

"Do your shopping at home," is a good motto and it will pay. Some days ago your representative received a grocery catalogue from one of the large departmental stores and found, on making a study of it, that the merchants here not only held their own, but in some cases sold below the prices quoted. Then why do people send away from the town they live in for their goods? One of the best items on mail order business was a lengthy article in the Simcoe Reformer of the issue of May 20. It ends up with this motto: "Buy at home. It will save many disappointments and will make you a more valuable citizen of the town you live in."

The high price of potatoes struck us fair and square last Saturday when the price soared to one dollar and ten cents a bag. Other prices ruled about the same as last week, with the exception of flour, which is rapidly advancing.

One good thing noticed recently in one of the leading grocery stores here was a large card with a sample of biscuits on it, thus doing away with so many half-filled boxes kicking around the store. The clerks make sales from the samples.

The Grocer is certainly becoming a valuable book, not only for the proprietor, but for the clerks as well. When asking one clerk on the pretty window he had decorated a few days ago with brooms, brushes and housecleaning goods, he said the idea came from The Canadian Grocer. Nearly every week new ideas on window-dressing can be picked up out of that book.

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LONDON.

May 26.—City retail business is fair and wholesalers report trade in the country improving. There is little change in prices except for California fruits, seeded raisins and prunes advancing.

C. F. Edy and J. McRoberts, who recently sold their business on the Hamilton Road, will shortly leave for the Pacific Coast, and if they find things looking well out there will probably remain.

Work on the new wholesale warehouse for John Garvey on King St., to which reference has already been made in The Grocer, is being pushed forward vigorously, and when completed it will be the largest in the city. It is to be five stories in heigh, including basement.

The executive of the Retail Grocers' Association met last week and completed arrangements for the annual picnic to Detroit on June 23. President E. J. Ryan presided and the following committees were appointed: R. A. Ross, chairman; F. Travers, E. F. Reid. F. Paull and Thomas Shaw.

Advertising committee—H. Ranahan, chairman, and E. J. Ryan.

Railroad committee—Harry Ranahan, chairman, N. Mcleod, James Haskett and Thomas Shaw.

Charles Maker was appointed to act in the capacity of master of ceremonies on the train en route. Those present were President Ryan; N. McLeod, Jas. Haskett, H. Ranahan, Thos. Shaw, E. F. Reid, F. Travers, J. Henderson, R. J. Donahy. Frank Paull, Cyril Hayes, M. A. Young, R. A. Ross and Thos. Vincent. President Ryan, Vice-President Haskett, Treasurer Ranahan and ex-President Shaw were in Detroit this week making arrangements at that end.

The Sanford Manufacturing Co., of Hamilton, has purchased the premises

from John Garvey, now occupied by him, and which he will vacate on the completion of his new warehouse on King St.

Struck by a rapidly approaching yard engine, which demolished the wagon, while he and the horse were dragged for a distance of twenty feet and both emerged unscathed, was miraculous escape of Wm. Knapp, grocer, 885 Adelaide St., experienced at the Adelaide St. crossing of the C.P.R. one morning last week. With his horse he was dragged till the engine was brought to a standstill. Mr. Knapp and the horse were not injured in the least. About ten dozen eggs were in the wagon at the time of the accident, and of course they are a total loss

A. E. Silverward, manager for Flavelles, Limited, is authority for the statement that there will be no cheap eggs in Canada this year. "The present prices of 17 and 18c a dozen in the country are the highest on record," he says. "These prices are two cents higher than the prices at this time last year. Seven years ago when we first opened out in London we could get any amount of eggs at 10c a dozen. At that time nearly all Canadian eggs were sent to England. Now there is hardly an egg goes to England from this district. The production is not enough to supply the home demand notwithstanding that nearly every farmer is keeping more chickens now than he did then. The demand from the western markets this year will surpass all records, and we have already sent several million eggs there. Prices may come down a very little in the summer, but there will be no cheap eggs at all. Canada is now the consumer of the eggs produced in this country, and in consequence is more independent in establishing the prices.

"The butter market is just opening, and the prospects are for lower prices. Prices in the country are at present from 20 to 22c a pound as against 25 and 26c at this time last year. In March of last year prices reached the highest point in several years, and butter sold for 32c a pound. It dropped gradually though. The grass is not good enough yet to establish a market, and we will get very little good butter before June 1. In the summer it is likely to go down a couple of cents lower than it is now, but even then the farmers will be getting good prices."

The most important matter before the last meeting of the Retail Grocers' Association was the report of the executive on provincial organization, which has already appeared in full in The Grocer. The report was discussed at considerable length, and finally unanimously adopted.

BERLIN.

May 26.—The seventh annual meeting of the Berlin Retail Merchants' Association was held on the 12th inst., and brought out the largest attendance in the history of the organization. The retiring president, C. B. Dunke, gave an interesting resume of the year's business, dwelling on the legislation put through the town council in the interests of retailers at the instance of the association's officers. He referred also to the successful operation of the Credit Reporting Department. The list of delinquents furnished to the members periodically had been a considerable source of protection and the letters sent out in connection with this department had been very effectual in spurring on deliquent debtors.

The election of officers for the ensuing year resulted as follows:

President—John Hessenauer.
1st Vice-President— Geo. J. Schell.
2nd Vice-President—R. D. Lang.
Treasurer—W. A. Clarke.
Secretary—F. I. Weaver.
Auditors—A. Weseloh and W. L. Leeson.

A hearty vote of thanks was tendered the retiring president and also the retiring secretary Mr. Brubacher who had acted in that capacity for the past six years. It was decided to have a new supply of cards printed setting forth that the association members were prohibited from making donations to subscription solicitors except in cases where they had received the approval of the association.

The association has now a membership of over 80.

OWEN SOUND.

May 26.—There is much interest displayed here among merchants in regard to a police court case in which a number of grocers were charged with displaying goods on more of the sidewalks than was permitted by law. An information was laid by J. T. McInnis and H. G. Tucker represented him. In reply to the Police Magistrate's query as to what was to be done, counsel for the prosecution said that his client had observed that the sidewalks were clear on the morning of the trial and that as his object was attained he did not wish to push the prosecutions, provided the defendants paid the costs. His Worship expressed his satisfaction at this statement, and said he would dismiss the charges without costs, as it had been explained to him that the council of a later day than the date of the by-law had granted the privilege to merchants of occupying a space on the walks eighteen inches wide and high for display of goods, and gradually this space had been enlarged until the walks had been too much encroached upon, he believed in some cases. His Worship's statement that there would be no costs did not satisfy the solicitor, who questioned his right to dismiss the charges except on the wish of the prosecutor to withdraw, as there was a direct penalty attached. To this His Worship replied that when a man is brought up for drunkenness he has broken a town by-law, yet he may in his discretion say to the man, "Go, but don't do it again," and so he could do in this case. Finally the solicitor gave the court to understand that it was the costs for his own services which was in his mind, and which he did not consider should be saddled on his client who was acting as a public benefactor. Pro bono publico, replied His Worship, who then informed the solicitor that he had nothing to do with his costs, but there would be no court costs. Mr. Tucker conferred with his client after which the case was withdrawn without any question as to costs.

The by-law in question is No. 380 which was passed in 1885 when J. Rutherford was mayor. It is a general by-law for the regulation of affairs on the streets of Owen Sound and many of its clauses are as dead letters as was the one under which the present action was taken and should be enforced as well as this one.

The clause of By-law 380, under which the action was taken, and which is now being enforced, is as follows:

"No person shall place any goods, wares, merchandise or other article of any kind upon any street or sidewalk or hang or expose any goods, wares, merchandise or other article outside of any shop, house, warehouse, or other building so as to project over or encroach upon any portion of a street or sidewalk in the Town of Owen Sound; but this section shall not be construed so as to interfere with the use of a portion of a street or sidewalk for a reasonable time during the reception or delivery of merchandise or other articles and so as not to obstruct public travel."

GUELPH.

May 26.—Benson Bros. have just received a line of Crown Derby ware, which, placed amongst the cut glass, as they have done, makes a charming effect.

English Stilton cheese has arrived in the city, but it lacks the flavor for which Stilton cheese is noted, probably owing to it not having sufficient age.

It is not always the largest store which does the most business. Metcalf's store, although small, is quite a suburban "Beehive." One department of this store is used for confectionery, the candy turnover being large, considering the district.

It is marvellous what a smart, trim look a few stacks of canned goods give to a store. "Joe" Hadden seems to have the happy knack of just placing everything to the best advantage. His store, always nice, looks distinctly inviting with the piles of these goods.

We are pleased to hear that R. Weber, who recently came from Berlin, is receiving his share of the Wyndham Street patronage.

TORONTO.

May 26.—Excursion matters were talked over at the regular meeting of the Retail Grocers' Association last week. David Bell reported that the executive had decided to accept the

terms of the Niagara Navigation Co. but the exact destination was left over until a special committee went across to see the various propective points. When a report is made by this committee to the executive the destination will be decided upon. The date of the excursion was fixed for Wednesday, July 14th. On motion of J. S. Bond and J. H. Johnston it was decided to have printed a new set of by-laws containing the old code with necessary revisions. The committee to look after this is composed of D. Clark, chairman, C. F. Thorne, A. J. Coniam, J. S. Bond, J. H. Johnston and Thos. Clarke.

B. S. McMurty, 1146 Yonge St., is reaching out in more ways than one to gain the best knowledge to conduct his business, and he is rapidly swinging to the front.

A. A. Martin, 202 Lippincott St., has bought out A. Dumond, and is putting new life into the business. He has been one of Gunn's, Limited, waggon hustlers and is favorably known. He will soon gain his full share of the trade in that part of the city.

F. Leonard, 199 Lippincott St. is doing a nice clean business on a small, economical scale.

J. Thain, 183 Lippincott St., is a hard worker and has the reputation of selling reliable goods. He deserves success, which naturally follows good methods.

P. R. Morrison, 127 Lippincott St., is doing a good business, and through his courteous manner and straight dealing has won the confidence and respect of his rapidly increasing army of customers.

R. E. Dunsheath, 246 College St., has bought out Mr. Chester and feels that he has the right location, and will do a big trade. He is filling up the store with new goods and is wonderfully improving its appearance. He used to be with White & Co. and therefore comes with a valuable experience which will enable him to give splendid service to his customers.

John Waddell, 860 Bloor St., comes from the town of Harrison, where he has been in business for 30 years, and has taken The Canadian Grocer since it was in existence. He has the able assistance of his own family.

The grocery store of Mrs. Brown, 97 Cumberland St. was visited by thieves on Sunday night and although they gained an entrance they were frightened away by a barking bulldog across the street.

OTTAWA.

May 26.—The outlook for the fruit this summer is very bright. Canadian strawberries have come through the season without suffering damage from frost, and should be offered in quantities within the next two months, and at a price which will satisfy the careful housewife. The apple crop also looks good and such apples as the McIntosh Reds which were scarce last year will be abundant.

Lemons will probably be higher in price as the annual auction sale in Montreal shows. Only 12,000 cases were offered for sale, compared with 30,000 cases the year previous.

Because the early selling by-law is not observed members of the Ontario Vegetable Growers' Association, declare that they will not make use of one of the markets unless the law is inforced. This will mean that a large quantity of early vegetables will be sold only to regular customers and produce merchants. At their recent meeting it was maintained that hucksters on the market sell their loads before the bell rings and leave them in their waggons. After the market bell rings it is taken away. The semi-monthly meeting of the Ottawa Retail Grocers held on May 12 discussed this action on the part of the Vegetable Growers, and greatly approved of their stand taken in same. The grocers themselves were of the opinion that they should boycott the market altogether since the council refused to make it an open one, and have their supplies brought in by the farmers direct to their shops. It was decided, however, that such action should not be taken until it had been more thoroughly considered. The firecracker nuisance was brought up, and all grocers present decided to discontinue the sale of those dangerous explosives. Authorities do not seem to interfere, although the letting off of fire crackers before May 24th is contrary to law.

A euchre contest and smoker was held n Court Royal Albert Hall by the Grocers' Association, on May 26th.

The confectioners are the latest class of dealers to feel the advance in the local prices of flour.

W. R. Stroud tea merchant, returns to occupy a seat in the city council vacated by ex-Ald. Walter Cunningham, of The Walter Cunningham Company, wholesale and retail grocers and wine merchants. Mr. Stroud has been connected with the city council for 20 years and is a familiar figure around the City Hall.

E. M. Lernier & Sons have commenced business as produce merchants at the premises lately occupied by Prevost & Allard, wholesale grocers, at 11-15 York St.

The Fort William Milling Co. has been given a Dominion Charter to manufacture flour, etc.

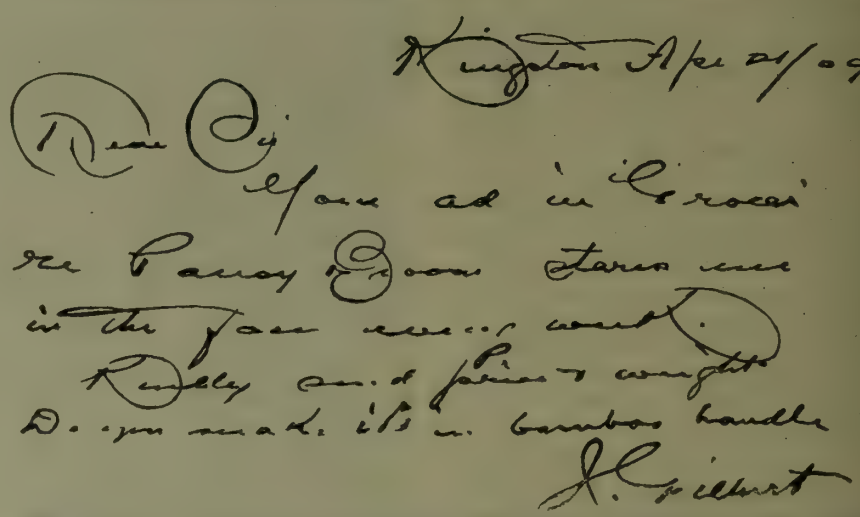
WANT PROFITS IN SUGAR.

English Retailers Take Steps to Have Prices Advanced.

London, England, May 12.—The decision of the Committee of the Retailers' Sugar Association to take steps to advance the price of sugar by ½d. per pound in those cases where the present retail price leaves no margin of profit will bring to an end a cutting competition that has been waged for the past six or seven months.

Many retail shops will advance the price this week, and it is expected that by Tuesday next the retailers in the provinces will have followed suit. The cost price of granulated sugar to-day works out at 1¾d. a pound and is sold at that sum, and in some cases at 1d. The rise will not affect those better class districts where granulated sugar is retailed at 2d. a pound.

In days when modern advertising methods were unknown, the grocer was in the habit of using a low price for sugar to attract customers to his other wares, and the method is still retained. Hitherto the obstacle to a rise in price has been due to the multiple traders, but they now see the necessity of an increase.



The above is a facsimile of a post-card received recently by H. W. Nelson & Co., Toronto. This is one illustration of what persistent advertising in The Canadian Grocer does.

John Hewitt, representative in Toronto of the Shredded Wheat Co., was in Fort William recently on a two weeks' business trip.

HINTS TO BUYERS.

The grocer who handles only the finest products in cheese will be glad to know that the MacLaren Imperial Cheese Co., Ltd., have in store some very fine old Canadian cheese, both white and colored. They will be pleased to quote prices on application.—Advt.

Latest Reliable Trade Review of the Golden West

British Columbia Fruit Crop Looks Promising—Potatoes Still Expensive—Winnipeg Grocer Adds Meat and Confectionery Departments—New Method of Displaying Maple Syrup in Vancouver—Regina Merchants Open Tea Room.

WINNIPEG.

May 25.—Bert Cowan, head of the Cowan Manufacturing Company, was in the city last week. The competition in the cocoa and chocolate lines has been quite keen in the western territory this spring.

Harold F. Ritchie, a Toronto commission merchant, spent a few days among retailers during a short time ago. He returned from a trip to the coast, and reports business conditions as very promising.

Joseph Irwin, representing the Borden Condensed Milk Co., of New York, left Winnipeg for that city recently, having covered the western territory in the interests of his firm.

The representative of the Eby-Blain wholesale grocery house, of Toronto, Mr. Williamson, was in the city recently.

The Foley, Lock wholesale house, has secured the services of A. Badenock as city traveler. Mr. Badenock has been traveling for A. M. Smith & Co., of London, Ont., for the past nine years.

Mrs. Badenock accompanied her husband on his trip west, arriving in the city on May 14.

Mr. McLaurin, a local farmer, was in the city recently and purchased a carload of seed potatoes of an early variety. Fifty acres of land has been reserved for potatoes alone and Mr. McLaurin intends making a specialty of that branch of farming. He has his farm equipped with planting and digging machines.

SASKATOON.

May 25.—J. F. Cairns has returned from a business trip to Winnipeg.

L. S. Bishop has taken charge of the new grocery department for W. H. MacBeth. Mr. Bishop is a young fellow particularly well fitted for such a position. His experience has been picked up, among other places with N. K. Fairbank Co. of Chicago, and Pearson Bros. of Bilouxi, Miss.

A neatly trimmed window display is to be seen at MacBeth's store this week. Tinned fruits are piled high on each side, while pickles, teas and other similar goods are laid out between. The background is taken up with brooms nailed to the casing.

Jones Bros. have put a new front on their store on First avenue. The windows are now much larger allowing a bigger and better display of goods.

REGINA.

May 25.—Among the outside merchants noticed in the city recently were Mr. Wright of Kendal, D. Anderson of the Moose Jaw Trading Co., Moose Jaw, Mr. Cuddie, of Dixon & Cuddue, Belle Plaine.

Grocery jobbers report a fair number of orders being received, but the country merchants are buying light. Since Regina has had two wholesale grocery houses a great deal of the business which formerly went elsewhere has been diverted here.

There has been a noticeable improvement in the movement of canned goods, but there are no other special features to note in the movement of groceries.

Waddell Bros. lately purchased the store adjoining their restaurant, which was lately occupied by Messrs. Carroll & Coyle, milliners, and have opened up a fine tea room at the back and confectionery and fruit stand at the front. This is certainly appreciated by the ladies of Regina, as previously they had no place to go for a stimulating cup of tea while out shopping. These enterprising young fellows have also extended their lunch counter another three or four feet and they have one of the best stands in the city.

Tom Murray opened his new store on Scarth Street recently and with his fine stock of confectionery, cigars and tobaccos, fruits, etc., should do a good business.

The friends of H. S. Stockton, of Stockton & Mallinson, have recently been apprised of his marriage in Winnipeg.

Bert Cowan, manager of the Cowan Co., Toronto, spent a few days in the city with the company's representative Mr. Ennis.

M. A. Muldrew, representing the G. F. & J. Galt Co., of Winnipeg, was in town last week.

A. E. Thomas of the St. Thomas Match Co., was also in town a couple of days last week.

EDMONTON.

May 25.—Now that the fine warm weather is with us again business has taken a spurt in all lines. The farmers are hard at work now making up for the lateness of the spring in getting their seeding done.

Owing to the high price and great scarcity of wheat in this section one of our local mills has been forced to raise the price of their flour another ten cents per cwt. This grade is now selling at $3.10 per sack of 98 lbs., formerly sold at $2.85.

Henry Wilson has just leased the premises recently vacated by Johnson Bros., south of his store on Queen's Ave. He is going into a new venture in connection with his grocery business. The new store is to be devoted exclusively to flour and feed.

A. L. Vandrick has opened a grocery store with a side-line of hardware on Namayo Ave. out near Alberta in the northerly limits of the town

Oats are getting scarcer and in consequence higher every day. In fact there is hardly any coming into the city and what little is to be had is selling at forty cents per bushel. The conditions on potatoes has not improved any, they being extremely scarce still, the price quoted generally in the city to-day is $1.25 per bushel.

VANCOUVER.

May 25.—In face of the recent advance in sugar and the prospect of another increase in price, the representatives of the Glebe Sugar Refining Company, of Glasgow, Scotland, is taking orders for June delivery at $5.25 a hundred. Local sugar sells now at $5.60.

In consonance with the general advance on wheat products the Brackman-Ker Milling Company has put up its prices on Graham flour from $3.35 to $3.55 per gunny, which is an advance of 35c per barrel, bringing the price of that to $6.10. The company's whole wheat flour has also been advanced 20c, making it $3.75 a gunny, or $6.35 per barrel. Standard flour has gone up 50c per barrel since the corner on wheat took place, the price being now $7.50.

Potatoes are scarce and will remain so until the new crop comes in. The price is firm at from $40 to $42 for locals and from $47 to $50 for the best.

The death took place on the 13th instant of W. S. McGregor, sales manager for Kelly, Douglas & Company. He was cleaning his gun in the morning, and did not notice that an extra cartridge was in it. This went off, the charge hitting him in the head, killing him instantly. He was a member of the U.C.T.

The Wholesale Grocers' Association has issued a notice that all the city and coast travelers will be given seven days' holidays from June 6 to 12 inclusive. This will give all who wish to avail themselves of it an opportunit it to take in the U.C.T. excursion to the Seattle exposition in the Makura.

J. R. Crawford, who has been a member of the firm of Brown & Crawford, Kamloops, has accepted a position as traveler for Stirton & Dyer, cigar manufacturers, of London, and will cover the territory between Vancouver and Winnipeg.

All the business men in Chilliwack have agreed to close on Wednesday afternoons during the summer months. Even the professional men are falling into line. In New Westminster the hardware men are the only ones yet who have decided, but the others are expected to come along too.

K. G. Ripley, who represents the Swift Company in their soap lines in the west, has been making a trip through Canada. He states that in all probability the company would estab-

lish a soap manufacturing plant in connection with its packing plant at Edmonton.

Strawberries and cherries are finding a place on the market, the demand being good for this time of year. Strawberries are still rather pale, retailing for as low as two boxes for 35c. Cherries bring 30c pound.

To convince the customer in these days of non-adulteration, the maple syrup is being advertised on show cards as "pure sap syrup." It is a good phrase, and instinctively one asks one's self what "sap syrup" is, and the point is gained by the storekeeper. If one has come from the sap regions of the east, the whole fact is brought home with the one word. Sap syrup is retailing at 50c per quart, or $1.75 in bulk, and $1.90 or $2 in tins.

Three carloads of eastern eggs arriver recently, and as is usual when a large quantity comes in it is offered at half a cent lower than the regular price to entice the retailer to stock it. It is offered at 24½c, the general price being 25c. Eastern butter is quoted at 26½c, wholesale, while cheese is firm at from 16c to 16½c.

The grocery clerks of the stores in Mount Pleasant, one of the sections of this city, have asked for a summer half-holiday on Wednesday afternoons. The following have signed to close on that half-day during May, June, July and August: Andrews & Nunn, H. O. Lee, H. D. Thompson, Efford Bros., H. J. Parry, A. Murray, J. Thompson, J. W. Thompson. It is expected that the others who have not already signed will be prevailed upon to do so.

Dr. K. C. McDonald, of Vernon, B.C., is in the city this week and reports that irrigated fruit lands in the Okanagan are in great demand. He thinks the crop outlook for the valley this year is excellent. The influx of newcomers is not confined to the upper portions of the valley, but also obtains farther south, toward Penticton.

J. A. Simington, of Moose Jaw, Sask., is on the coast, having made a special trip to arrange for the purchase of strawberries during the coming season. He contracted in Victoria for upwards of 3,600 cases. In speaking of the British Columbia berries, he said that there were none grown anywhere else within his knowledge that could compete with those of the southern end of Vancouver Island.

F. Fraser, of the canning company of Fraser & Whitehead, Kelowna, makes the statement that his company has already sold $20 000 worth of the coming season's product of canned goods.

McRae Bros. have closed their store in Greenwood and will remove the stock to Prince Rupert.

The big meat packing companies are establishing themselves more firmly in British Columbia. There has been newspaper talk of a war to be waged by the Swift interests to get some of the trade that has been practically monopolized by P. Burns & Company, but whether or not this is so, the fact remains that both firms are active. One of the largest recent moves was the purchase of the business of Porter Bros. by Burns & Co., reference to which has already been made. Last week, R. B. Hunter, of the J. Y. Griffin Company, of Edmonton, was in Revelstoke and announced that J. H. Smith, of Edmonton, will be located in Revelstoke as district salesman, and H. Ebert, of St. Paul, was to take up his residence there also as wholesale manager for British Columbia. The local Government cold storage building has been leased from C. B. Hume & Company for the purpose. Although the J. Y. Griffin Company is supposed to be the Swift interests in Canada, R. K. Ripley, of the latter company, was also in Revelstoke looking over the situation.

Winnipeg Needs Retail Grocers' Association

Trade Becoming Demoralized For Lack of Organization—Visiting Grocers From St. Louis May Have Poor Reception—Price Cutting Depreciating Extent of Profits.

Winnipeg, May 24.—A number of features have become evident in the retrail grocery trade recently which tend to reveal the demoralized condition into which the trade has relapsed since the Retail Merchants Association has been abandoned. The lamentable failure of the organization due perhaps to no cause except the mistakes of one man, has left an ill-effect upon the trade which will be difficult to efface. The one great effect of that failure was to establish a feeling of untrustworthiness among the individual retailers, making it extremely difficult for them to come together mutually as fellow-citizens and fellow-tradesmen.

The feeling seems to be inculated in the minds of many that some retail grocers were involved in the affairs of the association which has recently passed into the hands of the receiver. This feeling is quite unnecessary however, and perhaps they only way to eradicate it would be to have a general meeting of the grocers at which it would be possible to arrive at a definite understanding. But to have a meeting which would be adequately representative is the great problem of to-day.

Affairs Not Yet Unravelled.

Not much time has elapsed since the retail merchants relinquished their organization, and indeed the affairs have not yet been completed by the receiver, and it is not known definitely what the last move of the retailers will be. It is expected however, that each member of the organization will be levied a uniform sum in order to raise the required amount to pay off the standing debts.

The grocers are only a section of that general organization and the present circumstances need not interfere with the development of a new organization on part. This organization must sooner or later be affected, as every grocer undoubtedly believes, if the standard of excellence which the trade demands is to be maintained.

Visit of St. Louis Grocers.

It is very regretable that at the present time there is no organization of local grocers in order that preparations might be made for the entertainment of the retail grocers of St. Louis, who pass through this city on May 26, enroute for the Seattle Exposition.

The secretary of the Board of Trade notified the ex-president of the Retail Merchants' Association that the visitors were coming and asked that they be entertained by the city grocers. Accordingly a few down town grocers met to deal with the matter and they felt compelled to refer the responsibility back to the Board of Trade, the industrial bureau and the wholesalers' guild, on the grounds that they were not organized, and thus co-operatively they could do nothing. The fact was, however, that among grocers initiative was lacking in order that even a temporary organization might be effected for the special obligation that came upon them. It is hoped that among them all, our visitors from the south will be royally entertained during the few hours they stop in our city.

Price Cutting Prevalent.

Another condition which prevails at present and which could not prevail should the grocers heartily organize, is that old-time, disgraceful and foolhardy custom of price-cutting. Many of our grocers are competing with their neighbors by selling goods below cost, their object being apparently, to force others to close their doors.

The time should have come when retailers find it to their advantage, because it is advantageous to the trade generally, not to compete in prices, but in quality and excellence in their business generally.

Those engaged in this struggle at the present time are personally opposed to the scheme, simply because they are robbed of an honest profit, but it is an infection of haphazard business methods coupled with individual selfishness, which has carried those infected quite away from the methods of sound, practical business men.

It is regretted in this case, also, that there is no organization to bind up these running sores of the trade's life.

MANITOBA MARKETS

(Corrected by Telegraph).

Winnipeg, May 27.—Travelers returning from all parts of the country are all delighted with future prospects, but they have booked small orders for early shipments. No complaint is made on the part of the wholesalers for the present quiet condition since they are confident that as soon as the extensive seeding operation is completed, the revival of trade will more than compensate for the present situation. Payments are made quite promptly by merchants throughout the entire West. Most of the papers falling due in February and March last, and upon which credit was extended have been cleared off to date. A local wholesaler stated a few days ago that the prospects for the trade from the wholesaler's point of view was never better.

The blossoming out of summer weather has meant much to the local retailers during the past week. Everywhere we hear and see evidences that the trade is good. The chief items of discussion this week are the advances on cereals and the weakness in the sugar market. The potato market is very firm, the general retail price being $1.20 per bushel. There are some transitional changes in the green fruit and vegetable market. Local trade on the whole is very encouraging.

SUGAR—The reduced price of a few days ago remains general, but certain brands are being wholesaled in a few quarters at a slightly lower price than those quoted. Certain refiners seem determined to enter the field at all cost.

Montreal and B.C. granulated, in bbls	5 0
" " in sacks	4 95
" yellow, in bbls	4 60
" " in sacks	4 55
Wallaceburg, in bbls	4 90
" in sacks	4 90
B.C. gunnies granulated, 5-18's to bale, per cwt	4 95
" " 5-20's " "	4 95
" icing	5 60
bar sugar	5 60
Icing sugar in bbls	5 60
" " in boxes	5 [illegible]
" " in small quantities	6 00
Powdered sugar, in bbls	5 35
" " in boxes	5 55
" " in small quantities	5 85
Lump, hard, in bbls	5 90
" " in ½-bbls	6 0[illegible]
" " in 100-lb cases	5 90

MAPLE PRODUCTS—The market is firm in syrup. Customers generally say that this season's syrup is of a superior quality. Maple sugar has a weak market.

Sugar, per lb	0 13½
Syrup gallons ½ doz. to case, per case	6 60
" ½ " 1 doz. to case, "	7 20
" ½ " 2 doz. to case "	7 50

FOREIGN DRIED FRUITS—These lines have had a good market for some time. The quality has been kept up, and this is always good for this market. Peaches and raisins are somewhat scarce locally. There is a slight weakness in the old date market.

Smyrna Sultana raisins, uncleaned, per lb	0 07
" " cleaned, per lb	0 08½
Tremor's Valencia raisins, f.o.s. per case, 28's	2 95
" " " 14's	1 00
" selects " 28's	2 85
" " " 14's	1 15
" layers " 28's	2 35
" " " 14's	1 25
California raisins, choice seeded in ½-lb. packages per package	0 05½
" " fancy seeded in ½-lb. packages per package	0 05½
" " choice seeded in 1-lb packages per package	0 06½
" " fancy seeded, 1-lb. packages, per package	0 07½
Raisins, 3 crown muscatels, per lb	0 05½
" ¼ " "	0 0[illegible]
Prunes 90-100 per lb	0 0[illegible]
" 80-90 "	0 0[illegible]
" 70-80 "	0 06½
" 60-70 "	0 06½
" 50-60 "	0 08½
" 40-50 "	0 08½
" 30-40 "	0 0[illegible]
Silver prunes	0 09
Currants, uncleaned, loose pack, per lb	0 06½
" dry cleaned, Filiatras, per lb	0 06½
" wet cleaned, per lb	0 07
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 07½
Pears, per lb	0 08½
Peaches, standard, per lb	0 07½
" choice	0 08
Apricots, standard, per lb	0 12½
" choice, per lb	0 13
Plums, black pitted, per lb	0 11½
Nectarines, per b	0 09½
Dates, new, per lb	0 06

RICE AND TAPIOCA—Japan rice has advanced ¼ cent per pound due to the advance in the freight rate on that commodity. Wholesalers are selling old stock at the old price, and it is expected that the advance of 10 cents per hundred on the freight will not materially affect the market.

Japan rice, per lb	0 04
Patna " "	0 04½
Rangoon rice per lb	0 03¾
Tapioca, per lb	0 04

HONEY—Some new arrivals of the section product have weakened the market on the strained honey. We quote the prices unchanged.

Honey, 2½ lb. tins, in case 24	3 55
" 5 " " 12	3 75

NUTS—There seems to be always a good market for walnuts. They are used extensively in confectionery in this city. The market is fair on almonds.

Shelled Walnuts, in boxes, per lb	0 26
" " small lots, per lb	0 28
" Almonds in boxes, per lb	0 28
" " small lots, per lb	0 30

ROLLED OATS—The whole oat market has advanced greatly. The teamster who earns five dollars per day can scarcely afford to feed his horses oats at 54 cents per bushel. The rolled product is advanced 40 cents per sack.

Rolled oats, 80 lb sacks, per 80 lbs	2 67
" 40 " " 80	2 72
" 20 " " 80	2 77
" 8 " " 80	3 07

CORNMEAL—The market is firm, but no changes are recorded. We quote the prevailing prices.

Cornmeal, per sack	2 65
" per ½ sack	1 05
" per bale (10 10's)	2 35

QUAKER OATS—This cereal is selling well since the advance in rolled oats. The cereal market is firm throughout.

Quaker oats, 36 packages	3 50
Quaker toasted cornflakes, 24 pkgs	2 00
Pet ijohn breakfast food, 18 pkgs	2 25
Puffed rice in bbls, per lb	0 22

POT AND PEARL BARLEY—The market keeps up well.

Pot barley, per sack	2 70
Pearl barley, per sack	3 90
" per ½ sack	2 05

BROOMS—Many brooms are moving this housecleaning season, in spite of the high price. Most retailers are buying for $3.50 per dozen.

TUBS—Prices are unchanged.

Eddy's tubs, No 0, per dozen	11 25
" " " 1 "	9 10
" " " 2 "	7 50
" " " 3 "	6 40
" " nests of 3, No. 0, 1, 2, per nest	2 35
" " " 3, No. 1, 2, 3, per nest	1 95
" " " 4, No. 0, 1, 2, 3, per nest	2 85

CANNED GOODS—These lines have weakened during the past few weeks. Apples and peaches are the best selling. We quote nominal prices only since the market is quite unstable.

	Group No. 1	Groups No. 2 & 3
Apples—3's standard, per case	$2.44	$2.34
" gals, standard, per case	1.55	1.52½
Cherries—Red, pitted, 2's	4.18	4.08
" black, pitted, 2's	4.18	4.08
" white, pitted, 2's	4.38	4.28
Currants—Red, 2's	4.18	4.08
" black, 2's	4.18	4.08
Gooseberries—2's	4.58	4.48
Lawtonberries—2's	4.18	4.08
Peaches—Yellow, 2's	4.18	4.08
" yellow, 3's	6.54	6.44
" pie, unpeeled, 3's	3.34	3.24
" pie, unpeeled, gals	2.42½	2.40
" pie, peeled, gals	3.30	3.27½
Pears—Flemish Beauty, 2's	3.68	3.58
" Flemish Beauty, 3's	4.74	4.64
" Globe l.s., 2's	2.73	
" Globe l.s., 3's	4.14	
Plums—Damson l.s., 2's	2.28	2.18
" Lombard l.s., 2's	2.28	2.18
" Green Gage l.s.	3.08	2.98
Raspberries—Red, 2's	4.18	4.08
" red, gals	3.80	3.77½
" black, 2's	4.18	4.08
" black, gals	3.80	3.77½
Strawberries—2's	4.18	4.08
" gallons	3.80	3.77½

GREEN FRUIT AND VEGETABLES—We quote both declines and advances this week. The advances are on tomatoes, oranges, pineapples and apples. Pineapples have been selling low for some time but the stock is getting scarce. The navel orange season is nearing completion and the Valencias are coming.

Celery, Cal., per doz	0 90
Tomatoes, Florida, per case	4 00
Lettuce, per doz	0 30
Radishes, per doz	0 30
Parsley per doz	0 30
Oranges, per box	3 50 4 00
Lemons "	4 00 4 50
Bananas, per bunch	2 50 3 50
Strawberries, per case, 24 qts	4 25
Pineapples, per crate	3 50 4 50
Apples, Wash box, Ben Davis	3 00

MEATS—The market is strong. We quote last week's prices.

Clark's 1 lb., pork and beans, plain, per case	2 40
" 2 " " " " "	1 90
" 3 " " " " "	2 45
" 1 " tomato sauce, per case	2 45
" 2 " " "	1 90
" 3 " " "	2 45
" 1 " Chili "	2 45
" 2 " " " "	1 90
" 3 " " " "	2 45
Soups, per doz	1 20
Corned beef " 2's per doz	2 70
" " 1's "	1 50
Roast beef	
" 1's, per doz	1 50
" 2's, "	2 70
Potted meats, ½'s, per doz	0 55
Veal loaf ½ lb., per doz	1 25
" 1 lb. "	2 35
Ham loaf ½ lb. "	1 25
" 1 lb. "	2 35
Chicken loaf ½ lb. "	1 25
" 1 lb. "	2 50
Lunch tongue 1's, "	3 30
Sliced smoked beef ½-lb. tins, per doz	1 55
" " 1-lb. tins, "	2 85
" " 1-lb. glass, "	2 45
English brawn, 1's, per dozen	1 60
" " 2's, "	2 75
Cambridge sausage, 1's, per dozen	1 [illegible]
" " 2's "	3 15
Geneva sausage, 1's, per dozen	2 00
" " 2's "	3 65
Boneless pigs feet, 1's, per dozen	1 65
" " 2's "	2 75
Lunch tongue, 1's, per dozen	3 30
" " 2's "	6 60
Paragon ox tongue, 1½'s, per dozen	7 [illegible]

EGGS—The market continues quite firm. The Manitoba fresh laid eggs are selling from 18 to 19 cents per dozen. A decline is expected soon.

BUTTER—Creamery butter sells firmly at 25 cents per pound. The dairy product is going more freely than usual at about 15 cents per pound.

Romantic Beginning of the Famous Finnan Haddie

Widow Bereft of Her Breadwinner Receives Gift of Haddies From a Former Suitor—Too Many to Use She Cures the Remainder—Evolution of the Industry Within a Century—Enormous Quantity Taken from Waters of United Kingdom During a Year.

By an Aberdeen Writer.

The little village of Findon, or, as it is locally pronounced, Finnan, lies a mile or so on the Aberdeen side of Stonehaven, and seventy or eighty years ago was the chief fishing town on the east coast of Scotland. There the regular mail coach between Aberdeen and Edinburgh at that time stopped for breakfast, and the guard, himself fond of fish, found a very toothsome morsel in the "reekit haddies," which were then beginning to establish a market for themselves at Stonehaven and Aberdeen. By way of giving a treat to his brother, who lived in Edinburgh, he brought him up a parcel of finnan haddocks, and they were so much thought of that the treat was looked forward to with considerable interest when the coach was due in the capital of Scotland. The guard's brother ran a store in the Grass Market, and was a victual dealer in a very considerable way.

Demand Quickly Arises.

The "good thing" being sometimes shared with friends and business connections, the excellence of the cured fish in time became known, and a demand arose for them, so much so that the weekly consignment now regularly ordered on from the north was as eagerly picked up on its arrival by a steadily increasing run of customers.

A well known lord of session was one of the first to introduce the finnan at his famous breakfasts. He had them regularly when on circuit at Aberdeen, and, hearing they were to be had at the Grass Market direct from Findon, had them served up by way of a specialty, and thus gained renown, not only for his well remembered and well attended breakfasts, but for the "reekit haddie" as well. Dates are wanting by which to fix the start and progress of the trade, but the "haddies" soon became known in the markets of both Edinburgh and Glasgow, and, with the easier transit of steam, every village between Aberdeen and Stonehaven made a specialty of the "Finnans" to supply the constantly increasing demand. That was sixty years ago, at least.

A Romantic Beginning.

But, to begin at the beginning. A very old fisherman told me some years ago that he could remember the time when a few dozen haddocks were now and again home smoked by fishermen's wives in the peat reek of their own firesides. They did this when there was an extra good catch, and when there was not the same facility for getting rid of them as there is now. With them it became a necessity to "cure" the haddocks, so that they might be kept for a few days longer than in the fresh state, and until a sale could be effected. Thus, like many other branches of industry, the origin of the "finnan haddock" was more a matter of force than choice.

Remembers His Former Love.

There is a glamor of romance attached to the discovery of the "cure" no less interesting than the fact that it was accidentally hit upon by the party interested. A widow residing in the village of Findon, who had been left with a large family of young children when bereft of her breadwinner in a wintry gale, was occasionally presented with a basket of haddocks and coddlings by a former but rejected sweetheart, who, although married and with a family of his own, had still a soft spot for his love of former days, and in her hour of distress lent her a helping hand. But, as she was not able to consume all she received fresh, and not wishing to be wasteful, she opened them, gutted them, and then stretching them flat, hung them up in her chimney to dry and season in the peat reek (smoke) till she could place them on her frugal table, or exchange them, as she frequently did, for some other household commodity of which she was in more immediate want. It was by these exchanges that "Meggie's" (Margaret) fish became famous, and the housewives round about were not slow in picking up the process, especially so when they came to be asked for by Aberdeen and other merchants.

Such was the discovery of the "Finnan haddies," otherwise known in the trade as "yellow haddocks," "Aberdeen haddocks," "north-country haddocks," and so on; and which are now cured much after the same original fashion from John O' Groat's to Maiden Kirk, whenever the haddock can be landed, but more generally on the east coast and at Aberdeen and the Moray Firth villages in particular.

Development of the Industry.

When the fame of the "reekit haddie" began to spread, orders for supplies came from far and near. The introduction of the "iron horse" made the commerce in finnans an important business, and it soon became organized as a regular branch of the fish trade. When a ready and constantly extending market was opened up by railways and steamboats, the smoking of haddocks and young cod in quantity was found to pay almost as well as if sold "fresh," so that in the progress of time the fireside smoking was transferred to the smokehouse or kiln, where the business could be, and is, carried on more systematically than in the fisherman's cottage.

There are no fireside smoked haddocks on the market nowadays, but if you breakfast in any of the marine hotels in Cove, Portlethen, Mouchalls, or Stonehaven, on a holiday, and ask for a home cured haddock, mine host can easily furnish it, and may charge a penny or so extra for the trouble, but it is well worth the extra coin.

Product of the Peat Reek.

The original finnan was a product of the peak reek. So is the fish of the present day, but with this difference: In the early part of the nineteenth century, and well on through the first half of it, the finnans were "reekit" (smoked) at the fireside, and received more attention than is now bestowed on them in the factories. The women and old men, who did the "reeking" took particular care to shift the fish as necessity arose from the top to the bottom, so that each fish had its modicum of heat, as well as smoke. But now such individual attention cannot be paid to the tons and tons of cured haddies that must be turned out of a morning for dispatch by the next mail. In short, the "cure" has become deteriorated, the work is hurried, and the peats are not up to the mark of former days while hardwood chips and sawdust are so often substituted for the more acceptable peat.

Yet, for all these drawbacks, the finnan haddock is by a long way the best in the market. Whether they are got off Shetland, Orkney or Caithness, whether they are the product of the steam liners from the Firth of the Forth, or the fruits of the Dogger Bank brought into Fraserburgh, Peterhead, or Aberdeen by the magnificent fleet of trawlers working from these ports, if they are cured fresh, i.e., brought for the purpose of making yellow haddocks, then they may pass muster as "real finnans," and be confidently accepted as such. When fish are not put fresh into the smokehouse, they cannot come fresh out of it, and it is a decided drawback

to this method of curing when the fish are not brought into the market specially for the purpose. Coddlings and whitings are often cured and sold as "finnans," but the haddock is the best fish for smoking, colors nicely, and has a better look than either the whiting or the cod on the breakfast table, and is much more toothsome to boot.

Under the Solder Seal.

In 1900 the haddock taken in the waters of the United Kingdom amounted to 600,000 tons, ranging in weight from four ounces to four pounds. Within the last eight years this quantity has been just about doubled. In Aberdeen alone the haddock represents one-half the trade in white fish, and of the half million quintals landed there last year two-thirds were converted into finnans.

The haddie is likewise canned for export, and keeps sweet and wholesome for two or three years under the solder seal.

ADVANCED RATE ON RICE.

Transcontinental freight rates have recently been revised, advancing the rates on certain commodities and revising the general situation. Among the items changed is the through rate on rice from Japan to Winnipeg, which shows an advance of ten cents per hundred pounds, or from eigthy-five cents to ninety-five cents.

In the past the rate to Winnipeg has been less than to intermediate wholesale centres such as Regina and Moose Jaw. These centres have been agitating more or less for as liberal a rate as that to Winnipeg. The advance, therefore, to Winnipeg puts all points on a par as to freight rates from Japan.

This advance, which took effect on May 15th, is not merely to off-set the agitation from the intermediate points, however Winnipeg, in transcontinental tariffs, is considered in a group called "Missouri River" points, and rates from the Orient on rice have been advanced to all points lying within this scheduled territory.

INTERESTING LEGAL POINT.

A point in law not generally understood is that a cheque marked "paid in full of account" can be accepted anl used without prejudice even though the amount of the cheque does not cover the full account. A merchant having, for instance, an account for $200 against a delinquent could accept a cheque marked "paid in full of account" and then sue for the balance due.

What Grocers Can Do in the Month of June

A Good Time to Sell Kitchen Utensils to Young People Who are Founding New Homes—Confectionery and Biscuits are Seasonable and Should be Carefully Displayed—Protect Goods From Insect Pests.

June is the month of brides and bridegrooms and of flowers. The new wife and lady of the manor will have manifold wants. All sorts of things will be necessary to make the home suited to her taste. The grocer should bear these facts in mind, and seeing June is par excellence the marital month. cater to the wants of his new patrons.

He should pay especial attention to this fact as it is the time to make new customers. Most women will stick with greater tenacity to the people whom they like than the opposite sex. Men will trade where it is most convenient, and will not go out of their way for the sake of friendship. Not so however with women. This is due to the overruling natural conventionality of the woman and her dislike for investigating new enterprises. If a man who has been married for a couple of years is asked about the expenses of house keeping, he will tell you that there is no end to the number of things which have to be bought for the kitchen. Most of them will declare that they never imagined so many things could be crowded into a little kitchen.

Now, the grocer must be alive to these requirements, and be ready to meet them. In June window displays of the usual utensils that a newly married couple require in their kitchen should be made. A variety of articles have been displayed by grocers in the windows with a card stating that the entire outfit could be purchased for a certain price. This saves the housewife considerable thought and she appreciates the attention.

Schools Close in June.

When the kitchen is pretty fairly stocked with utensils then the larder needs attention. Many useful and timely suggestions can be made by the grocer. Practically all the schools close in June, and it is then that the real exodus to the country takes place. This means that the grocer will lose some of his trade if he does not seek pastures new. This is a good time to inspire clerks to bring in new customers, and make it worth their while for their effort. A little friendly rivalty stirred up among them will accomplish wonders, in this direction. Many of the grocers' families will be leaving the city for the country, and they should be well supplied with provisions before they leave.

In some cases grocers keep in touch with their customers all summer if they do not go too far away. In cities which have summer resorts close at hand, it is practicable to run deliveries especially designed to serve these customers. This opens an opportunity for the enterprising grocer. Someone may find it convenient to patronize him, and if that person is well treated, the probability is that the trade can be held when the family returns to town in the autumn. In this way a new customer is made.

The people who remain in town give themselves up largely to frequent excursions into the country for picnicking purposes, and their requirements should not be forgotten. Picnic hampers could be made a specialty. The summer is well commenced by this time, and the beverages incidental to this This branch of the business pays good season should be given prominence. returns when well attended to. Candies, confectionery, biscuits are now in good demand. During the warm months people's appetites have got to be coaxed a little, so the wise grocer puts out his most tempting products.

The fact is a little slackness is almost inevitable during the summer, commencing in this month, and the grocer should take advantage of it, to make any changes in the interior of the store which may be deemed necessary. If there is any painting to be done inside or outside, June is a good month to do it, as good weather generally prevails. The muddy season is over, and the heavy dust of midsummer is not so noticeable.

Watch the Flies.

There is a necessity in this month for a precaution to be observed which will have great weight with the lady patrons of the store, and this is protection of the goods from flies. These little domestic insects seem to be the chief worry of good housekeepers in the summer, and they quickly observe any preventative means which their trades people adopt to dispose of this pest. This can be largely effected by proper screen doors and windows, and hanging netting over the goods on the shelf.

The arrangements for showing goods outside the store can be made more perfect. A grocer with ordinary mechanical skill can construct long boxes with wooden frames fitted in with glass. Some arrangement should be made to permit a free circulation of air through the box, otherwise the unnatural heat which is generated will very largely assist the process of decay. This inlet and outlet should, however, be made as impervious to dust as is practicable. The old custom of decorating the front door steps and sidewalk with food products is yearly becoming less in use. People passing a store who see the goods in a glass box, kept free from dust and other things, will be predisposed favorably toward that grocery store.

Brighten the Delivery Wagon

June is also a good month in which to fix up the delivery waggon. A new coat of paint will improve its appearance wonderfully. The harness will look no worse for a good cleaning, with soap and a little harness oil. There are numberless little jobs like this around a grocery store which will require doing in the slack time.

A search in the cellar may disclose some potatoes in a rotten condition behind the bin or an old bag. Some out of the way corner of the cellar may contain some form of putrefying vegetable matter. A still hunt generally brings these things to light

Canadian General Markets and Market Notes

See also Provisions, Cereals and Fruit, Vegetables and Fish Departments on pages following.

QUEBEC MARKETS

Montreal, May 27, 1909.

There is an old saying that "a cool, wet May makes a barnful of hay," and certainly the country looks as if this saying would come true. While the weather has been unfavorable to the immediate trade of the country, it is thought, nevertheless, it will result beneficially to the crops. At the latter end of the week a much better feeling was noticeable in all lines. Most houses think a few days of sunshine will restore a healthy tone to the market. Grocery lines have presented very few changes during the week. Sugar, flour, teas and the other chief products have remained steady. Collections for the week have been fairly good.

SUGAR—Trade is only fair, and prices are unchanged.

Granulated, bags	4 5
" 20-lb. bags	4 65
" Imperial	4 20
" Beaver	4 20
Paris lump, boxes, 100 lbs	5 45
" " 50 lbs	5 65
" 25 lbs	5 75
Red Seal, boxes	0 35
Crystal diamonds, bbls	5 75
" " 100 lb. boxes	5 85
" " 50 lb. "	5 95
" " 25 lb. "	6 15
" " 5 lb. cartoons	0 40
Extra ground, bbls	5 01
" " 50-lb. boxes	5 20
" " 25-lb. boxes	5 40
Powdered, bbls	4 80
" 50-lb. boxes	5 01
Phoenix	4 55
Bright coffee	4 50
No. 3 yellow	4 40
No. 2 "	4 30
No. 1 " bags	4 15

Bbls. granulated and yellow may be had at 5c above bag prices.

SYRUPS AND MOLASSES — The market for molasses has presented no new features during the week. Corn syrups are passing into consumption fairly freely.

Barbadoes, in puncheons, choice and fancy	0 38 0 43
" in barrels	0 41 0 46
" in half-barrels	0 43 0 48
New Orleans	0 32 0 35½
Antigua	0 30½
Porto Rico	0 40
Corn syrups, bbls	0 03½
" ½-bbls	0 03½
" ¼-bbls	0 03½
" 38½ lb pails	1 75
" 25 lb pails	1 25
Cases, 2 lb tins, 2 doz per case	2 40
" 5-lb. " 1 doz. "	2 75½
" 10-lb. " ½ doz. "	2 65
" 20-lb. " ¼ doz. "	2 60

MAPLE PRODUCTS—Nothing new.

Compound maple syrup, per lb	0 04½ 0 05
Pure Townships sugar, per lb	0 07 0 08
Pure syrup, 8½ lb tin	0 60 0 65½
" 10½ lb. tins	0 70 0 75

TEA—The Japan situation has not changed much yet, as it is a little early to get very full information. Some business has been transacted in the few blacks left, particularly Pekoes and Souchongs. Prices are unchanged.

Choicest	0 0 0 0
Choice	0 30 0 32
Japans—Fine	0 30 0 35
Medium	0 25 0 28
Good common	0 22 0 25
Common	0 20 0 21
Ceylon—Broken Orange Pekoe	0 21 0 40
Pekoes	0 20 0 21
Pekoe Souchongs	0 20 0 22
India—Pekoe Souchongs	0 19 0 20
Ceylon greens—Young Hysons	0 20 0 25
Hysons	0 20 0 23
Gunpowders	0 19 0 22
China greens—Pingsuey gunpowder, low grade	0 14 0 18
" " pea leaf	0 23 0 30
" " pinhead	0 30 0 50

COFFEE—Steady and unchanged

Mocha	0 25½ 0 26
Rio, No. 7	0 09 0 11
Santos	0 13 0 15

DRIED FRUITS—A despatch from California states that the prospects of the 1909 prune crop are much better than for 1908. "At that time the carry-over of 1907 crop on the coast was heavier than to-day's carry-over of 1908 fruit, and, furthermore, large holdings of 1906 and 1907 prunes were held in every important city of the United States and Canada in cold storage. That is not the case this year, according to investigations we have just completed. About four weeks ago it was estimated that there would be a much larger crop of Santa Clara Valley prunes than last season. Since then the situation has changed, and our belief is that the entire crop of prunes for the state will not exceed the tonnage of last year." Other lines are unchanged.

Figs—	
Tapnets	0 03½ 0 05
Etemes	0 08 0 14
Dates—	
Hallowees, per lb	0 05 0 06
Sairs, per lb	0 05
Malaga Raisins—	
London layers	2 25
"Connoisseur Clusters"	2 50
" ½-box	0 75
"Royal Buckingham Clusters," ½-boxes	1 30
" boxes	4 75
"Excelsior Windsor Clusters"	5 75
" ¼'s	1 60
Australian raisin	0 07 0 08
California Raisins—	
Fancy seeded, 1-lb. pkgs	0 08 0 09
Choice seeded, 1-lb. pkgs	0 07½ 0 08½
Loose muscatels 3 crown	0 08 0 09
" 4 crown	0 09 0 10
California Evaporated Fruits—	
Apricots, per lb	0 12 0 14
Peaches, "	0 11 0 14
Pears, "	0 13
Prunes—	per lb.
Prunes 25-lb. boxes, 30-40s	0 10 0 12
" " " 40-50s	0 09 0 10
" " " 50-60s	0 08½ 0 10
" " " 60-70s	0 08 0 08½
" " " 90-100s	0 07
Currants, fine filistras	0 06 0 07
" Patras	0 08 0 08½
" Vostizzas	0 08½ 0 09½

SPICES—The spice market is unchanged. A fair amount of business is passing for all lines.

	Per lb.
Peppers, black	0 14 0 20
" white	0 20 0 27
Ginger, whole	0 15 0 20
" Cochin	0 17 0 20
Cloves, whole	0 18 0 30
Cloves, ground	0 20 0 25
Cream of tartar	0 23 0 32
Allspice	0 13 0 18
Nutmegs	0 30 0 60
Cinnamon, ground	0 15 0 19
" whole	0 14 0 16

RICE AND TAPIOCA—Rice is very dull this week. Tapioca is somewhat more active. The warm weather, it is thought, will give the market a little boost, as both these products are used largely for summer desserts.

Rice, grade B, bags 250 pounds	2 95
" " " 100 "	2 95
" " " 50 "	2 95
" " pockets 25 pounds	3 05
" " ½ pockets, 12½ pounds	3 15
" grade c.c., 250 pounds	2 85
" " 100 "	2 85
" " 50 "	2 85
" " pockets 25 pounds	2 95
" " ¼ pockets, 12½ pounds	3 05
Tapioca, medium pearl	0 04½

BEANS AND PEAS—Both beans and peas are scarce. Austrian beans have been introduced to the market and are selling at $1.90 to $1.95.

Ontario, pickers	2 25
Peas, boiling	1 50
Austrian	1 90 1 95

EVAPORATED APPLES — Evaporated apples are scarce, and the price is firm.

Evaporated apples, new	0 07

CANNED GOODS

MONTREAL.—Canned fruits continue dull, owing to prices being high. Canned meats are selling well, also baked beans. Canned fish is moving only slowly. Vegetables are in good demand.

TORONTO. — Wholesale distributors report business fair. A representative of a large Canadian canning concern, when asked what this season's pack would be like, stated that it is yet impossible to tell. In some places the peas are only being planted, and the new prices for the year will not be known for a couple of months yet.

Corn and peas are pretty well cleaned up, he said, and by the way things were looking he thought tomatoes would also disappear before the new pack arrives.

Canned apples are getting scarce, the demand being splendid. Peaches and apples are also good sellers.

ONTARIO MARKETS

POINTERS—

Sugar—Firmer tone to market.
Figs—Stocks very low.
Beans—Scarcity.
Evaporated Apples—Splendid sellers.
Dried Peaches—Low stocks.

Toronto, May 27, 1909.

Business is brightening up rapidly in many lines with warmer weather. The farmers are now able to get onto their land and although the season is late there is no reason to believe that crops will be light. This is lending additional strength to business. The only drawback that might occur will be a premature ripening of the grains by hot August weather. Good orders are coming in from the travelers in the country, but city trade is comparatively small. Collections are fair and few complaints along this line are ventilated.

There is a firmer tone to the sugar market this week. Raws in some cases have advanced, sugar beets in the Old Country have firmed up and local brokers and wholesalers, as well as Willett & Gray, anticipate an advance in refined. Sugar is about 30 points below what it was this time last year.

The fact that figs are practically all cleaned off the market is one of the interesting features. Importations have been small, the extent of the demand not being forecasted correctly.

The past month has seen a large sale for evaporated apples, which somewhat

surprised wholesalers, in view of the poor demand during the fore part of the year. They are a good substitute for apples, and the prices have been tempting.

The splendid home demand this year for beans as well as a demand from the United States, has left the stocks of beans in farmers' granaries rather low. The people are beginning to appreciate beans as a food and are buying more extensively than usual.

SUGAR—Although no changes have occurred in the sugar prices, they are very firm and an advance would not be a surprise to brokers and wholesalers. Barbadoes raws have advanced an eighth. The fact that strawberries are coming on the United States market very freely has caused a big consumption of sugar there, which will soon be followed by a better demand here. Owing to unfavorable weather on the European continent sugar beets have advanced somewhat.

"Crystal Diamonds," barrels	5 85
" " half barrels	5 95
" " boxes, 100 lbs	6 05
" " 50 lbs	6 15
" " 25 lbs	6 35
" " 5-lb. cartons, boxes 100 lbs	8 00
St. Lawrence Crystal Diamond Dominos, 5 lb. ctns	6 40
Paris lumps, in 50-lb. boxes	5 75
" in 100-lb. "	5 65
in 25-lb. boxes	6 95
Red Seal	7 00
St. Lawrence granulated, barrels	4 70
Beaver granulated, bags only	4 30
Redpath extra granulated	4 70
Imperial granulated	4 30
Acadia granulated, (bags and barrels)	4 60
Wallaceburg	4 60
St. Lawrence Golden bbls	4 20
Bright coffee	4 60
No. 3 yellow	4 50
No. 2 "	4 40
No. 1 "	4 30
Granulated and yellow, 100-lb. bags 5c. less than bbls.	

SYRUPS AND MOLASSES — Just at the present time the market in syrups and molasses is quiet and wholesalers report little doing.

Syrups—		
Medium	0 30	0 35
Bright	0 40	0 45
	Per case.	
2 lb. Tins, 2 doz. in case		2 50
5 " " " "		2 85
10 " " " "		2 75
20 " " " "		2 70
Barrels		0 03½
Half Barrels		0 03½
Quarter "		0 03½
Pails, 38½ lbs. each		1 80
" 25 " "		1 30
Maple syrup—		
Gallons, 6 to case		4 80
½ " 12 "		5 40
Quarts, 24 "		5 40
Pints, 24 "		3 60
Molasses—		
New Orleans, medium	0 31	0 3
" bbls	0 29	0 31
Barbadoes, extra fancy		0 45
Porto Rico	0 45	0 53
West Indian	0 31	0 36

TEA AND COFFEE—Indications are that high grade flavory teas are in good demand in England just now. Otis A. Poole & Co., of Yokohama, Japan, in their first review of the tea market in Japan, dated April 24, say: "So far the weather conditions in the tea growing districts have been most propitious. There have been no frosts and in general the season is from a few days earlier in some sections to about the same in others, as last year. It was decided to begin picking the 22nd inst., as against April 26 of last year, not because the season is that much earlier, but in order to avoid the mistake of last year, when the crop was allowed to get too far ahead to yield the required proportion of fancy young leaf teas.

"In sections where silk and tea culture are concurrent industrnes, it is reported that the return on silk last year was not so satisfactory as on tea, in consequence of which more attention is devoted to tea this year, and an improvement can be looked for in quality and quantity.

"The usual first complimentary samples have already been shown and appear better in the cup and with leaf that will work up better in refining than corresponding samples of last year. Prices for the immediate future have only been muttered under the breath by the native growers. They intimate that if they must take lower prices for the common and late crop teas, they must have a corresponding increase on choice first-class teas, and their claim is not without justice."

The coffee market is quiet, but steady.

DRIED FRUITS—A favorable market still exists in many of the dried fruits. Prunes are selling well and the same may be said of apricots and peaches. Peaches, however, are getting scarce, and figs, as one wholesaler stated, "are absolutely cleaned up." One wholesale house even sold figs two years old at a good price, which they had intended throwing away. The cause of the shortage is attributed to small importations and not to a shortage in the crops, small importations being due to the fact that almost every year several dealers lose by getting too many. Figs used in Canada come from Smyrna, in Turkey, principally.

Prunes—				Per lb.
30-40's, 25-lb boxes				0 10½
40-50's, 25-lb. boxes				0 09½
50-60's " "				0 08½
60-70's " "			0 07	0 07½
60-70's, 50-lb. boxes				0 07½
80-90 " "				0 05½
90-100 " "				0 06½
Apricots—				
Standard				0 12
Choice, 25-lb boxes				0 13
Fancy, " "				0 15
Candied and Drained Peels—				
Lemon	0 10	0 11	Citron	0 17 0 20
Orange	0 10½	0 11		
Figs—				
Elemes, per lb				0 08 0 10
Tapnets, "				0 03½ 0 04
Bag Figs				0 03½ 0 04
Dried peaches				0 07½ 0 08½
Dried apples				0 07½
Currants—				
Fine Filiatras	0 06½	0 07	Vostizzas	0 08½ 0 09
Patras	0 08	0 08½		
Uncleaned, ½c less.				
Raisins—				
Sultana				0 07½ 0 09
" Fancy				0 11 0 12½
" Extra fancy				0 14 0 15
Valencias				0 05½ 0 05½
Seeded, 1-lb packets, fancy				0 08
" 16 oz. packets, choice				0 08
" 12 oz. "				0 07
Dates—				
Halloweea	0 05½		Fards choicest	0 08
Sairs	0 05		" choice	0 07½

NUTS—Peanuts are selling fairly well just now. There is always a steady demand for shelled almonds and walnuts during the summer months, but outside of that the market is quiet.

Almonds, Formigetta	0 12½
" Tarragona	0 13
" shelled	0 30 0 32
Walnuts, Grenoble	0 14
" Bordeaux	0 11
" Marbots	0 12
" shelled	0 28
Filberts	0 10
Pecans	0 16 0 18
Brazils	0 15
Peanuts	0 10 0 12

RICE AND TAPIOCA—Spring and summer are conducive to a good tapioca trade and retailers have been buying rather freely. It is one of the hot weather foods. The rice market is quiet.

		Per lb.
Rice, stand. B		0 03½
Standard B, from mills, 500 lbs. or over, f.o.b., Montreal		3 95
Rangoon	0 03½	0 03½
Patna	0 05½	0 05½
Japan	0 05½	0 06½
Java	0 06	0 07
Sago	0 05	0 06
Seed tapioca		0 06
Tapioca, medium pearl		0 04½

SPICES—This market rarely changes, the demand being steady.

Peppers, black pure	0 14	0 20
" white pure	0 22	0 30
" whole, black		0 18
" whole, white		0 28
Ginger	0 18	0 25
Cinnamon	0 25	0 40
Nutmeg	0 35	0 40
Cloves, whole	0 25	0 35
Cream of tartar	0 22	0 25
Allspice	0 16	0 19
" whole	0 17	0 20
Mace ground	0 80	0 90
Mixed pickling spices, whole	15	0 20
Cassia, whole	0 20	0 25

BEANS—"It is a question whether any more beans can be bought," remarked a wholesaler while considering this market. Beans are very scarce on account of the increasing demand from year to year. There was a short crop in the United States this year, and large quantities of Canadian-grown were exported there. In a couple more months the demand will be small.

Beans, hand pick-d	2 35
" prime No. 1 "	2 20
" Lima, per lb	0 07½

EVAPORATED APPLES — "More sold this year than ever before," was what a wholesaler had to say of evaporated apples. During the first few months of the year they were very quiet, but the market picked up afterwards and is making a strong finish. There is no scarcity reported in Toronto and the season will soon be over.

AUCTION SALE OF FRUIT.

The first auction sale of fruit in Montreal, from the Mediterranean for the season of 1909 took place recently at the Montreal Auction Company's rooms on Mountain St. This sale consisted of the cargo of the steamship Francesco Ciampa, which consisted of 36,000 packages of Palermo, Maiori, Catania and Sorrento oranges and lemons consigned to Hart & Tuckwell, wholesale fruit merchants of this city. The vessel had a very fine system of ventilation and owing to the northerly course taken by her on her voyage out and the quantity of ice encountered the fruit arrived in splendid condition. A large percentage of the fruit consisted of the famous November cut of lemons from Messina. J. J. Callaghan, the auctioneer, commenced the sale at 1 o'clock and as the attendance of buyers was large from all over Canada, the bidding for the different lots throughout the entire sale was spirited and the prices realized were considered satisfactory to all concerned. The buyers present included, Hart & Tuckwell, John Barry & Son, Bell, King & McLaren, G. Vipond & Co., and John T. McBride of Montreal, P. Gallagher of Ottawa; Dixon Bros., of Hamilton; McWilliam & Everist of Toronto; T. E. Eaton, Toronto; The Quebec Fruit Exchange Quebec; Carley & Faulkes, Ottawa; Dominion Fruit Exchange, Ottawa, and many other smaller buyers.

On the Giving of Advice

YOU will remember the old conundrum about what is it that everybody gives and nobody takes. Of course, it's advice.

When a newspaper advises a merchant or a manufacturer to put a brand on his goods and to keep that brand or trade name constantly before the eye of the newspaper reader, the person to whom the advice is given naturally asks what right have you to advise me? You're a prejudiced witness, you are talking from your own self-interest. Perhaps there is something in that, too.

But here is the advice of a gentleman far removed from any position wherein he might be accused of having selfish ends to serve. First, the advice, then the author:—

> "Experience has shown that even in the case of firms having an established reputation and world-wide connections attempts to discontinue advertising have usually been followed by a diminution in the sales effected, and it is not unreasonable to assume that the neglect by Great Britain of the most important forms of national advertisement would be equally detrimental to her interests as a manufacturing country."

That reads much like the language of the newspaper, but the words are the words of His Royal Highness the Prince of Wales, addressed to the manufacturers of Great Britain and reported in "The Times" of April 6, 1909.

Such are the views of a gentleman occupying so impartial a position as does His Royal Highness in reference to the old-established houses of Britain. How much more important is it to the Canadian business man, who, to a large extent, has his connections yet to make, that he should advertise before the field is pre-empted by his competitor, either domestic or foreign.

Was there ever a more opportune time to advertise in the history of this country? The commercial world is just emerging from the cloudy skies of the past twelve months, and new avenues of trade are being sought out by every wide-awake business man. Amidst it all the one road which the history of thousands of successes demonstrates as safe and sure to travel, is that of newspaper publicity, properly done.

The Total Crop Acreage this year of the West is Estimated at 12,000,000 Acres

Does this not convey to you that there is a great market in the Western Dominion for your goods? Why not get on the ground early? We will help you.

Our special facilities and strong connection will assist you materially in acquiring a share of the astounding trade that is being done in the Prairie Provinces.

Manufacturers in Eastern Canada, Great Britain and elsewhere should communicate with us. We do business on a big, broad, generous scale.

At Winnipeg, Calgary and Edmonton we have track warehouses.

DROP US A LINE.

NICHOLSON & BAIN

Wholesale Commission Merchants and Brokers

WINNIPEG CALGARY EDMONTON

Storage for all classes of Merchandise. Also Cars distributed at Calgary, Winnipeg and Edmonton.

Thurston & Braidich

128 William Street NEW YORK CITY

Direct Importers of

VANILLA BEANS
TONKA BEANS
GUM TRAGACANTH
GUM ARABIC

Winnipeg Representative,

W. H. Escott

Wholesale Grocery Broker

141 Bannatyne Ave., East

R. B. Wiseman & Co.

123 Bannatyne Avenue East WINNIPEG, MAN.

Warehousemen, Forwarding Agents and Wholesale Brokers

We make a specialty of distributing car lots. Goods stored at reasonable prices. Our facilities are unequalled. Warehouse situated in the wholesale district. Consign your cars to us, and we will look after everything. This is our business, having been established for years. If interested, we will gladly furnish you with a list of satisfied customers.

Reference—Bank of Ottawa, Winnipeg

COUNTER CHECK BOOKS

"Get The Best"

LOBLAW CREDIT SYSTEMS

The CARTER-CRUME COMPANY, Ltd

TORONTO and MONTREAL

We Believe
IN
EASIFIRST



WE HAVE THE
BEST SHORTENING
ON THE MARKET
OUR CUSTOMERS SAY SO TOO!
IF YOU HAVE NOT USED IT
ORDER NOW!!
AND BEGIN TO SAVE MONEY
MADE UNDER GOVERNMENT INSPECTION
GUNNS Limited PACKERS TORONTO

ICE CREAM
SALT

A very useful article at this season of the year. That which we are selling is mined from the rock and lasts a great deal longer than salt pumped from the well and then evaporated.

F. W. Fearman Co.
LIMITED
HAMILTON

Every


Man, Woman and
Child in Canada
Knows
REINDEER

It stands for the Purest, Richest Condensed Milk.

It carries the most Businesslike and attractive proposition.

It will pay you to get it.

The Truro Condensed Milk Co., Ltd., Truro, N.S.

YOU ARE NOT
Gambling
When you order our
Hams
Rolls
Backs
Breakfast Bacon
They bring repeat orders

The Wm. Ryan Co.
LIMITED
70-72 Front St. East Toronto

Produce and Provision Situation of the World

Suggestion to Packers to Buy Less Female Hogs in Order to Save Situation Not Considered Practicable — Imports From United States Not Large—New Cheese on Scotch Market.

The hog problem attracts attention from various sources. Some undertake to explain the cause of the difficulty, and others have a sure remedy. The farmers have an idea that they must get some new pointers from Denmark, and the government has voted $10,000 to let them make the experiment. Some youthful genius suggests that packers should agree among themselves only to buy a certain percentage of female hogs and in that way force the farmers to keep them for breeding. This would be a sure success if the packers would all line up to this idea and be faithful to the agreement, and also if the farmers would all do what they are told by others. Experience, however, leads older men to shake their heads and find just two difficulties. The one is, that packers would not agree to carry this out, and the farmers would not submit to such arbitrary measures.

Some find the source of all the trouble in the fact that the duty on live hogs from the States is not giving the farmers sufficient protection. On making inquiries, it is found that very few live hogs are imported, and comparatively a small quantity of any kind of hog products. With all the fuss about the "deplorable" condition of our hog situation it is remarkable that according to the government statistics we exported $11,250,723 worth of pork and bacon last year, besides supplying our wonderfully increased home consumption, and in all for the whole Dominion, we imported from the States only $1,-671,140. This is certainly not a bad showing, and we have no reason to complain.

Cables from England state that the new home make of cheese is beginning to make its appearance on the market especially in Scotland; this makes the demand for foreign a little quieter. The total amount available is still very small, and the price of Canadian has gone ahead this week to the extent of one shilling per cwt. There is almost sure to be a squeeze for the last of the autumn goods which are worth to-day 68s. for colored and 66s. for white, while April cheese is selling at 57s. 6d.

Reports from England state that copious rains have fallen and that the home outlook for butter has greatly improved. The weather has been very summery both in England and in Ireland. The supply has taken a wonderful turn for the better, and dealers are looking for an easing in prices.

There are, however, other factors in the market which make for greater firmness. The continental spring is very backward and Germany is buying in Denmark instead of shipping to England. The Danish output is also very small for this time of the year. In view of these facts, it does not after all, look as if prices would decline much. Colonial butter is in small compass, and Siberian stock is also in small supply.

MONTREAL.

PROVISIONS—The demand for hogs is good, and supplies are small, which has resulted in a firm feeling. Sales of abattoir fresh killed were made at $12 per 100 lbs. The trade in hams and bacon is quiet, but with warmer weather a more active trade is expected.

Compound Lard—	
Tierces, 375 lbs	0 09½
Parchment lined boxes, 50 lbs	0 09½
Tubs, 50 lbs	0 09½
Wood pails, 20 lbs. net	0 09½ 0 10
Tin pails, in cases	0 10
Heavy Canada short cut mess pork, in bbls	24 00 24 50
Selected heavy Canada short cut clear boneless pork	24 50 25 00
Very heavy clear pork	25 00
Plate beef, 100-lb bbls	8 00
" 200 "	15 50
" 300 "	22 50 23 00
Pure Lard—	
Tierces, 375 lbs	0 14
Boxes, 50 lbs., grained	0 13½
Tubs, 50 lbs. "	0 13½
Pails, wood, 20 lbs., parchment lined	0 14
Tin pails, 20 lbs., gross	0 13½
Cases, tins, 10 lbs. each	0 14
" " 5 "	0 14
" " 3 "	0 14½
Dressed hogs, fresh killed	12 00
Smoked meats	0 15½
Br. Bacon	0 15½
Window Bacon	0 17
Roll Bacon	0 14
Prime Hams	0 13½

CHEESE—The cheese market has not altered much since last quotation. Supplies are going forward to England freely now. New cheese (large) is a shade higher.

New cheese, large	0 12½ 0 12½
" twins	0 12½ 0 13
Old cheese, large	0 15½ 0 16
" twins	0 15½ 0 16
" small	0 15½ 0 16

BUTTER—Fresh dairy tubs are a half cent higher this week. Other lines are unchanged. The new make is arriving fairly freely.

Fresh creamery prints	0 23
Fresh creamery, solids, lb	0 22½
Dairy, tubs, lb	0 14 0 15
Fresh dairy tubs	0 16 0 17½

EGGS—Eggs are arriving freely The local demand is good. Prices are unchanged.

New laids	0 19 0 19½

HONEY—No change has occurred in this market.

White clover comb honey	0 13 0 15
Buckwheat, extracted	0 08 0 09
Clover, strained, bulk, 30 lb. tins	0 10 0 11

TORONTO.

PROVISIONS—This week there is no advance in the price of hogs, and packers are of the opinion that the highest limit has been reached.

Long clear bacon, per lb	0 13 0 13½
Smoked breakfast bacon, per lb	0 15½ 0 16
Roll bacon, per lb	0 11½ 0 12
Light hams, per lb	0 15 0 15½
Medium hams, per lb	0 15 0 15½
Large hams, per lb	0 13 0 13½
Shoulder hams, per lb	0 11 0 11½
Backs, plain, per lb	0 16½ 0 17
" pea meal	0 17 0 17½
Heavy mess pork, per bbl	21 00 21 50
Short cut, per bbl	24 50 25 00
Lard, tierces, per lb	0 13½
" tubs "	0 13½
" pails "	0 14
" compounds, per lb	0 08½ 0 11
Dressed hogs	11 00
Live hog, f.o.b.	7 50 7 75

BUTTER—The butter market is a little easier, but good quantities are in fair demand at unchanged figures.

	Per lb.
Fresh creamery prints	0 23 0 24
Farmers' separator butter	0 20 0 23
Dairy prints, choice	0 19 0 20
Large rolls	0 17 0 18
Baking butter	0 13 0 15

CHEESE—The condition of the cheese market is unsettled. The quality is still below the standard of good cheese, which is always the case during the month of May. With splendid pasture the June yield, which is always the best dairy month, should be large.

Cheese, large, prime	0 14
" twins	0 14½
"	0 13

EGGS—Packers would like to get eggs for less money, but it seems the keen competition to secure the large quantities required, plays into the hands of the farmers, who seem just now to be getting the best of everything that is going. The price of eggs at country points is 17½c, and to sell them here by the case at 19c, shows a very small margin for the wholesale dealers.

Fresh eggs	0 19

POULTRY—There is more poultry on the market than has been for some time turkeys, principally old gobblers, and cucking hens, with an increase of spring chickens. Prices are lower, Spring chickens are from 35c to 40c a lb.; heavy turkeys, 18c.

Early spring chicken, alive per lb	0 35 0 40
Young chicken, dressed, per lb	0 14 0 17
" " alive, per lb	0 13 0 14
Hens, per lb., dressed	0 13 0 14
Turkeys, per lb., large	0 18 0 20
" medium young	0 20 0 22

MAPLE SYRUP—This article receives little attention and is rapidly disappearing from the wholesale houses.

Maple syrup, in bulk, imperial gallon	0 80 0 90
" " in tins, " "	1 00 1 10
" sugar per lb	0 09

COLLECTOR APPOINTED.

Chatham Merchants Make Good Progress With the Debt Collection System.

Chatham, May 26.—The new debt collecting system, now in process of formation, is the all absorbing subject among merchants at present.

The scheme was inaugurated at the meeting of the Retail Merchants a short time ago, when the executive presented its report. The report embodied the following clauses:

1. That the flat rate system of assessing members be adopted.

2. That the annual assessment be fixed at $10 a year for the collection department, exclusive of the $2 membership fee of the association.

3. That a 30-day post dated cheque or a 30-day note be accepted from prospective members, to be returned in case enough members are not secured to make the scheme a success.

4. That the proceeds of collections be divided equally among the different

merchants to whom the debts are owed, irrespective of the amounts of their claims.

5. That the division of receipts be made semi-monthly, and that a written report be furnished monthly to every merchant joining the collection department. This report will show the names of the debtors, names of those removed from the list, and amounts paid.

6. That a secretary treasurer be appointed to look after the clerical work who shall have general supervision over the work of the collector.

The recommendations of the executive came in for considerable discussion of the educative variety, but one after another they were unanimously adopted. An interesting point was raised by J. H. Kadwell, who stated that he had only $2 on his books which he would need to place in the collector's hands, and who thought that $10 was a rather large sum to pay for collecting so small an amount. It was pointed out, however, that the $10 not only secured collections, but a protection from the incurring of bad accounts which meant far more to the merchant. Mr. Kadwell incidentally came in for some hearty congratulations upon having escaped the dead beats so easily—a circumstance probably due to the fact that he has been in business only a little more than a year, and sticks pretty closely to the cash principle.

The appointment of a collector also proved an interesting theme of discussion. F. J. Thomas was the man recommended, but Wm. Anderson, ex-president of the association, made a strong plea for the appointment of W. M. Murdock, the same gentleman who a month or more ago made the first definite proposition for handling the work. The association supported Mr. Anderson's nomination by a substantial majority, and the executive cheerfully accepted Mr. Murdock as the official collector. Mr. Murdock was formerly in the grocery business on Lorne avenue. More recently, he has been associated with the Confederation Life here.

Secretary J. W. Powers was appointed to look after the clerical work. The remuneration for the two offices was not fixed, but will be decided at a special meeting in two weeks, when the response of the merchants as a whole to the proposition will be known. The meeting was remarkably enthusiastic, and most of those present seized the opportunity to put their names down as subscribers to the collection department.

Since the meeting, Messrs. Murdock and Powers, assisted by members of the executive and individual merchants, have been at work among the merchants throughout the city, and report a hearty response.

Some Lively Tilts at Retail Grocers' Meeting

Circular of the Wholesale Fruit, Produce and Provision Men Upheld and Condemned—Arguments Pro and Con Put up by the Members Present—President Explains Why He Gave Interview to the Press—No Course Decided Upon.

Toronto, May 25.—Those present at the regular meeting of the Toronto Retail Grocers' Association last week were given a splendid opportunity to give ventilation to their views regarding the circular recently sent out by the Wholesale Fruit, Produce and Provision Association of Toronto. The meeting was an exceedingly active one inasmuch as some of the grocers upheld the stand taken by the wholesalers while others condemned it. It was the largest meeting held for some momths and the most enthusiastic as well.

When the routine business had been attended to David Bell introduced the question as to wholesale fruit men selling to private individuals who were not employes. He explained that one of the dealers had requested that the association pass a resolution asking that this practice be discontinued and that the resolution be forwarded to the wholesalers' association. The latter would then have something to work on in order to refuse their friends further goods. Mr. Bell made a motion to the above effect but on the matter being discussed it was decided on motion of A. White to appoint a deputation to wait upon the Wholesale Fruit, Produce and Provision Association to state that the practice of selling to other than the retail trade was not approved of.

The committee appointed was A. White, chairman; D. Bell, R. Van Loan, D. McLean and Thos. Clarke.

A Lively Time.

The members turned their attention to the much-talked-of circular and upon this question, as intimated, the "house was divided."

R. Van Loan asked why the president had given an interview to a local paper in which he approved of the action of the wholesalers and had given his views as if they were those of the association. This was the beginning, and before the adjournment at 11 o'clock there were many stormy passages.

A. White, who had heard the minutes of the meeting, asked that the clause referring to the question be re-read. This showed that at the last meeting the circular was discussed and that none had disapproved of the action of the wholesalers.

J. S. Bond was soon on his feet to state that he had no recollection of the discussion. He entirely disapproved of the course taken by the wholesalers and of their black-list plan.

Not Worth Box of Lemons.

Later Mr. Bond said: "These men have, no doubt, a right to set their time limit, but the question is that the credit

BASKETS
You can make money as well as oblige your customers if you handle our
Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.
We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.
The Oakville Basket Co.,
OAKVILLE, ONT.

QUAKER
WHEAT BERRIES
The Dainty Breakfast Cereal
WRITE
W. H. ESCOTT
(Wholesale Grocery)
BROKER
WINNIPEG CANADA

BARRELS
For Flour, Butter or packing any kind of merchandise, manufactured and for sale by
H. CARGILL & SON
CARGILL, ONTARIO

SALT
Car lots of Fine, Medium or Coarse, in Barrels, Sacks or Bulk.
TORONTO SALT WORKS
125 Adelaide Street E., Toronto

SPRAGUE
CANNING MACHINERY CO.,
CHICAGO, ILL., U.S.A.

The
Condensed Ads.
on page 57
will interest you

The makers of **"Gillett's Goods"** started business over 50 years ago in a modest way. To-day they operate the largest factory of its kind in the British Empire, and their goods are sold all over the world. Only good goods, upright dealing and continued improvement could have obtained such a result.

Magic Baking Powder.
Gillett's Cream Tartar.
Gillett's Perfumed Lye.
Royal Yeast Cakes.

Good Goods with a Reputation.

E.W. GILLETT COMPANY LIMITED
WINNIPEG. TORONTO, ONT. MONTREAL.

ESTABLISHED 1852.

☛ **Merchants should recommend food products that are produced in CLEAN factories.**

The Trade's Co-operation

The co-operation of the trade with the advertising campaign of CLARK'S CANNED MEATS has resulted in good profits to them.

This campaign showed dealers there was a bigger net profit in handling well advertised goods of high quality than in selling unadvertised and probably inferior goods.

My present advertising campaign is now on. It includes

Clark's Corned Beef
" Ox Tongue
" Pork and Beans
" Potted Meats

Make your stocks complete and be ready to meet the demand.

WM. CLARK
Manufacturer
MONTREAL

Of Great Value to the Private Investor

The Financial Post
of Canada

This is the reason why every merchant, clerk, book-keeper, stenographer, office hand,—any one who has a few spare dollars saved up and would like to see them earning a good return placed in a safe investment—should read this readable, accurate progressive paper which, in a popular manner, gives the news of, treats of and discusses financial interests, bond issues and legitimate investments.

The Twenteth Century Belongs to Canada. The Post tells from week to week what is opening up in the way of invesfments. Its special articles are of material and timely assistance to the private investor.

The Financial Post
10 Front St. East, Toronto

of a good grocer is impaired when his name goes on that black list. If I should neglect to pay for a case of lemons at a certain time, it places me in the position that I'm not worth a box of lemons. It is different from the black list we used to have when only those who were poor-pay got their names on it.

"These men have taken the retail grocers by the throat and have said: 'If you do not pay your name goes on the black list as 'poor pays.' '

"We are the outlet for these men's goods. Why didn't they ask our opinions and use them? I'm in sympathy with the cash system but it's the manner they are taking that I'm not in sympathy with. They must look on retailers as having little respectability. If we go on that black list the banks and other wholesalers might take it up

"It is an erroneous, heinous system and I condemn it," concluded Mr. Bond amid applause.

Has Good Credit Customers.

"I'm against it; they haven't any right to dictate what we shall do," emphatically declared ex-president C. F. Thorne.

"The next thing we know all the wholesalers will be on us. The travelers are against it too. I want to say that my credit customers are better than those who pay cash, and these men haven't any right to make it universal."

The President Explains.

In order to meet the criticism against the interview referred to, Thos. Clarke, the president, stepped out of the chair, which was temporarily filled by Bailey Snow.

"The question," said Mr. Clarke, "came up before the last meeting and there wasn't a dissenting voice. Some said they thought it to be a good thing, and I had this in mind when the reporter asked me for my views. Personally, I believe it is right.

"I have a right to say when my customers shall pay me and I have a right to say if they don't pay me as to whether they get any more goods.

"Fruit men have to pay for their fruit when they get it and it takes an enormous lot of money to carry on their business. I think it wrong to be carrying on a business with somebody else's money. Short terms of credit cuts out this business of cutting prices; and I know some who have sold goods at 10 per cent. under the proper price—the sooner these people are out of business the better.

"If we could only get such a system working for us we would all be pretty well pleased. As it is now, the grocer and butcher get what's left out of a family's purse and the sooner we get down to a cash business the better. I thought this association endorsed the cash system, and when I spoke to the paper the other day I did so because this association had upheld the fruiters' action in establishing the shorter credits."

More Opposition.

"I'm opposed to it as far as the north is from the south on principle," was D. McLeon's ultimatum. "It is ridiculous that we should have paid thousands of dollars of our good money to these men, and now if we go in debt to them for two dollars we go on their black list as poor pay.

"They shouldn't do it collectively; individually they are justified to tell me when I should pay them."

No Use to Complain.

A. White took the stand that there was no sense in allowing a name to go voluntarily on the black list.

"If I must pay c.o.d. I'm beat; it is only childish play to allow our names to go on the black list for we're beat when we have to pay cash.

"I cannot see what we can do to prevent them," he said. "We may say it's mean and contemptible, but what can we do?

"Labor unions say that they must place all men in the same rank as regards to the wages they receive because it's so awkward to grade them. These fruit men have done the same thing. As to whether the thing is right or wrong it depends on the way we look at it. They think they're right and some of us think they're wrong. If we were placed in their position it would be right."

R. Van Loan did not believe that the wholesalers should say what the retailers should do. Others thought it was an injustice to those who pay up and that it would soon right itself.

Catches Price-Cutters.

David Bell favored the action of the wholesalers. "It catches those who undersell and spoil business and it does away with the pedlar nuisance to a considerable extent. There will not be one-quarter as many of them on the street.

"Personally, I'm in favor of it; if this thing had been in vogue years ago we'd have been far better off and I'm strongly in favor of it."

Mr. Bond: "Have we to submit to a baker's dozen of these fellows? I'm a pup of the old British bull dog and I'll fight to the finish."

Believe in Cash System.

"I think the only system is the cash system," said A. J. Coniam, "and I think the nearer we all get to it the better."

The black list did not affect him but he thought that if the retailers wanted to beat the wholesalers they could do it by not doing any buying for one week.

Wanted An Amicable Settlement.

"We all know of the abuse of the credit system," remarked H. Tolchard, " and I believe the wholesalers had not only in mind the good of themselves but the good of the retailers as well when they shortened the credit terms. If they had thought it was going to be objectionable they would not have done it and I think if they were properly approached they would adjust matters correctly."

Mr. White also believed that the differences could be righted in a peaceable way.

"They are as reasonable a lot of men as we are, and we all do things wrong sometimes ourselves."

Bailey Snow remarked that so far as he could see the only people who were kicking were those who had always paid their bills.

President Clark again left the chair to re-enter the discussion. "There is

OPEN TO BUY
From 5 to 10 Cars Choice Cooking Peas
Clean and White
Quebec's leading Flour and Grain House.
C. A. PARADIS, Dalhousie St., Quebec

CIE FRANCAISE des PATES ALIMENTAIRES
Macaroni, Vermicelli, etc.
Strictly French Manufacture Guaranteed
Manufactured at
92 Beaudry Street MONTREAL

SUCHARD'S COCOA
This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guaranted SUCHARD'S cocoa against all other makes Delicious in flavor; prices just right.
FRANK L. BENEDICT & CO., Montreal Agents.

W. P. DOWNEY'S


White Dove Brands are always


A Guarantee of Absolute Purity
26 St. Peter St. - Montreal

Why it pays the dealer to concentrate on Christie's Biscuits—

YOU may have the brightest and cleanest store in your town. The first impression people get of it may be most favorable.

That first impression is important, but it won't go far unless backed up by the *right* goods.

For instance, a woman is attracted to your store by its appearance of cleanliness —by an atmosphere that seems to indicate the best of everything. When she gets inside let her see, prominently displayed, such standard lines as Christie's Biscuits and her confidence is won.

If she's thinking of biscuits, "Christie's" is the first name that comes to her mind. Other brands *may* be good, but she *knows* that Christie's are good—and that they cost no more.

By the use of your own personal recommendation you may persuade her to try another brand, on which your profit is slightly larger. What is the result?

This customer figures that you have deliberately deceived her, and unless she's very dull she will see your motive ot once. Right here is where your store gets a bl ck eye—and loses trade.

For sound business reasons, it will pay you to always give Christie's Biscuits the preference. In the first place they sell quicker than any others, and in the second place you can always rely on them giving thorough satisfaction.

Concentrate on Christie's and you'll find the volume of your biscuit trade increase to such an extent that the little extra profit per box on other brands will present no temptation.

Besides, Christie's Biscuits help you sell more than biscuits.

Christie, Brown & Co., Limited

DAILY CAPACITY 30,000 LBS.



Dignard Limited

BISCUIT MANUFACTURERS

MONTREAL



SOFT MINTS—5c. boxes.

ACME PELLETS—5-lb. tins.

M. & R. WAFERS—5c. bags.

and a complete line of **LOZENGES, ETC.**

Hard and Soft Licorice Specialties

Appropriate for the confectionery, grocery and drug trades.

Price Lists and Illustrated Catalogue on request.

AGENTS

ONTARIO, R. S. McIndoe, 54 Wellington St. E., Toronto

PROVINCE OF QUEBEC and MARITIME PROVINCES
W. H. Dunn, 394 St. Paul St., Montreal

MANITOBA, E. W. Ashley, 123 Bannatyne Ave., Winnipeg

VANCOUVER, J. F. Mowat & Co., 354 Water St.

"LUCERNA"

IMPORTED

Swiss Milk Chocolates

will surely please your customers.

To buying agents for certain districts special terms are offered.

Write us for samples, prices, etc.

LUCERNA ANGLO SWISS MILK CHOCOLATE CO.

214 Princess Street, - - Winnipeg

no sense," he said, "in standing on the black list for spite. Every wholesaler whom I deal with knows whether my credit is good or not and even if I were on the black-list it wouldn't affect it."

As a matter of fact Mr. Clarke was on the black list for a time, but he was not aware that he owed anything.

"I straightened it out right away," he said, "and it didn't do me any harm."

Mr. White thought that not liking the black-list and going on it voluntarily was like not liking getting drowned and jumping into the lake.

J. H. Johnston stated that a few years ago a similar arrangement was made by the wholesalers. One or two broke the contract, some got credit and it was all off, but he believed they were solid this time.

After a great deal more discussion the matter was allowed to rest with no course decided upon and the meeting adjourned with the house still divided.

OCCASIONAL OBSERVATIONS.

What the Retail Grocers are Saying In Their Stores About That Circular.

It does not make any difference whether they get paid once a week or once a month. Any woman who has sense should know enough to pay as she goes along.

The retail merchants are a pack of fools.

The wholesale men squeeze the life out of the retailer.

The wholesalers should have their money as quickly as possible, but they have no right to lay down a cast iron rule.

Let me tell you, this thing will do good; it will teach even those who can pay to be more prompt.

A man in business should be a business man and not a careless, easy going humbug.

If the wholesalers had acted wisely and taken the retail association into their confidence and arranged with them on better terms they could have improved their condition without a hitch.

I would like to know whether any independent man would stand the threat, that was thrown out by the wholesalers.

Some of the retailers grew into the practice of downright carelessness, through the kindness of the wholesale men.

If any man in business is not prompt with his payments he is a nuisance to the trade.

I like promptness, but I don't like my man to tell me to do so and so, "or I will put you in the black list." It is too harsh.

Why can't people pay cash for their groceries? Go down to the theatres and see how they throw down the cash, and many of them have unpaid grocery bills.

Hundreds of people go away to some summer resort, and come home and boast of the good time they had. But they don't say that it was done with the grocer's money or rather with the wholesaler's money.

To give credit to some people is mistaken kindness. It will not help them. but they will spend their money foolishly and then get into trouble.

We want the wholesalers to withdraw those offensive clauses, and we will do all we can to encourage prompt payment.

The wholesale men have been too good to the retailers and have spoiled them. They will have trouble to get them in line, for they have taken a very unwise course in putting them all in the same class.

If the wholesale men are not well paid by some. why don't they go for them or cut them out, and not treat us all like children by trying to frighten us with a threat. It is childish and good men should not tolerate it for a moment.

The wholesale men are right. They want their money and they have a right to it.

Why should we all be treated like scalawags when the greatest number of us are honest people?

I have always paid my bills promptly, but I won't do it now.

The retailers have no business to give credit with the wholesaler's money.

This giving credit to the people for things they eat is the worst trick that that has ever been taught them.

Both the Name and the Design of

Cowan's

Maple Buds

are patented and registered.

The great popularity of this superior confection has brought out imitators.

We wish to warn the trade that all infringers of our patent and registered rights will be prosecuted.

The Cowan Co., Ltd.

Toronto, Canada

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE JOHN P. MOTT & CO. HALIFAX N.S.

MOTT'S: No better Chocolate

Right--Always Right--

It has never been anything else since we first turned out the goods (over 25 years ago).

MOTT'S

"DIAMOND" and "ELITE" brands of

Chocolate

Are for this very best of reasons the most satisfactory brands to handle.

At Every Jobber's

John P. Mott & Co.

Halifax, N.S.

SELLING AGENTS:

J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver

Arthur M. Loucks, Ottawa — R. G. Bedlington, Calgary

Flour, Cereals and Confectionery Department

High Prices of Grains Cause Cereal Goods to Advance—Scarcity of Ontario Wheat Noticeable—Confectionery Trade Broadening Out Among the Grocers.

The cereal market is at the present time in an interesting condition, the essential cause being the scarcity of grains. Ontario wheat can hardly be secured and in many parts of the west stocks are exceedingly low. Some Ontario millers have been offering as high as $1.40 and cannot get much even at the figure. Cereal prices have, therefore, been advancing. The advance as observed in Ontario and Manitoba is from 40 to 50 cents, and reports from Vancouver indicate that Graham flour and bread have both risen in price.

The high price of grains and of their products will likely have some effect on the profits to manufacturers of cereal breakfast foods, the prices of which seldom change.

Reports from all over Canada indicate regular increases in the number of grocers handling confectionery, departments for this side line being opened everywhere. The retail merchants are beginning to realize the advantages of confectionery, and they are desirous of having a share in the profits going.

MONTREAL.

FLOUR—There is very little business moving in the flour market, with the exception of the hand-to-mouth trade. Dealers are well stocked up apparently, and their requirements don't total large.

Winter wheat patents		5 50
Straight rollers	4 70	4 80
Extra	4 00	4 10
Royal Household,		6 50
Glenora		6 00
Manitoba spring wheat patents		6 30
" strong bakers		5 80
Five Roses		6 30
Harvest Queen		5 80

ROLLED OATS—There has been some large trading going on in this market during the week. This is due to the probability of a further advance. No changes in prices have taken place.

Fine oatmeal, bags		3 00
Standard oatmeal, bags		3 00
Granulated " "		3 10
Golddust cornmeal, 98-lb bags		2 10
White cornmeal	2 00	2 05
Rolled oats bags		2 75
" bbls.		5 70

FEED—The weather has been favorable to the sale of bran, but it is thought with the warm weather approaching, the sale will lessen largely. No changes in quotations have been recorded.

Ontario bran	22 00	23 00
Ontario shorts		25 00
Manitoba shorts		23 00
" bran		23 00
Moullie, milled	25 00	27 00
" straight grained		32 00
Feed flour	1 55	1 65

TORONTO.

FLOUR—The special feature in the wheat market is the scarcity of Ontario winter wheat. While Manitoba wheat makes a stronger flour for bread, it is the winter wheat that is required for pastry, and especially for biscuits. The reason of this scarcity is the fact that large quantities were exported to Mexico. That country had a short crop, and as they had to import wheat they reduced their protective duty from 60c a bushel to 20c. This opened a market for our wheat, which was bought up before the rise at from 95c to 98c a bus. Not being able to make a reliable estimate on the unseen wheat which was supposed to be in the hands of farmers, the real situation was not discovered until it was too late. It is still uncertain what quantities are held by the farmers, but it is feared that the quantity is very much below what was expected. Scarcely any is coming out, but this may be owing to the busy season for the farmer. Seeding is now about completed and whatever may be in their hands will be brought out, for which they will get about $1.35 a bushel.

Manitoba Wheat.		
1st Patent	6 10	6 30
2nd Patent		6 00
Strong bakers		5 80
Winter Wheat.		
Straight roller		5 90
Patents		6 30
Blended		6 00

CEREALS—An advance of from 40c to 50c per 100 lbs. in cereals has taken place since last week and the market is very firm. Oats have reached 57½c, and wheat as high at $1.40 a bushel.

Rolled wheat, car load		3 50
" oats "		2 75
Oatmeal, car load		3 00
Rolled wheat in barrels, 100 lbs		3 75
" oats in bags, per bag 90 lbs		2 90
Oatmeal, standard and granulated, in bags 98 lbs.		3 20

TRADE NOTES.

Fred Fowlie, Orillia, has disposed of his stock of groceries and dry goods to C. M. Boys of Toronto. The former intends going into the life insurance business.

T. A. Stone, Hawkstone, is improving the front of his place of business by cement walls and other improvements. Mr. Stone has built up a good business in the little village.

J. H. Smith, sales manager of the Mooney Biscuit and Candy Co., Stratford, for territory east of Toronto, was in Montreal recently. He interviewed the trade in the company of Brault & Co., local representatives of the firm.

J. C. Mossington, of Orillia, has purchased the stock of the estate of A. C. Buckner. Mr. Mossington has stocked up the store with the best lines of groceries and is out for his share of the trade of the enterprising town of Orillia.

Miss Birdie Livingston (taking her first meal at the bride's)—"These tea biscuits of yours are exquisite, Ethel."

The Bride—"Oh, I am so relieved to have you say so. I was dreadfully afraid I had put too much tea into them."

Biscuits that Build Trade



Every active, discerning grocer should now make a special effort to push the sale of : : : :

Mooney's Perfection Cream Sodas

He has the opportunity of doing so, as this is the great picnic and vacation season. There is nothing more toothsome, crisp and relishable in the cracker line. Every pleasure seeker knows this.

Mooney Biscuit and Candy Co., Limited

Stratford **Canada**



COX'S INSTANT POWDERED GELATINE

A Pure Powdered GELATINE dissolving instantly in HOT WATER. MANUFACTURED and PACKED by Messrs. Cox under the control of their scientific staff.

Canadian Agents

C. E. Colson & Son, Montreal
D. Masson & Co., "
A.P.Tippet & Co., "

J. & G. Cox, Ltd.
Gordie Mills
EDINBURGH.

HINTS TO BUYERS.

Information supplied by sellers but for which the editors of The Grocer do not hold themselves responsible.

Since it has been proved that acetylene gas was capable of producing a light and a good light, too, and by which colors can be distinguished as easily as in daylight, many inferior machines for generating have been put on the market. This condition naturally caused dissatisfaction and for a time it seemed as if acetylene gas was doomed. More had to be learned. These difficulties and discouragements had to be overcome. Men of science and mechanics studied and experimented with success and proved that to produce acetylene gas certain conditions were necessary. A generator must be built of the proper dimensions of the best material and workmanship, yet withal simple enough in design that any person could operate them with safety.

There should be no overheating of gas during its generation. This overheating was the greatest trouble with primitive machines in which the heat was (known to sometimes rise to 1,000 degrees.) It is no wonder, now that its nature is understood, that acetylene failed to give satisfaction in the past. Unless the acetylene is washed, and dried, relieving it of impurities, the bubbles destroyed, filtered, and made at a uniform temperature, it is impossible to get good results. The National Gas Generator, manufactured by the National Acteylene Gas Company, Sherbrooke, Que., is said to fulfil these requisites. It is well made, automatic, simple, durable and is easily recharged, and cleaned. It is provided with a bell or floating gasometer which gives uniform pressure to the gas, and has but one place where to feed the water. It has an agitator or shaker, contains sufficient water to generate the gas and sufficient water to keep it cool. The National, which washes gas, destroys all bubbles, filters the gas, dries it, and gives a bright mellow light, is approved by the Canadian Fire Underwriters' Association. The company also has in hand certain new and useful improvements in flush tanks invented by J. O. Brousseau, of North Hatley, Que. By these improvements, which have been patented, the syphoning of the tank is made much more certain, while the defective closing of the inlet valves and outlet flush pipes, and consequent waste of water, is prevented.

O.K.—This familiar combination of letters has been traced as having originated in California in the gold digging days, when some rather unlettered millionaire appended them to a document to signify that it was "Orl Kreet" (all correct). This concise method of approving of an account found many admirers in the States where it became widely adopted, and in thousands of telegraph offices in the United Kingdom O.K. is the code-signal that all is satisfactory. It is 35 years ago since this appropriate appellation was given to "O.K." Sauce by the manufacturers Geo. Mason & Co., Walham Green, London, and which is now world renowned for its absolute purity and high quality, being particularly piquant and appetizing. Messrs. Mason offer $5,000 to any person who can prove by analysis or otherwise that "O.K." Sauce is made from anything other than absolutely pure and finest quality ingredients. "O.K." Sauce has recently been introduced into Canada, for which markets Messrs. Mason are putting up a special 12-oz. "Giant" bottle instead of the 10-oz., which makes it now the largest sized bottle of its kind in the world, and which is retailed at 25c.. We understand from Messrs. S. T. Nishimura & Co., its Canadian representatives, that they are doing a very large business already with it, receiving repeat orders daily, and they are very sanguine as to its future popularity in Canada.

Cold Spring Lemonade Power is a new line being introduced to the trade by S. H. Ewing & Sons, Montreal. The article seems to have made quite a favorable impression upon trade and consumer alike, considering the short time it has been on the market. Lemonade is secured simply by adding cold water. The packages, lithographed tins, are very neat, and sell at popular prices.

ANSWERS TO INQUIRIES.

Questions referring to any trade matters are solicited for this column. Address all communications to The Canadian Grocer.

James Kilgallen, 421 Wellington St., Montreal, writes: Could you give me some information on the manufacture of charcoal or the name of any book or papers that I could get with the best method of producing charcoal and wood spirits?

Ans.—W. T. Brannt has written a book on vinegar and acetates, which is published by H. C. Baird & Co., Philadelphia. May (1909) issue Canadian Machinery will also give information on this subject. Write Jas. Montgomery superintendent of the Wood Products Co., Donald, Ont., and A. D. Gall, Board of Trade Building, Montreal.

Molasses Pumps.

Arthur S. Estabrooks, Coldstream, N.B., asks: Please refer me to manufacturers of self measuring molasses pumps.

Ans.—The Enterprize Manufacturing Co., of Philadelphia, U.S.A., make molasses pumps. It seems to be a difficult matter to get them with accurate self-measuring devices.

Building New Store.

Arthur Bell, Hamilton, Ont., writes: I am about to build a new store (20x50) and would be obliged if you would send me any information you may have or inform me as to where I might write for same.

Ans.—The issue of The Grocer of May 21st, contains a plan of a store interior in Cape Breton, giving dimensions. For further information write Stennet Bros., corner Queen East and Kippendavie Sts., Toronto, who have recently erected a model corner grocery.

WM. BERRY LTD.
MANCHESTER and LONDON, ENG.
Wax-Waterproof
Shoe Polishes
Dominion Agent
SIDNEY LEAR, 77 York St., TORONTO

THE PEOPLE OF
JAMAICA
are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the
KINGSTON
"GLEANER"
might bring inquiries. Better write for rates to
I. C. STEWART, Halifax


WILSON'S
FLY PADS
Demand constantly growing, output for March and April nearly double that of any previous season.
ADVERTISED THROUGHOUT CANADA

Versatile Flour

What does it mean—to you?

IF YOU were about to buy a horse at a good figure to work for you, you would be careful to buy one that could take you up hill as well as down, that would serve you not only on the level, but in the broken country. For you don't want to buy *two* horses, only *one*.

¶ See the housewife in her bakeshop. Every month she averages 50 pounds of flour—is it *your* flour? She wants a flour to make her a *good pastry cook* as well as a *good baker;* she can't use soft wheat flour or even the "hard-soft" kind, for they don't make bread like FIVE ROSES. Why? Ask Nature why—she makes the wheat we buy!

¶ If she uses *cheap* flour for pastry, she must buy bread flour also. But she doesn't want *two* flours in the house if she can help it, and she can—*if you give her FIVE ROSES.*

¶ In FIVE ROSES is contained the rich elastic gluten of the hardest spring wheat in the Northwest, the bread producer famed as the cause of lofty, well-piled, golden brown loaves such as *none other can produce*. Then, such puff paste as FIVE ROSES can deliver! And when a flour makes *good* puff paste there's *nothing* in the pastry line it will not accomplish. We *know,* for we speak from experience; we've eaten both—and will yet eat *more*.

¶ FIVE ROSES is a flour with a mission. Not made for bread alone, nor for pastry cooks alone. Made for *both in one barrel*—a two-power flour unlike any you have ever known, as different as cream is from milk. Because only such parts of the purest hard spring wheat grown in Manitoba are used as will make FIVE ROSES the *real housewife's delight,* every recipe a success.

FIVE ROSES

Double - Barreled Success

¶ Look through your customers' spectacles just this once. Think what it means to her to find success always in the *same* barrel. It takes versatile flour to do *that,* efficient flour. Bear this in mind, also: If a woman comes to you to buy this double-barreled flour and *you* let her get out without buying (because you cannot give what you have not got), *somebody else* will get her money and good will. We are partners in this deal, so we say—"Get it yourself!"

LAKE OF THE WOODS MILLING CO.

LIMITED

Montreal, Toronto, Winnipeg, Keewatin, Vancouver, St. John

The Grocer's Encyclopedia From Week to Week

Origin of the Apricot and Its Commercial Value—Where the Tree Thrives—District From Which Canadian Supply Comes—Uses of the Fruit.

APRICOT—The apricot belongs to a very numerous genus of fruit bearing trees and trees which differ widely in their character. The genus prunus comprises all the varieties of the cherry, the laurels properly so called, the plum, the sloe and a number of others that are never cultivated for the sake of their fruit. Many of the genus are poisonous, and though the fruit of some of them is agreeable to the taste and safe enough when taken in limited quantities there is none of the family that can be indulged in to excess with impunity.

Columella says that the Persians sent the peach which is of the same family as the apricot to Egypt to poison the inhabitants, and species of apricot is called by the people of Barbary, "Matza Franca" or the killer of Christians. All these evil qualities are, however, destroyed by cultivation; for it is the privilege of man not only to distinguish between the good and evil properties of vegetables, but to eradicate the evil in many cases by his skill and industry.

Where the Apricot Grows.

The apricot is very widely diffused in Asia and grows upon the slopes of the barren mountains of China. Many species of it are cultivated and, as they ripen earlier than the peach or nectarine they are in considerable estimation. Some varieties are exceedingly delicious, and the Persians in their figurative language, call the apricot of Iran, "the seed of the sun."

It seems that the apricot was known in Italy in the time of Dioscorides, and that it got its name precocia from ripening earlier than some other fruits. The Romans set little value on the apricot as it was often referred to as something of inconsequential use. The scientific name for the apricot is Prunes Armeniaca which it derives from the fact that it almost covers the slopes of the Caucasus and other mountains in and about Armenia, up almost to the margin of the snow. The general opinion that it is a native of Armenia has been controverted by M. Regnier, a French naturalist, who contends that as Armenia is a high mountainous country, the climate of which resembles that of middle Europe, it cannot possibly be the country of a tree which begins to flower so early that its blossoms are often destroyed by the frost, notwithstanding every care of the cultivator.

The apricot, too, although it has been cultivated in Europe for many ages never sprang up from seeds in any of our forests, neither has it been found wild either in Armenia or in any of the neighboring provinces. M. Regnier is of the opinion that it is a native of Africa, and that its limits appear to be a parallel between the Niger and the range of the Atlas mountains, from whence it has been carried by cultivation towards the north.

Its Uses in China.

Apricots are very plentiful and in great variety in China, and the natives employ them variously in the arts. From the wild tree the pulp of whose fruit is of little value, but which has a large kernel, they extract an oil; they preserve the fruit wet in all its flavor, and they make lozenges of the clarified juice which afford a very agreeable beverage when dissolved in water.

The apricot attains the size of a very large tree in Japan. It also flourishes in such abundance upon the Oases, as to be dried and carried to Egypt as an article of commerce. In those sultry climates, the flavor is exquisite, though the fruit is small. The apricot was first brought to England in 1524 by Woolf, the gardener to Henry VIII.

The Canadian Supply.

Apricots are almost exclusively used in a dried state for cooking purposes. Tarts, pies and other things of this nature are made from them. Canada uses an increasing amount of the fruit in this way every year. She derives her supplies from Eastern Mediterranean points.

GREATEST OF CONVENTIONS.

The National Association of Retail Grocers of the United States will hold their annual convention at Portland, Ore., from June 2nd to 5th. This is expected to be the greatest and most important convention ever held by the retailers of the United States.

TO BURN THEIR COFFEE.

The state of Sao Paulo, Brazil, has offered a proposition, to the Brazilian Government, which, it is said, has been approved by the latter body of burning one-tenth of the coffee crop, each year and doing away with the 9,500,000 bag limitation under which agreement the Sao Paulo bond issue was recently made.

Tell Your Customers That:

SHAMROCK

BIG PLUG

SMOKING TOBACCO

When cut never dries up or becomes hard. The leaves are so firmly packed that the plug remains fresh and moist

CLAY PIPES

A perfect article. Sell it
Insist upon having McDougall's.

D. McDOUGALL & CO., Glasgow, Scot.

ASK FOR THE CELEBRATED BISCUITS

G. N. Pichet

For sale by all Leading Grocers

JOS. COTE — Wholesale Tobacconist
186-188 Rue St. Paul — Importer

EXCLUSIVE SOLE AGENT

Tel. Up 2076 — Tel. East 5964

YOUNG'S PATENT PIPE
in Seven Shapes

W. J. GRANT
Sole Agent for Canada
506 Lindsay Building, MONTREAL.

BLACK WATCH

The Big Black Plug Chewing Tobacco.

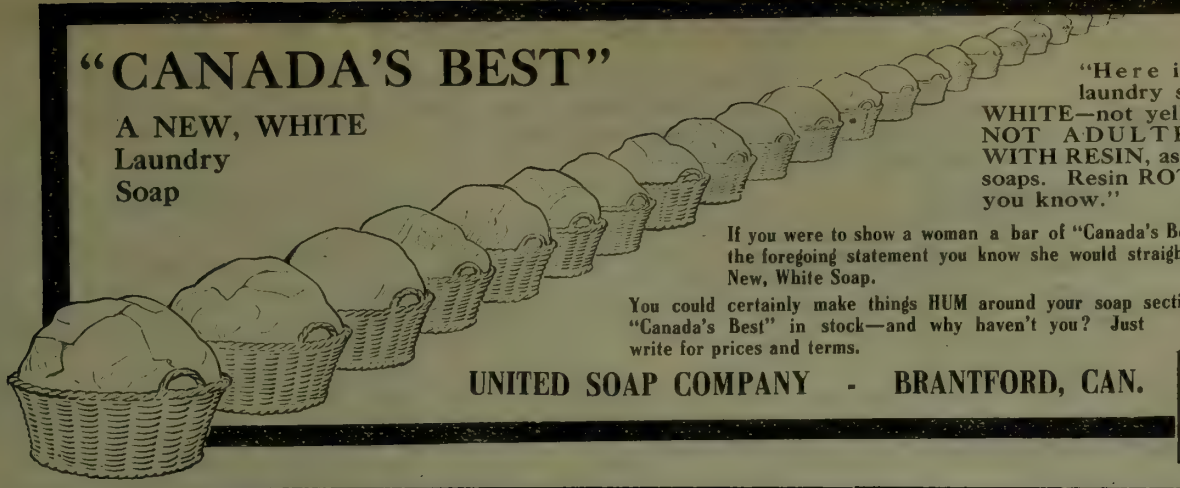


Already a Big Seller

Sold by all the Wholesale Trade

"CANADA'S BEST"

A NEW, WHITE
Laundry
Soap



"Here is a NEW laundry soap. It is WHITE—not yellow! It is NOT ADULTERATED WITH RESIN, as are yellow soaps. Resin ROTS clothes, you know."

If you were to show a woman a bar of "Canada's Best" and make the foregoing statement you know she would straightway buy this New, White Soap.

You could certainly make things HUM around your soap section if you had "Canada's Best" in stock—and why haven't you? Just write for prices and terms.

UNITED SOAP COMPANY - BRANTFORD, CAN.



The manufacturers' name, "S. C. CO." stamped on every

"7-20-4"

10 CENT CIGAR

IS THE SMOKER'S PROTECTION

It is our latest product and excels anything we ever before attempted—FINEST HAVANA FILLED.

We made a success of HOGEN-MOGEN and ROYAL SPORT on a QUALITY basis, and it is just the same with all our lines. THE QUALITY is remembered long after the PRICE is forgotten.

Write to-day for a trial order of "7-20-4." There's money in it for you.

SHERBROOKE CIGAR CO., - Sherbrooke, Que.

OUR TRAVELLERS COVER THE DOMINION

Are You Keeping Your Tobacco Stock Up-to-Date ?

IF NOT—WHY NOT?

"Tuckett's Special"

the new 10c. plug is the latest

Order from Your Wholesaler

Manufactured from **Imported Leaf Exclusively**

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

FULL SUPPLIES OF

Delaware Strawberries

are now coming

Forward

These will please you.

Also

Cucumbers, Beans, Wax and Green, New Potatoes –Cabbage, Tomatoes.

FRESH ARRIVALS DAILY.

McWILLIAM Mc. AND E. EVERIST

25-27 CHURCH ST. - TORONTO

PACKED BY

Franc Tracuzzi

MESSINA, ITALY

Franc Tracuzzi advises that he is back at Messina again

and St. Nicholas will be Home Guard packed in possibly the largest and most up-to-date Packing House in Sicily.

AGENT:

J. J. McCabe

TORONTO

Canadian Fruit, Vegetable and Fish Markets

Advance in Price of Cranberries—Twenty Carloads of Pineapples Distributed From Toronto During the Week—Strawberries Moving Rapidly—Vegetables and Fish More Plentiful.

MONTREAL.

GREEN FRUITS—Cranberries are higher, having advanced 50c since our last report. Strawberries are down to 20c, owing to freer supplies arriving. Other lines are the same as last quoted.

California navels, 96, 112, 126, 250, 288 size		2 90
" " 150, 176, 200, 216 size		3 25
Cuban oranges	2 25	2 50
Valencia oranges, 420 size	4 50	5 00
Cal. blood oranges, 15. to 216 size		4 25
Grape fruit	3 25	6 00
Lemons, choice, 300 size	2 25	2 75
Bananas crated	1 75	2 25
Pineapples, extra fancy, 24 size	2 40	2 50
Cranberries, per box		5 00
Spies, XXX		7 50
Ben Davis, XXX		6 00
Strawberries		0 20
Cocoanuts, bag		4 00

VEGETABLES — There have been some ups and downs in the vegetable market during the week. Among the former lines are tomatoes, leeks, green peas, and beets. New potatoes by the bbl. are selling at $5.50. Boston lettuce is $1 cheaper. Beets have declined 25c. Twelve thousand bags of P.E.I. potatoes have arrived recently by boat. Red onions are scarce. There are lots of local stuff.

Mushrooms, lb		0 75
Cucumbers, dozen		2 50
New carrots, dozen		1 00
Tomatoes, crate		4 50
Leeks, dozen		1 50
Parsnips, bag		1 00
Green peas, basket		5 00
Asparagus, doz	3 50	4 00
Cauliflowers, doz		4 00
Parsley, doz		0 75
Sage, per doz		0 60
Savory, per doz		0 50
Celery, doz	1 25	1 50
Water cress, large bunches, per bunch doz		0 75
Spinach, barrel	2 50	3 00
Green peppers, crate		3 50
Beets, bag		1 25
Carrots, bag		1 25
Lettuce, early		0 40
Lettuce, Boston, box		2 00
Radishes, doz		0 40
Horse radish, per lb		0 15
Montreal potatoes, bag		1 10
New Brunswick potatoes		1 20
New potatoes		0 04
P. E. I. potatoes, bag	1 00	1 50
New potatoes bbl		5 50
Onions, large bag, lb		0 34
" Egyptian		0 34
Turnips, bag	0 60	0 70
String beans, basket		3 50
New cabbage, crate	1 50	1 75
Shallots, doz. bunches	0 05	0 10

FISH—All kinds of fish are plentiful now. Fresh halibut is arriving freely, likewise haddock and cod. Lake fish are coming along more freely, and a depreciation in values is a possibility. Demand for oysters is quiet now.

FRESH

Haddock, per lb	0 04	0 06
" fancy shore, per lb	0 05	0 08
Steak cod, per lb		0 06
Grass pike, round		0 08
Halibut, per lb		0 09
Round perch, per lb		0 05
Dressed bullheads (Barbotte), per lb	0 03	0 10
Bluefish per lb	0 10	0 18
Sea bass, per lb		0 13
Striped bass, per lb		0 14
B.C salmon, new, per lb	0 18	0 20
Roe shad, each		0 90
Buck shad, each		0 50
Shad herring, large, each		0 02
Brook trout		0 25
Flounders	0 09	0 10

SMOKED

Haddies, 15 lb. bxs., per lb	0 07	0 07½
Kippered herring, per box		1 00
Large bloaters, per box		1 10
Smoked herring, small boxes		0 08
Smoked salmon, sugar cured, per lb		0 25

SHELL FISH

Select bulk oysters, per gal		1 50
"Sealshipt" selects, per gal		1 90
Live lobsters, per lb		0 15
Boiled lobsters, per lb		0 17

FROZEN

Market cod, per lb		0 03
Steak cod, per lb		0 05
Halibut, per lb		0 09
B.C. salmon, red, per lb		0 09
Qualla salmon, per lb		0 08
Fall salmon, per lb		0 07
Grass pike, dressed, per lb		0 03
Dore, round, winter caught, per lb		0 18
Large whitefish, per lb		0 09
Small " "		0 06
Lake trout, per lb		0 10
Mackerel, round per lb		0 10
Large frozen herring, per 100 (Weigh 55 to 60 lbs. per 100 fish).		1 50

SALTED AND PICKLED

Labrador herrings, barrel		5 50
Labrador salmon, half brls		9 00
B C. salmon, half brls		9 00
No. 1 mackerel pails		1 75
Small green cod per lb		0 02
Large " " "		0 03
Labrador sea trout, brls		12 50
Skinless cod, 100 lb. cases		5 25
Boneless cod, in blocks, 5½, 6, 8, 9 cents per lb.		

TORONTO.

GREEN FRUITS—The supply of all kinds of fruit is quite suffcient to meet the demand. The California navels are keeping up in abundance but the quality shows that they are past their proper time. Pineapples are taking the lead, of which 20 carloads were handled last week. Two cars of strawberries were sold by one firm last week and this week they have ordered three. Apples are still on the market and choice stock brings as high as $7.50 a barrel.

Apples, Spies	6 50	7 50
" Russets	3 50	4 00
" Baldwins	4 00	5 00
" Greenings	4 00	5 50
Oranges, Valencias, 420, ordinary		5 00
" " 420, large		6 00
" " 714		5 00
" California navels	2 50	3 25
" Mexican	2 00	2 50
" Palermo bloods, half cases		3 00
Lemons, Messina	2 75	3 25
Bananas	1 50	2 00
Grape Fruit, Florida, box	5 00	5 50
Pineapples, Florida, crate	2 25	2 50
Strawberries, Tennessee		0 18
Cherries, Cal	3 00	3 25

VEGETABLES—All kinds of vegetables, with the exception of tomatoes, are getting more plentiful. Such stuff as rhubarb, radish, onions and spinach are now coming in from our own gardeners. Cabbage arrived in abundance, and some of it is of inferior quality. Southern celery is practically off the market. Potatoes are firm.

Beets, Canadian, old, per bag	0 45	0 50
" Florida, new, per dozen	1 00	1 20
Parsnips, per bag	0 75	0 80
Potatoes, Ontario, per bag	1 00	1 10
" sweet, hamper	2 50	2 75
" Bermuda, per bushel	2 00	2 50
" " per barrel	7 00	7 25
Onions, Canadian, dried, bag	1 35	1 50
" Spanish, crate	5 00	5 50
" Bermuda, per case	2 00	2 25
" Egyptian, per sack of 112 lbs	3 50	3 75
Tomatoes, Floridas	4 00	4 50
" small		1 60
Carrots, per bag	0 45	0 50
" new, per bunch		1 20
Cabbage Florida, new	1 50	2 00
Celery, Florida, per half case	2 75	3 00
Turnips	0 35	0 40
Radishes, per dozen	0 40	0 45
Lettuce, per doz		0 30
Spinach, per bushel		0 90
Spinach, per barrel		2 75
Egg plant, per doz		3 00
Green peppers, per doz		1 00
Cucumbers, per hamper	2 00	2 25
Asparagus per dozen	1 00	1 25
Green onions		0 25
Rhubarb	0 30	0 35

Beans, green	1 75
" wax	2 25
Peas, per hamper	3 25
Corn, per dozen	0 30

FISH—The receipts of fresh caught fish are increasing. These, however, are all needed to meet the brisk demand. On the whole, the fish market is quite satisfactory. They arrive in splendid condition and as they are comparatively cheaper than meat, the consumption of fish is increasing.

Herring, medium, per lb., fresh caught	0 05	0 06
Whitefish fres caught		0 10
Trout, "		0 10
Cod, fresh caught		0 08
Halibut, fresh caught	0 10	0 10
Haddock, fresh caught		0 07
Pike		0 06
Perch		0 07
Carp		0 03
Yellow pickerel		0 09

A CLERK'S APPRECIATION.

By a Grocery Clerk.

If you will kindly allow me space in your interesting paper, I would like to congratulate Delmere D. Butler on his splendid article in relation to the clerk and his employer, which appeared in your special number. The sentiments expressed will be heartily endorsed by every young man who is anxious to be a good clerk in a store. I also noticed a few weeks ago the article from Winnipeg where a grocer declared that it is impossible to get as good clerks now as some years ago. I think Mr. Butler's article shows plainly where the trouble lies.

In most of our stores the clerk receives very little help and encouragement from his employer. The latter seems to work on the idea that the more fault he can find with a clerk's work, the cheaper he can get his service, and for this reason he keeps a clerk in ignorance of a good many things which would make a clerk more cheerful and more valuable in the store. Your paper is getting more interesting every week, and as a clerk who is anxious to be a good clerk, but who never had a good chance, I would like to see the clerks take an active interest in this question and I think we could soon prove to our employers that the trouble is not in the material, but rather in lack of opportunity, and want of proper help from them.

Editor's Note.—We are pleased to receive this letter and we will gladly devote a liberal space each week to letters from clerks on subjects pertaining to their interests.

REMODELLING THE STORE.

H. A. Adam & Co. have purchased and taken possession of the general store of J. M. Gilpin, Hawkstone. The store interior is being renovated and up-to-date shelving and counters are being added. The new proprietors are also remodelling the store including a better daylight system. A handsome silent salesman will be placed across the front of the store. When these improvements are completed the store will be a credit to the business places of Hawkstone. Mr. Adam was formerly employed as train despatcher on the C. P. R. at Kenora.

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PLENTIFUL and CHEAP

FANCY { RIPE TOMATOES / RIPE BANANAS

NAVEL and MEXICAN ORANGES

Quality Excellent

Send us your orders. PRICES RIGHT.

HUGH WALKER & SON

GUELPH ONTARIO

BETTER FRUIT CONDITIONS.

Cooling Stations for British Columbia Are Outcome of Conference.

Winnipeg, May 25.—A few days ago several local C.P.R. officials, including F. W. Peters, assistant to 2nd vice-president, and J. Lanigan, district freight traffic manager, attended a gathering of British Columbia fruit growers and government officials of that province, for the purpose of bettering the conditions of carrying British Columbia fruit, and in so doing aid the fruit growing industry of that province.

For some time there has been an unpleasant feeling existing between the fruit growers and the C.P.R. upon whom they depended to carry and distribute their produce over the greater part of Canada. It was agreed therefore to come together and put matters right for the benefit of all concerned.

The object of the meeting was realized and much to the advantage of the producers. They, however, came to understand that the C.P.R. were not so much to blame for the condition in which their fruit arrived on outer markets as was considered. The trouble has been that the fruit had not been properly cooled before it was enclosed in the refrigerator cars and sent en route for its destination. As a result the fruits, chiefly apples would shrink and spoil on the way and would not appear attractive on the retail market.

The delegates took steps to remedy this by deciding to build cooling plants in which to store the fruits before they were loaded for shipment. The C.P.R. will build a refrigerator car barge to run across the Okanagan Lake in British Columbia, in which fruit from the packers will be placed. Another cooling station will be built at the landing point in which the fruit will be stored before loading. In this way the fruits will not of necessity have to sit in open barges and docks exposed to the heat before they are subjected to the close refrigerator shipping car. The cooling barge and station will gradually prepare the fruit for the car which will preserve it from chilling and the resultant shrivelling.

The fruit growers and the government of the province agreed to co-operate in building similar cooling stations at the different shipping points.

This was the only issue discussed at the convention. When this difficulty is overcome it is thought that B. C. fruit could be landed on Canadian markets in as good condition as Washington fruits which are coming in and taking the place of Canadian produce to a certain extent. The duty and freight rate has been disadvantageous to the Washington fruits, yet these goods come in abundantly simply because they were landed in better condition.

CHARTER OBTAINED.

An Ontario charter has been granted to the Toronto Fruit, Produce and Provision Association creating Henry Watts Thorpe, James Thomas Madden; Andrew Gunn; William Holland Despard and John Joseph Fee, all of Toronto, and any others who have or may thereafter become subscribers to the Memorandum of Agreement of the Company, and their successors, respectively, a Corporation for the objects following: (a) To secure a more intimate relation amongst themselves as produce and fruit merchants and the like; (b) To regulate business transactions; (c) To collect in a systematic manner reliable information and statistics relating to the produce and fruit trade, and the like and similar trades; (d) To aid in enforcing just and equitable rules and regulations in the conduct of business, and (e) To exchange information relating to credits and hold periodical meetings for the discussion of questions affecting the said or like or similar trade.

TO WATCH U. S. FRUIT.

There will be no special privileges given to United States fruit which is imported and distributed into Canada, according to J. A. Ruddick, Chief Dairy and Cold Storage Commissioner. By this time Mr. Ruddick has reached British Columbia, where he will visit the various fruit growing districts.

He has jurisdiction over the Fruit Marks Act. and intends to enforce it.

"I am aware," he says, "that it has been claimed that some of the provisions of the Fruit Marks act do not apply to imported fruit, but that is not our interpretation of it, and we have the opinion of the department of justice in support of this view. Of course we cannot go into the United States and compel packers to grade and mark their fruit according to the requirements of Canadian law, but we can and will insist on its being so graded and marked before it is distributed in this country. That puts the responsibility on the importer and the inspectors will see that the law is observed. It would be obviously unfair to both Canadian growers and consumers if American fruit was allowed to come in under special privileges."

It is likely that some additional inspectors will be appointed.

BIG STRAWBERRY CROP.

A despatch from Dover, Delaware, states that the strawberry season of 1909, which is expected to make some rich men out of poor farmers in Delaware, has opened. Never in the history of peninsular fruit growing have such luxurious berries hung from the vines. From $750,000 to $1,000,000 is the estimate placed on the crop of Delaware's three counties alone. It is admitted, however, that the million dollar figure will only be realized in case good solid prices prevail throughout the season. The $750,000 estimate allows an average of 3½ cents a quart for the ripened fruit.

THE QUALITY MAN IN BUSINESS.

By Edwin W. Moore, in System.

The hardest thing that I know of in selling is to show a customer that first cost is not last cost; to make him understand that while the price of some goods may be much lower in the beginning, they are almost invariably dearer in the end; to show him that almost always an article is worth just about what it costs; in short to impress him with the meaning of "quality."

No word in the vocabulary of business is more pregnant with significance than that one word "quality." You may apply it to goods, to service, to ability; this one truth is universally the same—no extravagant assertion of present advantage, no false logic of economy, can long make headway against downright merit in merchandise or men.

Who are the biggest men in the world to-day?

They are the men who have recognized the value of reaching the highest standard of efficiency, whether it be in the manufacture of a commodity or the rendering of a professional service. They may call themselves bankers, lawyers, engineers or ministers. As a matter of fact they are selling for themselves or someone else and the best salesman gets the highest price. They have stepped beyond the dividing line of quality that marks off the great from the mediocre. They know that the great salesman sells his commodity at his own price; the "medium good" man sells his at the customers' price.

True it is that the great are few, the mediocre many, but the few who have scored highest in the business game are the men who have built on "quality."

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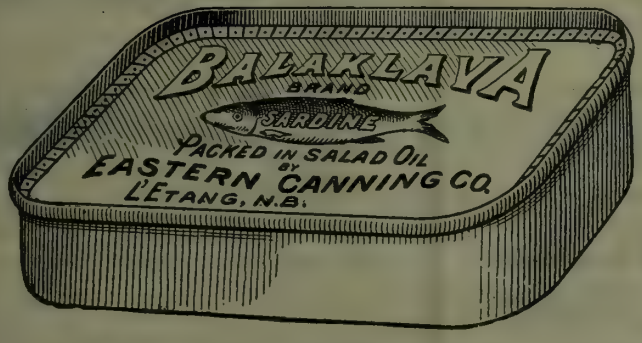
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will clean them off without laying the horse up. No blister, no hair gone. $2.00 per bottle.deliv'd. Book 8 D free. ABSORBINE, JR., for mankind, $1. Removes Painful Swellings, Enlarged Glands, Goitre, Wens, Bruises, Varicose Veins, Varicosities, Old Sores. Allays Pain. Book free.

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There is no competition, or other element of chance or risk about this offer. The distance you reside from Toronto regulates the number of subscriptions you must send. When you have sent that number you may rest assured that our undertaking will be carried out to the letter. The regular railway time-tables will be used to determine the distance, which is to be calculated by the shortest passenger route. By consulting your railway time-table you will get this information, or we will supply it. Should you fail to secure the full number of subscriptions required, proper remuneration will be made by sending you, in lieu of the tickets, their pro rata equivalent in cash.

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351	400	17	
401	450	19	
451	500	21	
501	600	23	
601	70	25	
701	800	28	
801	900	31	
901	1000	34	
1001	1100	37	
1101	1200	40	
1201	1300	43	
1301	1400	47	
1401	1500	50	
1501	1600	53	
1601	1700	56	
1701	1800	59	
1801	1900	63	
1901	2000	66	
2001	2250	72	
2251	2500	80	
2501	2750	89	
2751	3000	97	

*Name*_____

*Street*_____

*Town*_____

*Province*_____

*My Ticket to be Via :*_____

*Railway*_____

*Boat Line*_____

Write plainly; this will insure immediate acknowledgment of your communications and safe and prompt delivery of your tickets.

QUOTATIONS FOR PROPRIETARY ARTICLES

Baking Powder.

W. H. GILLARD & CO.

Diamond—

1-lb. tins, 3 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
¼-doz.	5lb.	19 75

MAGIC BAKING POWDER



Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 85
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 80
1 "	5 oz.	Per case $4 55
1 "	12 "	
1 "	16 "	

ROYAL BAKING POWDER



Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ¼ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 [illegible]

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ¼ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—	
1 lb. tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Baking Powder—	
1-lb. tins, 3-doz. in case, per doz.	2 00
½-lb. " " "	1
¼-lb. " " "	0 8

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 15
Gillett's Mammoth, ½ gross box	2 00

Cereals

H-O. COMPANY ROCHESTER, N.Y.

Per case.		Per case.
Force, 36s	$1 50	Gusto, 36s $2 85
Korn-Kinks, 3's	1.45	H-O. oatmeal, 24, 3 10
Presto, 36s	3.40	Buckwheat, 36s. 3 50
Pancake, 36s	3.50	Corn Starch, 36s 2.50
Tapioca, 36s	2.85	Farina, 24s 1.70
Hominy, 36s	2.50	

WHITE SWAN SPICES AND CEREALS LTD.



White Swan Breakfast Food, 2-doz. in case, per case, $3.00

The King's Food, 2-doz. in case, per case, $4.80

White Swan Barley Crisps, per doz., $1.

White Swan Self-rising Buckwheat Flour, per doz., $1.00.

White Swan Self-rising Pancake Flour, per doz., $1.00.

White Swan Wheat Kernels, per doz., $1.40.

White Swan Flaked Rice, per doz., $1.

White Swan Flaked Peas, per doz., $1.

Chocolates and Cocoas.

THE COWAN CO., LIMITED.



Cocoa—	
Perfection, 1-lb. tins, per doz.	$1 50
Perfection, ½-lb. per doz.	2 40
Perfection, ¼-lb., per doz	1 30
Perfection, 10c size	0 90
" 5-lb. tins per lb.	0 37
Solu le, bulk, No. 1, per lb	0 20
Soluble, bulk, No. 2, per lb	0 15
London Pearl, per lb	0 22

Special quotations for Cocoa in bbls., kegs, etc.

Unsweetened Chocolate—	Per lb.
Plain Rock, ½'s & ¼'s, cakes, 12-lb. bxs	0 36
Perfection chocolate, 20c size, 2 dozen boxes, per dozen	1 80
Perfection Chocolate, 10c size, 2 and 4 dozen boxes, per dozen	0 90
Sweet Chocolate—	
Queen's Dessert, ½'s and ¼'s, 12-lb. bxs., per lb	$0
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ½-lb., 12-lb. boxes, per lb.	0 35
Parisian, 8's	0 30
Royal Navy, ½'s ¼'s, boxes, per lb.	0 30
Diamond, 7's, 12-lb. boxes, per lb.	0 24
" ½'s " " "	0 25
" ¼'s " " "	0 28
Icings for cake—	
Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., 2-doz. in box, per dozen	0 90

Confections—	Per lb.
Milk chocolate wafers, 5-lb. boxes	0 36
Maple buds, 5-lb. boxes	0 36
Chocolate wafers, No. 1, 5-lb. boxes	0 30
Chocolate wafers, No. 2, "	0 25
Nonpareil wafers No. 1, "	0 30
Nonpare l wafers, No. 2, "	0 25
Chocolate ginger, 5-lb. boxes	0 30
Milk chocolate, 5c bundles, per box	1 35
Milk chocolate, 5c cakes, per box	1 35

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

10c. tins, 4 doz. to case, per doz.	$ .90
¼ " " 4 " " "	2.40
½ " " 2 " " "	4.75
1 " " 1 " " "	9.00

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.
Arthur M. Loucks, Ottawa.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
R. J. Bedlington & Co., Calgary, Alta.
Standard Brokerage Co., Vancouver, B.C.

Elite, 10c size (for cooking), doz	0 90
Prepared cocoa, ½'s	0 28
Prepared ⅓'s	0 28



Mott's breakfast cocoa,	10c. size	90 per dz.
" breakfast cocoa,	½'s	0 32
"	¼'s	0 38
" No. 1 chocolate,	½'s	0 32
" Navy	½'s	0 29
" Vanilla sticks, per gross		1 00
" Diamond chocolate,	½'s	0 24
" Plain choice chocolate liquors		0 32
" Sweet Chocolate Coatings		0 20

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, ½ and ¼-lb. cakes	$0 38
Breakfast cocoa, 1-5, ½, ¼, 1 & 5-lb. tins	0 41
German Sweet chocolate, ½ and ¼-lb. cakes, 6 lb. boxes	0 28
Caracas Sweet chocolate, ½ and ¼-lb. cakes, 6-lb. boxes	0 35
Auto Sweet chocolate, 1-6 lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins	0 47
Soluble cocoa (hot or cold soda 1-lb. tins	0 38
Cracked cocoa, ½-lb. pkgs., 6-lbs. bags	0 34
Caracas tablets, 100 bundles, tied 5s, per box	3 00

The above quotations are f.o.b. Montreal

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—5c., 10c., 20 and 40c. packages packed in 15 lb. and 30 lb. cases. Per lb.

1 lb. packages	0 26
lb "	0 27
lb. "	0 28
1 and ½ b. packages assorted	0 26½
½ and ¼ b. " "	0 27½
½ lb. packages assorted in 5 lb. boxes	0 28
½ lb. " "	0 29
¼ lb. " in 5, 10, 15 lb. cases	0 30

Bulk—

In 15 lb. boxes.	15 lb. pails Pails.	and 10, 25 and 50 lb. Tins	Bbls.
Best Shredded	0 18	....	0 16
Special Shred	0 17	....	0 15
Ribbon	0 19	....	0 17
Macaroon	0 17	....	0 15
Desiccated	0 16	....	0
White Moss in 5 and 10 lb. square tins, 21c.			

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Cocoanut—	
Featherstrip, pails	0 16
Shredded	0 15
In packages 2-oz., 4 oz., 8-oz., lb.	0 28

Condensed Milk.

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
"Eagle" brand (4 doz)	$6 00	$1 50
"Gold Seal" brand (4 doz)	5 00	1 25
"Challenge" brand (4 doz)	4 00	1 00
Evaporated Cream—		
"Peerless" brand evap. cream	4 70	1 20
" hotel size	4 90	2 45





TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 00
Reindeer" brand per case (4 doz.)	5 00





Coffees.

EBY, BLAIN CO. LIMITED.

Standard Coffees.

Roasted whole or ground. Packed in damp-proof bags and tins.

Club House	$0 32
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" " ground	0 17½
Golden Rio	0 14

Package Coffees

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, ½ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

THOS. J. LIPTON retail wholesale

Lipton's "Special" blend coffee, 1 lb. tins, ground or whole	0 40	0 30

JAMES TURNER & CO.

	Per lb
Mocca	$ 0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

PATTERSON'S "CAMP" COFFEE ESSENCE

Agents, Rose & Laflamme, Montreal an Toronto.

5 oz. bottles, 4 doz., per doz.	1 75
10 " " 4 " "	3 00
Rep. quarts, 1 " "	6 50
Imp. " 1 " "	9 00

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Blend.



1-lb. decorated tins, 32c. lb

Mo-Ja, ½-lb. tins 30c. lb.

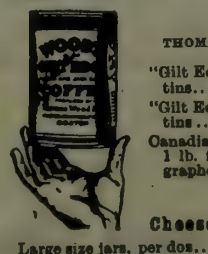
Mo-Ja, 1-lb. tins 28c. lb.

Mo-Ja, 2-lb. tins 28c. lb.

Cafe des Epicures—1-lb. fancy glass jars, per doz., $3.60.

Cafe l'Aromatique—1-lb. amber glass jars, per doz., $4.

Presentation, with 3 tumblers, $10 per doz



THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy lithographed canisters	0 30

Cheese.—I

Large size jars, per doz.	$8 25
Medium size jars, "	4 50
Small size jars, "	2 40
Individual size jars, per doz.	1 00

Imperial holder—

Large size, doz.	18 00
Med. size "	17 00
Small size "	12 00

Roquefort—

Large size, doz.	2 40
Small size, "	1 40



Confections

THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box, "	1 35
" " 10c cakes, 36 in box "	2 55
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
" " No. 2, " "	0 25
Maple Buds, 5-lb. boxes, lb	0 36
Nut Milk Chocolate, ½-lb. cakes, 12-lb. box, lb	0 40

These prices are F.o b. Toronto.

MACLAREN'S IMPERIAL CHEESE CO. LTD

Imperial Peanut Butter "Bobs," the Perfect Confectionery.

Large size, cases, 25 cartons	$3.50 each
Small " 50 "	3.60 "
Assorted, cases, 26 small, 12 large	3.55 "

Net 30 days.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Ltd. Toronto. C. O. Beauchemis & Fils. Montreal

$2, $3, $5, $10, $15 and $20.

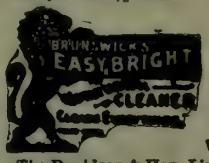
All same price one size or assorted.

UN-NUMBERED

Under 100 books	each 04
100 books and over	each 03½
500 books to 1000 books	03

For numbering cover and each coupon, extra per book ½ cent.

Cleaner.



	Per doz.
4-oz. cans	$ 0 90
8-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agents

The Davidson & Hay, Limited, Toronto

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.

"Vita" Pasteurized Extract of Beef. Per case.

Bottles	1-oz.,	case of 2 doz		$3 30
"	2 "	"	1 "	3 00
"	4 "	"	1 "	4 50
"	20 "	"	½ "	4 75
"	20 "	"	1 "	9 00

THOMAS J. LIPTON

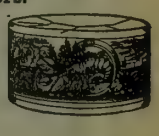
Prices on application.

Infants' Food.

Robinson's patent barley	½-lb. tins		$1 25
" " "	1-lb. tins		2 [illegible]
" " groats	½-lb. tins		1 [illegible]
" " "	1 lb. tins		2 25

"Mephisto" and "Purity" Canned Lobsters.





Flavoring Extracts.

SHIRRIFF'S

1 oz. (all flavors),	doz.		1 00
2 "	"	"	1 75
2½ "	"	"	2 00
4 "	"	"	3 00
5 "	"	"	3 75
8 "	"	"	5 50
16 "	"	"	10 00
32 "	"	"	18 00

Discounts on application.



Jams and Jellies.

BATGER'S WHOLE FRUIT STRAWBERRY JAM

Agents, Rose & Laflamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz 2 20

THOMAS J. LIPTON

Prices on application.

T. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 1 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case, per lb.	07½
5 and 7-lb. tin pails, 3 and 2 pails in crate, per lb	0 07
7 wood pails, 6 pails in crate, per lb	0 07
30-lb. wood pails "	0 06½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb.	0 07½
7 wood pails, 6 pails in crate, per lb.	0 07



ALWAYS RIGHT. SUN PASTE

Stove Polish is just right every time you sell it and the boxes are always filled full. You have no complaints coming after you pass it over your counter. Why not make friends for yourself as well as for us by selling the stove polish which always pleases the housekeeper? That's SUN PASTE. Just push it and see them come back for more.

MORSE BROS., Props. - Canton, Mass., U.S.A.

Beyond all Doubt

It's the most widely known, easiest applied, quickest in results and rapid selling of any

SHOE POLISH

THE F. F. DALLEY CO. LIMITED

2 in 1



More people buy it

than they do any other kind, because it's the best liked and most widely advertised of any

SHOE POLISH

Hamilton, Ontario
Buffalo, New York



SELL

Royal Metal Polishes

NOW

Do not wait for to-morrow, but push these sterling metal polishes now in the springtime, when everybody is thinking of cleaning up.

ROYAL POLISHES are the best for all kinds of metals. Housekeepers KNOW this.

HAVE YOU A STOCK?

ROYAL POLISHES COMPANY
MONTREAL

AGENTS: Ottawa—General Supply Co. of Canada, Ltd. Winnipeg—H. W. Glassco & Co Vancouver—Wm. Frichsen & Son Halifax—J. C. Calder. Sherbrooke—E. H. Bowen. And all dealers.



Talking to the Point

CLASSIFIED WANT ADS get right down to the point at issue. If you want something, say so in a few well-chosen words. Readers like that sort of straight-from-the-shoulder-talk, and that is the reason why condensed ads are so productive of the best kind of results.

CLASSIFIED WANT ADS are always noticed. They are read by wide-awake, intelligent grocers, who are on the look-out for favorable opportunities to fill their requirements.

TRY A CONDENSED AD IN THE CANADIAN GROCER.

Any Boy who has *One Cent* can Turn it Into *Ten Dollars*

One cent invested in a post card to us will bring you information about how we start you in business, so that you can earn money for yourself. You can make plenty of pocket money all the time—money you will enjoy more because you made it in business for yourself. Hundreds of boys are doing this. SO CAN YOU.

No money required. We furnish capital.

We also give prizes. There is a prize for every boy, whether he lives in a large city or a little village. Very fine prizes have gone to fellows in small places. Don't delay a minute. Write us to-day. A post card will do.

The MacLean Publishing Co., 10 Front Street East, Toronto

Once a User, Always One



That's the tale of all customers who buy the

E.D.S. BRAND OF JELLIES AND JAMS

They have a reputation and recognition that

Absolute Purity

Creates a Permanent Patronage

AGENTS

W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; R. B. Colwell, Halifax, N. S.; J. Gibbs, Hamilton

E. D. Smith's Fruit Farms, Winona, Ont.

	Per lb.
30-lb. wood pails	0 06½
Pure assorted jam, 1-lb. glass jars, 2 doz. in case	1 75

Jelly Powders

IMPERIAL DESSERT JELLY



Assorted flavors—gross 10.75.
MacLaren Imperial Cheese Co., Limited

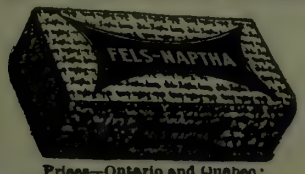


Assorted Case,	Contains 4 doz	$3.60
Assorted Case,	Contains 2 doz.	$1.80
Lemon (Straight)	Contains 2 doz.	$1.80
Orange (Straight)	Contains 2 doz.	$1.80
Raspberry (Straight)	Contains 2 doz.	$1.80
Strawberry (Straight)	Contains 2 doz.	$1.80
Chocolate (Straight)	Contains 2 doz.	$1.80
Cherry (Straight)	Contains 2 doz.	$1.80
Peach (Straight)	Contains 2 doz.	$1.80

Weight 7 lbs. to case. Freight rate, 3d class.

Soap

The GENUINE. Packed 100 Bars to case.



Prices—Ontario and Quebec:

Less than 5 cases	5 75
Five cases, or over	5 15



List price 'Shirriff's" (all flavors), per doz. 0
Discounts on application.

THE ROBERT GREIG COMPANY.

White Swan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.



Lard.

M. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces	$0 10½
½-bbls.	0 10½
Tubs, 60 lbs.	0 10½
20-lb. Pails	2 20
20-lb. tins	2 10
Cases 3-lb.	0 11½
" 5-lb.	0 10½
" 10-lb.	0 10½



F.O.B. Montreal.



GUNNS "EASIFIRST" LARD COMPOUND.

Tierces	0 1 ½
Tubs	0 10½
20-lb. pails	0 11
20-lb. tins	0 10½
10-lb. "	0 11½
5-lb. "	0 11½
3-lb. "	0 11½

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, ½-lb. glass jars	1 75
" " 20 5-lb cans	1 50
"Fruity" licorice 10 sticks	1 45
" 100 sticks	0 75
Dulce lozenges, assortment sticks, 100 in box	

Lye (Concentrated)

GILLETT'S PERFUMED.

	Per case
1 case of 4 dozen	$3 60
3 cases of 4 dozen	3 50
5 cases or more	3 40

Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case, per doz	$1 00
16-oz. glass jars, 2 doz. in case "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Pint Sealers (24 oz.), 1 doz in case, per dozen	2 00

SHIRRIFF BRAND



"Imperial Scotch"—	
1-lb. glass, doz.	1 55
2-lb. " "	2 80
4-lb. tins, "	4 55
7-lb. " "	7 35
"Shredded"—	
1-lb. glass, doz.	1 90
2-lb. " "	3 10
7-lb. tins, "	8 25

THOMAS J. LIPTON
Prices on application



SPRATT'S PRICE LIST

Mixed Bird Seeds, 1-lb. pkts., 3 dozen cases per box	$0 85
Parrot Food, ½-lb. pkts., 1 doz cartons	1 45
Parrot Food, 2-lb. pkts	0 35
Bird Cage Sand, about 1½-lb. bags, ½-gross cases	0 30
Bird Cage Grit, about 1½-lb. bags, ½-gross cases	0 30

Mince Meat

Wethey's condensed, per gross net	$13 00
" per case of 3 doz. net	3 10



ST. CHARLES CONDENSING CO

PRICES:

St. Charles Cream-family size, per case	$4.70
Ditto, hotel	4.90
Silver Cow Milk	5.00
Purity Milk	4.70
Good Luck	4.00

Mustard

COLMAN'S OR KEEN'S

D.S.F., ½-lb. tins	per doz.	$ 1 40
" ¼-lb tins	"	2 50
" 1-lb. tins	"	5 00
Durham 4-lb. jar	per jar	0 75
" 1-lb. jar	"	0 25
F.D. ½-lb. tins	per doz.	0 85
" ¼-lb. tins	"	1 45

Olive Oil

LAPORTE, MARTIN & CIE., LTD.

Minerva Brand—	
Minerva, qts. 12's	$ 5 75
" pts 24's	3 50
" ½-pts. 24's	4 25

Sauces

PATERSON'S WORCESTER SAUCE

Agents, Rose & Laflamme, Montreal and Toronto

½-pint bottles, 3 & 6 doz., per doz.	0 90
pint " 3 doz.	1 75

THOMAS J. LIPTON
Prices on application

Soda

COW BRAND



Case of 1-lb. containing 60 packages, per box, $3.00
Case of ½-lb. containing 120 pkgs. per box, $3.00
Case of 1-lb. and ½-lb. containing 30 1-lb. and 60 ½-lb. pkgs, per box $3.00
Case of 5c. pkgs. containing 96 pkgs. per box, $3.00

MAGIC BRAND

	Per case
No. 1, cases 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " { 30 1-lb. " / 60 ½-lb. " }	2 75
No. 5 Magic soda—cases 100—10-oz. pkg	
1 case	2 7
5 cases	2 7



Wood's "Canadian Souvenir" Canister Coffee

Roasted in Bean or Roasted and Ground

Cases of 48 lbs., 1 lb. cans, $14.40 per case

THIS COFFEE has found a welcome in thousands of homes.
If you are not selling it you are missing a pleasure.
It is of unequalled quality as a popular, rapid-selling line.
THE CANISTER is lithographed on the tin in rich, delicate colouring.
It has a permanent usefulness every housekeeper prizes.
It sells and it suits! We solicit your orders.

THOMAS WOOD CO. LIMITED

No. 428 St. Paul St. Montreal

Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross	$10 20
" " black	"	15 30
Oriole soap	"	10 20
Gloriola soap	"	13 00
Straw hat polish	"	18 00



3 doz. to box..... $3 45

6 doz. to box $6 90

30 days.



1 Box Price $4.00

5 Box Price $3.90

Freight paid on 5 box lots.



Or Quick Naptha Soap (100 bars to case) in 5-case lots (delivered)—$3.85 each. The Richards Pure Soap Co., Ltd., Woodstock, Ont.

Starch

EDWARDSBURG STARCH CO., LIMITED.

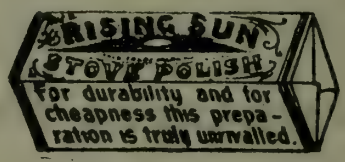
	per lb
Laundry Starches—	
No. 1 White or blue, 4-lb. carton	$0 07
No. 1 " " 8-lb. "	0 07
Canada laundry	0 06
Silver gloss, 6-lb. draw-lid boxes	0 08
Silver gloss, 6-lb. tin canisters	0 08
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 07
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 06½
Canada White Gloss, 1-lb. pkgs	0 6½
Benson's enamel....per box 1 50 to	3 00
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07½
Canada Pure Corn	0 07½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
" " 1 " or blue,	

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 6½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06½
Barrels, 200 lb.	0 07½
Kegs, 100 lb.	0 07½
Lily White Gloss—	
1-lb. fancy cartons, cases 40 lb.	0 06
6-lb. toy trunks, 8 in case	0 08
6-lb. enameled tin canisters, 8 in case	0 08
Kegs, ex. crystals, 100 lb.	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 06
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	3 60

Stove Polish.

	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste 5c. size, ½-gross boxes	5 00



JAMES' D ME BLACK LEAD

	Per gross
6a size	$2 40
2a "	2 50

Syrup.

EDWARDSBURG STARCH CO., LTD.
"Crown" Brand Perfection Syrup.

Barrels, 700 lbs	0 03½ per lb.
Half-barrels, 350 lbs	0 03¾ "
¼-barrels, 175 lbs	0 03¾ "
Pails 25 lbs	1 30 each
" 38½ lbs	1 80 "

Plain tins, with label—	per case
2 lb. tins, 2 doz. in case	2 50
5 " 1 " "	2 85
10 " ½ " "	2 75
20 " ¼ " "	2 70

(5, 10 and 20 lb. tins have wire handles.)

Teas



THE "SALADA" TEA CO.

	Wholesale	Retail
Brown Label, 1's and ½'s	$0 25	$0 30
Green Label, 1's and ½'s	0 27	0 35
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 35	0 50
Gold Label 1's and ½'s	0 44	0 60
Red-Gold Label, ⅛'s	0 55	0 80



EMPIRE PACKAGE TEA

Cases 30 and 50 lbs. each—Black, Mixed, and Green Ceylon.

25c	1s, 20c.; ½s, 21c.
30c	1s and ½s, 23c.
40c	1s and ½s, 28c.
50c	1s and ½s, 35c.
75c	1s and ½s. Vulcan, 50c.

100 lb. lots freight paid.

LIPTON'S TEA

Thomas J. Lipton
75 Front St. East,
Toronto.

Packed in air-tight tins only.



	wholesale	retail
Blue label ½'s and 1's	0 24	0 30
Orange " ½'s, ¼'s and 1's	0 30	0 40
Pink " ½'s & 1's, tins	0 35	0 50
Red " Dominion blend, ½'s and 1's	0 44	0 60
Gold " Afternoon blend, ½'s and 1's	0 50	0 70



Blue Label, ½'s	0 21	0 26
Orange Label, 1's and ½'s	0 28	0 40
Blue Label, 1's	0 20	0 25
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 50
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—		
Victoria, hf-c, 90 lbs	0 25	
Princess Louise, hf-c, 80 lbs	0 19	
Ceylon Green Teas—Japan style—		
Lady, cases 60 lbs	0 13	
Duchess, cases 60 lbs	0 19	

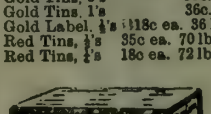


BLUE RIBBON TEA CO., TORONTO

	Wholesale	Retail
Yellow Label, 1's	0 20	0 25
" " ½'s	0 21	0 25
Green Label, 1's and ½'s	0 24	0 30
Blue Label, 1's and ½'s	0 25	0 35
Red Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, ½'s and ¼'s	0 55	0 80
Embossed, ½'s and ¼'s	007	1 00



	Wholesale	Retail
Pink Label 1's and ½'s	30c.	40c.
Gold Label 1's and ½'s	35c.	50c.
Lavender Label 1's and ½'s	42c.	60c.
Green Label 1's and ½'s	50c.	75c.
Canisters		
Gold Tins, 5's	35c. 1.75	50c. 2.50
Gold Tins, 3's	35c. 1.05	50c. 1.50
Gold Tins, 1's	35c. each	50c. each
Gold Label, ½'s	18c ea. 36 lb.	25c ea. 50 lb.
Red Tins, ½'s	35c ea. 70 lb.	50c ea. 1 00 lb.
Red Tins, ¼'s	18c ea. 72 lb.	25c ea. 1.00 lb

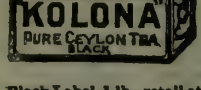


MELAGAMA TEA.

MINTO BROS., 55 Front St. East

	Wholesale	Retail.
Black, green, mixed, ⅛s	0 70	1 00
" " ¼s	0 55	0 80
" " ½s	0 44	0 60
" " 1 lbs. & ½s	0 40	0 60
" " ½s	0 38	0 50
" " 1 lbs. & ½s	0 35	0 50
" " 1 lbs., ½s	0 30	0 40
" " ½s	0 32	0 40
" " ¼s	0 25	0 30
" " 1 lbs.	0 24	0 30

We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 20
" " ½-lb. " "	0 21
Blue Label, retail at 30c	0 23
Green Label. " 40c	0 30
Red Label, " 50c	0 35
Orange Label, " 60c	0 42
Gold Label, " 80c	55

RIDGWAYS.
London, Vancouver Winnipeg and Ceylon.



	Wholesale.	Retail.
Capital Household, 1's and ½'s	0 30	0 40
Old Country, 1's and ½'s	0 35	0 50
5 o'clock, 1's and ½'s	0 42	0 60
H.M.S., 1's and ½'s	0 75	1 00
Ridgway's Standard Bulk Blend in stock at all our branches in Canada.		



THOMAS WOOD & CO.

Montreal and Boston

	wholesale	retail
Wood's Primrose, per lb.	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ½-lb. tins. All grades—either black, green or mixed.

Tobacco.

IMPERIAL TOBACCO COMPANY OF CANADA, LIMITED—EMPIRE BRANCH.

Chewing—Black Watch 5s	36
Black Watch 11s	38
Bobs 5s and 10s	38
Bully 6s	44
Currency 6½s. and 10s	38
Stag 5s	38
Old Fox 12s	44
Pay Roll Bars 7½s	56
Pay Roll 7s	56
Plug smoking—Shamrock 6s., plug or bar	45
Rosebud Bars 8s	45
Empire 5s, and 10s	36
Amber 8s. and 3s	60
Ivy 7s	50
Starlight 7s	70
Cut Smoking—Great West Pouches, 7s	51

JOS. COTE, QUEBEC.

Cigars	
St. Louis (union), 1-20	$33 00
St. Louis, 1-40	35 00
St. Louis, 1-100	35 00
Champlain, 1-20	35 00
Champlain, 1-40	36 00
El Sergeant, 1-20	55 00
El Sergeant, 1-40	55 00
El Sergeant, 1-100	55 00
Cut tobaccos.	
Petit Havana, ¼, 1-12—1-6	0 40
Quesnel, 1-4, 1-2	0 55
" 1-9	0 55
Cote's Choice Mixture, ¼-lb tins	0 75
" " ½-lb "	0 70
" " 1-lb "	0 60

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz.	$15 00
Absorbine Jr., per dozen	9 00

Yeast.

Royal yeast, 3 doz. 5 cent. pkgs	$1 10
Gillett's cream yeast, 3 doz. in case	1 10

For charges for inserting quotations in this dept. apply to Advt. Manager, The Canadian Grocer, at our nearest office.

Sell Seeds That Feed—

SPRATT'S MIXED BIRD SEEDS

Comprise only such seeds as are known to be adapted for songsters to improve their health and develop their singing powers. They are properly cleaned and correctly balanced; always give the highest satisfaction, and the thoroughly satisfied customer is the most profitable one that a dealer can have.

Ask your jobber for them. Packed in boxes containing 3 dozen 1-lb. packets.

SPRATT'S PATENT, Ltd., LONDON, ENG.

MONTREAL—13 St. Therese St., St. Gabriel's.

Sanitary Cans

For Hand Filled Goods

Tomatoes, Stringless Beans, Asparagus, Spinach, Etc., Apples, Peaches, Pears, Plums, Etc.

Sanitary Enamel Lined Cans

For Color Fruits and Goods of Strong Acidity

Strawberries, Red Raspberries, Black Raspberries, Blackberries, Sour Cherries, Blueberries, Beets, Rhubarb, Etc.

"The Can Without The Tap Hole"
"Bottom Like The Top"

Write for Samples

Sanitary Can Company, Ltd.

Niagara Falls, - - Ontario

If the Merit Wasn't There

We couldn't in a thousand years sell the salmon we have under the QUAKER BRAND.

It's because of the undeniable and consistent high quality of the brand that "QUAKER" has stood for THE BEST in salmon for years.

Your own interests demand that you sell the best Salmon—QUAKER BRAND

Mathewson's Sons

Wholesale Grocers

202 McGill Street - - Montreal

FREQUENCY OF SAILINGS

Every twelfth day a Pickford and Black steamer leaves Halifax for Bermuda, The British West Indies and Demerara, and is away thirty-eight days. A delightful trip for moderate cost. Write us.

PICKFORD & BLACK
HALIFAX

OAKEY'S 'WELLINGTON' KNIFE POLISH

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:
JOHN FORMAN, - 644 Craig Street
MONTREAL.

To

Brokers and Manufacturers' Agents

—Your business card on this page will keep —your name and field of operations before —Manufacturers, Importers and others —looking for responsible representatives. It costs you little and means much to you if you are looking for agencies.

Write for particulars to.

THE CANADIAN GROCER
Montreal Toronto Winnipeg

SALT

Ample Stocks

Prompt Attention to Orders

Best Value

VERRET, STEWART & CO.
LIMITED

MONTREAL

Canned Fruits

The quality of

WETHEY'S LAUREL BRAND

speaks for itself.

Do not buy without consulting us.

Get our prices.

J. H. Wethey, Ltd.
ST. CATHARINES, ONT.



Future Canned Goods

See Us Before Buying. It Will Pay You.

RICE

Some Good Values.

COFFEE

Our Sales of Empire Brand Were Never as Large.
Not Cheap but the Best.

SEE OUR TRAVELLERS OR WRITE US RE SPECIAL COFFEE OFFER.

Empire Brand

4 Free Phones

Use them freely

GEO. E. BRISTOL & CO.

Wholesale Grocers

Hamilton, - - - - Ontario

CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

Montreal: 701-702 Eastern Townships Bank Bldg. Toronto: 10 Front St. East. Winnipeg: 511 Union Bank Building. London, Eng.: 88 Fleet St., E.C.

VOL. XXIII. PUBLICATION OFFICE: TORONTO, JUNE 4, 1909. NO. 23



It's a wise saying:

"Never change horses while crossing a stream."—
Applied commercially it is especially true as regards

KEEN'S OXFORD BLUE

Don't ask your customers to change to another brand—It's too risky—stick to Keen's Oxford Blue.

FRANK MAGOR & CO., 403 St. Paul Street, MONTREAL

Agents for the Dominion of Canada

Canada's Starch Standards:--------

For Cooking Purposes

Benson's "Prepared" Corn

(THE ORIGINAL YELLOW PACKAGE)

For Laundry Purposes

Edwardsburg "Silver Gloss" Starch

The merits of these two brands have been acknowledged unequalled by any other makes for nearly fifty years.

FOR SALE BY ALL JOBBERS

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, Toronto, Ont. Works, Cardinal, Ont. 164 St. James St., Montreal, P.Q

Maconochie's

Pickles
Peels
Marmalade
Jams
Sauces
Fish

Samples and Prices

will interest you.

MacLaren Imperial Cheese Company
Toronto

WILL SUPPLY ALL INFORMATION

The Best Only—Always the Best

"STOWER'S"
LIME JUICE CORDIAL

is sweetened to suit the most fastidious palates. No hunting for sugar. Add water and you have the best and most wholesome summer drink.

Has no musty flavor

Steps

QUALITY COUNTS

to

TAYLOR'S
Candied and Drained Peels

Made in England from the best Corsican peels only. *Prepared from finest selected whole fruits—not* from fruit skins from which the essential oil has been extracted. Highest quality. Always the same.

Success

"QUALITY IS REMEMBERED LONG AFTER PRICE IS FORGOTTEN"

Remember this one sure fact,
every time you try to sell inferior quality, and what it really means to your success.

THE BEST DEALERS SELL THESE

Arthur P. Tippet & Co.

MONTREAL



Montreal Office

Manufacturers' Agents and Brokers' Directory

Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.



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FACE TO FACE BUSINESS

I am on the job all the time. Why not give me a trial?

Grocery and Confectionery Brokerage my Specialty

G. WALLACE WEESE

Manufacturers' Representative. 30-32 Main East,

Let's get close and talk it over—Now HAMILTON

J. W. GORHAM & CO.

JERUSALEM WAREHOUSE, HALIFAX, N.S.

Manufacturers' Agents and Grocery Brokers

WAREHOUSEMEN

can give close attention to few more first-class agencies. Highest references.

FOR SALE

Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.

J. T. ADAMSON & CO.

Customs Brokers and Warehousemen

—

27 St. Sacrament Street, Montreal

TEL. MAIN 778 BOND 28

ROBERT ALLAN & CO.

General Commission Merchants

MONTREAL

Fish, Oils, Beans, Peas and Produce.

Agents: "Royal Crown" Skinless Codfish.

Representing Morris Co. Chicago. Pork and Lard.

To Brokers and Manufacturers' Agents

—Your business card on this page will keep
—your name and field of operations before
—Manufacturers, Importers and others
—looking for responsible representatives.

It costs you little and means much to you if you are looking for agencies.

Write for particulars to

THE CANADIAN GROCER

Montreal Toronto Winnipeg

STORAGE IN OTTAWA

We offer every modern convenience. Largest warehouse in Ottawa Valley. Fireproof, low insurance rates, direct communication with all railways —tracks to the door. Centrally located.

Secure Our Low Rates.

Dominion Warehousing Co., Ltd.

52 Nicholas Street, Ottawa

J. R. Routh, Manager.

D. McL. BROPHY

414 St. Paul St. Montreal

Broker and Manufacturers' Agent.

Open to represent one more up-to-date house desirous of utilizing my excellent connection with the grocery trade.

Correspondence will receive prompt attention.

D. STAMPER

GROCERY AND FRUIT BROKER

AND MANUFACTURERS' AGENT

Goods Stored and Distributed

Warehouse, City Spur Track.

P.O. Box 793 MOOSE JAW, SASK.

NEWFOUNDLAND

T. A. MACNAB & CO.

ST. JOHN'S, NEWFOUNDLAND

MANUFACTURERS' AGENTS and COMMISSION MERCHANTS

Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's.

Codes: A, B, C, 5th edition, and private.

G. C. WARREN

Box 1036, REGINA

Manufacturers' Agent and Commission Merchant. Direct Importer of all grades of pure Ceylon Teas, and Grocery and Drug Specialties. Dealer in Coffees, Spices, Mustard, etc. Established eleven years. More lines desired

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CLARE, LITTLE & CO.,

WESTERN DISTRIBUTORS

Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.

Phone 159 SASKATOON,

P.O. Box 257. Western Canada

W. S. CLAWSON & CO.

Manufacturers' Agents and Grocery Brokers.

Warehousemen

ST. JOHN, - - - N.B.

Open for a few more first-class lines

Write us for a Price on a

Car of Tomatoes

Lowest Prices and Finest Goods Packed

—

W. H. MILLMAN & SONS

CANADIAN AGENTS

TORONTO

W. G. A. LAMBE & CO.

TORONTO

Grocery Brokers and Agents.

Established 1885.

W. G. PATRICK & CO.

Manufacturers' Agents and Importers

29 Melinda Street, Toronto

MacLaren Imperial Cheese Co.

Limited

AGENCY DEPARTMENT

Agents for Grocers' Specialties and Wholesale Grocery Brokers

TORONTO, Ont. DETROIT, Mich.

ON SPOT 1 Car Raw Sugar

Bright Jamaica Crystals. Prices and Samples on Application.

LIND BROKERAGE CO.

23 Scott Street Toronto

WINNIPEG STORAGE

TRACK WAREHOUSE

Consignments solicited, stored and reshipped to order

K. J. JOHNSTON

Wholesale Commission Broker.

Box 122 Winnipeg. Reference, Bank of Commerce.

CARMAN BROKERAGE Co.

Wholesale Grocery Brokers

141 Bannatyne St. E. WINNIPEG, MAN.

We keep in close touch with the wholesale trade—Winnipeg and West—write us.

WATSON & TRUESDALE

(Successors to Stuart, Watson & Co.)

Wholesale Commission Brokers and Manufacturers' Agents.

WINNIPEG, - MAN.

Domestic and Foreign Agencies Solicited.

Canadian Manufacturers and Exporters:

Are you aware of the fact that there are 4½ millions Irishmen prepared to buy Canadian Goods?

Don't you want some of this business?

You can get into touch with 5,000 distributors every week by advertising in THE IRISH GROCER, DRUG, PROVISION and GENERAL TRADES' JOURNAL, the best known general store and grocery paper in Ireland. Write for sample copy and particulars to

10, Garfield Chambers, Belfast, Ireland

Arriving this week— ONE CARLOAD

"BAIRD'S"

ENGLISH

PICKLES

MIXED
CHOW-CHOW
WHITE ONIONS

cases 1 doz.
brls. 3 "

Uuquestionably the best value ever offered in a 25c retailer

ORDER EARLY—PRICES RIGHT

EBY-BLAIN, LIMITED

Wholesale Grocers TORONTO

Worth Digesting

MR. GROCER,

Have you ever stopped to think over the question as to which of the most popular Package Teas gives you the best returns? Compare our prices against other package teas you are handling. We think you will soon see, with the popularity Blue Ribbon Tea has with the General Public to-day, that, if you are not handling our lines, it would be to your advantage to do so.

25c.	grade	costs	you	20c. for 1 lbs.
25c.	"	"	"	21c. for ½ lbs.
30c.	"	"	"	24c.
35c.	"	"	"	25c.
40c.	"	"	"	30c.
50c.	"	"	"	35c.
60c.	"	"	"	42c.
80c.	"	"	"	55c.
$1.00	"	"	"	70c.

THE BLUE RIBBON TEA CO., Limited

266 St. Paul St., MONTREAL

WE have now completed the reconstruction and re-equipment of our Montreal Factory (formerly the Acme Can Co.) and are prepared to turn out all kinds of plain and decorated cans. New machinery, new dies and skilled workmen make this one of the most complete can making plants in Canada.

At our Ontario Factory at Hamilton (formerly the Norton Manufacturing Co.) we make Packers' Cans and a great variety of containers for the dry and moist products.

With these two factories we are prepared to furnish cans in large variety and in great quantity. Please give us an opportunity to quote on your cans.

AMERICAN CAN CO.

Montreal Hamilton

Credit Register Systems

TO FIT YOUR BUSINESS



The McCASKEY CREDIT REGISTER

is acknowledged to be the most COMPLETE device ever invented for handling retail accounts.

Every Account ready for instant inspection showing every detail of the transaction and ready for settlement without making another figure.

Every turn of the leaf shows you twenty complete totaled accounts at a glance.

The Metal Register Leaves can be placed in the safe for fire protection.



You do not have to do double filing with the McCASKEY.

A PERFECT RECORD of your business is furnished by the McCASKEY SYSTEM

Credit Sales
Cash Sales
Cash on Account
Produce or Exchange Sales
C.O.D. Sales

All handled with but one writing.

Do you want the Particulars?
INFORMATION IS FREE

THE McCASKEY REGISTER COMPANY, Cor. Hughson and Rebecca Sts., Hamilton, Can.

Getting Off to a Good Start Often Wins the Race

It's the same in business competition. The Western Canada market is a profitable one, the people were never more prosperous, nor the general outlook more reassuring. Thousands of settlers are taking up land every day.

The Western Market is growing all the time. Like a healthy, well fed youth it cannot help it—it's natural.

Have you something worth selling to either the retail or wholesale trade? Let us assist you in getting your share of the business. Our facilities are unequalled; our rates are reasonable.

CORRESPONDENCE SOLICITED

RICHARDS & BROWN

Wholesale Commission Merchants

314 ROSS AVENUE **WINNIPEG, MAN.**

We have our own large track warehouse in the heart of the wholesale district.

Buy the Reliable Brands!

F. W. Rowley
Denia
Finest Selected

and

S. Bodi
Denia
Fine Selected

The reputation of many years and the guarantee of the undersigned well-known house ensure your getting absolutely the best when these are the brands you order. The uniformity of quality and the neatness of the packages sent out to the trade year after year are responsible for the popularity of these brands.

We, as packers, risk our reputation on their excellence. Do you not think that you are taking but a small chance in stocking it for the BEST?

Send for samples if you would like to see what the goods are like before ordering.

SHELLED ALMONDS

How about this line? We offer something particularly nice in 14-lb. and 28-lb. boxes. Get prices.

UNDERDOWN & CRICHTON

London, England **Valencia, Spain** **Denia, Spain**

CANADIAN AGENTS: Wm. C. Christmas, Montreal; E. T. Sturdee, St. John, N. B.; Grant, Oxley & Co., Halifax, N. S.; Eugene Moore, Toronto; W. H. Escott, Winnipeg; J. A. Kavanagh, Hamilton, Ontario

Old Homestead Brand
Canned Fruits and Vegetables

Stand at the very top of a quick moving, sure selling, profit creating and repeat order trade. That is what every grocer should remember. This is the experience of others and it should be yours too. If it is not, the fault does not lie with the goods so far as we have ever been able to find out. They never alienate a customer, as the quality in every can is first-class. We stand behind every tin of our products and are doing so in the full assurance that the raw material is right, the process sanitary, and the finished product all that seller or consumer can expect---and we know expectations are high. Order from your jobber.

The Old Homestead Canning Co.

Picton - Ontario

CURRANTS

We are proprietors of

"AFRODITE" brand, the best AMALIAS currant on the market.

"NARCISSUS," fine FILIATRA currants.

"NAUSICAA," fine FILIATRA cleaned currants

and importers and distributors of

highest grade PATRAS and VOSTIZZA Currants.

We aim to give the trade the best grades of currants obtainable from season to season.

We solicit the opportunity to quote on your CURRANT needs at all times.

CANADIAN REPRESENTATIVES:

W. H. ESCOTT, Winnipeg.
J. A. KAVANAGH, Hamilton and London.

GREEK CURRANT CO.

260 West Broadway. - NEW YORK

THE LARGEST CURRANT HOUSE IN GREECE

You've tried the rest—
now try the BEST Tea

Cooper Cooper & Co.

are offering their world-famous
"Tea Plant" Blend of

TEAS

at the following Popular Prices:

40—50—60 cents per lb.

Packed in air-tight ½ lb. canisters
under our own "Tea Plant" label.

50 YEARS' REPUTATION

CANADIAN AGENTS:
Green & Co., 25 Front St. East, Toronto, Ontario.
D. Stamper, P.O. Box 793 Moose Jaw, Sask.
Clawson & Co., 11-12 South Wharf, St. John, N.B.

Cooper Cooper & Co., Limited

Head Office—71-73 Tooley St., London Bridge, S.E.
London, England

"PEERLESS" Brand
Canned Goods

are, in quality, just what the brand denotes, beyond question the finest output of any Canadian factory.

Put up by the Beamsville Preserving Co., Limited.

SOLE DISTRIBUTORS:

WARREN BROS. & CO., - LIMITED

TORONTO and KINGSTON

Unequalled in Quality
and a Producer of Permanent Profit

QUAKER
Canned Goods

THE BLOOMFIELD PACKING CO.
BLOOMFIELD, - ONT.

CRYSTAL SUGARS

Retailers throughout Canada handle them.
You deal direct with the factory.
Standard, Fine, Coarse, Berry, Powdered.
The best for PRESERVING.
Always the same, the best.
Let us send samples with quotations.

Sugars that always satisfy.
Uniform Grain.
Gains customers for you.
A trial convinces.
Remember! It is dollars in your pocket.
Sold strictly on the merits.

MANUFACTURED BY
The Wallaceburg Sugar Co., Limited
Wallaceburg, Ont.

Saves Money at Every Point

That is what the progressive grocer does who always sells the genuine article, and thus gains the confidence of his customers. There is no substitute for

SNAP
The Hand Cleaner

No cheap or inferior imitation can take its place, do its work, or give the comfort and satisfaction to the user that this genuine and sterling article can.



ORDER FROM YOUR JOBBER

THE SNAP COMPANY
LIMITED
MONTREAL, - CANADA

To the Trade:

When You Are Selling

CEYLON TEA

It is Absolutely Necessary that You Should Lay Particular Stress on the Fact that it

MUST BE JUDGED BY CUP QUALITY

And You Should Show Customers

HOW TO PREPARE IT

So as to Fairly Test This

The Tea's appearance won't especially commend it; nor will a poorly made infusion.

Marshmallow Chocolate
Bordeaux "
Whipped Cream "
Maple Walnut "
Butter Scotch

A few of our specialties which are put up in packages to retail at **10c. each**.

We make them right, so as to create a demand for them; we pack them right, so that there is never any complaint from your customers.

Delicately flavored and never weary the taste. Will revive your business during the dull season.

There is good business and good profit to be made handling this line of package goods.

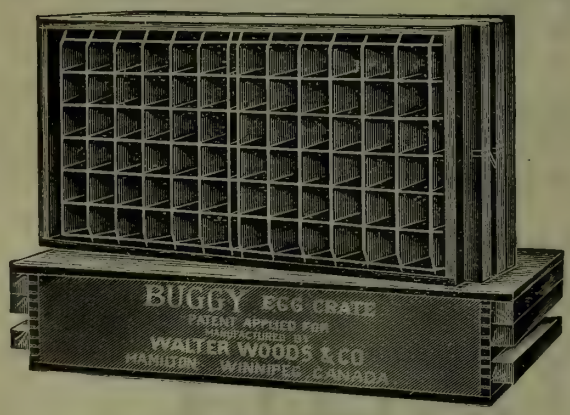
Superior Quality, and the Prices Are Right

We solicit your enquiries and give same prompt attention.

The MONTREAL BISCUIT CO., MONTREAL

Manufacturers of BISCUITS AND CANDY

Buggy Egg Crate



Everybody Says So:

"Just the thing" "Been looking for this"
"Well, how simple" "So handy"

Every Dealer Should Have Them

Walter Woods & Co.

Hamilton and Winnipeg

WHAT A PENNY WILL DO



A penny isn't much in itself but it can do wonders for the man who owns a ROYAL electric coffee mill.

A Penny's Worth of Electricity Will Cut 50 Pounds of Coffee on the ROYAL. :-:

This means a great saving of time, labor and expense and this saving will pay for a ROYAL mill in a few months even in the smallest store.

The best mill in the world at the least cost to you.

The ROYAL is the simplest, handsomest and most durable mill made. A child can operate it. All you have to do is to turn the little button, pour in your coffee, and the coffee is cut and in the hands of the customer in less time than it takes to tell it.

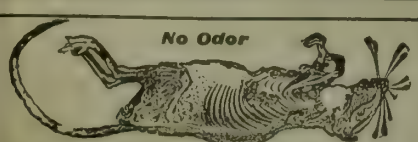
ROYAL mills are guaranteed, and are sold on easy monthly payments.

Write to-day for a free catalog that tells all about The Mill That Cuts The Coffee.

Canadian Representatives: EMORY & WILLIAMS, Montreal

The A. J. Deer Co.

519 West Street, Hornell, N.Y., U.S.A.



It dries them up **Common Sense**
KILLS { Roaches and Bed-Bugs / Rats and Mice

All Dealers and 381 Queen St. W., Toronto, Ont.

Dealers find Common Sense a very good seller, for the reason that it gives general satisfaction and each customer tells others about same. Write for prices.

IT WILL PAY YOU to watch our Condensed Ad. columns. There are many money-making propositions there. You may find just what you are looking for.

Canada's Greatest Pickle Factory—

STERLING

BRAND

PICKLES

The grocer with a determination to control the best trade of his town will choose pickles and relishes bearing the brand "Sterling."

These are the favorite pickles of the epicure and people who seek a relish that is knowingly appetizing.

Sold by jobbers or order direct.

The T. A. Lytle Co., Limited

Sterling Road Toronto, Can.

MASON'S O.K SAUCE

The one sauce possessing that piquancy of flavor and uniform quality that makes it always the same. Splendid profit for the dealer, 33⅓%.



GEO. MASON & CO., LTD.

Sole Manufacturers, London, Eng.

Sole Canadian Agents:

S. T. Nishimura & Co.

MONTREAL

SUB-AGENTS:

Toronto, Ont.—Geo. Stanway & Co.
Hamilton, Ont.—James Somerville
Ottawa, Ont.—Mackenzie & Co.
London, Ont.—Wm. G Coles & Co.
Quebec, Que.—The F. Abel Co.
Kingston, Ont.—James Craig

"EDINBURGH'S PRIDE"



EVERY BOTTLE OF

Symington's "Edinburgh" Coffee Essence

does credit to the makers and the city of production. Every bottle gives satisfaction and helps to create further demand

Our **ESSENCE OF COFFEE AND CHICORY** gives wonderful value. One bottle makes 40 cups of delicious coffee fit for any connoisseur.

Recommend it for camping parties and Summer outings. It always pleases.

Thos. Symington & Co.

EDINBURGH

Agents for Ontario—
Messrs. W. B. Bayley & Co., Toronto.
Agents for Quebec—
Messrs. F. L. Benedict & Co., Montreal.

British Columbia Buyers

PLEASE NOTE THAT

TODHUNTER, MITCHELL & CO.

TORONTO

Can supply your wants for their well known lines of **Coffee, Cocoa, Chocolate**

FROM VANCOUVER

Write Our Agents

W. HARRY WILSON & CO.

VANCOUVER



is without a peer in the Canadian market.

No tea is more extensively advertised or better known.

Good tea is a magnet which always draws trade.

Ridgway's Tea will be a trade winner for your store.

CANADIAN OFFICE, VANCOUVER, B.C.

Agents—Richards & Brown, 314 Ross Avenue, Winnipeg, Man.

ESTABLISHED 1849

BRADSTREET'S

Capital and Surplus, $1,500,000
Offices Throughout the Civilized World
Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claims as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale jobbiug and mauufacturiug coucerns, and by responsible and worthy fiuancial, fiduciary and busine·s corporatious. Specific terms may be obtained by addressing the Company at any ts offices.
Correspondence Invited.

CALGARY, ALTA.
LONDON, ONT.
HALIFAX, N.S.
ST. JOHN, N.B.
OTTAWA, ONT.
WINNIPEG, MAN.
HAMILTON, ONT
MONTREAL, QUE,
QUEBEC, QUE.
TORONTO, ONT.
VANCOUVER, B.C.

—OFFICES IN CANADA—

THOS. IRVING, General Manager
Western Canada, Toronto

A. Boake, Roberts & Co., Limited

STRATFORD
LONDON - - ENGLAND

For:—

Vinegar and Sauce Coloring

Essential Oils Essences Oil Lemon

Acid Phosphate & Phosphate Lime Precip.

Harmless Colorings

Herbs, Roots, etc.

CANADIAN AGENTS:—

Andrews, Gillespie & Co.

CORISTINE BLDG.
MONTREAL

Room 32, No. 8 Colborne St, Toronto.

MANUFACTURERS' AGENTS DEPT.

(Continued from page 2)

R. B. COLWELL

Representing in Nova Scotia

Maritime Dairy Co.
Sussex Mineral Springs Co.
Ingersoll Packing Co.
Asepto Mfg. Co.
Ebony Polish Co.
E. D. Smith

Also Dealer in Butter, Eggs and Cheese. Consignments solicited. Highest market prices guaranteed. Quick turnover and prompt returns.

CORRESPONDENCE REQUESTED

265 Barrington St.
Halifax, N.S.

BOULEVARD SHOE DRESSING



For Ladies' and Children's Boots and Shoes

YOU SHOULD SELL IT BECAUSE

It gives a beautiful finish.
It requires no rubbing.
It is guaranteed not to injure the leather.
It is neatly put up in four-ounce bottles.
It will certainly be asked for again.
It has never brought us a complaint.
It can be had at all jobbers.

Manufactured only by

The American Dressing Co., Ltd.
Montreal

APPRENTICES

can Bank **Money** in a few weeks.

Work will take but a few hours a week.

You Need no Money because we provide the capital.

We will start you in business by sending you your first stock without charge. The money from the sales of these will be used in buying new stock.

If you will try it, we will send supplies at once. Your profits are large.

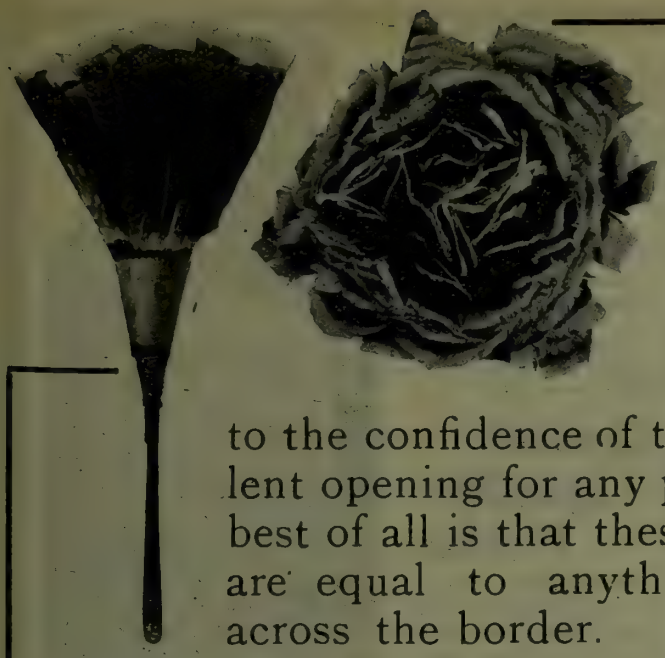
IN ADDITION

there are bonus prizes: a watch is one of these bonuses.

Some boys and youths are earning a large sum each week as extra money.

WRITE AT ONCE TO

The MacLean Pub. Company
10 Front St. E., TORONTO



The "BULL DOG BRAND" of Turkey Feather Dusters

are rapidly winning their way into the confidence of the people. They present an excellent opening for any progressive Grocer to handle. The best of all is that these goods are made in Canada and are equal to anything ever turned out in their line across the border.

WRITE US FOR DIFFERENT STYLES AND QUOTATIONS.

Buy from the makers

H. W. NELSON & CO., Limited

TORONTO, CANADA

Good Coffee

Coffee better than the average.
Coffee superior to others.
Coffee so exquisite in flavor.

That people want it again—and again. That's what

Aurora Coffee

is. The best money can buy. It retails at 40 cents and leaves you a margin for yourself that is worth while—something to justify your buying the brand and introducing it to your customers. Don't lose this chance.

W. H. GILLARD & CO.

Wholesale Grocers *Coffee Importers*

HAMILTON

Branch House—Sault Ste. Marie

GINGER BREAD

BRAND

MOLASSES

Is the Product of the British West Indies Sugar Cane.

It is sold in tins, pails, barrels and half barrels.

For cooking and table use it is undoubtedly the best.

"THE BEST THERE IS"

Agents

C. E. Paradis,	Quebec.	W. H. Escott,	Winnipeg.
C. DeCarteret,	Kingston.	R. G. Bedlington & Co.,	Calgary
Jas. N. McIntosh,	Ottawa	Tees & Pearse,	Edmonton.
Geo. Musson & Co.,	Toronto.	Wilson & McIntosh,	Vancouver
J. W. Bickle & Greening,	Hamilton.	C. Leonard Grant,	P. E. Island
G. H. Gillespie,	London		

Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

PUSH

WHITE SWAN

COFFEE

QUALITY GOODS

HANDSOMEST TIN

LARGEST PROFIT

Lines That Will Sell Well Right Now!

Successful Merchants who have stocked the goods of the Taylor & Pringle Co., Ltd., declare that they sell much better than the ordinary, and are thoroughly satisfactory in every way. Here are our leaders:

Queen Quality Pickles

Sweet, Mixed and Chow

Bulk Pickles, all sizes; Tomato Catsup, Worcestershire Sauce, Pure Apple Cider, Cider Vinegar.



NON-ALCOHOLIC WINES IN PINTS AND QUARTS AND IN BULK IN KEGS

German Sauer-Kraut Pickles in Brine.

RYAN & HOOPER, Toronto Agents

Taylor & Pringle Co., Ltd.

Owen Sound, Ont.

BATGER'S

Lime Juice Cordial and Lemon Squash

Pints and Quarts
2 Dozen in Case

Look into your stock
Order from your wholesaler

AGENTS
ROSE & LAFLAMME, LIMITED
MONTREAL AND TORONTO

WAGSTAFFE'S

Fine Old English

Pure Orange Marmalade

Season 1909, now ready.

WAGSTAFFE'S

Jams, Jellies and Sealed Fruits

are better than the imported.
Once tried, always used.

WAGSTAFFE, Ltd.

Pure Fruit Preservers

HAMILTON

Tartan BRAND

SIGN OF PURITY

Build up your trade with the Best Goods.

TARTAN Tea pays the retailer a handsome profit.
TARTAN Coffee, Spices and Extracts are guaranteed pure.
TARTAN Canned Fruits and Vegetables have the home flavor and are recommended by connoisseurs.
TARTAN Baking Powder, Baking Soda, Syrup, Salmon and Groceries build up your business.

Send us sample orders and see the magic change.

Phone **596**—specially reserved for Long Distance Calls.

BALFOUR, SMYE & CO.

Headquarters for all Fancy and Staple Groceries
HAMILTON, ONT.



YOUR AIM!

To continually supply your patronage with the best merchandise obtainable—the purest and most carefully prepared groceries—should be your aim as a conscientious grocer. To be on the safe side in selling package Cocoanut, push

McLEAN'S WHITE MOSS COCOANUT

Made only by

The Canadian Cocoanut Co., Montreal

THIS IS



"IT"

About 3-ft. Long.

Half Actual Size.

THE FLYCATCHER THAT EVERYBODY IS TALKING ABOUT NOW!

OF ALL JOBBERS OR FROM

T. A. MacNab & Co., St. John's, N.F.

W. S. Clawson & Co., St. John, N.B.

MacLaren Imperial Cheese Co., Toronto.

Wingate Chemical Co., Notre Dame St. W., Montreal.

G. C. Warren, Regina, Saskatchewan.

Standard Brokerage Co., Vancouver, B.C.



In CORNETS and ICE CREAM SPECIALTIES

We are ready to fill your orders promptly.

The DOMINION WAFER CO.

Importers from the largest factories in the world.

42 St. Vincent St., Montreal

Tel. Bell, Main 1310



CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat
Put up in ¼ gross cases

Bulk in 7-lb. Pails,
½ doz. in crate.

25-lb. Pails and 75-lb. Tubs.

Capacity one ton per hour.
Sold by all wholesale dealers.

The CAPSTAN MFG. CO., - Toronto, Ont.

JOHN GRAY'S

Scotch Marmalade

The marmalade with the quality reputation. Selected bitter oranges from the finest growing districts are used, pure granulated sugar being the only addition to the natural fruit. Experts prepare it. The old established firm of John Gray and Co., Glasgow, (Scot.) guarantees each jar.

AGENTS:

SNOWDON & BORLAND,

34 GUARDIAN BUILDING - - MONTREAL.

"Reduced in Price but not in Quality."

Mason's Number One Sauce

To Sell now at 15c. per Bottle

Prepared by **GEO. MASON** *(The Original)*
From London, Eng.

The Mason, Miller Company, Toronto, Canada

It's Quality That Counts Always—

YOU'RE not in business for a year or two years, but for your entire active life. And when you come to figure it out, the success and permanency of your business depends upon the quality of the goods which you handle. For instance, you cannot afford to be without such lines as



Unsweetened



Borden's Eagle Brand Condensed Milk and Peerless Brand Evaporated Cream

WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man. Shallcross, Macauley & Co., Calgary, Edmonton, Vancouver and Victoria, B.C.

BANNER BRAND CONDENSED MILK



The demand for
BANNER and PRINCESS
Brands of CONDENSED MILK
is steadily increasing on account of their fine flavors.
You have tried the rest
Now try the best.
We sell direct to retailers.
WRITE FOR PARTICULARS

John Malcolm & Son
ST. GEORGE, - - - - - ONTARIO



IMPERIAL EVAPORATED CREAM

Holds the favor of the housewife because it is always the same.

Rich milk from the finest dairying district in Canada, scientifically treated by experts in a most up-to-date factory.

It is THE Line to Sell

The Canadian Condensing Co.
CHESTERVILLE, ONT.

GENERAL SALES AGENTS :—S. H. Ewing & Sons, MONTREAL

H.P. SAUCE

—good for Customers—good for You!!

H.P. Sauce is such capital value and we spare no pains to acquaint the public with this fact.
It is in big and constantly growing demand.
And offers you a generous profit—That's why it is certainly

THE SAUCE FOR YOU

W. G. Patrick & Co., Toronto and Montreal. R. B. Seeton & Co., Halifax, N.S.
Codville, Smith & Co., Ltd., Calgary, Alberta. Ellis & Co., Ltd., St. John's, N.F
Kelly, Douglas & Co., Ltd. Vancouver, B.C.

MIDLAND VINEGAR CO., Ltd. BIRMINGHAM AND LONDON, ENG.



ALEXANDER'S
FAMOUS
LOBSTERS

are the lobsters to stock if you wish to please critical customers. Firm, whole meat, packed in a sanitary tin. Less broken meat than in any other brand.

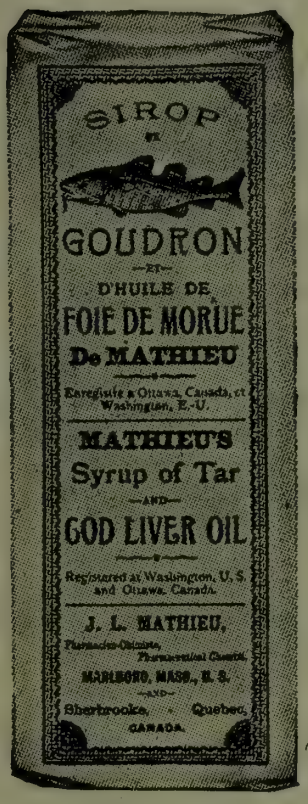
Golden and Silver Shred
MARMALADE

The brands which Jas. Robertson & Sons, Paisley, Scotland, have made known the world over as absolutely the best obtainable. Ask our travellers about Robertson's Jams, too.

Mathewson's Sons

Wholesale Grocers

202 McGill Street - - Montreal



WHY YOU SHOULD SELL
MATHIEU'S SYRUP
of Tar and Cod Liver Oil

REASON NO. 1

Nine out of every ten people when troubled with a cough or cold call for Mathieu's Syrup.

Hence there is no time wasted in selling it. It almost sells itself. This is the result of its exceptional curative properties in all chest and throat complaints — backed up by good advertising.

This advertising consists of

1. Our newspaper campaign.
2. One person recommending it to another, and probably telling him that he got it at your store.
3. Dealers who know a good article when they see it and gladly recommend it to their customers and friends.

Let us have an order from you to-day.

J. L. MATHIEU CO., Props., SHERBROOKE, P.Q.

Sold by wholesale trade everywhere
Distributors for Western Canada:

Foley Bros., Larson & Co., Wholesale Grocers and Confectioners, Winnipeg, Edmonton, Vancouver.

L. Chaput, Fils & Cie., Wholesale Depot, Montreal

Canada First

Put up in air tight sanitary cans without solder or acid. The milk from the cow to the can is under strict sanitary supervision and is pure.



Evaporated Cream

The demand for a cream richer in butter fat and phosphate properties than ordinary cream is increasing daily. Are you catering to that demand?

Order from your wholesaler

Manufactured by

AYLMER CONDENSED MILK CO., Limited

AYLMER, - ONTARIO

RICE

We carry a full stock of Imported Fancy Rice. Genuine Carolina, Java, Japan, Patna, etc
It will pay you to see our samples.

The Davidson & Hay Ltd., Wholesale Grocers **Toronto**

St. Lawrence Crystal Diamonds

in attractive 5 lb. cartoons

also in Barrels, 100 lb., 50 lb. and 25 lb. Boxes.

Crystal Diamond Dominos

In 5 lb. cartoons only

Choicest sugars of all grades, made only of cane sugar

The St. Lawrence Sugar Refining Co., Ltd.
MONTREAL

The Name is the Guarantee

Redpath

Granulated Sugar

Manufactured by

The Canada Sugar Refining Company, Limited
MONTREAL, QUE.

Cold Spring Lemonade Powder

A SURE SUMMER SELLER

Just the thing to sell to picnicers, travellers and holiday seekers. Powder, fully prepared, on addition of cold water only, makes a most delicious lemonade.

Attractively packed in 8 oz. and 4 oz. tins, which retail, at good profit, for 25c. and 10c. respectively.

MADE ONLY BY

S. H. EWING & SONS, Montreal and Toronto

TO THE TRADE:

WE are now in our NEW PREMISES, 45 FRONT ST. E., and shall be very pleased to see you at any time. As to delays of shipments the past month, we apologize, but assure you that in our spacious premises we hope to cope with the ever increasing demand for MELAGAMA AND BULK TEAS by making prompt shipments. Soliciting the continuance of your always appreciated favors, We are,

Yours very truly,

MINTO BROS.

per F. J. WHITE, Manager.

"Gentlemen, It's Quality!"

The Best Trade in Canada Know it and Stock



No other maple syrup is so delicately blended, having that new sap flavor just in from the bush.

Sugars & Canners Limited, - Montreal

The QUALITY is in them.

WONDERFUL SOAP
CRYSTAL SOAP CHIPS

There are no more steady-selling, customer-creating, trade-building lines than our products. In efficiency, strength and purity, their equal has not been discovered.

Wonderful Soap and Soap Chips are thorough, rapid and easy in their operation. The quality is in the Soap. We put the value there, not in premiums.

We pay freight on five-case lots.

Let us send you quotations.

THE GUELPH SOAP COMPANY

Guelph Ontario

COFFEE

THE AUTOCRAT OF THE BREAKFAST TABLE

To be satisfactory, it must always be uniform and not disturb the palate.

REX COFFEE is the perfect product of years of experiment, and is packed in air-tight germ-proof bags to ensure its uniformity in any climate.

Gorman, Eckert & Co., Limited

LONDON High-Grade Food Products WINNIPEG

Classified Advertising

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

Yearly Contract Rates.

100 words each insertion,			1 year.....	$30 00
"	"	"	6 months...	17 00
"	"	"	3 months...	10 00
50	"	"	1 year.....	17 00
"	"	"	6 months...	10 00
25	"	"	1 year.....	10 00

PERIODICALS.

ADVERTISING writers and business men interested in good printing should subscribe to Canada's only printing trade paper, THE PRINTER AND PUBLISHER. Subscription price $2 per annum. Address, 10 Front Street East, Toronto.

CANADIAN MACHINERY AND MANUFACTURING NEWS, $1 per year. Every manufacturer using power should receive this publication regularly, and also see that it is placed in the hands of his engineer or superintendent. Every issue is full of practical articles, well calculated to suggest economies in the operation of a plant. Condensed advertisements for "Machinery Wanted" inserted free for subscribers to the GROCER. "Machinery for Sale" advertisements one cent per word each insertion. Sample copy on request. CANADIAN MACHINERY, 10 Front St. East, Toronto.

COMPLETE information on books, stationery, fancy goods, music, photo supplies and kindred lines is given each month in THE BOOKSELLER AND STATIONER, of Canada. Subscription price $1.00 per annum. Address, 10 Front Street East, Toronto.

THE BUSY MAN'S MAGAZINE is the most popular periodical of its kind. Why? Because each issue contains a strong list of original articles of interest to every Canadian. It also reproduces the most timely, instructive and interesting articles appearing in the other magazines and periodicals of the month. The cream of the world's periodical press is too valuable to overlook. BUSY MAN'S is on sale a. all news-stands. Better still, send $2 for one year's subscription. Mail it to-day. THE BUSY MAN'S MAGAZINE, Toronto.

THE market reports make HARDWARE AND METAL a necessity to every hardware merchant, paint and oil dealer in Canada. It is mailed every Friday. Subscription price is $2 per year. Address HARDWARE AND METAL, Montreal, Toronto or Winnipeg.

AGENCIES WANTED.

AUG. DUBRU, Rotterdam, Holland, dried fruit commission agent, wants relations with first-class packers and shippers of Canadian dried apples and other dried fruits. (26p)

PROPRIETARY MANUFACTURERS desiring to introduce their goods to Grocers and Stores throughout United Kingdom, can secure thorough representation. Experienced staff of travellers and complete sales organization. William Hill, McAlpine Street, Glasgow.

ADDING MACHINE.

ELLIOTT-FISHER Standard Writing-Adding Machines makes toil easier. Elliott-Fisher Limited, 513, 83 Craig St. W., Montreal and 129 Bay St., Toronto.

COUNTER CHECK BOOKS.

OUR NEW MODEL is the handiest for the grocer, operated instantly, never gets out of order. Send for complete sample and prices. The Ontario Office Specialties Co., Toronto.

FOR SALE.

CASH REGISTER, high grade, nickel plated: registers one cent to twenty dollars. Perfect condition guaranteed; half price, $55. The R. V. Smith Co., Orillia, Ont. (24p)

IN TRURO, Nova Scotia, a double store 58 x 65 feet, four stories. Lot large, with plenty of room for extension. One store fitted as up-to-date grocery; the other as wholesale gents' furnishings, hats, caps, etc. Also suitable for wholesale dry goods departmental store, or for manufacturing purposes. Building fitted with steam heating, elevators, plumbing, etc. Price about two-thirds actual cost. Grocery business of long standing and in healthy condition, could be sold with property if desired. For further particulars apply to P. O. Box 326, Truro, N.S. (24p)

BOOKS FOR THE GROCER.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include special sales, getting holiday business, co-operative advertising, money-making ideas, contests, etc. Price, $2.50 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

TEA BLENDING as a fine art, by J. M. Walsh. This work is especially designed for the use and instruction of those engaged in the tea and grocery business, containing formulae for the scientific and judicious combination of the different varieties and grades of tea. Price, $2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

THE GROCERS' MANUAL—New edition, enlarged and illustrated, 1188 pages. All about Groceries, Provisions, Fruits, Spices, Drysalteries, and Chandlery, their sources, varieties, manufacture, adulteration, &c. Specimen pages free. W. Clowes & Sons, Ltd., 23 Cockspur St., London, S.W.

WANTED.

GOING OUT OF GROCERY BUSINESS—Would like position as salesman for wholesale house in any live territory in Province of Nova Scotia. For further particulars and references address GROCER, Box 401, Sydney, C.B. (24p)

POSITION WANTED—Traveler having fifteen years connection in the Maritime Provinces calling on grocers, provision and general store trade, is open for engagement. For particulars address "Traveler," Box 532, Halifax, N.S. (23)

WANTED—Industrial agent for thriving western town. Must be a capable organizer, able to inspire big commercial ventures and to write literature that will attract attention. A newspaper man would be preferred, but only high class applications will be considered. Salary $2,500 to start, $3,000 second year and there is practically no limit to money provided the man can "make good." Answer in confidence, "G. H.," care the MacLean Publishing Co., Montreal. (26p)

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By

WALTER D. MOODY

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¶ He indicates the weak points which the salesman is heir to.

¶ He suggests ways to overcome them.

¶ He shows how to cultivate the essential qualities of a salesman.

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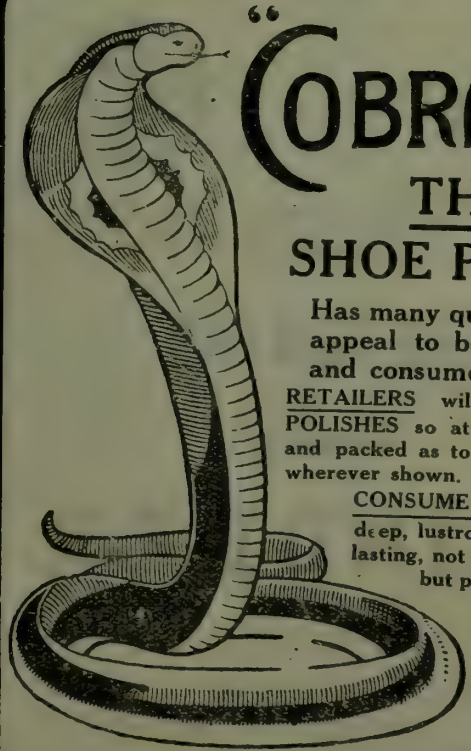
¶ He has recently been made Business Manager of the Chicago Chamber of Commerce; the largest body of business men in the world.

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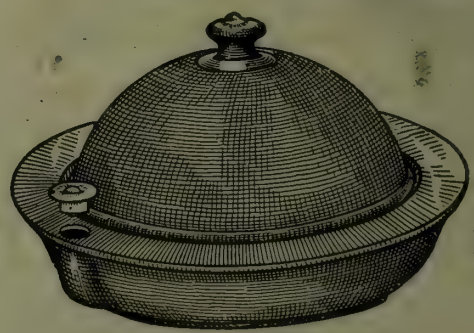
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The New International Encyclopedia, Vol. 16, Page 109, says:

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Thus one of the world's greatest authorities has investigated and found unreliable all spring scales. Can you afford, therefore, to use a spring scale which is generally known as an unreliable weighing machine, a scale so unreliable as to make the weighing of your goods (your money) guesswork?

The Toledo "Springless" Automatic Scale

is always exact and accurate. It has no springs. The Toledo is the only Automatic Springless Cylinder Computing Scale in the world, and the most durable and reliable weighing machine.

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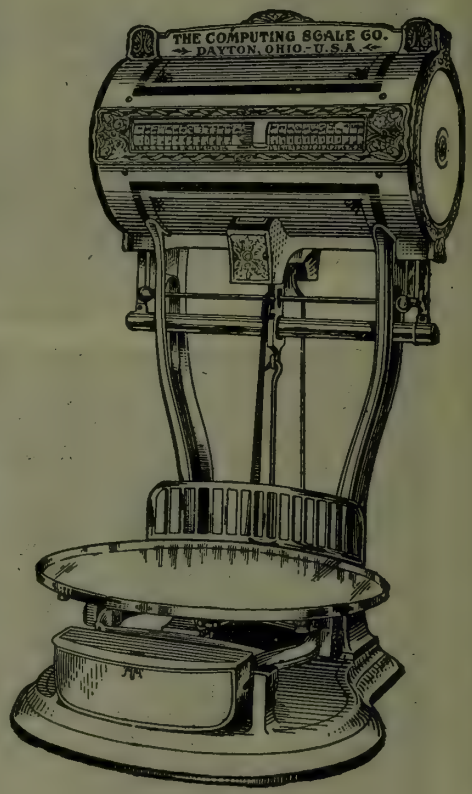
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The Scale with the Guarantee, and the Guarantee backed up by our Canadian Factory

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There are more Dayton Scales sold than all other computing scales combined. There is a reason for this, and the Dayton Scale is acknowledged to be the finest scale in the world.

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Do not buy the imitation. Buy the original famous Dayton Scale.

The Computing Scale Co. of Canada

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164 King St. West - Toronto, Ont.

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The Popular Demand

for



Is Appreciated by every Grocer in Canada

There is both pleasure and profit in selling "SALADA."—pleasure in knowing that every time you sell "SALADA" you satisfy a customer; Profit—in the number thus satisfied, who come back for more.

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How Lindsay Merchants Protect Each Other

Grocers of That Town, Although Not Organized, Are on Friendly Terms—Stamping Out the Credit System by Thorough Inquiry Into Financial Conditions of New Customers—Stand Together in Maintaining Reasonable Prices.

(Staff Correspondence.)

Lindsay, June 2.—As a rule merchants engaged in a particular class of trade in a city or town where there is no organization to bring them together on friendly terms, are at loggerheads with each other and always willing to "cut one another's throats" in a business transaction.

Lindsay is an exception. The grocers of that town have nothing in common so far as an association is concerned. They are fortunate in that they reside in the heart of a splendid farming community and that there is enough business passing to give them a comfortable living—probably a little more to those who use the more progressive advertising and up-to-date methods.

The most interesting feature, however, in connection with their general methods is that they look after each other's interests to more than the ordinary extent—they assist each other in watching the deliquent and they seldom cut prices.

Decline of Credit System.

None of the Lindsay grocers sell strictly for cash. Nevertheless business is gradually working that way, inasmuch as new customers whose financial standing is unknown, or which cannot be considererd good upon minute investigation, are refused credit.

Lindsay is not immune from those who after paying cash for a month ask for credit because "my man is out of work just now for a few days," or "the baby was sick last week and we have to pay the doctor bill." Plenty of this class still hover around, but their "innocent" requests are not always complied with.

Where do you live?
What does your husband do?
Where did you come from to Lindsay?
With whom did you deal last?

These are a few of the questions fired at the credit petitioner and even if they are satisfactorily answered the merchant does not always relent. He calls up his fellow grocer, with whom the visitor has last dealt, to determine the financial standing of the new customer. If an account of five, ten or twenty dollars is owing not much credit is given. He also 'phones the factory where the husband is supposed to be working to find out whether he is actually there or not.

A Specific Case.

D. Adams, of Adams Bros., told of an incident in connection with the subject: "A fellow came in here one day and asked if he could have a few days in which to pay for his goods. He said he worked with one of the railways. He had recently come to Lindsay and was starting housekeeping, and wanted a monthly account opened. After ordering the goods he thought he would take some with him and have the rest delivered.

"In the meantime my brother called up the roundhouse to make a few inquiries and found that the foreman had never heard of him. The result was that we had to refuse him the goods and we later discovered we were quite justified when we found there was no such person living on the street he gave."

The above is only one example of how Lindsay grocers are stamping out the existence of the "dead-beat." They are friendly with each other and give all information requested by their brother merchants.

"A woman called here this morning," said L. A. Primeau, "and wanted credit but after asking her a few questions I said I couldn't open any new accounts just now."

In this way the cash system is being encouraged and the grocers here are not going out of the way to contract for any bad accounts.

Not Much Price Cutting.

Not only do the grocers in the Victoria capital aid each other in keeping clear of the slow pays, but they are no price slashers. They figure out their selling prices on a reasonable profit basis and stick to them. Occasionally, of course, in the case of perishable goods like fruits, they may see fit to sell at a discount, but outside of that they maintain prices.

"There is no necessity for us cutting prices," remarked one grocer, "when we have such a splendid farming community around us. The farmers are all prosperous and we are all doing a good trade."

Mr. Killen, of Spratt and Killen put it this way: "Farmers are getting more money every month and they are paying more regularly. Years ago they used to sell their butter in tubs in the Fall as well as their grain after the Fall threshing—and we got paid once a year.

"The proper system is the cash system and things are gradually working that way. We run our credit business on the monthly account plan and we watch pretty well the slow pays; but even with the greatest of care we lose a little sometimes."

Would Like General Delivery.

T. Brady is much interested in the general delivery system in vogue in St. Mary's and thinks it might work all right in Lindsay. He believes that if a good reliable man took hold of the contract he could make it pay, and thus save the merchants a lot of trouble and expense.

"I wish some one would take it up," he added.

He was also interested in the Guelph collection system and stated that there was some talk of forming one in Lindsay. He believed it would work out well.

"I keep good goods, and use my customers as well as I can, and when it comes to deciding what I shall buy, I get the dearest, providing it's the best." These are some of J. H. Fleury's methods of doing business.

He makes the quality of his goods a strong talking point, and always lets his customers know why he sells at any price or why he changes one.

Makes Use of Readers.

Occasionally Mr. Fleury inserts readers in the local press and finds them profitable. These always contain the idea: "Our goods are our reputation and chief advertisement."

Mr. Fleury has an interesting career as a grocer and takes pride in telling of the success he has made. He began business 13 years ago and for 3 years he had to carry his books home every night, not being able to purchase a safe.

He is another admirer of the cash system. "I think the day will come when we will be doing a strictly cash trade and there is no reason in the world why we shouldn't. The farmers are now in a position to get money as often as they want it, so that times have changed since I was young."

TO MAINTAIN RAISIN PRICES.

Efforts are being made in Smyrna, by the raisin packers, to arrange for a raisin convention for the purpose of seeing what can be done toward maintaining the price of Sultana raisins in better fashion than at present. In England, in the past six months, Sultanas have dropped in price at least 40 per cent. The shippers are becoming alarmed, and they will endeavor to have the Turkish Government back them somewhat after the manner in which the Greek Government makes it easier for the currant packers in that country. A "retention system" operated in connection with the Sultana raisin business would be a boon to packers. Previous to the revolution in Turkey some progress had been made with the Government. What will be done under the new regime remains to be seen.

An Accounting System for Retail Merchants

Accountant Claims That Majority of Failures Are Due to Unsystematic Methods—Books Necessary to Properly Look After a Retail Business—Address Given at Recent Meeting of Guelph Retail Merchants Association.

By G. R. Cooper, of R. J. Cooper & Co., Chartered Accountants, Toronto and Guelph.

In presenting this paper on Retail Store Accounting, I will endeavor to point out the advantages and the necessity for a proper system of accounts being kept by the retail merchant, and also roughly outline a simple yet complete system, which, with a few variations to suit the conditions of different lines of businesses, can be applied to the average retail store.

As I have a few rather uncomplimentary remarks to make in regard to the present method of retail store book-keeping I hope my hearers will take no offence as I am quite aware that a storekeeper is not a book-keeper and could not be expected to have his books in anything like reasonable shape without some assistance from one who knows.

The average retail merchant keeps books for three reasons, viz.:—

(1) To keep track of his cash
(2) To keep track of what his customers owe him;
(3) To keep track of what he owes his creditors.

Now what I want to point out are other reasons for keeping proper record of the transactions of your business. While the above information is absolutely necessary, still it does not give you any information as to whether your business is progressing or retrograding, or running at a profit or a loss, and you have nothing to guide you in the conduct of your business throughout the year.

As a rule I believe the majority of the retail storekeepers take stock once a year and ascertain their present net worth, and if same is greater than at the end of the previous year, why the difference is the net profit, or if it is less than that of the previous year, why the difference is the net loss. If the result is a loss, the question arises, how did it occur? In the absence of a proper classification of accounts and proper records being kept, it is impossible to tell. I venture to say that the majority of the failures to-day are attributed to bad bookkeeping and unsystematic methods.

Watch the Departments.

Every retailer, who handles more than one line of goods, should keep track of same separately in his books in order that he can tell how much he made in each department, and which department is paying him the best. If he finds one department is running at a loss, he ascertains the reason why, and remedies the trouble or discontinues that line. If he does not keep separate department accounts he would not know whether or not he was loosing or making in each and every department. If the business was paying as a whole, but he was loosing in one department, he would never be aware of it, and his profits would be diminished each year by the amount of the loss of this particular department.

He does not only want to know what he is doing in each department, but he also wants to know whether his sales for any particular month this year are greater than or less than for the corresponding month last year, and whether his sales are increasing or decreasing, and to what extent. He also wants to know what are the sales of each of his clerks and whether their sales are increasing or decreasing in order that he can keep proper track of his employees. He also wants to know whether his expenses are increasing or decreasing, and if increasing, why? By having a statement laid before him each month giving all the above information, he is enabled to locate defects and shortcomings and remedy them, and not allow them to continue to the end of the year which may mean disaster. The storekeeper who keeps his books in a up-to-date manner and is guided by the information rendered him each month is the man who is going to succeed. These statements are to him what a chart is to the captain of a ship, and without them he liable to run on the rocks at any time. It is just as important for the retail storekeeper to keep in close touch with all matters pertaining to his business as it is for a large manufacturer or wholesaler.

In these days of keen competition, a business man must know where he is at in order to sell at close prices and still make a profit. It is also important that he should know what percentage his profits are on his capital invested after making proper allowance for his services. I cannot impress upon you too strongly the advantages to be derived from a proper classification of your accounts and proper records being kept.

I will now proceed to give a rough outline of the necessary accounts to be kept and the proper classification of same in the ledger, and some of the necessary books of record in which to enter the transactions of the business in order to obtain the information desired.

Accounts to be Kept.

The classification of accounts and arrangement of same in the ledger should be:

Capital or Proprietor's Account.
Mortages or Fixed Liabilities.
Floating Liabilities.
Fixed Assets.
Cash or Available Assets.
Sales divided into different Departments.
Expenses of conducting each Department.
General Expenses.
Interest on any Mortgages or Bank Interest.
Profit and Loss Account.

The books to be kept to provide necessary information are:

General Ledger, which contains all the above accounts.
Sales Ledger (Loose Leaf), which contains customers accounts.
Sales Book, in which will be entered all the sales divided into the different Departments.
Purchase Book, in which will be entered all Invoices of Purchases, divided into Departments.
Bill Book, in which will be entered all Notes, Drafts and Bills Receivable.
Cash Book, in which will be entered all Cash Received and Paid Out, including Bank Account.
Counter Check Book, which will be a record of all sales.

How to Use Various Books.

Each clerk would have a separate check book so that each clerk's sales could be kept track of. These should be totaled up and entered in a book kept for the purpose so that comparisons could be made with the different clerks, and also with the different months. The sales should also be entered in the Sales Book each day and the postings made from this book to the Ledger. It is only necessary to enter the date, the customer's name, the amount, and distribute same under its proper department. The totals are carried into their proper accounts in the General Ledger at the end of the month. The Sales Tickets would be fyled in order in which they are entered in the Sales Book, so that they could be referred to readily at any time. All Invoices for goods purchased should be entered in the Purchase Book and distributed under the different Departments, and as they are entered they should be numbered. They would then be placed in a folder having thirty-one compartments, one for each day of the month, and placed in the compartment bearing the date on which the bill falls due, in order to secure discounts. After having been paid and the necessary record made on same, it should be fyled under its proper number. An index of these Invoices should be kept for ready reference.

In the General Ledger should be an account called "Accounts Payable," in which should be entered the total purchases each month and the total payments on account of same, the dif-

ference being the amount of unpaid bills, which can be verified by totaling the bills in the folder. A similar account should also appear in the General Ledger, called "Accounts Receivable." in which will be entered the total Sales for the month and the total payments on account of same, the difference being amount owing by customers, which can be verified by totaling the amount of outstanding accounts in the Customer's Ledger. When accounts are getting old and doubtful they should be transfered to a separate binder so that they would not be lost sight of, and credit to such customers discontinued. Collections of such accounts should be carefully looked after in order to avoid losses from Bad Debts as much as possible.

It is also important that all the Sales Tickets should be gone over by the bookkeeper in order to see that prices, extensions and additions are correct. This also applies to Invoices for goods purchased, in order to see that goods are received, prices are as quoted, extensions are correct, goods are up to quality, and that the freight has been paid if they are f.o.b. the store.

Little Extra Labor.

By this time you will be thinking of the great amount of work entailed and expense incurred in keeping up these records. I wish to say that the work would be but a trifle more than under your present system, and the expense would be the initial one in procuring the necessary books, but the information obtained would far outweigh this little extra labor and expense.

It is not possible to go very fully into details in a short paper of this nature, but I hope what I have said to-night will give you some idea of the importance of keeping proper records of your business transactions, and be the means of bringing about a change amongst the retailers from their antiquated methods of bookkeeping.

Why Merchants are Losing Money by Poor Debts

Cash And Credit Systems Prevailed a Hundred Years Ago—What a Merchant Of Thirty-two Years Standing Says Of The Much Discussed Problem—Grocers Too Careless Themselves In Paying Their Debts.

By M. Moyer.

Luther Andres & Co. have this day
Been opening goods both fresh and gay;
They have received near every kind
That you in any store may find,
And as we purchase by the bale,
We are determined to retail
For ready pay, and a little lower
Than ever have been had before.
We with our brethren mean to live.
But as for credit we shall not give.
We would not wish to rouse your passion
But credit here is out of fashion.
My friends and buyers one and all.
It will pay you well to give us a call,
You may always find us by our sign
A few rods from the house divine.

The above advertisement was taken from a copy of the "Ulster County Gazette," published at Kingston, New York, on January 4th, 1800. This paper is in the hands of a retail grocer whom I know and although over a hundred years old is still in good preservation and valued as an old relic.

While the construction of this advertisement may arouse a little curiosity the principal point I wish to call attention to, is the fact that even in those days the cash and credit in business was an unsettled problem. It is a very easy matter for any one to say that business should all be done on a cash basis, but when it is taken into consideration that business has been carried on largely on credit for hundreds of years there must be some reason involved which does not lie near enough the surface to be seen by the casual observer. While we have large concerns that flourish on a cash basis, we also have those that have made remarkable successes on a well arranged credit system. Cash stores have failed and succeeded, and credit stores have also failed and succeeded. Who would therefore be prepared to say that the cash system should be exclusively adopted?

What Is To Be Done?

No doubt a hundred years ago, as we see by this ancient advertisement, they were holding the same views as we are doing now. Some did a cash business and others did a credit business, and this state of affairs has continued to this day, and the question is now what are we going to do with it? In all probability we will go on another hundred years the same way.

It seems evident theerfore that credit cannot be entirely cut out of our commercial system, for trade and commerce rest largely on trusting one another, or crediting one another. Camparatively few transactions take place in which credit to some extent is not in evidence, but like many other good things, it is sadly abused and it is the abuse of the credit that we may hope to correct, but never eliminate entirely from our business transactions.

When we talk about the evil results from the credit system, we generally have in our minds the amount of money which is lost through those who are either unable or unreliable. This, however, I think is a mistake, and while the professional dead beat is a thief in disguise, and is guilty of one of the meanest kinds of stealing, he should not get all the blame.

Cause Of The Trouble.

Those who are careless in their payments, never prompt, never punctual and always disappointing are causing nine-tenths of the trouble.

I am now considering this question from the retailers' standpoint, and it may be something worth consideration if they would go to the trouble to find out what percentage of their turnover they lose in bad debts. As a rule the expense of doing retail business in a large city runs from 15 to 18 per cent. and losses through dead beats seldom exceed ½ per cent. Does this not at once show that the cry about dead beats is a little too loud?

Along with the other expenses does this not sink into insignificance, and yet the evil results through the abuse of credit are almost unbearable, and the slow pay, the indifferent, careless procrastinators who cause the merchants to carry thousands of dollars on their books, are the chief sinners. Do these people ever consider this matter, or do they know its results, or have they unconsciously grown into this habit through unwise, or should I say, dishonest methods of the retailer? I say dishonest, because a retailer has no right to allow his customers to use for an unreasonable time the money that belongs to the wholesaler.

The Grocer's Part.

Bad habits, like diseases, are contagious, and if a retailer himself is notoriously slow, and always behind with his payments his customers will soon line up to the same level. A retailer who is not prompt in his payments is not prompt in his collections and his customer will soon take advantage of his weakness. There is no evil so detrimental to trade as the want of promptness and punctuality. The loss through time and disappointment caused through this one blight in trade is inestimable and if it could be shown in figures would be alarming. While the most of our retailers are prompt, it is nevertheless a fact that too many are not.

In my next article I will show how wholesale collections are treated; how some pay their accounts; who should have credit and who should not; why some do a cash business and others credit, and why and when a merchant should do a mixed credit and cash business.

Feature of a Vancouver "Horse Show" Window

Value of a Timely Display and Some Ideas on Strengthening It—Frequent Changes Necessary for Best Results — The Price-Ticket as an Aid in Selling.

There are certain times during every year when the live grocer has opportunities to show himself conversant with the trend of public affairs and also to show that he takes an interest in them.

This knowledge cannot better be displayed than in advertising and in window and interior displays.

The window of H. A. Edgett & Co., grocers, Vancouver, B.C., which is reproduced on this page, is a splendid example. A short time ago there was a large horse show in that city and the event was made use of in the dressing of Edgett's window.

By the liberal use of flags and ribbons an attractive display was the result, and with the addition of the horse and rider, an appropriate one as well.

The best window trimmers affirm that one line of goods displayed to the best advantage produce the best results from



Window in H. A. Edgett & Co.'s Store, Vancouver, B. C., Dressed In View of the Horse Show Held There Recently.

a selling standpoint. Their theory is, and it seems reasonable, that where too many goods are shown the attention is really not fixed on any. The eye wanders from one to the other and not much of an impression is made. But where one particular class of goods is presented to the passersby something substantial remains in their minds.

An important feature in display is cleanliness and this can only be maintained by frequent changes unless windows are closed in from all sides to prevent dust and dirt settling on the contents. The window of H. A. Edgett & Co. appears to qualify in the first rank in this respect.

Many of the larger stores employ a special window dresser to look after this work and nothing else. They would not do so if they did not obtain results. They aim to produce the best selling windows and they dress them regularly and often. If the proprietors of these stores after paying a special man to look after their work in this respect find that they get returns, grocers in other places can do the same.

Many merchants have not yet been converted to the advantage of the price card in cases where they can be used to advantage. In discussing this question with L. A. Primeau, a Lindsay grocer, this week, he said : "I seldom put anything in my window without a price-ticket ; I find it sells the goohs much faster and with little or no haggling over prices."

CANADIAN SALT.

Writer Says Home Product Was on Market Forty Years Ago.

By John Ransford.

Under the heading "Advance of Canadian Salt," you publish a short article in your issue of May 7th. Knowing your desire to correctly inform your readers upon all points connected with the grocery trade, I feel sure that you will readily insert a few corrections concerning the article in question.

It is difficult to remotely imagine who your "grocery wholesaler" can be, who furnished your staff with the valuable information that "Five years ago wholesale grocers sold nothing but English salt !" Speaking generally of the wholesale grocers, I affirm that it is far nearer fifty years ago that such a condition of things could have been correctly said to have existed. Canadian salt was first placed on the market forty years ago; and from that day to this, but more especially for the past fifteen to twenty years, has been gradually yet surely supplanting English salt. So much for clause 1. Referring to clause 2, permit me to say that your informant would likewise have been more correct had he added to the words "The lack of demand (of English salt) was not due to any inferiority of English salt, but to the coming of Canadian salt on the market" the words "and its marked superiority." About ten years ago, the writer was present in Liverpool at a meeting of the directors of the English Salt Union, and there showed to that august body, samples of Canadian salt, taken out of the bins. It is difficult to move to excitement, much less to admiration, and still less to confession of inferiority, the ordinary stolid phlegmatic North Briton. But I did it—with those samples !

Referring to clause 3, I would fain ask you, where can you buy salt superior to Canadian salt ? The article I am criticising does not display a very intimate acquaintance with the salt trade, but there may be information at your hand I know not of, and therefore, for information's sake, I ask this question. Where can you buy salt superior to Canadian salt, who makes it, where is it sold ? Clause 4 is painfully misleading. Pardon my pointing out to you that moisture, sulphate of calcium, chloride of magnesium and calcium are impurities and not adulterations. No salt maker with any pretensions to a sane condition of intellect would think of procuring any of the above wherewith to adulterate salt—there is a distinction between adulterants and impurities. The impurities you name are unfortunately found in all salt, but less in Canadian than in any other salt known. It is well known that there are adulterants such as starch, phosphates, etc., added by some unscrupulous salt makers to prevent their salt from caking, and some of the more largely advertised foreign salts are principal in this. Canadian salt I am sure is entirely free from any such adulteration. An easily made test of the proof of what I state is performed by mixing a teaspoonful of any of the highly vaunted, much advertised foreign salts in a wineglassful of water. The result will surprise the ordinary beholder. With clauses 5 and 6, I am grateful to acknowledge comes a change. Therein you show that Canadian salt excels the imported article, and not only excels in quality but is almost exclusively used. This achievement, and it is a grand achievement for any Canadian industry, has been won after much prolonged hard fighting on its merits.

I acknowledge the difficulties that an editor of an ordinary paper encounters in dealing with multifarious subjects. But in your case, sir, it should be that of an expert dealing with a subject, viz., the grocery trade, with which he is expected therefore to be familiar.

NEW BUTTER BOX.

The prospectus of the Clarazite Manufacturing Co., of Melbourne, Australia, manufacturers of a new process butter box, has been received at the Montreal office of The Grocer. The decreasing supply of lumber in the Antipodes has rendered it necessary for butter exporters to look around for something as a subsitute for wood for the manufacture of butter boxes. In Australia, as well as in Canada, the price of butter is enhanced considerably owing to the necessarily superior character of the wood. It is estimated that this new box will reduce the price of packing from 40 per cent. Some butter has been shipped from Australia to London in these new boxes and the results were represented as being highly satisfactory in every respect.

Laporte, Martin & Co., Montreal, will, following their usual custom, close at noon on Saturdays during June, July, August and September this year.

The Canadian Grocer

Established - - 1886

THE MACLEAN PUBLISHING CO., LIMITED

JOHN BAYNE MACLEAN - - PRESIDENT

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

Cable Address: Macpubco, Toronto. Atabek, London, Eng.

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TORONTO - - - - 10 Front Street East Telephone Main 7324 W. H. Seyler, Manager
WINNIPEG - - - 511 Union Bank Building Telephone 3726 F. R. Munro
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GREAT BRITAIN—
LONDON - - - - 88 Fleet Street, E.C. Telephone Central 12960 J. Meredith McKim

FRANCE—
PARIS - - Agence Havas, 8 Place de la Bourse

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PUBLISHED EVERY FRIDAY

REALIZING THE RIGHT METHOD.

The president of the Imperial Bank, D. R. Wilkie, is the latest convert to one of The Canadian Grocer's policies.

In his annual address to his stockholders, he says that he thinks the prohibition of the importation into England of live stock is an advantage to Canada, that we are making more money by feeding the grain and hay to the cattle and sending them over in a finished condition than shipping them as stockers and selling the food stuffs as well.

The Grocer took this stand nearly twenty years ago, after the editor had discussed the matter thoroughly with the late Mr. Frankland, one of first and largest exporters. A quiet campaign in this direction has been steadily carried on by the business men throughout Canada. The agitation now lies mostly with a few exporters and those interested in shipping. The men who would sell our thin cattle when hay and grain are cheap and plentiful are in the same class with those who would sell the breeding sows because hogs are now at record prices.

BISCUIT PRICES ADVANCE.

During the past week the most important price-change occurred in connection with the biscuit market. Practically all the Ontario biscuit manufacturers have advanced their prices about a cent a pound, which means about ten per cent.

It can scarcely be said that this came as a surprise to the wholesale or retail trade as many have been forcasting this change for the past couple of months on account of the advancing prices of the biscuit ingredients. This is given by the manufacturers as the cause. With the soaring of the wheat market flour advanced and lard, butter, etc., also stand at a high figure.

Manufacturers have been contemplating raising their prices for some months but they entertained hopes that raw material would become cheaper. However, not seeing anything to warrant such a change in the immediate future, they decided to make the advance in the biscuit prices and this went into effect on Monday morning May 31st.

VALUE OF A NEAT STORE.

Empty boxes with broken lids, musty meat lying on the counter and dirty windows for displaying foods, are not conducive to the attraction of a high class trade. Yet these are actual conditions existing to-day in many stores in the cities, towns and villages throughout the country, the proprietors of which are wondering why they cannot get and hold the trade of the particular but profitable classes.

A woman who is proud of her home will see that it is kept in proper order so far as cleanliness is concerned. While she may not be able to secure expensive furniture she is never without the broom and duster, the soap and water. She keeps things in attractive order and takes an interest in her personal appearance as well. She expects her grocer to do the same.

"I cannot understand," recently remarked a gentleman uninterested in the grocery trade, "why merchants do not pay more attention to their own appearance. I was in a store the other day and saw the proprietor behind the counter in his shirt sleeves—which were extremely dirty—waiting on a smartly dressed lady. I thought to myself, 'what will that woman think of him?'

"If I were a grocer," he added, "I'd put on a clean shirt every day if I found that necessary to keep clean; I believe my laundry bills would be paid ten times over in a month by extra business."

That is an expression of the thoughts of at least one individual looking on from the outside and there are scores with similar opinions. The time has long ago arrived when the most modern conditions are necessary to be applied to business if a merchant desires to succeed in the great battle-field of competition and a clean store is one of the first requisites to a good trade, while neat personal appearance and modern equipment follow fast on its heels.

GOOD THING FOR BUSINESS MEN.

Business men, and particularly those directly interested, will not look askance at the decision of the Great Northern Railway to build a railway from the United States boundary line to Winnipeg.

The fact that it is to be an air line will reduce the time considerably between Winnipeg and Minneapolis, is hardly of the first importance. What makes the matter of first importance is the fact that it will increase the competition in the railways in freight and passenger service. Competition in railways usually means a great deal for the business man.

Where there is no competition, consideration for the business man is usually at zero. Business men know this to their sorrow. When an isolated town becomes a competitive point by reason of the advent of another railway the lot of the business man is as a rule much happier. Freight rates are lower and the railways more obliging, and if a shipper has a grievance it is more politely listened to and more readily attended to.

Business men and other shippers in the west are doubtless praying that the proposed new railway will be constructed as promised by September 1st and that it will ultimately be extended farther into the Great West beyond Winnipeg.

The more pronounced a town becomes as a competitive point the more assiduously do the railways court the good will of the business men.

TICKET PURCHASING.

Some time ago Chatham merchants decided to discontinue the practice of programme advertising and the purchase of tickets in their places of business. Correspondence in last week's issue of The Grocer from Chatham indicates that the merchants have pretty well adhered to their former resolution, which must be comended.

In taking steps to eliminate the ticket selling nuisance they have followed the proper course. There has, no doubt, been too much money wasted by merchants buying tickets for every church social or picnic, and prospective ball games in the district within which they do business. They think or are led to think that if they are not charitable enough to purchase a couple of tickets they will lose custom.

The practice of buying from every ticket vendor is one which can only be eliminated by merchants sticking together, and organizations are, therefore, necessary if the habit is to be stopped. They should make it a rule that they be treated similarly to men following

other occupations. If they give to a church or charitable institution let them give because they want to as private citizens and not with the fear of losing trade if their names do not appear on the lists of donators.

But, as the condition of affairs in Chatham indicates, organization is required if the best results are desired.

A SHORT LOBSTER PACK.

A Montreal lobster dealer, speaking to The Canadian Grocer this week, stated that the storm recently eperienced on the coast of Nova Sctoia, between Yarmouth and Halifax, would have quite an effect on the pack in that district this year.

It is the packers along this coast who chiefly supply the United States and other foreign markets, and, of course, it is the foreign market that fixes the price in Canada.

The storm was most severe, and did great damage to lobster traps, boats and other paraphernalia belonging to the fishermen.

Lobsters have been shipped from Nova Scotia this year since the season began, April 10, and have not been in good supply at any time. As the season in Nova Scotia ends July 10, there is every indication of a short pack, and consequent high prices. The recent storm is so much the worse in consequence of existing conditions.

Another feature of the market this year is the adsence of numerous small packers who last year bought largely and were unable to dispose of their holdings at a desirable profit. The money stringency made it difficult for them to sell when they desired to, and at the price they expected. This year few of them are operating.

A good catch off the New Brunswick coast will help the situation. The season in that province is from May 25 to August 10.

WEST INDIES ON THE WARPATH.

A short time ago a West Indian, visiting in Canada, said a few things about the trade relations between Canada and the West Indies not very complimentary to the former.

Some of his remarks were: "There seems to be a perennial outburst of this altruistic and brotherly interest in you every year in the Canadian press. For years we thought the Canadian people really meant business, but now we know that it is all pure bluff. Business men from Canada come down to our islands to enjoy the climate and recuperate their health, and when they get home, the daily press tells about what Mr. ———.

"I wonder if it has ever dawned on Canada that in the great scheme for consolidation of Empire someone has got to make a sacrifice? No great movement like this is brought about painlessly, even where the result is the greatest good to the greatest number. We have demonstrated beyond the shadow of a doubt, the sincerity of our desires and our willingness to suffer if the Empire altogether will benefit thereby; but candidly we are heartily tired of the bluff this country puts up with reference to better trade relations.

"Years ago we thought when we did business with the United States we should consider them all rogues, and treat them as such, but this is not the case now. We get along with them admirably and we certainly do admire their rampant patriotosm, which is to them first, foremost and forever to be considered. We naturally, looked for the same treatment from Canada that we received from England, but in this we have been sadly disillusioned, and until Canada is ready to come half way, as is plainly her duty, as the big brother, we don't want to see any more of these effusions in the public press with blazing headlines of peace, fraternity and concord."

Whilst these words were delivered with considerable warmth and may be slightly overdrawn, they seem, nevertheless, to be significant of a feeling which prevails pretty generally throughout the islands.

AIDING SMOKED FISH TRADE.

A further step in the development of the fish business of eastern Canada was taken by the Dominion Government this week.

The Department of Marine and Fisheries has just decided to come to the assistance of fish dealers supplying Ontario and Quebec trade with smoked haddies and other mildly cured fish. They will do this by paying one-third of the express charges on all fish brought from the Atlantic coast to points in the two aforementioned provinces.

It will be remembered that an express service for fresh fish from the Atlantic coast was established by the Department February 20, last, through their shouldering one-third of the express charges. The innovation worked excellently, hence the decision to encourage trade in central Canada in smoked fish.

There has always been a more or less steady demand for finnan haddies, but in the summer months it was almost impossible to bring them to Montreal and Toronto in good condition, and to sell them at a profit. Express rates have always been too high, while the perishable nature of the goods made freight too slow.

Shipments of cod, mackerel and shad will also likely increase, while lower prices are possible.

WHY YOU SHOULD PROTEST AT ONCE.

To the Retail Merchants of Ontario :

Every retail merchant in the Province of Ontario should feel it a duty to join the Great Chorus of Protest against the action of the Ontario Government in awarding the contract for publishing the Ontario Readers to the T. Eaton Company, Toronto, for the following reasons :—

(1) The T. Eaton Company took the contract at a low figure just for the sake of the advertisement. Their name will appear in the books as publishers and the books will go into practically every home in Ontario.

(2) A discount of 20 per cent. is given to all purchasers, be they merchants or school children. The retailer gets no advantage.

(3) The Public, when sending to Toronto for books, will undoubtedly take the opportunity to order other goods mentioned in the Eaton catalogue. This is just what the Eaton Company are after.

(4) The Ontario Government apparently went into the contract without considering the injury they would cause the retail trade.

(5) The Eaton Company are not publishers and should never have been considered as such.

(6) Unless vigorous opposition is aroused other provinces will make similar arrangements with the Eaton Company and will thus strengthen the position of the big company.

Protest to your member and the Hon. Dr. Pyne, Minister of Education, Toronto, at once or not later than June 10. Send a letter preferably, otherwise a post card.

If you receive no reply within a week be sure to write again and let them know you mean business.

The above is a copy of the circular being sent out this week by the Booksellers' Association of Ontario to the retail trade. Every grocer in the province is urged to adopt the suggestion contained in it.

Notes from the Maritime Provinces and Quebec

Advance Announced in Molasses — Inspection of Proposed Freight Route from Atlantic to Pacific—What a St. John Show Card Did to Draw Custom—Lobster Fisheries Suffer From Gale.

MONTREAL.

June 1.—"Everything is very high in France," were the words Henri Jonas, who has recently returned from Europe, used in summing up the situation with reference to the products which are of interest to the grocery trade. Mr. Jonas stated that for many years, the sardine industry on the west coast of France has been failing. This fact has been due not so much to the depletion of the waters, as the fact that the fish have taken on new habits of abode. This year, though, they are returning in increased numbers, and everything points to a large pack. An unfortunate condition exists, however, in the fact that olive oil will be very scarce, and high. The crop of olives has been a small one, and this will seriously hamper the canners in their operations. The price of olive oil has just about doubled in the last year. Other lines are also very high, owing largely to good demand and slightly curtailed production. While at Biarritz, Mr. Jonas went over to the aviation camp of the Wright Brothers at Pau, to witness their aeroplane flights.

Fred Hughes, of Fred Hughes & Co., with a large party of friends, spent a few days in the Laurentians recently at the Kaneron Club.

J. M. Douglas & Co., have been appointed agents for J. H. Todd & Sons, Victoria, also for J. P. Mott & Co., Halifax, N.S.

Albert Matthews, of the Geo. Matthews Co., was in town from Ottawa for a few days last week.

Fred Hughes & Co. are feeding the dogs on exhibition at the bench shows at Toronto, Hamilton, Winnipeg and Montreal, with Spratts' foods.

Victor Archambault, Sherbrooke, was in town for a few days last week.

Archie Langevin, for many years with Rowe & Rowe, Waterville, has forsaken the grocery business for the clothing trade.

It is reported that the whole lobster industry off the southwestern shore of Nova Scotia suffered greatly by the gale that swept the coast recently. All along the shore are sunken boats, while smashed lobster traps dot the coast line. An immense amount of hardship will be entailed on the men who make their living from this industry, for in many cases all that many of them had was invested in their outfits. At the height of the gale, there was a tidal wave that swept the boats up on the wharves and flooded many buildings. All attempts to float the stranded United States seiners, the Judiene and the Lena and Maud, have failed.

Fraser, Viger & Co. are showing a very seasonable and attractive window display this week. It consists of a series of picnic hampers of different sizes and prices, neatly packed with the necessaries for a picnic or fishing expedition.

S. J. Mathewson, of Mathewson's Sons, Montreal, is expected back from Metis this week.

A. H. Brittain, Montreal, was in Ottawa on Wednesday.

H. Fischer, representing Max Ams, the New York canned goods man, was in Montreal on Tuesday.

Howard Cane, of the Wm. Cane & Sons Co., Newmarket, Ont., was in Montreal for a few days this week, and visited the trade in company with the firm's local agent, W. C. Christmas.

Mr. Munro, of McLaren's, Ltd., Hamilton, was in Montreal early this week.

Victor Revillon, Paris, France, is visiting the Montreal office of Revillon Bros.

Walter F. Leonard, of Leonard Bros., was in Montreal from St. John Tuesday of this week.

The Sperhoid, which arrived in Montreal this week, brought 2,500 tons of raw sugar to Montreal, besides having unloaded some in Quebec. The Yanariva, which berthed last week, had 3,600 tons, while the two previous boats to arrive, the Salybia and the Savan, brought, respectively, 3,000 tons and 3,700 tons.

HALIFAX.

June 1.—Trade is quieting down a little now, and the rush of Spring orders seems to be pretty well over for the present. The markets generally are well supplied. From the farming sections throughout the province come reports of late seeding, the weather having been cold and backward.

There has been somewhat of a falling off in the receipts of creamery butter this week, but this is regarded as temporary only. There is no shortage of butter and practically no change in the price.

The flour markets are very strong and the prices continue to soar upwards. The bread dealers continue to move prices upward in keeping with the advances made by the mills. Seeds are also very strong. Prices of flour range from $5.80 to $7.00 per barrel. Rolled oats are $5.60 to 5.75; oatmeal from $6.00 to $6.10, and cornmeal from $3.50 to $3.60 per barrel. Eggs are coming in in fairly good supply. The demand at present is rather light and prices are steady at 17 to 18 cents.

The consumption of beef has fallen off considerably as a result of the high prices. American beef is now quoted at $17.00 to $18.00 and Canadian $16.50. American pork is quoted at $24.50 and Canadian at $23.00.

Canned goods are in fairly good demand but they are not selling quite so freely as last year. Many of the dealers here still have very large stocks on hand. There is practically nothing doing on dried fruits just now. Stocks are good and prices are fairly reasonable.

The molasses and sugar markets are both very firm. According to advices received by the trade here an advance of one cent per gallon has been made. Several vessels with large cargoes are now on the way to this market. Barbadoes worth 35 to 36 cents and fancy Trinidad about the same. Sugar is steady at present, but an advance in the price would not cause any surprise. In fact some the trade are now predicting a rise. Extra granulated is now at $4.70, and bright yellow $4.30.

An interesting experiment is now being made by the Canadian Government. It is a test of the cost of carriage of goods from Canadian Atlantic ports to Canadian ports on the Pacific by way of Mexico. The scheme is to have freight carried from Montreal and Halifax to a point near Vera Cruz, Mexico, thence overland by railway to the Pacific seaboard, and thence by water again to the place of final destination. It is claimed that by this route freight can be carried from Montreal to British Columbia ports 20 per cent. cheaper than overland by the C. P. R.. David Martin, of the Customs staff, Toronto, was on the steamer Bornu which sailed from here this week for Mexico, and he thinks that there are great possibilities for trade development over this route. Mr. Martin will report to the Government the result of the test.

W. R. Drynan, secretary of the Canadian Canners Assosiation, was in Charlottetown, P. E. I., this week, and while in that city he made final arrangements with Gordon L. Cohoon to be their representative for Prince Edward Island.

Job Bros. & Co., Ltd. one of the largest fish firms in Newfoundland have opened a branch in Halifax and will export the most of the fish that they send south through this port. W. C. Job, a member of the firm, was in this city this week and stated that the excellent facilities for shipping to the West Indies had led them to open the branch here. The company, which is capitalized at $430,000, has leased the R. A. Hart property on Lower Water Street.

Walter Thompson, aged 70 years, one of the best known citizens of Yarmouth, and who was engaged in the grocery business in that town for many years, died last week. He was successful in business.

The death occurred at Tunro, on Thursday of last week, of Alexander Ross, aged 48 years. He was a grocer in that town and had been ill for a long time.

ST. JOHN, N. B.

June 1.—The only changes in the local market last week were in beans and oatmeal. Handpicked beans advanced 20 cents a bushel and oatmeal is quoted 50

cents a barrel higher. One advance in the latter commodity was made last week and the second one was announced to-day.

The price of flour is unchanged, but local dealers are anticipating another advance in Manitobas. In speaking of the flour situation, one of the dealers told The Grocer correspondent, he could remember when flour sold at $14 a barrel. That was in 1857. The lowest quotation he could remember was in August 1901, when Ontario flour was selling for $3.75 a barrel. Present prices have not been equaled in twenty years

H. G. Weeks, manager of the Lake of the Woods Milling Company's business here, returned last week from a visit to Montreal.

Alderman J. W. Vanwart has dropped the cares of his grocery and meat business for a week and is visiting several cities in Massachussets with the view of bringing back to the council a report on the most suitable style of pavement for St. John streets.

"If you go a-fishing, get a bite here," was the invitation displayed on a card in Walter Gilbert's grocery, Charlotte Street, the week before Victoria Day. An attractive line of canned meats, pickles and pams, etc., suitable for a fishing trip were shown in one of the windows and the hint conveyed on the card resulted in many sales of these goods.

As a result of the increase in the price of flour, bread is now being sold at seven cents wholesale and eight cents retail, an advance of one cent a loaf.

At a meeting of the council of the Board of Trade, held last week, the matter of securing delegates to the seventh Congress of Chambers of Commerce of the Empire, to be held in Sydney, (N. S. W.). on September 14, was left in the hands of a committee. W. Frank Hatheway, M. P. P., wholesale grocer, thinks seriously of representing the local board, and the committee hope to secure at least one other delegate. Notice was received that the Maritime board will meet in Charlottetown, P E. I., in August. Delegates from the local board have not yet been appointed.

It is reported from Prince Edward Island that Davis & Fraser are about to take over the plant formerly operated by the Dominion Packing Company. The plant has been idle for several years and the news that it is to be opened will be welcomed by the farmers, as it will give an impetus to the pork industry.

Definite word has been received from the Government that St. John will receive the Dominion grant of $50,000 for an exhibition in 1910. It has been dedecided that the fair will open on Labor Day and continue for ten days.

The amendments to the Liquor License Act recently adopted by the Provincial Legislature are not without interest to the grocers here. Under the new law, beer shops are compelled to close at 10 o'clock every night except Saturday, when the closing hour is 5 o'clock, the same as the saloons. To evade the law several of the beer sellers have procured a small stock of groceries and are posing as grocery and fruit stores. In a test case a few days ago the police magistrate gave judgment against the beer shop and fined the proprietor $20, or one month in jail. The defendant gave notice of appeal and the case will be carried to the County Court and the result is awaited with considerable interest. It is interesting also to note that the new law makes it necessary for grocers to take out a beer license for non-alcoholic beverages in quantities less than one quart. This makes it necessary to procure a license for selling mineral and aerated waters, etc., as the bottles contain less than the stipulated quantity.

Some Interesting Ontario Grocery Correspondence

Proprietors of London Restaurants Must Buy Biscuits from Retailers—Ottawa Grocers Hold Smoker—A Well Equipped Guelph Suburban Store—Galt Merchants Want no Official Collector—School Book Contract Distasteful to Peterboro Grocers.

LONDON.

June 2.—Retail trade showed some improvement during the past week, as did also wholesale business. Farmers have been busy with late seeding, but now that that work is about over, country merchants are looking for things to boom.

Wholesale prices are reported by brokers as very firm. California raisins have advanced about ½c per lb and prunes also show an upward tendency. Both fruits are pretty well cleaned up at the coast. Sugars are very firm, with a slight advance in raws. The demand is slow. The market for all good liquoring teas is steady, and rather weaker for inferior. The Japan market has opened high, due to the rush of American dealers, still fearing a duty, to buy.

A deputation from the Retail Grocers' Association waited on D. S. Perrin & Co. last week and complained that restaurant keepers were being sold biscuits at wholesale prices. The result was the prompt receipt by the restaurant men of a notification that they must in future look to the retailers for their supplies.

Wm. O'Laughlin, manager for Mrs. Burton, grocer, Waterloo Street, is receiving the congratulations of friends on his recent marriage.

Ed McCormick, grocer, has purchased a lot on Kent street on which he intends building a handsome home.

Local grocers are saying nice things about Ex-Vice-President Garfield McCormick, of the Retail Grocers' Association, whose marriage is to take place this month.

An east end grocer is authority for the statement that local pop men who have been manufacturing soft drinks here for some time, are cutting prices for the purpose of putting a newcomer out of the field. A reduction in prices was made last week and one of the old dealers at least was offering his goods for about any price the grocer was willing to pay. When asked would the reduction be permanent, however, the man was not in the position to make an agreement. The grocer claims that some of the manufacturers have formed the ring to "squeeze" the latest arrival out.

The announcement is made that C. R. Somerville, of this city, will handle the entire Canadian end of the gum trade in the new $8,000,000 gum trust which is being formed. The trust will include the largest firms in the United States and C. R. Somerville's, which is the largest in Canada.

The Wednesday half-holiday among the grocers begins this week. The flour and feed dealers are the latest to join the movement.

The wholesale biscuit men have notified grocers of an advance of two cents a pound, in consequence of the rise in flour. The manufacturers claim that they are justified in making the increase, as they did not take advantage of the opportunity to make the change some weeks ago when the millers announced the advances. Pound boxes of soda crackers, which have been retailing at 10 cents, will go up to 12, while some of the inferior cookies for which there is little demand will go up but one cent. Fancy cookies will be two cents dearer. The advance is now in effect.

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BRACEBRIDGE.

June 2.—Saturday in this busy town was a good day for the merchant, farmers, tourists and settlers from around the lakes taking advantage of the beauti-

THE SPECIAL NUMBER.

(From the Hamilton Correspondent.)

Speaking of the Special Spring Number of The Grocer, a local grocer said: "I must say it is the handsomest looking trade paper I ever saw, and it is just as good as it is handsome. I thoroughly enjoyed it—not only the news matter, but the ads. as well, and I think the advertising patrons should be very much pleased with the manner in which their copy appeared to the public. The information contained in the paper was a regular feast, and will be read again and again by hundreds of subscribers."

ful day to do their shopping in our coming city.

All subscribers of the Canadian Grocer in this town are highly pleased over the fine Spring and Export number and have authorized your correspondent to tender their congratulations to those responsible for it. The issue was certainly an excellent one.

Prevailing prices on Saturday showed butter down to twenty cents a pound and very plentiful. Eggs were firm at 18 cents a dozen; potatoes firm at $1.25 per bag.

Members of the 367 club returned to town last Friday evening looking tanned and healthy after the three days trip up the lakes. Peter Hutchison and Mr. Gillespie both say it was the best trip the grocers ever made.

TORONTO.

June 2.—Jas. E. Hurst, 699 College Street, instituted recently a unique reduction sale, which lasted ten days. He advertised it by circular and announced that to every customer whose parcel amounted to $1 there would be returned seven cents in cash. It was also pointed out that his goods were all fresh and of the very best quality, bought from the best and most reliable wholesale houses. The circular went on to say: "I defy any honest grocer to offer the same goods below my prices. Only short weight and inferior goods can be sold less. I guarantee all goods to be of the best brand and make—purely fresh and clean—no old stock. Come and get your 7 cents returned out of every dollar's worth you buy. Watch weight and quality when any cheap John offers goods at slaughter prices."

Chas. M. Elmes, 602 College Street, will on Saturday of this week inaugurate a unique advertising scheme. He will have a "shoe shine" located on either side his store and these will shine shoes free of charge by using a particular kind of polish which he wishes to make more widely known.

John Davidson, grocer, 342 Bathurst Street, is suing the Toronto Railway for $3,000 damages for injuries received on Bathurst Street last fall. The claim is that while riding a horse bareback the animal came into contact with one of the defendant's cars, and the plaintiff was thrown to the ground. He claims that he lost an eye thereby.

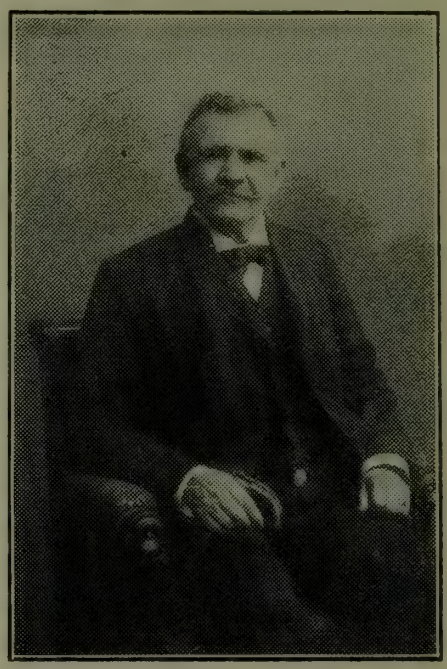
The plate glass window of the Grand Valley grocery, 438 Queen Street West, was broken on Monday night, supposedly from a piece of iron, which was precipitated against it by a passing automobile.

HAMILTON.

June 2.—In grocery lines trade is good. Nearly all the factories are again in full working order and a large amount of improvements are going on in radial and street railway lines so that unskilled labor is getting employment. That is what helps out the average grocer.

The annual picnic is finally arranged for and will be held at Niagara Falls on Wednesday, July 21st. The G.T.R. and T. H. & B. Railways will each send out five trains, making ninety coaches in all. The Brantford grocers will join with them at the Falls. The grocers have provided many attractions and their patrons will certainly be well entertained.

Butter is down and eggs are up in this market. There is no sale for butter and it is simply a drug—nearly all the stores having too much and would gladly sell out at a loss. On the other hand, eggs are scarce and are going higher, 22c. and 23c. being the prices now.



Reproduction From a Life-size Oil Painting of the Late E. A. Dalley Presented Recently to the F. F. Dalley Company, Hamilton, Ont., by the Travelers of the Firm.

CHATHAM.

June 2.—Live hogs on Saturday reached the top notch price of $7.85 per cwt. Deliveries show a slight falling off, but this may be due to the fact that farmers are taking full advantage of the good weather to get their work done.

Butter prices on the market dropped as low as 18c, 20c being the rule. This was a result of the hot spell. This year no ice is available for market vendors, and consequently the butter softened rapidly, vendors being faced with the alternative "sell or spoil." prices will likely keep pretty near the old level, however, since the vendors intend selling to the creamery to a large extent.

The golden opportunity which Kent's three weeks' advantage in climate over the rest of Ontario gives this country in the growing of early apples was emphasized last week by A. McNeill, of the Ottawa Department of Agriculture in a series of lectures delivered in this vicinity. Members of the Chatham Fruit Growers' Association, which has done the pioneer work in the co-operative handling of fruit, were largely represented at a meeting held in Chatham on Saturday. Mr. McNeill pointed out the necessity, first, of growing the right kind of apple—the early variety—and, second, of proper handling, including a local cold storage system. Hitherto, growers have gone in for fall and winter apples. Though Chatham growers have as yet no cold storage system, a scheme is understood to be under way. On behalf of the Government, Mr. McNeill offered, provided a $15,000 plant was built, to rebate 30 per cent. of the cost, and also, if a Government expert were allowed to be on hand, to pay 8 per cent. on the entire investment for two years. The discussion which followed indicated a design to provide a system for handling mixed trade, including eggs, butter, poultry and meat.

E. R. Snook, of this city, is refitting the building at Erieau, formerly used by J. B. Moore as a grocery, and will start a new grocery there in the near future.

Wm. Graham has purchased John Kelly's store at Quinn, and is adding a number of improvements.

Merry war is in progress among the Blenheim grocers, competition for the country trade being very keen. In early spring an informal agreeemnt was reached among all the grocers save one to take their delivery wagons off the road. Now, however, the rigs are flying in all directions, the farming trade being catered to with great regularity.

PETERBORO.

June 2.—The grocers and fruit dealers are disposing of large quantities of pineapples and orages these days. The prices are favorable and most people can take advantage of them. The gradually increasing hot weather is also affecting the demand for lemons, which are not as scarce as was feared some time ago. Noticeable too among the new goods displayed are fruit juices which are used as summer drinks.

The Grocer's stand in connection with the text book contract going to T. Eaton & Co., is meeting with general approval and many grocers and other business men have stated that there should be some steps taken to have the effacement of the company's name as the publisher.

E. F. Mason's lower store on George Street, has a unique and attractive window displaying a breakfast food. On the interior there is an array of boxes of the food arranged in a manner that would of itself catch the eye of the passerby, but the feature is a package which casually appears to be fixed in a broken part of the glass. The suggestion is that the box had been hurled through the window and the idea is carried out so well that one has to stop a second before the illusion is manifest. The effect is heightened by streaks along the glass to represent cracks in the glass. one half of the box is, of course, glued to the outside and the other on the inside and the whole is carefully done.

The box is in one corner of the window and down lower there is a little card with the words to the effect, this particular breakfast food has "hurled" its way into hundreds of the homes in the country.

H. A. Sisson has moved from Rubidge Street, further up town and is located on Charlotte Street, in a trim store near the Snowden House. He has a complete line of groceries displayed with taste and the interior presents a neat and inviting appearance.

C. N. Brown is opening a store at Kawartha Park, Clear Lake, to cater to the demands of the hundreds of summer visitors who spend their holidays among the Kawartha Lakes. It will be fitted up with a choice line of groceries and provisions and will be a great advantage to tourists and cottagers.

Geo. W. Buck who has been associated with mercantile interests in Norwood and Hastings has disposed of his general business and is going to the West.

Peterboro's merchants were not behind in decorating their premises on Victoria Day. Many of the grocers showed their interest in the city's welfare by decorating their windows and hanging out bunting. Apart from the holiday and the memory it commemorated the displays created a favorable impression on the visiting regiments from St. Catharines and Brantford.

STRATFORD.

June 2.—A marked difference was noticed in the attendance at the market on Saturday over preceding Saturdays. The farmers have practically all concluded their seeding and the result was a great influx to the market. The market gardeners were well supplied with green stuff. Rhubarb, lettuce, onions, asparagus, radishes and spring produce of every description were present in abundance and sold rapidly. The most noticeable feature in the staple products was a decrease in the price of potatoes, which fell from the previous Saturday's mark of $1 to 70c and 80c. They were present in large quantities. Eggs and butter remained at 18c and 20c, respectively.

In the grain market only two changes are noted, wheat being quoted at $1.35, and oats at 52c (standard). The fact that the price of wheat has been abnormally high without a corresponding rush to market of farmers with the grain, is good proof that there is very little wheat in the granaries of Ontario farmers at present, scarcely more than is required for their own consumption. A rise in the price of bread looks almost certain now, although locally there has been no advance as yet.

Live hogs keep the top-notch price of $7.50, and are very scarce.

Most grocers report business for the past week as being bright, the subject most discussed being the rise in the price of biscuits by the high price of lard and flour.

GUELPH.

June 2.—It is not every store which can lay claim to being kept as "spick and span" as the busy little suburban grocery on Gordon St., run by "Will" Stevens. Like most other outskirt stores you find on its shelves almost everything; but unlike many suburban stores, you find here everything in uniform order. "A place for everything, and everything in its place," appears to be the motto followed by this Gordon St. store. It is fitted up with all the latest improvements, such as Walker Bin fixtures, computing scales, cheese regulator, etc. The "all roundness" of "Will" and the sunny disposition of his wife who manages the store during the day and their obliging manners behind the counter, have built up such a business as any storekeeper might well be proud of. "Yes," replied Mrs. Stevens to an enquiry as to whether they derived any benefit from The Grocer; "We often get pointers which are of great value to us." If more of our "round the corner" stores would pay greater heed to the pointers which The Grocer contains, would not a wider business be the result?.

Geo. Williams, who is always looking for something with which to tempt the eye, and appetite of his customers, is showing some fine cauliflowers at 2 for 25c., also a good line of Morrelle mushrooms.

The fine weather of Saturday, one would have thought, would have induced a lot of the farmers in the fertile country surrounding Guelph to stay at home and get their seeding done. As a matter of fact, many of them did, but their wives and daughters came to the city in good numbers very well stocked with the smaller lines of farm produce. So that in spite of all there was a very good market. Butter sold at from 20c. to 22c.; eggs from 16c. to 18c.; potatoes retailed at about 85c. per bag; rhubarb at 5c. per bunch and cabbage 8c. and 10c.

In some places potatoes are very scarce, but it is not so in Guelph.

GALT.

June 2.—Business in the grocery trade has been exceptionally brisk in Galt for the past fortnight. The new green goods are beginning to come in, and, as usual, the demand is larger than the supply.

Potatoes are very scarce in Galt at present, and $1 per bag is the ruling price.

The following were the prices at the Galt market Saturday morning: Eggs, 17 and 18 cents; butter, 25c to 28c; curd, 5c pint; farmer's cheese, 14c lb.; green onions, 2 bunches for 5c; lettuce, 2 bunches for 5c; rhubarb, 2 bunches for 5c; radishes, 5c bunch; asparagus, 5c bunch; tomato plants, 15c to 25c dozen; smoked ham, 15c lb.; farmer's sausage, 15c lb.; chickens, 50c to 75c each.

G. L. Phillips has purchased the grocery business on Brant Road, formerly conducted by Ald. T. G. Robinson. The new proprietor will also conduct an ice cream and confectionery department. He is an experienced man and should do well.

The clerks in the grocery and other businesses in Galt are again agitating for a half holiday during the summer months. They argue that in other towns the idea has worked out quite satisfactorily. The merchants of Galt have not heretofore taken kindly to the idea, but the workers may be more successful this year.

The Retail Merchants' Association is now discussing the annual picnic.

Picnic necessities are being featured by all the local grocers.

The system of having an official collector has been abandoned by the local Retail Association.

OTTAWA.

June 2.—There were about 50 of the retail grocers and their friends in attendance at the euchre smoker of the Retail Grocers' Association last Wednesday evening. The affair was a splendid success. The first prize, a briar pipe, was won by S. J. Cairns. Fred. MacNiel won the second prize, a silk umbrella, and the other trophy was landed by Peter McIntyre. After the playing, cigars, coffee and sandwiches were served followed by a programme. Mr. Waters' speech was one which will be of considerable interest to the retail trade generally. He advised the retailers of the city to fight shy of the so-called co-operative store idea until a thorough investigation had first been made. "In passing the Co-Operative Bill some time ago, the Ontario Legislature showed that they were not for the good of retail merchants," stated Mr. Waters amid some applause. He said that the efficiency of the retail merchant will serve the public most co-operatively. He counselled those present to place their business on as sound a foundation as possible, and to conduct same in the very best interests of the public and to refrain from assisting co-operative enterprises in any way. Mr. Waters said that the day of the long-winded credit system was gone and now it is a matter of paying cash, and selling for cash, and cash only.

The new grand stand and the attractions to be provided in front of it will be the big feature at this year's Central Canada Fair in Ottawa. Contracts have just been let and the work is now under way. The cost will be about $80,000 and a condition of the contract is that the structure will be completed in time for the fair. It will have a seating capacity for twelve thousand people. It will be absolutely fireproof. Steel and reinforced concrete will be alone employed in the construction and the total length will be 470 feet and the depth 103 feet. The Exhibition Association is this year reverting to the old custom of a spectacular performance each night of the fair and the Siege of Sebastopol will be put on with all the realism of military display and pyrotechnical effects. In the afternoons before the grand stand there will be horse racing and a long list of special attractions. Howick Hall, which in the last three seasons has been utilized mainly as an auditorium for vaudeville performances, is being turned into a process building where machinery will be installed and many firms will exhibit products in the process of manufacture from the raw to the finished article.



AYLMER

Tomato Catsup

Why pay fancy prices for imported Catsup when you can obtain as good or better quality at very much lower prices?

Aylmer Tomato Catsup

is the best value on the market.

Aylmer Tomato Catsup

has been for years, and still is, the standard for all Catsups.

CANADIAN CANNERS

LIMITED

Wants Removal of High Licenses on Peddlers.

This is What Editor of a Winnipeg Paper Desires—Thinks High Prices of Fruits and Vegetables Due to This Cause—Comparisons With Prices in United States.

Winnipeg, June 1.—In an editorial which appeared in the Free Press of May 28, a comparison was made between the wholesale and retail prices on green fruits and vegetables in St. Paul and Winnipeg. It was pointed out that the difference in the wholesale prices were not so great as in the retail prices. In commenting on this situation it is surprising to note that the writer of the editorial sought to agitate for the removal of high licences on street peddlers in the following words:

"As to the retailer's profits, it may be that they are not any larger than they should be to enable the individual dealer to live, the fault is in the manner of distribution. In the cities of the United States street peddlers who start out with loads of fruits that they sell off in a few hours are the means of bringing cheap fruit to the homes of the working men. Winnipeg's high licenses on peddlers have led to the establishment of a great many small fruit stands, whose rent and other fixed charges are high in comparison with their sales, so that they must charge high prices even for inferior fruit. The result is that competition is restrained and fruit prices are kept at a high level."

Nuisance Across the Border.

One need not live long across the border to become impressed with the demoralized condition of the grocery trade. And it is invariably attributed to the fact that this street peddling privilege is taken advantage of by thousands who are incompetent to operate a well organized grocery business. This traffic robs the United States grocer of a legitimate line of trade which has figured largely in establishing the strong businesses which Canadian grocers generally possess. Many American grocers attach saloons to their store in order that some recompense might be made through this traffic, for that which they have been deprived of by the peddler.

The argument, the writer wishes to make is that fruits and vegetables would be cheapened in retail price should the peddlers be allowed to enter into the competition. It is an unwarranted reflection on the local retailers to intimate that anything but a legitimate profit is exacted. Southern grown fruits and vegetables are high to the Winnipeg consumer because of the duty charges, and for no other reason.

Need Home-Grown Goods.

Vegetables and fruit will be reduced only when they are locally grown, and in this connection the writer is pursuing the proper course by stating:

"The hardships inflicted upon the mass of the population by the high prices for fresh fruit and vegetables is a serious one. For this state of affairs our climate is partly to blame; and the tendency of people in this part of the world not taking up market gardening has also much to do with the high prices which have to be paid for fresh vegetables. The profits to be made from market gardening are great, and surely we may hope to see this industry developed to a far greater extent than it has been developed hitherto in this region of Manitoba. The statement was made recently by a Winnipeg importer and wholesaler that the local supply of celery is just about sufficient to meet the Winnipeg demand for six weeks out of the whole of each year, the celery consumed in Winnipeg for the other forty-six weeks being imported. This is but one of many similar facts that might be mentioned in this connection, and which ought to need no more than to be stated to convey their lesson."

ANSWERS TO INQUIRIES.

The Busy Man's Magazine's free trip to the National Exhibition this fall is stirring up lots of interest among energetic clerks. Many of them have arranged to get their vacations during the big fair, so that it will fit in with the Busy Man's program.

Many enquiries similar to the following reach the Busy Man's office each week:

Ilderton, Ont., May 28th, 1909

Busy Man's Magazine,
Toronto.

Dear Sirs:—

Kindly send me full information of your offer in the Canadian Grocer regarding free trip to the National exhibition.

Yours truly,
JACK McRAE.

All enquiries are of course answered by personal letter, but for the information of others it might be mentioned that the Busy Man's will send a first class railway, or steamship, ticket from any point in Canada to Toronto and return, also six admission tickets to the fair grounds, to any one sending them a stated number of subscriptions. The tickets are certainly a big return on the energy expended in securing the subscriptions.

One man in Brandon, Manitoba, completed his required number (50) two weeks ago. He now has 64 to his credit, and plans to get 100 before July 15th, which entitles him to two return tickets from Brandon to Toronto and twelve admission tickets to the fair grounds.

THE SUCCESS OF CLERKS.

Another Writer Anxious to Raise the Standard of the Youth Behind The Counter.

By a Clerk.

Now since the grocery clerks have started to take advantage of your kind offer of giving them space in your valuable paper I hope we can arouse enough enthusiasm to make it a very interesting part of The Canadian Grocer.

There is a decided change recently developing, and very much, if not altogether, through the increasing efforts of your paper among retailers to study the real science of successful business methods, and I know of no medium that can do us as much good, or give us greater help than The Canadian Grocer.

The employers are also finding out that a trained clerk is easily worth twice as much as a poor one, and as soon as this is discovered by the clerks they will do their best to compete for the higher salaries. But the question arises how can we get the training when the "boss" himself is not an accomplished merchant. While there are some splendid men in the retail business, there are also many who are no help whatever to a clerk who is anxious to improve in his work. Some of us love the retail business, like to serve the people, and would like, in time, to be store owners, and with this in view we find that we have to face the departmental stores, mail order houses, etc., and the only way we can hope to make our living, and a little money out of the work of our choice, we must become better prepared to fight our battles and this we can only get through good training and diligent work.

The country from one end to the other in spite of all the large stores, will demand the convenience of the ordinary retail stores, but it will take trained men who will be able to give the desired service in order to hold the most convenient system in the interests of the general public.

I hope therefore that the clerks who will be the future retailers of this country, will avail themselves of this opportunity and suggest other ways and means, through The Canadian Grocer which will fit us better for our present work, more profitable to our employers and prepare us for the positions we may be called on to fill through life.

HINTS TO BUYERS.

Information supplied by sellers but for which the editors of The Grocer do not hold themselves responsible.

For some weeks daily delight has been found in a cup of Ceylon tea, of the sort presented to the United States fleet while in Ceylon. Its character is so far above medium and ordinary grades that it dispelled a prejudice held against India and Ceylon tea on account of its sweetish flavor. This is not characteristic of high grade British grown tea, which is often of light color in the cup and possessed of an enticing aroma that not only pleases the palate, but gratifies the sense of smell. If dealers appreciated how much greater pleasure consumers derived from fine tea than from medium and ordinary grades, and would educate their trade to an appreciation of the great difference which exists between grades, they would increase their tea business and popularize the fragrant leaf. Then there is the unchallenged fact that one pound of Ceylon or India tea will make twice as many gallons of beverage as a like quantity of Japan or China sorts. At one dollar the pound a cup of the finest Ceylon or India tea will cost the consumer about one-third of one cent.—American Grocer.

Authentic Information on Western Conditions

Aid to Fish and Fruit Dealers in Matter of Freights—Okanagan Fruit Crops Somewhat Damaged—Saskatoon Clerks Want Half Holiday—Visit of United States Retail Grocers to Winnipeg—Regina Merchant Combating Mail Order Houses Successfully.

VANCOUVER.

June 1.—The event of the week is the sale of the lots in Prince Rupert townsite. The auction sale lasted five days, from the 25th to the 29th of May inclusive, and the prices realized, especially on the business portion, were beyond expectations . Reserves had been put on, but in all cases these figures were exceeded. Local opinion is that the prices went far too high, and that the speculative spirit was rampant. Certainly it shows how the future of the new terminus is regarded, and indicates the confidence of people in the development of British Columbia and the West.

The Pacific Coast Fisheries, composed of business men of this city, have brought here the first output of clams from their factory on the Queen Charlotte Islands. This company was organized recently and will engage in a general fishing business in the north, the intention being to use trawlers and utilize every portion of the catch, the fish products being canned and the remainder being turned into oil, guano, etc. The clam cannery is the first of the plants to get in operation, and the tins will now be supplied to the local trade.

Few changes are noted in prices this week. Strawberries so far have not been very good in quality, and are consequently high in price. To-day there are as as low as two boxes for 25c, but these are soft and small. The firmer berries are two for 35c. and there are qualities at 20c a box and even 25. Cherries still hold at 40c pound, with good quality. There is a temporary scarcity of tomatoes and, of course, the price is higher, there being an advance of $2 a crate.

F. R. Stewart & Co., produce wholesalers, are adding two stories to their warehouse on Water Street.

The transplanting of 1,800 lobsters in a pound constructed for the purpose on the southern coast of Vancouver Island has been successfully carried out by officials of the federal department. Heretofore, the shipments brought here have been placed without any special means of being taken to keep them in a restricted area. The result has been that the lobsters were lost sight of and only one or two specimens were ever discovered. Now it is proposed to keep close tab on them so as to see if they thrive. If they do, then further shipments will be brought West. The location is a favorable one, and the experiment will be watched with interest for it will go a long way toward deciding whether or not the lobster will propagate in Pacific Coast waters.

R. M. Palmer, Deputy Minister of Agriculture, has returned from his trip through the Okanagan, and states that because of the unusually cold weather of January and Spring frosts the crops of peaches and other stone fruits would be light this year. Neither will strawberries be as plentiful as in other years. Such a prediction was made the more sure because crops in similar varities in the States of Washington and Oregon were seriously injured. On the lower mainland, Mr. Palmer says, the prospects were good for apples, pears and plums. Throughout the interior, the apple crop would also be first-class except in cases where the trees have been permitted to overbear the previous year.

The Provincial Board of Horticulture held its quarterly meeting at Vernon so that the members could discuss with fruit growers on the ground the many matters of importance. Hon. R. G. Tatlow, Minister of Finance and Agriculture, was chairman. It was decided that in the future there should be a more thorough and sytematic inspection of nursery stock coming into British Columbia than had heretofore been attempted. It has always been the policy of the Government to have a strict system of inspection, but it is found that with increase in fruit pests outside the province further effort will be made to keep the orchards in British Columbia in condition to bear the best fruit. There has been received a large shipment of the insect destroyer known as Black Leaf, and the samples of this are being sent out by the Government to all secretaries of Farmer's Institutes and members of the Board of Horticulture. These experiments are made with a view to ascertaining what is the best insecticide for this province.

Nelson, B.C., is to hold a fruit fair in September next, and already considerable local interest is being taken in it. Merchants and manufacturing companies are offering many special prizes. The prize list will be issued early in July.

Following the protest made by manufacturers of canned goods in the Okanagan district, a reduction has been made by the C. P. R., which will enable the people here to compete with the canneries of Ontario. Up to the present, the rate from the Interior to the Coast has been about three-quarters of that from Ontario, but now conditions have been much ameliorated.

Another help is for the fish men, the Dominion Government having passed an order in council whereby a third of the express rates on fish from the Coast to the Prairie Provinces will be rebated. This will encourage Canadian industries and all the more so since it is supplementary to an order issued a few weeks ago forbidding the New England Fish Company, an American concern which has been operating in Vancouver, from passing for customs entry fish to be sold in Canada. Fishermen here say that if the Government would offer a bonus of a cent a pound on halibut, they could invade the Canadian market on equal terms with American competitors.

SASKATOON.

June 1.—A neatly trimmed window is to be seen this week in the Clinkskill store, on 21st Street. A specialty is made of Jell-o, which is abundantly displayed in square packets. Cartoons are strung from the ceiling, while sample cases and display cards add to the attractiveness of the window. On a big block of ice in the centre of the window a quantity of butter is shown, which gives the display a "cool" appearance. Wines, fruits and teas occupy the remainder of the space. The window was trimmed by F. H. Hall, of the Clinkskill staff.

The local Retail Clerks' Association have sent a signed petition to the city council asking that stores be closed at 12.30 on Wednesday afternoons during the months of July and August. Most of the merchants are in favor of the move, but some of them prefer having the half-holiday on Thursday afternoon. It is probable that the request of the clerks will be acceded to as the need of a half-day off is very much felt during the Summer months.

A money by-law to raise $30,000 for the purchase of a site for market buildings has been voted down by the majority of the citizens. A move is now on foot to rent temporary quarters, which can be used for a year or two. The want of a market is very much felt, as it would tend to increase the quantity of produce raised here, as well as reduce the price to the consumer. A fresher supply would also be assured.

WINNIPEG.

June 2.—Winnipeg was honored last week by a visit from a delegation of grocers from the Southern States. Sixty-five retailers arrived in the city on the morning of May 26, and were entertained during the day by a committee representing the local grocers, the Industrial Bureau and the Board of Trade. A special street car was chartered for the morning, and the party, about twenty of which were ladies, enjoyed a trip over every car line in the city. Before lunch a visit was made to the roof of the Union Bank Building, Winnipeg's only skyscrapper, and it was here that many remarks were passed relating to the magnitude of such a young

city. A special train brought the party, which consisted of the officers of the National Assosiation of Retail Grocers of America and delegates from Missouri, Arkansas, Texas, Oklahoma, Mississippi, Illinois and Minnesota, all well labelled. The train left St. Louis Monday over the Burlington route to St. Paul and then over the Soo line to Winnipeg. The party traveled to Vancouver over the Canadian Pacific and will then travel to Portland where they will attend the big convention of the Assosiation. A visit will also be paid to the Seattle Exposition. All along the line they have been given an enthusiastic welcome and each member is highly elated at the pleasure of the trip. The convention promises to be the most important to the grocery trade of the United States since there will be actions taken and arrangements made to take better care of the retailer. This will come from manufacturers, a number of them realizing the absolute necessity of protecting the retail grocer. A feature of the party is that L. F. Padberg, the candidate of St. Loiusians for National president and Thomas P. Sullivan, the nominee of the mob from Chicago and Illinois, are travelling in the same sleeping car, but the announcement is made that nothing untoward has happened between them so far on the journey.

E. D. Smith, of Winona, Ont., was in the city during the past week looking over the territory with the local agents, Mason and Hickey. It was interesting to Mr. Smith to note the development of the canned goods trade in this city, since he received his first order of a few cases from A. R. Christie about ten years ago.

L. A. Franks, son of James Franks, a grocer in Wapella, Saskatchewan, has taken a position in the office of Folley Bros. and Larson, in this city.

Thomas Reynolds, representing the Quaker Oats Company, has been assisting the local agent W. H. Escott, for several days.

REGINA.

June 1.—The weather has been splendid for the growing crops as it was fine and warm up to Friday. Since then we have had a heavy warm rain, which was beginning to be needed and if this is followed by some more fine weather the crops should advance rapidly. In conversation with some outside merchants recently, the general opinion is that the growing crops are practically as far advanced as they were a year ago, and are in splendid condition and as a result everyone is feeling hopeful.

Country retailers generally report business rather quiet on account of the farmers being still busy on their land. A seasonable amount of business is being done, however.

A very noticeable feature recently is the number of merchants adopting the cash system and nearly all report very satisfactory results. A country merchant, who was in the city recently, in conversation with the writer, was telling him that he had given considerable thought to the matter and through seeing a number of shipments from the Eaton Co. in the local freight and express offices had gone carefully into it, and as a result had in the 1st May advised all his trade that from that date he would do nothing but a cash business, and by doing so would be able to reduce his prices from five to ten per cent. all round. He reports the results so far as entirely satisfactory and says that in his opinion country merchants will have to adopt this system. He stated that it used to make him very sore when he would happen to be down at the station and notice express parcels from the mail order houses for some of his customers that he was carrying and they were sending their cash out of town. He went into the matter with several of them and showed them where, after paying express charges, they could have done better by buying the same goods from him. This is a matter that interests every country storekeeper, and if some of them would adopt the same policy that this man did, they would have a much better chance to combat the big city departmental stores.

The fine weather of the last week caused a large increase in the movement of fruit and local jobbers report a very satisfactory business in this line. The only new lines on the market this week are California cherries.

E. D. Smith, of Winona, accompanied by his son, spent a day here this week, and was very much surprised at the growth of the city since his last visit. He was also accompanied by Mr. Marshall, of the Mason & Hickey traveling staff.

Among the country merchants noticed in the city during the week were Mr. Ritchie, manager for J. E. Martin, of Milestone. Mr. Ritchie was attending the big muscial competition for Saskatchewan held here the latter part of last week and the first of this week. Mr. Palmer, of Lecky & Palmer, Chamberlain, was also here, and Mr. Balfour, of Balfour Bros., Lumsden. G. E. Watson, of Winside, was also in the city buying his opening stock for a store he is opening at that point. Lees & Toop were here also on the same errand. They are starting a grocery store in Moose Jaw.

J. Schacter, of Regina, has turned over the lease of his store on Eleventh Avenue to A. S. Gimpel, who started a grocery store there this week.

S. C. Burton, local manager for Cameron & Heap, Ltd., returned on Wednesday morning from Kenora, where he had been spending Victoria Day. He was called down there in connection with the opening of the firm's branch in Fort William. R. M. Alexander, who has been shipper for Cameron & Heap, Ltd., here for the past two years, left on Thursday evening for Fort William, where he is taking charge of this firm's warehouse.

The only features of note in this week's prices are the large advances on rolled oats and white beans, both of which have taken a decided jump.

MANITOBA MARKETS

(Corrected by Telegraph).

POINTERS—
Beans—Advanced prices.
Dried Apples—Prices declined.
Currants—Stocks low.
Oatmeal—Advanced prices.
Cornmeal—Advanced prices.

Winnipeg, June 3, '09.

Retailers report a busy week in the trade, and a revival in some lines that were almost despaired of for several weeks. The cereal market is very strong just now owing to the advanced, firm situation of the grain market.

A local miller made some interesting statements descriptive of the flour milling situation in Western Canada.

"There is undeniably a shortage of flour in Canada at present," he said. Despatches from Chicago, where the national millers convention is sitting, state that flour stocks are low all over the Union. There is a similar condition in Canada.

"As a matter of fact, all over Canada, including the west, the small mills are practically turning out no flour, and many of the mills that are not small are not running at present or are running on short time. In Ontario mills are very generally shut down. Those that are still running in various parts of the Dominion are using up their reserves of wheat. A few of the largest mills are buying wheat regularly still, supplementing their reserves."

"The explanation of this situation of course is the high price of wheat. Two days ago Winnipeg May wheat touched $1.30, and yesterday it closed at $1.27¼. At these prices wheat is much dearer than flour. The big mills would make money right now if they placed their wheat reserves on the market. It is the simple truth that flour prices, now are 30 cents below cost. Although flour prices are considerably higher than usual, they would have to be raised 40 or 50 cents more before the mills would be making any profit. The big mills that are running on wheat recently purchased are running at a loss.

"Every spring, when the price of wheat goes up, some of the smaller mills come to the large ones for flour. This is the case at the present time. I happen to know that many small mills that are not themselves running, are buying flour from the big mills, and if the big mills were so disposed, they could sell a great deal more than they are.

"In spite of the present shortage of flour, and the practical non-existence, outside of old reserves, of cheap milling wheat, there is not the slightest foundation for apprehension on the part of the Canadian public that the shortage will become serious. In a short time the growing crop will reduce the price of wheat. Those who fear that this will not be the case, can protect themselves by buying the October option, which is now selling around $1.08. At the worst, nothing can result but a rise

in the price of flour which would make milling reasonable at the high prices of wheat. Things will not go to the point of an actual scarcity of flour for consumption."

SUGAR—The market is firmer this week. No change is quoted in prices.

Montreal and B C. granulated, in bbls	5 00
" " in sacks	4 95
" yellow, in bbls	4 60
" " in sacks	4 55
Wallaceburg, in bbls	4 90
" in sacks	4 80
B.C. gunnies granulated, 5-18's to bale, per cwt	4 95
" " 5-20's " "	4 95
" icing	5 60
bar sugar	5 60
Icing sugar in bbls	5 60
" " in boxes	5 80
" " in small quantities	6 00
Powdered sugar, in bbls	5 35
" in boxes	5 55
" " in small quantities	5 85
Lump, hard, in bbls	5 90
" " in ½-bbls	6 00
" " in 100-lb cases	5 90

SYRUP AND MOLASSES.—The recently advanced prices remain quite firm but sales have fallen off very considerably. The maple products have taken the place of syrup as may be expected. We quote molassess by the gallon this week and at a slightly reduced price.

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	3 25
" " 5-lb tins, per 1 "	2 80
" " 10-lb tins, per ½ "	2 65
" " 20-lb tins, per ¼ "	2 70
" " ½ barrel, per lb.	0 04
" " Sugar syrup, per lb.	0 04
Beaver Brand, 2 lb tins, per 2 doz case	3 30
" 5 " " 1 "	3 80
" 10 " " ½ "	3 50
" 20 " " ¼ "	3 40
Barbadoes molasses in ½-bbls, per lb	0 04½
Porto Rico molasses in ½-bbls., per gal	0 60
Beaver Barbadoes molasses, ½ bbl., per gal	0 55
Gingerbread molasses, ½ bbl., per gal	0 40
New Orleans molasses, ½-bbls, per gal	0 36

MAPLE PRODUCTS.—The market continues favorable in syrup. Sugar has not moved well, and in many cases has sold for less than 13 cents per lb.

Sugar, per lb.	0 13½
Syrup, gallons ½ doz. to case, per case	6 60
" ½ " 1 doz. to case, "	7 20
" ¼ " 2 doz. to case "	7 50

FOREIGN DRIED FRUITS—Several of these commodities are very low in stock, and the general market is strong. We advance the prices on currants, apricots and dates.

Smyrna Sultana raisins, uncleaned, per lb.	0 07
" " " cleaned, per lb.	0 08½
Trenor's Valencia raisins, f.o.s, per case, 28's	3 05
" " 14's	1 00
" " selects " 28's	3 25
" " " 14's	1 15
" " layers " 28's	3 35
" " " 14's	1 25
California raisins, choice seeded in ½-lb. packages per package	0 05½
" " fancy seeded in ½-lb. packages per package	0 05½
" " choice seeded in 1-lb packages per package	0 06½
" " fancy seeded, 1-lb. packages, per package	0 07½
Raisins, 3 crown muscatels, per lb	0 05
" ¼ " "	0 0 ½
Prunes 90-100 per lb	0 0½
" 80-90 "	0 05
" 70-80 "	0 06½
" 60-70 "	0 08½
" 50-60 "	0 08½
" 40-50 "	0 08½
" 30-40 "	0 09
Silver prunes	0 09
Currants, uncleaned, loose pack, per lb.	0 07½
" dry cleaned, Filiatras, per lb.	0 08
" wet cleaned, per lb.	0 08½
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 08½
Pears, per lb.	0 08½
Peaches, standard, per lb	0 07½
" choice	0 08
Apricots, standard, per lb.	0 13½
" choice, per lb	0 14½
Plums, black pitted, per lb	0 11½
Nectarines, per lb.	0 09½
Dates, new, per lb.	0 07

RICE AND TAPIOCA.—Rice continues to move in all brands. Tapioca is also firm.

Japan rice, per lb.	0 04½
Patna "	0 04½
Rangoon rice per lb.	0 03½
Tapioca, per lb	0 04

HONEY.—Stocks in all honeys are low. The market in its strained product is firm. The section honey will soon be coming in large quantities.

Honey, 2½ lb. tins, in case 24	8 85
" 5 " " 12	8 75

BEANS.—Last week's advanced prices remain firm. In some instances they are selling above the following prices.

3-lb picker, per bushel	2 67
Prime white, per bushel	3 7

POT AND PEARL BARLEY.—We cannot quote advances on the following prices, but the market is very firm and the prices have been advanced by a few wholesalers.

Pot barley, per sack	2 70
Pearl barley, per sack	3 90
" per ½ sack	2 05

BROOMS. — Fibre broom samples have been scattered over the city and a few orders underrating the corn broom prices have been secured. Corn brooms will likely soon decline and relieve the rather strained situation.

NUTS.—Sales are moderate, and the market is rather weakened. We quote last week's prices.

Shelled Walnuts, in boxes, per lb	0 26
" " small lots, per lb.	0 28
" Almonds in boxes, per lb.	0 28
" " small lots, per lb.	0 30

ROLLED OATS.—These continue to steadily advance. About 13 cents is the advanced quotation this week. Cereals are all very firm.

Rolled oats, 80 lb sacks, per 80 lbs	2 60
" 40 " " 80	2 85
" 20 " " 80	2 90
" 8 " " 80	3 20

CORNMEAL.—An advance of five cents is recorded.

Cornmeal, per sack	2 10
" per ½ sack	1 10
" per bale (10, 10's)	2 40

QUAKER OATS.—These are all selling firmly. Breafast foods are on the advance this week.

Family size	5 00
Quaker oats, 36 packages	3 50
Quaker toasted cornflakes, 24 pkgs.	2 00
Pettijohn breakfast food, 18 pkgs.	2 25
Puffed rice in bbls, per lb.	0 22

TUBS.—Prices unchanged.

Eddy's tubs, No 0. per dozen	11 25
" " " 1 " "	9 10
" " " 2 " "	7 50
" " " 3 " "	6 40
" " nests of 3, No. 0, 1, 2, per nest	2 35
" " " 3, No. 1, 2, 3 per nest	1 95
" " " 4, No. 0, 1, 2, 3, per nest	2 85

CANNED GOODS.—Prices are anything but uniform. If the market continues open profits will also continue to be sacrificed.

	Group No. 1	Group No. 2 & 3
Apples—3's standard, per case	$2.44	$2.34
" gals, standard, per case	1.55	1.52½
Cherries—Red, pitted, 2's	4.13	4.03
" black, pitted, 2's	4.13	4.03
" white, pitted, 2's	4.33	4.23
Currants—Red, 2's	4.13	4.03
" black, 2's	4.13	4.03
Gooseberries—2's	4.53	4.43
Lawtonberries—2's	4.13	4.03
Peaches—Yellow, 2's	4.13	4.03
" yellow, 3's	6.54	6.44
" pie, unpeeled, 3's	3.34	3.24
" pie, unpeeled, gals	2.42½	2.40
" pie, peeled, gals	3.30	3.27½
Pears—Flemish Beauty, 2's	3.63	3.53
" Flemish Beauty, 3's	4.74	4.64
" Globe 1.s., 2's	2.73	
" Globe 1.s., 3's	4.14	
Plums—Damson 1.s., 2's	2.23	3.13
" Lombard 1.s., 2's	2.23	3.13
" Green Gage 1.s.	3.03	2.93
Raspberries—Red, 2's	4.13	4.03
" red, gals	3.80	3.77½
" black, 2's	4.13	4.03
" black, gals	3.80	3.77½
Strawberries—2's	4.13	4.03
" gallons	3.80	3.77½

GREEN FRUITS AND VEGETABLES.—The majority of vegetables have declined in price. Tomatoes are firmer than last week, and we quote an advance of 50 cents per case on the Forida grown. Apples are very scarce.

Celery, Cal., per doz	0 90
Tomatoes, Florida, per case	4 00
Lettuce, per doz	0 30
Radishes, per doz.	0 30
Parsley per doz	0 30
Oranges, per box	3 25 3 75
Lemons "	4 00 4 50
Bananas, per bunch	2 50 3 50
Strawberries, per case, 24 qts.	4 25
Pineapples, per crate	3 50 4 50
Apples, Wash box, Ben Davis	3 00

MEATS.—Pork and beans have advanced 10, 18 and 22 cents on 1's, 2's and 3's respectively. The advanced bean market has caused this change. Meats are quite firm.

Clark's 1 lb., pork and beans, plain, per case	2 50
" 2 " " " " "	2 08
" 3 " " " " "	2 88
" 1 " tomato sauce, per case	2 55
" 2 " " "	2 08
" 3 " " "	2 68
" 1 " Chili "	2 55
" 2 " " "	2 08
" 3 " " "	2 68
Soups, per doz.	1 20
Corned beef 2's per doz.	2 70
" " 1's "	1 50
Roast beef	
" 1's, per doz	1 50
" 2's. "	2 70
Potted meats, ½'s, per doz.	0 55
Veal loaf ½ lb., per doz.	1 25
" 1 lb. "	2 35
Ham loaf ½ lb. "	1 25
" 1 lb. "	2 35
Chicken loaf ½ lb. "	1 25
" 1 lb. "	2 50
Lunchtongue 1's, "	3 30
Sliced smoked beef ½-lb. tins, per doz.	1 55
" 1-lb. tins, "	2 65
" " 1-lb. glass, "	2 45
English brawn, 1's, per dozen	1 60
" 2's, "	2 75
Cambridge sausage, 1's, per dozen	1 85
" " 2's "	3 15
Geneva sausage 1's, per dozen	2 00
" " 2's "	3 65
Boneless pigs feet, 1's, per dozen	1 65
" " " 2's "	2 75
Lunch tongue, 1's, per dozen	3 30
" " 2's "	6 60
Paragon ox tongue, 1½'s, per dozen	7 35

EGGS.—The warm weather of the past few weeks has brought a good supply of eggs to the city from local centres. The jobbing price is quite steady at 18 cents per dozen.

BUTTER.—The market is somewhat weaker in all butters. Choice creamery is jobbing locally for 24 cents per pound. Dairy is moving freely from 14c to 16c per pound.

Canadian General Markets and Market Notes

See also Provisions, Cereals and Fruit, Vegetables and Fish Departments on pages following.

QUEBEC MARKETS

POINTERS—
Molasses—Advance of 2c.
Sugar—Market steady.
Coal Oil—Drop of 1c.
Tea—Japans scarce.

Montreal, June 3, 1909.

Wholesalers are doing a satisfactory business, good shipments being made, chiefly by water to local points, and by rail and water to more distant centres.

Sugar is steady this week. Molasses have advanced two cents. Beans continue very high, Austrians having advanced since last week. Peas, too, are away out of sight. Supplies of both beans and peas are very slight. Dried fruits are slow. Reports state that a good crop of Valencia raisins is in sight in Spain, provided the critical stage is successfully passed through. Evaporated apples are quiet. Coal oil is one cent a gallon lower. Salt has not been selling well at all, but dealers anticipate a good business during June, July and August. Japan teas are scarce. The first of the new crop arrived in Montreal this week. Collections are satisfactory.

SUGAR—Crystal Diamond sugar is quoted lower this week, barrels being 40c easier, and the cartoons 2½c lb. Sugar is steady. The volume of trade passing is not large.

Granulated, bags	4 45
" 20-lb. bags	4 65
" Imperial	4 20
" Beaver	4 20
Paris lump, boxes, 100 lbs	5 45
" " " 50 lbs	5 55
" " 25 lbs	5 75
Red Seal, boxes	0 35
Crystal diamonds, bbls	5 35
" " 100 lb. boxes	5 45
" " 50 lb. "	5 55
" " 25 lb. "	5 75
" " 5 lb. cartoons	0 3½
Extra ground, bbls	5 00
" " 50-lb. boxes	5 20
" " 25-lb. boxes	5 40
Powdered, bbls	4 80
" 50-lb. boxes	5 00
Phoenix	4 55
Bright coffee	4 50
No. 3 yellow	4 40
No. 2 "	4 30
No. 1 " bags	4 15

Bbls. granulated and yellow may be had at 5c above bag prices.

SYRUPS AND MOLASSES — Molasses advanced two cents last Saturday. Reports from the Barbadoes state that the stock there is well cleaned up. In Canada the situation is somewhat relieved through the large sales of fancy molasses made by Barbadoes firms to American houses. The Spheroid, a Reford boat, arrived in Montreal Tuesday with 2,000 puncheons, and 200 hogsheads of molasses. A previous Reford boat, the Salybia, brought 1,000 puncheons and 200 tierces to Montreal. Importations so far have not been nearly up to last year for the same period.

Fancy Barbadoes molasses, puncheons	0 39 0 40
" " " barrels	0 41 0 43
" " " half-barrels	0 43 0 45
Choice Barbadoes molasses, puncheons	0 41 0 43
" " " barrels	0 44 0 46
" " " half-barrels	0 46 0 48
New Orleans	0 32½ 0 35½
Antigua	0 36½
Porto Rico	0 40
Corn syrup, bbls	0 0
" ½-bbls	0 03½
" ¼-bbls	0 03½
" 50½ lb pails	1 75
" 25 lb pails	1 25
Cases, 2 lb tins, 2 doz per case	2 40
" 5-lb. " 1 doz. "	2 75
" 10-lb. " ½ doz. "	2 65
" 20-lb. " ¼ doz. "	2 60

DRIED FRUITS—Sultana raisins are going a-begging at prices surprisingly low. Valencias are slow, trade being quiet. The usual amount of business which is done at this season of the year is passing, but little special interest is displayed in the lines quoted hereunder.

Figs—	
Tapnets	0 03½ 0 05
Etemes	0 08 0 14
Dates—	
Hallowees, per lb	0 05 0 06
Sairs, per lb	0 05
Malaga Raisins—	
London layers	2 25
"Connoisseur Clusters"	2 50
" ½-box	0 75
"Royal Buckingham Clusters," ½-boxes	1 50
" boxes	2 75
"Excelsior Windsor Clusters"	5 75
" ¼s	1 60
Australian raisin	0 07 0 08
California Raisins—	
Fancy seeded, 1-lb. pkgs	0 08 0 09
Choice seeded, 1-lb. pkgs	0 07½ 0 08½
Loose muscatels 3 crown	0 08 0 09
" 4 crown	0 09 0 10
California Evaporated Fruits—	
Apricots, per lb	0 12 0 14
Peaches, "	0 11 0 14
Pears, "	0 13
Prunes—	per lb
Prunes 25-lb. boxes, 30-40s	0 10 0 12
" " " 40-50s	0 09 0 10
" " " 50-60s	0 08½ 0 10
" " " 60-70s	0 08 0 08½
" " " 90-100s	0 07
Currants, fine filiatras	0 06 0 07
" Patras	0 07½ 0 08
" Vostizzas	0 08 0 09

TEA—Cable advices from Japan are to the effect that owing to many parties buying early teas for rush shipment to the United States before the duty is advanced the market has advanced considerably. Cables state further that the quality of teas arriving from the country has deteriorated somewhat owing to the large pickings. Future prices depend largely upon the outcome of the present discussion relative to a duty on teas going into the United States. The first new Japan teas to arrive in Canada reached Montreal yesterday. They should have arrived here last week, but delays in transportation kept them back. Few of these teas are used here, but such as have come forward are quite up to sample quality, and satisfactory to purchasers. The local situation in Japans has not changed. Stocks are practically nil, especially in the lower grades. Other teas are moving satisfactorily, but nothing special is being done.

Choicest	0 40 0 50
Choice	0 35 0 37
Japans—Fine	0 31 0 35
Medium	0 25 0 28
Good common	0 22 0 25
Common	0 20 0 22
Ceylon—Broken Orange Pekoe	0 21 0 40
Pekoes	0 20 0 22
Pekoe Souchongs	0 20 0 22
India—Pekoe Souchongs	0 19 0 20
Ceylon greens—Young Hysons	0 20 0 25
Hysons	0 20 0 22
Gunpowders	0 19 0 25
China greens—Pingauey gunpowder, low grade	0 14 0 18
" " pea leaf	0 21 0 30
" " pinhead	0 30 0 50

COFFEE—Fair trade is passing and values are unchanged.

Mocha	0 18½ 0 25
Rio, No. 7	0 09 0 11
Santos	0 13 0 15

SPICES—It is a little early for brisk trade in pickling spices, but some nice orders are being taken. Other lines are in demand as much as they ever are at this time of year.

	Per lb.
Peppers, black	0 14 0 20
" white	0 20 0 27
Ginger, whole	0 15 0 20
" Cochin	0 17 0 20
Cloves, whole	0 18 0 20
Cloves, ground	0 20 0 25
Cream of tartar	0 23 0 32
Allspice	0 13 0 18
Nutmegs	0 30 0 60
Cinnamon, ground	0 15 0 19
" whole	0 14 0 16

BEANS AND PEAS—Bearish reports published by some papers on the bean situation of late are not being verified. Offerings are very small. Shippers have really nothing worth while to offer, even at the attractive prices intending purchasers are willing to pay. Austrian beans, which were gong to break the market, in the opinion of many bears, are selling this week at only 5c below Ontarios, the selling price being based on present purchasing figures in Austria. Higher quotations for all beans would not surprise conservative people. As may be imagined, there is not much trade at the prices that rule.

Peas are also quite high, and climbing. At present quotations peas are a good buy. Inquiries are coming in from all sides, but most purchasers wish to pay the old figures. The market being strong, holders will not part with their stock under ruling prices. The stock held is small, and, as there will be nothing new on the market until the end of September, when the presently growing crop is shipped, firmness may be expected to characterize the market for the next four months. Brokers have sold at high as $1,45, car lots on track. Before the new peas are on sale prices may reach $1.60, car lots on track, which would mean $1.75 to the dealer, at least.

Ontario, prime p a beans	2
Austrian beans	2 10
Peas, boiling	1 60

MAPLE PRODUCTS—Only a fair business is being done in maple products, owing to the warmness of the weather.

Compound maple syrup, per lb	0 04½ 0 05
Pure Townships sugar, per lb	0 07 0 08
Pure syrup, 8½lb. tin	0 60 0 65
" " 10½ lb. tins	0 70 0 75

EVAPORATED APPLES — Holdings are extremely light. Inquiries from western Canadian points are reported. Buyers in the West are willing to pay good figures, which makes those who hold any stocks here firm in their views. Advanced prices are anticipated.

Evaporated apples, prime	0 07

It is intelligent, concentrated and persistent effort that wins success in advertising campaigns.

CANNED GOODS

Montreal.—A fair trade is being done in canned fruits and vegetables. Stocks held are not too large. New prices are likely to be late this year, according to reports going the rounds. French peas are up $1 a case. The crop in France will be short this year.

Toronto.—The season for canned fish is almost on and already salmon is moving fairly well. Every order from the wholesalers has its canned goods, including a good supply of fruits, principally apples.

Prices of canned goods for this year will probably be known before the end of the month. It is reported that peas, which will now soon be known, will not be placed at a high figure on the list. Peas and corn are now scarce and tomatoes are liable to be the same.

ONTARIO MARKETS

POINTERS—

Sugar—Decline In Some.
Molasses—Prices Firmer.
Beans—Advance.
Evaporated Apples—Stocks Low.
Apricots—Good Sellers.

Toronto, June 3, '09.

Wholesalers engaged in the general grocery lines are pleased with the present business, but of course would be willing to handle more. Almost all state that the trade is picking up generally speaking although in the first lines there is not much doing. Collections are coming along nicely and a better tone is exhibited in this account.

The chief interest during the week has been in beans, evaporated apples and biscuits. The former are getting very low and it is difficult to secure them even at the prevailing high prices. Evaporated apples are also running low with a good demand. Quite a number have been sent to New York either for consumption there or for shipment across to Germany.

The sugar market is a trifle weaker than a week ago with a decline announced in St. Lawrence Crystal Diamonds as will be seen by the quotations. Dried fruits, particularly apricots, Valencia raisins and prunes, are selling well.

SUGAR.—The market is steady and if anything a little easier than last week. Prices on Crystal Diamond sugars have declined since a week ago due to local causes.

St. Lawrence "Crystal Diamonds," barrels	5 45
" " " half barrels	5 55
" " " 100 lb boxes	5 65
" " " 50 lb. boxes	5 75
" " " 25 lb. boxes	5 95
" " " cases 20-5 boxes	7 60
" " Dominos, cases 20-5 boxes	7 60
Paris lumps, in 50-lb. boxes	5 75
" in 100-lb. "	5 65
" in 25-lb. boxes	5 95
Red Seal	7 10
St. Lawrence granulated, barrels	4 70
Beaver granulated, bags only	4 30
Redpath extra granulated	4 70
Imperial granulated	4 30
Acadia granulated, (bags and barrels)	4 60
Wallaceburg	4 60
St. Lawrence Golden bbls	4 31
Bright coffee	4 60
No. 3 yellow	4 50
No. 2 "	4 40
No. 1 "	4 30

Granulated and yellow, 100-lb. bags 5c. less than bbls.

SYRUPS AND MOLASSES.—So far as syrups are concerned there is very little doing. Molasses are also moving slowly "despite the hot weather." Nevertheless prices are stiffening in view of short holdings in the Barbadoes. There is now practically no cheap molasses on the market except that coming from the West Indies.

Syrups—		
Medium	0 30	0 35
Bright	0 40	0 45
	Per case.	
2 lb. Tins, 2 doz. in case		2 50
5 " " "		2 85
10 " " "		2 75
20 " " " "		2 70
Barrels		0 03½
Half Barrels		0 03¾
Quarter "		0 03¾
Pails, 38½ lbs. each		1 80
" 25 " "		1 30
Maple syrup—		
Gallons, 6 to case		4 80
½ " 12 "		5 40
Quarts, 24 "		5 40
Pints, 24 "		3 60
Molasses—		
New Orleans, medium	0 31	33
" bbls	0 29	0 31
Barbadoes, extra fancy		0 45
Porto Rico	0 45	0 63
West Indian	0 31	0 [illegible]

TEA AND COFFEE.—Quietness prevails in both the tea and coffee markets, brokers reporting little movements.

DRIED FRUITS.—There is a scarcity in some sizes of prunes, the demand being good. Apricots are good sellers and just now prices are firm in view of decreasing stocks. More, however, are coming on soon. Choice are quoted a little higher than before. Currants are firm but no changes in prices are quoted. Valencia raisins have been splendid sellers this spring. Brokers claim to to have had an exceptionally good spring. One stated that it was the best he ever had.

Prunes—		Per lb.
30-40's, 25-lb boxes		0 10½
40-50's, 25-lb. boxes		0 09½
50-60's " "		0 08½
60-70's " "	0 07	0 07½
60-70's, 50-lb. boxes		0 07½
80-90 " "		0 05½
90-100 " "		0 06½
Apricots—		
Standard		0 12
Choice, 25-lb boxes	0 13	0 13½
Fancy, " "		0 15
Candied and Drained Peels—		
Lemon	0 10 0 11	Citron 0 17 0 20
Orange	0 10½ 0 12	
Figs—		
Elemes, per lb	0 08	0 10
Tapnets, "	0 03½	0 04
Bag Figs	0 03½	0 04
Dried peaches	0 07½	0 08½
Dried apples		0 07½
Currants—		
Fine Filiatras	0 06½ 0 07	Vostizzas 0 08½ 0 09
Patras	0 08 0 08½	
Uncleaned, ½c less.		
Raisins—		
Sultana	0 07½	0 09
" Fancy	0 11	0 12½
" extra [illegible]	[illegible]	[illegible]
Valencias	[illegible]	0 [illegible]
Seeded, 1-lb packets, fancy		0 08
" 16 oz. packets, choice		0 08
" 12 oz. " "		0 07
Dates—		
Hallowees 0 05½	Fards choicest	0 08
Sairs 0 05	" choice	0 07½

NUTS.—So far as shelled nuts are concerned trade is good although retailers are only buying in small quantities.

Almonds, Formigetta		0 12½
" Tarragona		0 13
" shelled	0 30	0 31
Walnuts, Grenoble		0 14
" Bordeaux		0 11
" Marbots		0 12
" shelled		0 [illegible]
Filberts		0 10
Pecans	0 16	0 18
Brazil's		0 16
Peanuts	0 10	0 12

RICE AND TAPIOCA.—This is the season for rice and tapioca and the demand is increasing. Both are popular foods in hot weather.

	Per lb.
Rice, stand. B	0 03½
Standard B, from mills, 500 lbs. or over, f.o.b., Montreal	2 95
Rangoon	0 03½ 0 03¾
Patna	0 05½ 0 05¾
Japan	0 05½ 0 05¾
Java	0 06 0 07
Sago	0 05 0 06
Seed tapioca	0 06
Tapioca, medium pearl	0 04½

BEANS.—Wholesalers and brokers interested all want to talk about the bean market this week. The prices of white beans have gone away up and stocks are getting exceedingly low. Even at the high prices the demand is good. The price of beans has caused advances in tinned pork and beans in most cases.

Beans, hand picked	2 50	2 60
" prime No. 1, "	2 40	2 50
" Lima, per lb		0 07½

EVAPORATED APPLES.—There is a scarcity of evaporated apples noticeable due to export to New York and good demand here. Prices are observed to be higher in consequence, selling to the retail trade now at about 7½ cents. Stocks are nearly exhausted in Ontario and there is good enquiry from the West.

WITH OLD COUNTRY AGENCIES.

C. E. Choat, of Halifax, N.S., has returned from England with appointments as representative in the Maritime Provinces of several British houses. He will sell in that district Twining's teas, Chas. Southwell & Co.'s jams, jellies, marmalade, etc.; Bryce Robarts & Co.'s grocers' chemicals, and dried fruits, etc., exported by a Valencia house; Fredk. Fisher & Sons, London; Halton, Limited; Uddington Scotland; Grattan & Co., Limited, Belfast, Ireland; John Jeffrey & Co., Edinburgh, Scotland; Alfred Morton & Co., Bordeaux, France; and J. T. Benkers, Schiedam, Holland.

TRADE NOTES.

Jno. Knight, general manager of the Campbell Milling Co., died on Wednesday of this week.

The Fremona, the fourth fruit boat of the season, arrived in Montreal on Tuesday. She carried 2,985 boxes, and 79 half boxes of oranges and lemons from Catania, and 1,227 boxes, and 325 half boxes from Palermo.

It was announced, this week, that the amalgamation of independent canners under contemplation for some weeks did not materalize. This, it is understood was owing principally to the decision of one of the firms interested.

W. H. Millman, of W. H. Millman & Sons, grocery brokers, Toronto, accompanied by Mrs. Millman, will leave to-morrow (Saturday) morning on a two months' pleasure trip. They will go to the coast via Fort William, Winnipeg, Edmonton and Calgary, after which they will visit in Seattle and the large Californian cities before returning home.

The Grocer's Encyclopedia From Week to Week

The History of Rice Cultivation And The Present Methods In Use—Many Varieties Grown—Yields Best On The Lowlands—Its Value As a Food—Mode of Transplanting.

WHITE RICE.—One authority states that rice originated from a wild plant called in India, Newaree or Nivard. It is said to grow on the borders of lakes, in the Circars and elsewhere in India, and is also native in tropical Australia. The rice plant is an annual grass with long glabrous leaves, each provided with a long sharply pointed ligule. The cultivated varieties are extremely numerous, some kinds being adapted for marshy land, others for growth on the hill-sides. The cultivators make two principal divisions, according as the sorts are early or late. Other subdivisions of the plant depends upon the habits of its growth, the presence or absence of an awn, the colour of the grain, and other particulars. Rice has been cultivated from time immemorial in tropical countries. Many believe rice to be a native of China. It was, however, very early cultivated in India, in some parts of which country, as in tropical Australia, it is indigenous.

Some Early History.

It is not mentioned in the Bible but is referred to in the Talmud. Egyptian remains reveal no trace of the plant. There is no trace of it as a native plant among the Greeks, Romans or ancient Persians. It was cultivated in the Euphrates valley and in Syria four hundred years before Christ. It is thought that rice was introduced into Persia from India about the same time.

The plant was taken into Spain by the Arabs, under the name of "Aruz"—the arros of the Spanish and the "rizo" of the Italian, from which we derive our word rice. It was first cultivated in Italy near Pisa in 1468. It was introduced into Carolina in 1700, and then it is said by accident, although at one time the Southern United States, furnished a large proportion of the rice introduced into commerce.

This plant possesses a multitude of varieties. The minute nomenclature applied to rice in India, the Malay and Philippine Islands, seem to point to great antiquity in the culture of this cereal. Rice is one of the most important articles of food in all tropical and subtropical countries and is one of the most prolific of all crops. Rice yields best on low lands subject to periodic inundations, and thus enriched by alluvial deposits.

It is sown broad cast and in some cases is transplanted after a fortnight or three weeks. It may be said that the soil best adapted for rice is ill suited for any other crop. No special tillage is required but weeding and irrigation are requisite.

Construction of the Grain.

Rice in the husk is known as "paddy." On cutting across a grain of rice and examining it with a microscope, first the flattened and dried cells are seen and then one of two layers of cells elongated in a direction parallel to the direction of the seed which contains the gluten or nitrogenous matter. Inside these, and forming by far the largest amount of the seed are the little cells filled with very numerous and very minute angular starch grains.

Rice is not so valuable as a food as some other cereals, inasmuch as the proportion of nitrogenous matter is less but it is more nutritive than tapioca or sago. In spite of this, however, it forms a large part of the food of the Chinese and other Oriental peoples. It is valued highly in Europe and America, as a light dessert food, and is largely used in hospitals for invalids in view of its easily digestible nature.

In Greater Demand.

Every year the consumption of rice increases, and its dietetic value becomes better known. It is in high favour as a summer food. A reecnt consular report of the American trade representative at Bangkok, gives some information of a decidedly interesting character regarding Siamese rice, and an exhibition of rice products which has recently been held at Bangkok.

"The first national exhibition of Siam rice was opened on March 11, 1909, by the Crown Prince of Siam, in the Temple of Siddharta, one of the best specimens of Siamese ecclesiastical architecture. The main features of the structure are two large quadrangles inclosing a central building which contains the chief image of the Buddha. The rice exhibitions were arranged in tiers at the foot of vast rows of more than life-size figures of the Buddha. There were nearly 3,000 separate exhibits from the various parts of Siam. Each district's exhibits were put together, the exhibitor placing his rice in a neat little bamboo basket, sack, or glass jar, according to his taste. the whole making a pleasing variety and showing much skill and ingenuity in make-up. Each receptable was plainly and neatly labeled as to its owner, district, kind of rice, etc. The prizes for the best rice in each district were: Best, 400 ticals (1 tical equals about 36 cents); second best, 200 ticals; third best, 100 ticals. The first prize and a silver vase will be awarded to the exhibitor of the best rice in the show. The trophy remains in the custody of the high commisioner of the district of the winning cultivator, and is held for one year. Won three times it becomes the absolute property of the winner. The judges award a maximum of 90 marks, made up as follows: Long grain, 10; size of grain, 10; clearness, 10; whiteness of grain, 10; thinness of husk, 10; thinness of case under husk, 10; luster, 10; regular size, 10; and weight, 10.

ASKING, NOT ADVERTISING.

An old darkey was told if he asked he would receive. He prayed, "O Lord! Please send me a chicken." The next morning he looked for an answer to his prayer, but there was no chicken. He prayed again, "O, Lord! Please send me a chicken." The following morning he was again disappointed. Then he prayed, "O Lord! send me to a chicken," and then his prayer was answered.

If your advertising is nothing more than asking for trade, it is of little value.

You must show your ability to "deliver the goods."



Sells When Seen

Have Fels-Naptha soap in a prominent place where your customers cannot fail to see its attractive wrappers and they'll buy it steadily, without persuasion, because that wrapper reminds every one of them of soap that is satisfactory.

You Know It.

"Is Good Tea."

You and all your customers know what brand it is.

Very easy to sell a brand of tea so universally known as "good tea."

It will pay you to ask every customer to

Try a Package.

ESTABLISHED IN 1842

CANNED PEAS

Some wholesale firms and jobbers are out of peas.

WE HAVE THEM

In the following lines:

Little Chief	**Simcoe**
Log Cabin	**Boulter**
Auto	**Lakeport**
Aylmer	**Thistle**

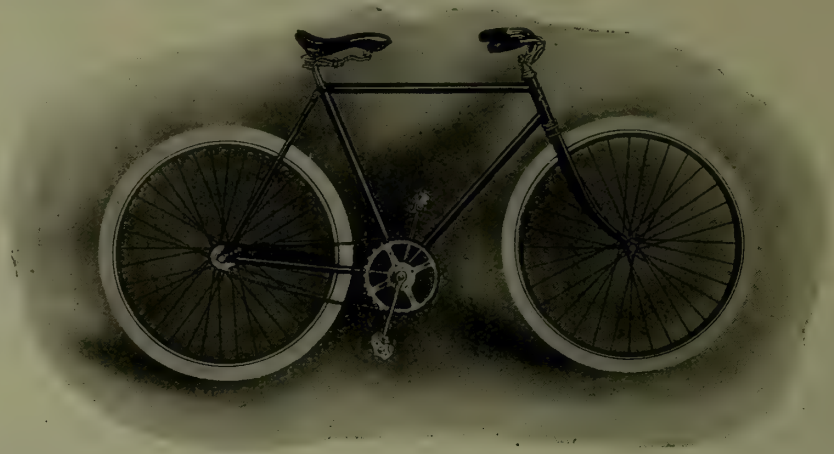
Either "Standard," "Early June," "Sweet Wrinkle" or "Extra Sifted"

GET OUR PRICES. THEY WILL INTEREST YOU.

L. Chaput, Fils & Cie., Wholesale Grocers and Importers **Montreal**

FOUND!

The Publishers of Busy Man's, always on the alert for the greatest value possible in the prizes they offer, have happily struck on a genuine "scoop" for the rider who knows and appreciates a good wheel.



MODEL 88, "IMPERIAL"

	Regular	Option
Frame	22-inch	20, 24 and 26-inch
Finish	Black	
Chain	3-16 inch. Block.	
Gear	77	72, 80, 87.
Handle-bar	No. 20, Adjustable.	
Pedals	Rubber 3¾-inch	3¾-inch or 4½-inch Rat Trap.
Cranks	7-inch.	
Saddle	No. 15	No. 14, 11, 17.
Tires	1½-inch Dunlop	1 5-8-inch Dunlop or Hartford single tube
Wheels	28-inch, with striped rims.	

This cut shows the "Imperial", Model 88, made by the Canada Cycle & Motor Co., Ltd. Toronto, equipped with Hercules, or New Departure Coaster Brake. See specification for details of its strictly high class ensemble.

This wheel or Ladies' "Imperial", Model 87, (same material and equipment) will be sent to anyone sending only 32 new full-year, paid-in-advance subscriptions to Busy Man's (two six-months or four three-months subscriptions will count as one full-year order).

You may have your choice of any height of frame from 20 in. to 26 in.; any gear from 72 to 87, any of four designs of saddles; 1 1-2 in. or 1 5-8 in. Dunlop or Hartford single tube tires.

This wheel is worth hustling for, and any hustler can win it in a few weeks; only 32 subscriptions make it yours. Fill in the attached slip and send it to us and we will send you a sample copy of Busy Man's Magazine, and order book.

THE BUSY MAN'S MAGAZINE

.....

The Busy Man's Magazine,
10 Front Street East,
Toronto. Canada.

Gentlemen;— I would like to win one of the Imperial Bicyles you offer for 32 new, paid-in-advance subscriptions to Busy Man's, Please send me sample copy and order book, and I will do my best to win. I agree to report progress once a week.

Name.....

Street.....

Place.....

Every Day There is Fresh Evidence of the Greatness of the West

The vastness of its agricultural resources is just beginning to be realized. Are you desirous of taking advantage of them, of sharing in the boundless wealth and prosperity of the people?

Manufacturers, shippers and jobbers of Great Britain, Eastern Canada and elsewhere may do so by writing us. We point the way and introduce your goods.

If satisfactory, we will be pleased to act as your representatives.

At Winnipeg, Calgary and Edmonton we have three large track warehouses. Let us serve you. We will be pleased to open negotiations.

NICHOLSON & BAIN

Wholesale Commission Merchants and Brokers

WINNIPEG CALGARY EDMONTON

Storage for all classes of Merchandise. Also Cars distributed at Calgary, Winnipeg and Edmonton.

Thurston & Braidich

128 William Street NEW YORK CITY

Direct Importers of

VANILLA BEANS
TONKA BEANS
GUM TRAGACANTH
GUM ARABIC

Winnipeg Representative,

W. H. Escott

Wholesale Grocery Broker

141 Bannatyne Ave., East

R. B. Wiseman & Co.

123 Bannatyne Avenue East WINNIPEG, MAN.

Warehousemen, Forwarding Agents and Wholesale Brokers

We make a specialty of distributing car lots. Goods stored at reasonable prices. Our facilities are unequalled. Warehouse situated in the wholesale district. Consign your cars to us, and we will look after everything. This is our business, having been established for years. If interested, we will gladly furnish you with a list of satisfied customers.

Reference—Bank of Ottawa, Winnipeg

COUNTER CHECK BOOKS

"Get The Best"

LOBLAW CREDIT SYSTEMS

The CARTER-CRUME COMPANY, Ltd

TORONTO and MONTREAL

YOU ARE NOT

Gambling

When you order our

Hams

Rolls

Backs

Breakfast Bacon

They bring repeat orders

The Wm. Ryan Co.
LIMITED
70-72 Front St. East Toronto

ICE CREAM SALT

A very useful article at this season of the year. That which we are selling is mined from the rock and lasts a great deal longer than salt pumped from the well and then evaporated.

F. W. Fearman Co.
LIMITED
HAMILTON

THE MOST ECONOMICAL SHORTENING

EASIFIRST



EASIFIRST

Made under Government Inspection in Canada's Finest Packing Plant.

GUNNS Limited - Toronto

EVERYTHING IN SALT

We manufacture the Best, Cleanest and Purest for all uses. Our

PURITY BRAND

for table and dairy purposes never fails to give satisfaction. Manufactured by

THE WESTERN SALT COMPANY, Limited
MOORETOWN : : ONTARIO

Write us for samples and prices.



Talking to the Point

CLASSIFIED WANT ADS get right down to the point at issue. If you want something, say so in a few well-chosen words. Readers like that sort of straight-from-the-shoulder-talk, and that is the reason why condensed ads are so productive of the best kind of results.

CLASSIFIED WANT ADS are always noticed. They are read by wide-awake, intelligent grocers, who are on the look-out for favorable opportunities to fill their requirements.

TRY A CONDENSED AD IN THE CANADIAN GROCER.

Produce and Provision Situation of the World

Why Eggs are maintaining the Present High Price — Cold Storage Accounts for the Present Situation—Price of Hogs Near the Limit—May Cheese Not up to Standard.

It is the common opinion of packers that hogs, although still very scarce, have reached the limit. The market for cured meats is already strained, and cannot stand a higher pressure. While the demand is still good, there are indications of a gradual decrease in the consumption.

If it were not for the excellent plants with which our dealers have equipped themselves, at very great expense, to take care of all kinds of farmer's produce, butter and eggs would, in all probability, be very much lower. Years ago when they did not have these facilities, these products had to be sold on arrival, but now the surplus goes quietly into their cold storage rooms, and brought out in good condition when they are again required.

It is frequently asked why eggs keep at such a high figure. This can easily be answered and understood when the conditions are explained. The methods for handling eggs have wonderfully changed. Years ago farmers would bring their eggs to the country stores, when they got ready or when it suited them to go to town. Sometimes these eggs were three and four weeks old when they took them to the store. The storekeeper might not be ready to ship them for another week or two, so that by the time they reached the wholesale house they were from four to six weeks old, and quite stale, if not entirely rotten. From the wholesale house they were sent to the retail store without being candled or examined, and again sold in the same way to the consumer. The eggs as a rule were so bad that they were hardly ever used on the tables through the entire summer months. Now eggs must be brought out regularly by the farmers and the storekeepers rush them to the market as quickly as possible, because every case of eggs is now carefully examined by expert candlers, and bad ones, if found, are deducted and not paid for to the country storekeeper. Every egg, therefore, when it leaves the wholesale house is fresh and fit for the table, and this has largely increased the quantity which is now consumed through the summer.

Besides this extra demand on our supply of eggs, instead of keeping them in limed water for the winter and which were never fit for table use, they are now kept in cold storage, from where they come in good condition for the table or any other purpose.

Through this better care, consumption has so largely increased that our home demand requires the entire hen product, without having any left for export. These are the reasons why our eggs are so high.

MONTREAL.

PROVISIONS.—Little change has taken place in the provision situation since last week. The markets are still strong in all lines, and reductions are not in sight. Demand is ordinary. Hogs continue scarce.

Compound Lard—	
Tierces, 375 lbs	0 10½
Parchment lined boxes, 50 lbs	0 10½
Tubs, 50 lbs	0 11
Wood pails, 20 lbs. net	0 11
Tin pails, in cases	0 11½
Heavy Canada short cut mess pork, in bbls	24 50 25 50
Selected heavy Canada short cut clear boneless pork	24 50 25 00
Very heavy clear pork	25 00
Plate beef, 100-lb bbls	8 00
" 200 "	15 50
" 300 "	22 50 23 00
Pure Lard—	
Tierces, 375 lbs	0 13½
Boxes, 50 lbs., grained	0 14½
Tubs, 50 lbs., "	0 14½
Pails, wood, 20 lbs., parchment lined	0 14½
Tin pails, 20 lbs., gross	0 14½
Cases, tins, 10 lbs. each	0 15
" " 5 "	0 15
" " 3 "	0 15
Dressed hogs, fresh killed	12 00
Smoked meats	0 17½
Br. Bacon	0 16½
Windsor Bacon	0 17
Roll Bacon	0 14
Prime Hams	0 13

BUTTER.—There is not much dairy coming in, but receipts of creamery are good. Firmness characterizes the market. Demand is satisfactory.

Fresh creamery prints	0 23
Fresh creamery, solids, lb	0 22½
Dairy, tubs, lb	0 14 0 15
Fresh dairy tubs	0 16 0 17½

CHEESE.—An easier feeling prevails in the cheese market, although there has been no drop in prices. Receipts are fair, while good demand from the other side keeps exporters busy.

New cheese, large	0 12½ 0 12¾
" twins	0 12¾ 0 13
Old cheese, large	0 15½ 0 16
" twins	0 15½ 0 16
" small	0 15½ 0 16

EGGS.—Receipts of eggs continue quite sufficient to keep the market from advancing, but they are not large enough to warrant any drop in prices.

New laids	0 19 0 19½

HONEY.—The market is quite unchanged.

White clover comb honey	0 13 0 15
Buckwheat, extracted	0 08 0 09
Clover, strained, bulk, 30 lb. tins	0 10 0 11

TORONTO.

PROVISIONS.—The opinion of packers last week was that the highest point in the price of hogs had been reached, and the price this week supports that opinion. In comparison with the value of other foods the price of cured meats has reached a point when it is unsafe to advance it any higher. People will pay to a certain limit for a commodity, and if it goes beyond that, consumption will drop off, and something else will be substituted. This is the position of the cured meats, and the trade cannot afford to take chances which might lead to serious results.

Long clear bacon, per lb	0 13 0 13½
Smoked breakfast bacon, per lb	0 15½ 0 16
Roll bacon, per lb	0 12 0 12½
Light hams, per lb	0 15 0 15½
Medium hams, per lb	0 16 0 16½
Large hams, per lb	0 13 0 13½
Shoulder hams, per lb	0 11 0 11½
Backs, plain, per lb	0 16½ 0 17
" pea meal	0 17 0 17½
Heavy mess pork, per bbl	21 00 21 50
Short cut, per bbl	24 50 25 00
Lard, tierces, per lb	0 13½
" tubs "	0 13½
" pails "	0 14
" compounds, per lb	0 08½ 0 11
Dressed hogs	11 00
Live hog, f.o.b.	7 50 7 75

BUTTER.—The usual supply of May butter exceeds the demand, but with the excellent facilities provided by our dealers for handling it the old fashioned slumps are avoided, and business moves along quietly with only a slight decline in the prices.

	Per lb.
Fresh creamery prints	0 23 0 24
Farmers' separator butter	0 20 0 22
Dairy prints, choice	0 18 0 19
Large rolls	0 16 0 18
Baking butter	0 13 0 15

CHEESE.—Cheese is a trifle easier, and the May quality as usual not up to our best standard. Cows are now all on grass and the June make will likely maintain its high reputation, and produce a large yield.

Cheese, large, prime	0 14
" twins	0 14½
"	0 12½

EGGS.—The demand for eggs is good, and the receipts are heavy, but all that are not required for local use go into cold storage for next winter.

Fresh eggs	0 19

POULTRY.—At this time of the year farmers are getting rid of their gobbler turkeys and the market has a good supply of them which are sold at 20c. a lb. Ths market on the whole is more active and a good deal of poultry is changing hands.

Early spring chicken, alive per lb	0 40 0 45
Young chicken, dressed, per lb	0 18 0 20
Hens, per lb., dressed	0 15 0 16
Turkeys, per lb., large	0 18 0 20
" medium young	0 20 0 23
Ducks	0 17

MAPLE SYRUP.—The small quantities left on the hands of wholesale houses are offered at reduced rates in order to clear them out.

Maple syrup, in bulk, imperial gallon	0 80 0 90
" " in tins, " "	1 00 1 10
" sugar, per lb	0 09

CONTRACT TOO LARGE.

Montreal Packer Does Not Believe Canada Could Supply British Navy With Tinned Meat.

A cable despatch was recently received from London, Eng., by the New York Herald, stating that German officers were on their way to Chicago to contract for the supply of tinned meats for the German Army and Navy. Great Britain used to get all her supply from Chicago, but ever since the meat scandal there, the despatch says, the British Navy has cut off all supplies from there.

"Now it is a fact of which I am assured," says the writer of the despatch, "that the British Admiralty cannot continue his stubborn policy much longer, because without Chicago it cannot get all its supplies of tinned meat necessary for the ships at sea.

Supposing war were to break out, the British fleet would find itself in a sorry plight for lack of preserved meat, and if Germany shall open up the big contract with Chicago, which her army and

navy supplies department has in view, provided the report of the inspecting officers shall prove satisfactory, the British Admiralty will find it impossible to renew its contract for a supply of tinned meat from Chicago."

The question arises, cannot Canada supply the British navy with all the tinned meat necessary?

Not Enough Produced.

"No, Canada could not supply the army and navy of Great Britain, were she called upon to do so to-day," said W. Clark, Montreal, when approached by The Canadian Grocer.

"Such a contract would be beyond us to-day and for years hence," he continued," for we have not the facilities to begin to handle such a contract. But it is altogether unlikely that we will in the near future be called upon to supply the forces of Great Britain. The United States packers are in a position to supply both Great Britain and Germany, were they requested to do so. The chief reason for Canada's inability to take such a big contract is our small population, and the scarcity of beef which we experience.

"Our population being small, the regular consumption of canned goods is limited. This being the case, perhaps, the scarcity of beef does not matter so much as it otherwise would.

"The United States, with its population of eighty million, can consume an immense quantity of beef. The packers provide for this consumption. Much of the beef used consists of choice cuts of the animal. The people are educated to the eating of the choice portions, which they secure through the butcher. But the other portions of the animal cannot be thrown aside. So, in most cases, the United States packers sell to the butcher the choice cuts and can the rest of the edible part of the beast. This means that they must find an outlet for this enormous quantity of canned goods. They have this market in the United States. We have it only to a limited extent in Canada.

Plenty for Both.

"The packers there, too, are constantly filling large contracts, and their facilities for packing could make it quite possible for them to handle the business of Great Britain and Germany both.

"Were the United States Packers to go back upon Great Britain it would still be possible for the Mother Country to obtain supplies, as there are fine sources of supply in other parts of the world, Australia and the Argentine Republic, for instance.

"In the latter country there are millions of head of cattle, and hundreds of idle factories, which would enable that country to fill very large contracts."

A MENACE TO ENGLAND.

London, May 24.—The departmental committee appointed in July, 1908, to inquire into the alleged combinations in the meat trade in the United Kingdom, has issued its report. A large portion thereof is devoted to the American beef trust and its representatives in London, and the committee concludes that while a combination exists to a certain extent between four companies in the United States engaged in the United Kingdom, it is not at present sufficiently powerful to seriously endanger the beef trade as a whole. But should these firms as seems possible, acquire considerable interest in the Argentine the situation with regard to the meat supply of the United Kingdom might become serious.

"With such command," the report says, "of practically the whole imported live cattle and chilled and frozen beef trade, the firms composing such combination might be able to determine beef prices at Smithfield market itself and largely affect prices throughout the country."

According to the report, the representatives of the American companies in London all told the committee that they knew nothing of the conditions prevalent in the United States, and, commenting on these statements, the committee says.—"The committee, reluctantly, is compelled to express grave doubts as to the reality of this uniform ignorance, and its assumption naturally has tended to throw doubt upon the other statements made by the representatives of these firms. It is almost incredible that Armour & Co., Swift & Co., Morris & Co. and the Hammond Beef Company the last named representing the National Packing Company, should be in combination in the United States and in competition in the United Kingdom."

In a paragraph relating to the local tendency to exaggerate "the power and malevolence of successful trade competitors," the committee comments upon the trade methods of the American companies. "These are superior to those prevailing in this country," it says, "and perhaps less influenced by considerations of sentiment. As one witness put it:—'Business is business all the way and we do not run business for love.' This maxim is ruthlessly applied by the American companies; they are therefore unpopular among their trade competitors."

The committee failed to find evidence of any deliberate action on the part of the Americans with the object of destroying inconvenient arrivals, and it does not think that they have yet attempted to capture or control the whole beef trade in this country, as alleged. At the same time it is satisfied that the firms mentioned consult together with regard to prices and the amount of the supplies to be put in the market, and that they fix the prices at which chilled beef shall be sold in the provinces. Furthermore, it is convinced that provincial salesmen are practically bound to sell at the price daily dictated by the Americans."

H. Laporte, of Laporte, Martin & Co., Montreal, is expected back from Europe about June 22.

BASKETS

You can make money as well as oblige your customers if you handle our

Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

The Oakville Basket Co.,
OAKVILLE, ONT.

SILENT SALESMAN
SHOW CASES
$4 a foot up. Great Value
WRITE
W. H. ESCOTT
(Wholesale Grocery)
BROKER
WINNIPEG CANADA

BARRELS
For Flour, Butter or packing any kind of merchandise, manufactured and for sale by
H. CARGILL & SON
CARGILL, ONTARIO

SALT
Car lots of Fine, Medium or Coarse, in Barrels, Sacks or Bulk.
TORONTO SALT WORKS
128 Adelaide Street E., Toronto

SPRAGUE
CANNING MACHINERY CO.,
CHICAGO, ILL., U.S.A.

The
Condensed Ads.
on page 57
will interest you



A Good Storekeeper

studies his stock and sells only those goods he knows will please his customers, leaving the inexperienced dealer to experiment with the various "just as good" brands and imitations of standard articles.

MAGIC BAKING POWDER

is the kind that pleases the people.

E.W. GILLETT COMPANY LIMITED
WINNIPEG. TORONTO, ONT. MONTREAL.

ESTABLISHED 1852.

☞ Merchants should recommend food-products that are produced in **clean** factories.

Do Not Turn Customers Away

Clark's Corned Beef, Ox Tongue, Pork and Beans and **Potted Meats** are being advertised from Coast to Coast.

The demand for these well-known goods is constantly increasing.

Co-operation with us will pay you best.

Do not turn customers away because your stocks of these goods are not complete.

Let us have an order from you now.

WM. CLARK
Manufacturer
MONTREAL

REMEMBER

BOVRIL

is invaluable in the kitchen in the summer

It saves time, labor and fuel and also provides many nourishing and appetising dishes.

A one pound bottle is a nice addition to an order and a timely suggestion will often secure it. ***Bovril*** is especially useful in the country house, the camp, picnics, etc.

In order to ensure ample supplies of prime beef for our needs we have just acquired 9,261,400 acres of pasture land in the northern territory of South and Western Australia and 438,076 acres in the Argentine Republic. We have now over 200,000 head of horned cattle on these estates and that number will be largely increased.

The estates are more than half the size of Nova Scotia.

BOVRIL LTD.
27 St. Peter St., - MONTREAL

RAISIN AND ALMOND CROP.

Good Prospects for Valencias, but Sicilian Almond Crop Reported Small.

W. H. Rowley, of Underdown & Crichton, London, Denia and Valencia, was in Montreal this week, and was taken around to see the trade by Wm. C. Christmas, local agemt for the firm.

Mr. Rowley but recently left Spain. He told The Canadian Grocer prospects were that a good crop of Valencia raisins would be harvested this year. He thought the crop would be about the same size as that of last year. About 800 tons of raisins were at present held in Spain, which was an abnormal quantity for this season. Most of this amount would, however, be used for distillery purposes.

Speaking of the almond situation he stated that the Sicilian crop was reported as being only one sixth of what it was last year. Last year's crop was a large one, it will be remembered. This he could not vouch for himself but, considering the damage done by the earthquake, was most likely correct. The Majorca crop of almonds would be about half of what it was in 1908.

Spanish almonds, which are mostly used in Canada, will be plentiful, from present appearances. Chances are that the crop will be a little larger that it was last year, but Mr. Rowley did not anticipate lower prices on that account, giving his reason for so thinking as the annually increasing consumption of shelled almonds.

Mr. Rowley left Montreal for Halifax and St. John Tuesday evening.

RECENT TRADE CHANGES.

Dissolutions, Assignments and Sales Made in Canada During Past Few Weeks.

Ontario.

McDonald & Fawkes, grocers, Cornwall, Ont., have dissolved.

Davies & Sons, Toronto, grocers and butchers, have sold to Cooey Bros.

E. T. Nesbitt, grocer, Westmeath, Ont., has been succeeded by W. J. Smith.

A. D. Mitchell, grocer, Glencoe, Ont., has been succeeded by J. Henry & Sons.

A meeting of the creditors of S. A. Boone, grocer, Englehart, Ont., has been held.

The business of Atkinson & Switzer, general merchants, Richmond Hill, is alvertised for sale.

The firm name of Mayell & Co., Ltd., manufacturers of grocery sundries, Toronto, has been changed to Litster Pure Food Co., Ltd.

Quebec.

The assets of Martin Kelly, grocer, Montreal, have been sold.

Martin Kelly, grocer, Montreal, has assigned to Alex Desmarteau.

J. A. Plourde & Co., grocers, Montreal, have assigned to Nap. St. Amour.

The assets of A. Emond, general merchant, Mont Louis, Que., have been sold.

A. Boivin & Co., grocers, Montreal, have dissolved; Donalda Allard registered.

Western Canada.

W. H. Gordon & Co., grocers, Daysland, Alta., are retiring from business.

C. Rodberg, general merchant, Gwynne, Alta., advertises his business for sale.

J. Halldorson, general merchant, of Brown, Sask., has sold to Jacob Reimer.

The Western Commission Co., Winnipeg, has been succeeded by F. T. Gilroy.

The Western Trading & Grocery Co., Winnipeg, has assigned to C. H. Newton.

E. Lacaille, general merchant, St. Amelie, Man., suffered loss by fire last week.

J. T. Musgrove, general merchant, of Carstairs, Alta., advertises his business for sale.

W. F. Wendt, general merchant, Edberg, Alta., has been succeeded by Edstrom Bros.

Olstead & Murray, general merchants, Rosenroll, Alta., has been succeeded by Ladell & Butcher.

The Waldron Trading Co., general merchants, Waldron, Sask., has been succeeded by L. H. Rawlings.

$10,959.99 Collected!

That's the amount we've collected for clients during the past year—our first year in business. In May, 1907, we handled 140 new claims. In April, 1908, we handled 425 new claims. No wonder our clients are satisfied. They have the proof of our collecting ability.

Let Us Cure Your Slow Collections

The Beardwood Agency

313 New York Life Building - MONTREAL

SUCHARD'S COCOA

This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demane daily. It pays to sell the best. We guaranted SUCHARD'S cocoa against all other makes Delicious in flavor; prices just right.

FRANK L. BENEDICT & CO., Montreal Agents.

W. P. DOWNEY'S



White Dove Brands are always



A Guarantee of Absolute Purity

26 St. Peter St. - Montreal

CIE FRANCAISE des PATES ALIMENTAIRES

Macaroni, Vermicelli, etc.

Strictly French Manufacture Guaranteed

Manufactured at

92 Beaudry Street MONTREAL

52 Highest Awards In Europe and America

WALTER BAKER & CO.'S



Registered, U. S. Pat. Off.

CHOCOLATE & COCOA

Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

Walter Baker & Co., Limited

Established 1780, Dorchester, Mass.

Branch House, 86 St. Peter St.

MONTREAL, CANADA

OPEN TO BUY

From 5 to 10 Cars Choice Cooking Peas

Clean and White

Quebec's leading Flour and Grain House.

C. A. PARADIS, Dalhousie St., Quebec

CHRISTIE'S BISCUITS

—and the preferential tariff

Canada's particular housewives placed Christie's Biscuits on the preferred list long since. That's one reason why progressive grocers prefer Christie's to all others. But *—there are other reasons.*

Christie Quality has become a household phrase throughout the Dominion. Other biscuits may be good—*undoubtedly are good*---but even the best of other "bakes" fall short of Christie Quality. Not because we say so, but *because the fact is admitted by particular women and progressive grocers alike.*

Then our aggressive advertising helps some. About half a million new dwellers are pouring into our land annually. In order that the best grocers may secure the patronage of our best settlers we are carrying on an extensive advertising campaign.

You certainly can secure the paying trade – *the trade that stays*---by stocking Christie's Biscuits.

CHRISTIE'S BISCUITS SELL MORE THAN BISCUITS

Christie, Brown & Co., Limited

DAILY CAPACITY 30,000 LBS.



Dignard Limited

BISCUIT MANUFACTURERS

MONTREAL



SOFT MINTS—5c. boxes.

ACME PELLETS—5-lb. tins.

M. & R. WAFERS – 5c. bags.

and a complete line of **LOZENGES, ETC.**

Hard and Soft Licorice Specialties

Appropriate for the confectionery, grocery and drug trades.

Price Lists and Illustrated Catalogue on request.

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PROVINCE OF QUEBEC and MARITIME PROVINCES
W. H. Dunn, 394 St. Paul St., Montreal
MANITOBA, E. W. Ashley, 123 Bannatyne Ave., Winnipeg
VANCOUVER, J. F. Mowat & Co., 354 Water St.

"LUCERNA"

IMPORTED

Swiss Milk Chocolates

will surely please your customers.

To buying agents for certain districts special terms are offered.

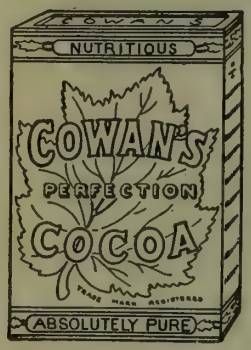
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LUCERNA ANGLO SWISS MILK CHOCOLATE CO.

214 Princess Street, - - Winnipeg

Cowan's

Cocoa and Chocolate



Have been growing more and more popular in Canadian homes for many years—until now no grocer who carries a high-class stock can afford to be without them.

The Cowan Co., Ltd.

Toronto, Canada



Family trade is more desirable than transient custom. In handling

CARR & CO.'S BISCUITS

you are assuring yourself of the confidence of your best trade. These biscuits are unapproachable in every respect of superior quality.

ASK OUR AGENTS FOR THEM.

CARR & CO., CARLISLE, ENGLAND

AGENTS:

Wm. H. Dunn, Hamblin & Brereton, L. T. Mewburn & Co., Ltd.	Montreal and Toronto, Winnipeg,	Eastern Provinces Port Arthur to Alberta Province of Alberta
The Standard Brokerage Co., Ltd.,	Vancouver, B.C.,	British Columbia
T. A. MacNab & Co.,	St. John's,	Newfoundland

By Royal Letters Patent

NELSON'S

POWDERED GELATINE

is a perfectly pure Gelatine in powder form, ready for immediate use, without soaking.

NELSON'S

Gelatine and Liquorice

LOZENGES

Should be in your confectionery department.

G. NELSON, DALE & CO., Ltd.

EMSCOTE MILLS, WARWICK, ENGLAND

The above can be had from any of the following agents:
The Smith Brokerage Co., Ltd., St. John, N.B.
Watt, Scott & Goodacre, P.O. Box 1204, Montreal.
J. L. Watt & Scott, 27 Wellington St. East, Toronto.
W. E. Ashley, Winnipeg.
Geo. A. Stone, 34 Inns of Court Buildings, Vancouver, B.C.

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

Right--Always Right--

It has never been anything else since we first turned out the goods (over 25 years ago).

MOTT'S

"DIAMOND" and "ELITE" brands of

Chocolate

Are for this very best of reasons the most satisfactory brands to handle.

At Every Jobber's

John P. Mott & Co.

Halifax, N.S.

SELLING AGENTS:

J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver
Arthur M. Loucks, Ottawa — R. G. Bedlington, Calgary

Flour, Cereals and Confectionery Department

Why Flour and Feed are Dearer in England—Patten Not Blamed for it—Cereal Foods Advancing in Prices on Account of Scarcity of Wheat and Oats—Biscuit Prices Advance.

There is great outcry in England, remarks the Literary Digest, over the high price of wheat and the resulting dearness of the poor man's loaf, coincidently with the same condition in this country. But it is noticeable that the British do not blame Mr. Patten for it. Many circumstances, we learn from the London Press, have conspired to make wheat scarce. The area of the wheat-consuming world is becoming wider, but as a compensation wheat is being produced in ever-increasing quantities. Russia, India, Canada and Australia all feed the London wheat market, and although a sympathetic change has resulted in Europe from the state of the Chicago quotations everything must not be laid at the door of Mr. Patten and his confederates. The editor of the Mark Lane Express, the leading London agricultural organ, attributes to several causes the rise in the price of wheat, and remarks:

"Whether there has really been a 'corner' in wheat or whether Mr. Patten only showed astuteness in sizing up the position of the grain trade is a question which is hardly worth discussing here, though the fact remains that he has made a huge fortune in buying wheat for future delivery.

"Naturally, this is a very real source of anxiety to all people in this country. Apart from any questions of manipulation of the American markets by a single operator or clique, with the object of driving prices to a fictitious level, it cannot be denied that the tendency has been for many years in this country for wheat and flour and consequently bread, to get dearer. No doubt the manipulations in America have done a great deal to excite the wheat markets of the world; but the whole cause of the recent advances in this country is not to be found in the manipulations in the pit at Chicago, but rather in the shortage of supplies and the absence of stocks in this country.

"It is reckoned by the best authorities that at the present time the visible supply in round figures is 3,000,000 quarters less than it was twelve months ago, and it is to this fact that the recent increase in price must be ascribed. It is made up in this way: Farmers' holdings, 1,000.000 quarters; merchants, 1,450,000, and on passage, 3,870,000 quarters. Total, 6,350,000, as against 9,350,000 at the corresponding date last year. Against this shortage there is a surplus of nearly 1,500.000 quarters in the United States, but over there values are so big that none of the wheat is likely to come here until well over 40 shillings per quarter can be got for it on this side."

He even goes so far as to see in the dearness of bread an inducement to farmers to revive the cultivation of wheat in Britain, instead of leaving the country to live on imported cereals. This eminent specialist speaks on this point as follows:

"It cannot be denied that a regular price of 40 shillings the quarter for home-grown wheat would act as a great stimulus to arable farming in this country and that large areas of land which were allowed to sow themselves down to grass during the last two decades would again become available for wheat-growing if prices remain at about the level indicated. From the farmers' point of view it would be a great advantage for wheat to reamin steady in price at about 40 shillings the quarter, and this figure would not unduly press on the town dweller, for bread would be little if any dearer than it is to-day, certainly not more than a half-penny a loaf."

This opinion is echoed by the London Daily Mail, in which is read of the rise of the price of wheat in its effects on the farmer.

"Every shilling by which it rises will put five shillings an acre profit into the pocket of the farmer. Agriculture will revive, and there will be a return movement from the cities to the land. From the national standpoint such a result would not be undesirable. Cheap food is not the end of life and it may be very dearly purchased by losses in other directions. We are awakening to the dangers which arise where the state leads a one-sided life."

MONTREAL.

FLOUR—Dullness characterizes the flour market this week. Local trade is fair to good, while export business is very quiet.

Winter wheat patents		5 50
Straight rollers	4 70	4 80
Extra	4 00	4 10
Royal Household,		6 50
Ogilvie's		6 00
Manitoba spring wheat patents		6 30
" strong bakers		5 80
Five Roses		6 30
Harvest Queen		5 80

FEED—A safe business is being done at unchanged prices.

Ontario bran	23 00	23 00
Ontario shorts		25 00
Manitoba shorts		25 00
" bran		23 00
Moullie, milled	25 00	27 00
" straight grained		32 00
Feed flour	1 85	1 85

ROLLED OATS—Activity in the oats market has resulted in an advance in the prices of various oat products. Material rises in both oatmeal and rolled oats will be noted. The former line has advanced 15c, while the latter is up 25c in bags and 30c in barrels. Manipulation of the oat market is responsible for the higher figures ruling.

Fine oatmeal, bags		3 15
Standard oatmeal, bags		3 15
Granulated "		3 15
Goldust cornmeal, 98-lb bags		2 10
White cornmeal	2 00	2 05
Rolled oats bags		2 90
" bbls		6 00

Every Wide-Awake Grocer Makes a Point of Selling These



to all Camping, Outing, Excursion and Picnic Parties.



COX'S INSTANT POWDERED GELATINE

The PURITY of this GELATINE is GUARANTEED by Messrs. COX, who themselves both MANUFACTURE and PACK their brand under scientific supervision.

Canadian Agents
C. E. Colson & Son, Montreal
D. Masson & Co., "
A.P.Tippet & Co., "

J. & G. Cox, Ltd.
Gorgie Mills
EDINBURGH.

TORONTO.

FLOUR—Ontario winter wheat is still very scarce. Some millers were entertaining the hope that the farmers were holding considerable quantities and which would be brought out after they would get through with their seeding. Seeding, however, is over, and still very little wheat is forthcoming, which is evidence that there is very little wheat in the hands of the farmers. In consequence of this, prices are very firm. It is estimated that over seven million acres are in wheat in the Northwest, and with favorable weather the prospects are glowing. This at a very conservative estimate, should yield 140 million bushels, as long as the prospects continue so favorable prices are not likely to go up any higher. ?

Manitoba Wheat.

1st Patent	6 10	6 30
2nd Patent	....	6 00
Strong bakers	....	5 80

Winter Wheat.

Straight roller	....	5 90
Patents	....	6 30
Blended	....	6 00

CEREALS—There is no advance in these goods this week. If the favorable conditions of the coming crop continue it is the prevailing opinion that the highest limit has been reached, and we may feel somewhat sure that we will not be taxed any higher for our favorite morning dishes. Biscuits have advanced in prices owing to the high figure at which the raw material now stands.

Rolled wheat, car load	3 50
" oats "	3 75
Oatmeal, car load	3 00
Rolled wheat in barrels, 100 lbs	3 75
" oats in bags, per bag 90 lbs	2 90
Oatmeal, standard and granulated, in bags 98 lbs.	3 10

E. C. Whitman, Canso, was in Montreal this week.

WM. BERRY LTD.
MANCHESTER and LONDON, ENG.
Wax-Waterproof
Shoe Polishes
Dominion Agent
SIDNEY LEAR, 77 York St., TORONTO

TO WHOLESALE TRADE:—
Buy your
Whole Spices, Coffees, Sardines, etc.,
from
H. COLLINGS & Co.
16 Philp ot Lane, E.C.
LONDON, ENGLAND
"Repeat Orders the Rule"
Quality always right Shipments prompt
Agents in MONTREAL, Mr. I. Russell Murray.
" KINGSTON, Mr. C. de Carteret.
" TORONTO, Mr. James Haywood.
" HAMILTON, Messrs. John W. Bickle & Greening.
" LONDON, Mr. Geo. H. Gillespie.
" WINNIPEG, Mr. W. H. Escott.
Established 1856

THE PEOPLE OF
JAMAICA
are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the
KINGSTON
"GLEANER"
might bring inquiries. Better write for rates to
I. C. STEWART, Halifax

LEITCH ANCHOR BRAND OAK LAKE
A Good Resolve
Anchor Brand Flour
Resolve never to be Second Class in anything. No matter what you do, try to be a King in it; Resolve to have nothing to do with the Inferior. Do your best in everything—deal with the Best; choose the Best; live up to the Best, and you cannot help but succeed.
These are the sentiments that govern the manufacture of ANCHOR BRAND FLOUR and those that use it. If you deal with the Best they will help you to choose the Best and carry out
A Good Resolve
Manfd. by
Leitch Brothers Flour Mills, Oak Lake, Manitoba.


WILSON'S
FLY PADS
Demand constantly growing, output for March and April nearly double that of any previous season.
ADVERTISED THROUGHOUT CANADA

Renowned Flour

What does it mean—to you?

THE FIRST question fired at him was, *"Young man, what's your record?"* 'Tis always the first question asked of a new man—usually the *deciding* one. It is not a question of price, merely the *reason* for for the price.

¶ You, Mr. Business Man, would not select a new clerk by a "pig in the bag" method. You'd inquire into his experience, his ability to sell goods, to do things for you, his recommendations, his reliability. You'd look him over critically. No "hit or miss" method for yours. You have *a right to know* what he has done, for what man has done man can do—and it's *your* money and confidence that is at stake.

¶ In your choice of a flour to make or mar your flour trade, why not adopt the same *logical* method? In FIVE ROSES you employ a salesman having the very best of references, a salesman that *never sleeps,* that has no "off times," that *has done* things. Behind FIVE ROSES and *your own guarantee* there looms up the reputation of our big mills.

FIVE ROSES

Has a Good Record

¶ Is there a flour milled which enjoys a better reputation, a better record, a longer chain of satisfied users? FIVE ROSES spells q-u-a-l-i-t-y. It's not a "reformed spelling"—it has spelt quality almost a *quarter century,* and always will *as long as we own our mills!*

¶ On its record, you *c a n n o t* overlook FIVE ROSES. Here *at last,* is the flour overcoming the defects of all others—the brand that gives you the kind of service you *never expected to receive*—the flour *you* have been looking for. Success is waiting around the corner to shake hands with the man who knows that it is *not* enough to hold the key to the situation; you must be able to turn it to open the door. You know that FIVE ROSES is the key to the *best buyers.* Are you *the* man?

LAKE OF THE WOODS MILLING CO.

LIMITED

Montreal, Toronto, Winnipeg, Keewatin, Vancouver, St. John

PLEA FOR ASSOCIATIONS.

By W. J. King.

Travelers inform us that when a strong wind passes southward over the Alps, it takes to itself a body of snow; when it reaches the Mediterranean Sea, it drops the snow and takes to itself a body of spray, and when it reaches the hot Sahara desert, it leaves the spray behind and takes a body of sand. In like manner the wind of human thought —a force as it passes from century to century—takes different forms or modes of embodiments.

The forces that govern society are evolutionary and cannot be obstructed, but may be assisted in their progress.

All human institutions are like snowdrifts; they are pure and white at first, but gradually become foul and blackened. All the dirt in the snow remains on top, while the pure elements melt in the sunshine. Sometimes snowdrifts become so thickly crusted with corruption that the sun has no effect upon them and they have to be removed by revolution from underneath.

Uses of Associations.

Organizations are revolutionizing our business methods and many reforms may be expected. The credit system, which has served a useful purpose in the past, but which has been so much abused, is receiving consideration, and eventually through the medium of associations may be abolished.

I am in full sympathy with the spirit of association, and many benefits have been derived through co-operation. Co-operation is a natural law, and in order to be effective requires to be unlimited in its operations. Its governing or fundamental principles are justice, equality and truth. By justice, I mean that sense of honor that should permeate our every act; by equality, I do not mean distribution of wealth, but that equal opportunity and advantage to be acquired and which is absolutely necessary in the obtaining of a livelihood and the maintaining of a perfect life; and by truth I mean the sense of right, the embodiment of those ethical principles, enunciated by an inspired writer, when he said: "Then ye that are strong ought to bear the infirmities of the weak, and not to please yourselves." This is the ground-work of co-operation.

Have our trade organizations inculcated and accepted those principles?

Have they considered the interests of the weak?

Are they not inspired by the spirit of selfishness to succeed, and to rise to the dizzy heights of materialism and worldly prosperity upon the bruised and mangled bodies of the victims of a cruel and tyrannical system? If individual commercial prosperity is the aim and object of those who comprise the membership of those organizations, I venture to express the opinion that failure of true success will be the final outcome.

The various resolutions adopted are selfish and unchristian and lack the spirit of true association, and their supporters stand condemned in the light of intelligence and commen honesty. Would it not have been better for those interested to discuss their grievances and arrive at a mutual arrangement, instead of inflicting hardship upon the community?

Let us get right ourselves before we pose as social reformers, and their oft-repeated maxim, "United we stand; divided we fall," has been ill-considered.

Greatest Good to All.

I stand as an ardent exponent of co-operation, and recognize no principle of self-interest or class legislation, believing in that divine and social principle, "The greatest good to all without injury to any," and I would not be true to my convictions if I did not advocate a cash system.

A prosperity based upon debt is fictitious. Debt is the foundation of bankruptcy and slavery. It eats like a cancer into a man's life. It destroys self-respect, and creates anxiety and despair. It robs the day of its pleasure and the night of its rest, and I ask, why we should uphold and premiumize a system of credit that is fraught with so much misery and disaster?

Let us unite our forces; let us extend the circle of associations; let us join hands with those who are endeavoring to destroy this corrupting influence; let us bring in every trade; let us bring in every business and let us unite in the common purpose of life.

ALL ABOARD
GET READY TO SUPPLY THE DEMAND FOR
GREAT WEST
CUT PLUG
SMOKING and CHEWING TOBACCO
SALES INCREASING DAILY

McDOUGALL
Insist upon having them.
D. McDOUGALL & CO., Glasgow, Scotland.
CLAY PIPES

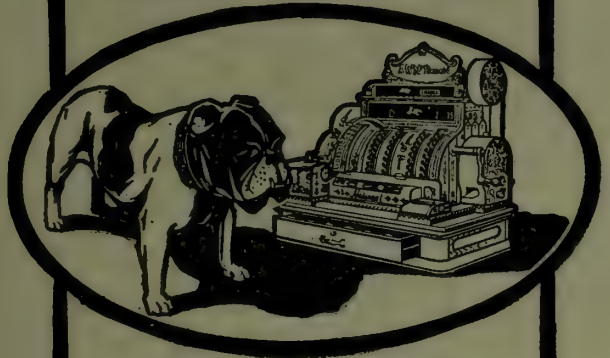
ASK FOR THE CELEBRATED BISCUITS
G. N. Pichet
For sale by all Leading Grocers
JOS. COTE Wholesale Tobacconist
186-188 Rue St. Paul Importer
EXCLUSIVE SOLE AGENT

Tel. Up 2076 Tel. East 5964
YOUNG'S PATENT PIPE
in Seven Shapes
W. J. GRANT
Sole Agent for Canada
506 Lindsay Building, MONTREAL.

BLACK WATCH
The Big Black Plug Chewing Tobacco.
Already a Big Seller
Sold by all the Wholesale Trade



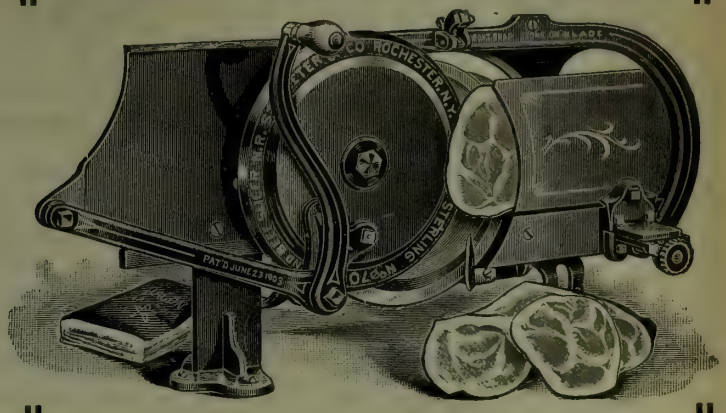
JUST YOU GET A NATIONAL CASH REGISTER



AND WHAT YOU HAVE YOU'LL HOLD!

NATIONAL CASH REGISTER CO. 285 Yonge St., TORONTO
Write for Literature. F. E. MUTTON, Canadian Mgr.

THE STERLING SLICER



SLICES PERFECTLY
COOKED HAM, BACON
and all boneless meats

The only machine that cuts the ends. Over 500 sold in Canada last year. Every grocer and butcher should have one. The price is low. Sold on monthly payments,

Write us for illustrated booklet of testimonials.

HOWARD BROS.

Canadian Agents **Brantford, Canada**

Are You Keeping Your Tobacco Stock Up-to-Date ?

IF NOT—WHY NOT?

"Tuckett's Special"

the new 10c. plug is the latest

Order from Your Wholesaler

Manufactured from **Imported Leaf Exclusively**

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

FLORIDA PINEAPPLES

Our first car arrived this week. Stock is fine. We have arriving daily: Strawberries, Pineapples, Oranges, Cucumbers, Cabbage, Wax and Green Beans, Beets, Carrots, in fact, anything in season. Send in your orders.

McWILLIAM Mc. AND E. EVERIST

25-27 CHURCH ST. - TORONTO

PACKED BY
Franc Tracuzzi
MESSINA,
ITALY

This Summer Buy

St. Nicholas Home Guard

VERDELLIS
The Very Best

AGENT:
J. J. McCabe
32 CHURCH ST.,
TORONTO

Canadian Fruit, Vegetable and Fish Markets

Warm Weather Causes Splendid Fruit Sales—Pineapple Season the Best on Record—Lemons not Keeping Extra—Cabbage Arriving in Large Quantities—Preference Given to Mildly Cured Fish in Matter of Rates.

MONTREAL.

GREEN FRUITS—Warm weather has resulted in a fine increase in fruit sales, and has also been responsible for larger arrivals of new lines. Another fruit boat arrived in Montreal this week, the fourth of the season, particulars about the cargo of which will be found on another page. California cherries, black and white, are being quoted this week. They are the first of the season, and, as will be noted, are rather high. But they are selling freely. Oranges are fairly steady. Bananas are in good demand at lower figures. Receipts of same are satisfactory. Cranberries, which are dull, are lower. Pineapples are plentiful and more reasonable.

California navels, 96, 112, 126, 250, 288 size	2 50	3 00
" " 150, 176, 200, 216 size		3 50
Cuban oranges	2 25	2 50
Valencia oranges, 420 size	4 50	5 00
Cal. blood oranges, 150 to 216 size		4 25
Grape fruit	3 25	5 75
California cherries, black, per box	2 75	3 00
" white, "		2 75
Lemons, choice, 300 size	2 00	2 75
Bananas crated	1 75	1 90
Cuba pineapples, extra fancy, 24 size	2 15	2 40
Florida pineapples		2 25
Cranberries, per box		3 50
Spies, XXX		7 50
Ben Davis, XXX		6 00
Strawberries		0 20
Cocoanuts, bag		4 00
Limes, per box		1 00

VEGETABLES—Tomatoes, beans and cabbage are arriving in larger quantity and dealers are inclined to shade prices. New potatoes are uncertain, the price fluttering considerably. In New York there was an advance of 50c. at the end of last week, which resulted in a firmer feeling here for a few days. Cucumbers are easier, as are also Boston lettuce, new radishes, and green peas. Lines that have advanced include asparagus, Montreal and P.E.I. potatoes. Local new stuff is beginning to come in, nice shipments of radishes, lettuce and carrots arriving daily.

Mushrooms, lb		0 75
Cucumbers, dozen	2 25	2 50
New carrots, dozen		1 00
Tomatoes, crate	3 75	4 25
Leeks, dozen		1 50
Parsnips, bag		1 00
Green peas, basket		3 50
Asparagus, doz		5 00
Canadian asparagus, basket		1 75
Cauliflowers, doz		4 00
Parsley, doz		0 75
Sage, per doz		0 60
Savory, per doz		0 50
Celery, doz	1 25	1 50
Water cress, large bunches, per bunch doz		0 75
Spinach, barrel	2 50	3 00
Green peppers, crate		3 50
Beets, bag		1 25
Carrots, bag		1 25
New carrots, doz		0 35
Lettuce, early		0 40
Lettuce, Boston, doz		1 50
Radishes, doz		0 30
Horse radish, per lb		0 15
Montreal potatoes, bag		1 15
New Brunswick potatoes		1 20
New potatoes		0 04
P.E.I. potatoes, bag	1 10	1 20
New potatoes bbl		6 00
Onions large bag, lb		0 04
" Egyptian		0 03
Turnips, bag	0 60	0 70
String beans, basket		3 50
New cabbage, crate	1 50	1 75
Shallots, doz. bunches	0 05	0 10

FISH—The topic of interest in fish circles this week was the action of the Federal Government in putting mildly cured smoked fish upon the same basis, in the matter of express rates, as fresh fish coming from the Atlantic coast. The larger dealers will not be affected one way or the other, but the smaller men, in the towns and villages of the provinces of Ontario and Quebec will benefit considerably. The consumption of finnan haddies, mackerel, cod, shad, and other such lines will increase. There are a number of price changes this week, chiefly downward. Gaspe salmon, which is now being quoted, is coming in freely, and prices are weak. Increased arrivals of halibut are keeping the price steady. Haddock is lower. Among the new lines of fresh fish offered this week are noticed: dressed perch, dore, weakfish, mackerel, sea trout, lake trout, white fish and German carp. Soft shell crabs are selling at 90c. a dozen. Lobsters are coming in more freely, and are lower. The recent storm on the south and east coast of Nova Scotia did considerable damage and the pack of lobsters in Nova Scotia will be light this year. In salt fish, mackerel is higher.

The three fish days this week meant good business for all dealers and grocers.

FRESH	
Haddock, shore, per lb	0 04
Steak cod, per lb	0 05
Grass pike, round	0 07
Halibut, per lb	0 09
Round perch, per lb	0 05
Dressed perch	0 10
Dore	0 10
Weakfish	0 08
Mackerel	0 10
Sea trout	0 08
Lake trout	0 10
Whitefish	0 10
Dressed bullheads (Barbottes), per lb	0 10
Sea bass, per lb	0 10
B.C. salmon, new, per lb	0 16
Gaspe salmon	0 25
Roe shad, each	0 50
Buck shad, each	0 25
Shad herring, large, each	0 02
Brook trout	0 22
Flounders	0 08
German carp	0 06

SMOKED	
Haddies 15 lb. bxs., per lb	0 07½
Kippered herring, per box	1 00
Large bloaters, per box	1 10
Smoked herring, small boxes	0 18
Smoked salmon, sugar cured, per lb	0 25

SHELL FISH	
Select bulk oysters, per gal	1 50
"Sealshipt" selects, per gal	1 90
Live lobsters, per lb	0 12
Boiled lobsters, per lb	0 12
Soft shell crabs, doz	0 90

FROZEN	
Market cod, per lb	0 04
Steak cod, per lb	0 04
Halibut, per lb	0 08
B.C. salmon, red, per lb	0 09
Qualla salmon, per lb	0 08
Fall salmon, per lb	0 07
Dore, round, winter caught, per lb	0 08
Large whitefish, per lb	0 08
Small " "	0 06
Lake trout, per lb	0 09
Mackerel, round per lb	0 10
Large frozen herring, per 100 (Weigh 55 to 60 lbs. per 100 fish)	1 50

SALTED AND PICKLED	
Labrador herrings half barrel	2 80
B.C. salmon, half brls	9 00
No. 1 mackerel pails	2 00
No. 1 mackerel, half bbls	8 00
Labrador sea trout, brls	12 50
Labrador sea trout, half bbls	6 50
Skinless cod, 100 lb. cases	5 25

Boneless cod, in blocks, 5½, 6, 8, 9 and 10 cents per lb.

TORONTO.

GREEN FRUITS—Pine apples are still in abundance and constitute the

largest portion of the fruit trade. The quantity handled in Toronto is far in excess of any previous year. The quality also was good, and in consequence of the large supply the prices ruled lower than ever before. So far they almost all came from Cuba where the season is now nearly over, and those that do come from there are rather over ripe. The Florida pineapples are now having their turn and are expected to make their appearance in this market in a few days. While most people are supplied for their year's requirements, they may add a little more to their stock when the Floridas arrive, which are admitted by some to be superior in quality to the Cubans.

There is an unusual heavy waste in lemons. For some reason, not accounted for, they do not keep and in consequence prices are almost sure to go higher. Strawberries are arriving in large quantities. Four cars from Maryland and one from Deleware were unloaded on Monday. The quality varies considerably and they must all be carefully assorted, and sold at different prices, from 16c. down.

Apples, Spies	6 50	7 50
" Russets	3 50	4 00
" Baldwins	4 00	5 00
" Greenings	4 00	5 50
Oranges, Valencias, 420, ordinary		5 00
" " 420, large		6 00
" " 714		5 00
" California navels	3 00	3 50
" Mexican	2 00	2 50
" Palermo bloods, half cases		2 50
Lemons, Messina	3 00	3 25
Bananas	1 50	2 00
Grape Fruit, Florida, box	5 00	5 50
Pineapples, Florida, crate	2 25	2 50
Strawberries, Maryland	0 12	0 16
Cherries, Cal	3 00	3 25

VEGETABLES—In vegetables, cabbages have by long odds the preference. Every place is fairly loaded with them, and prices suffer in proportion. Florida tomatoes are about over, but Mississippi follows right up and keeps up the supply. New potatoes are now coming from Texas and are cheaper, but are not considered equal to the Bermudas in quality. Asparagus, spinach, rhubarb, etc., are supplied by our own gardeners. Potatoes are unchanged but firm.

Beets, Canadian, old, per bag	0 45	0 50
" Florida, new, per dozen	1 00	1 20
Parsnips, per bag	1 00	1 25
Potatoes, Ontario, per bag	1 00	1 10
" sweet, hamper	2 50	2 75
" Bermuda, per bushel	2 00	2 50
" " per barrel	7 00	7 25
" Texas, "	5 50	6 00
Onions, Canadian, dried, bag	1 35	1 50
" Spanish, crate	5 00	5 25
" Bermuda, per case	2 00	2 25
" Egyptian, per sack of 112 lbs	3 50	3 75
Tomatoes, Floridas	4 00	4 50
" Mississippi	4 00	4 25
Carrots, per bag		1 00
" new, per bunch		1 20
Cabbage, Florida, new	1 50	2 00
Turnips	0 50	0 60
Radishes, per dozen	0 40	0 45
Lettuce, per doz		0 30
Spinach, per bushel		0 75
Egg plant, per doz		3 00
Green peppers, per doz		1 00
Cucumbers, per hamper	2 00	2 25
Asparagus, per basket	1 50	1 75
Green onions		0 25
Rhubarb	0 30	0 35
Beans, green		1 75
" wax		2 25
Peas, per hamper		3 25
Corn, per dozen		0 30
Cress, per basket		0 75

FISH—"How is the fish market this morning?" was asked of a fish dealer. "Very good," he replied. "You know, fish are a great brain food and the more the people eat, the better they can understand that they are cheaper as a food than meat. We have no kick to make. The supply and demand just nicely balance each other. This in itself keeps up a good demand, because we

STRAWBERRIES

Fancy Deleware Gandies, now arriving. Good, strong shippers, and prices reasonable.

MISSISSIPPI TOMATOES

4 BASKET CRATES NOW ARRIVING

Cabbage, Cucumbers, Beans, etc.

WHITE & CO., Limited

TORONTO and HAMILTON

Grasp the Opportunity
Obtain Lemon Information

?

Q—When were Lemons first grown?

A—They were apparently unknown to the ancient Greeks and Romans. The wild stock of the Lemon tree is a native of the Northwest Provinces of India—introduced by the Arabs into Spain between the 12th and 13th centuries and now grown in Sicily, Spain, California, Florida—almost all tropical countries.

BUSTER BROWN

Ask any question.

c/o W. B. STRINGER
35 Church St., Toronto

PINEAPPLES

Fancy Colored Fruit, All Sizes
PLENTIFUL and CHEAP

FANCY { RIPE TOMATOES / RIPE BANANAS

NAVEL and MEXICAN ORANGES

Quality Excellent

Send us your orders. PRICES RIGHT.

HUGH WALKER & SON

GUELPH ONTARIO

never have any stale fish to make people tired of them. If people break away from using fish, somebody has been selling them stale fish, and they think they got tired of fish and don't like them as well."

Herring, medium, per lb., fresh caught	0 05	0 06
Whitefish fres caught		0 10
Trout, "		0 10
Cod, fresh caught		0 08
Halibut, fresh caught	0 10	0 10
Haddock, fresh caught		0 07
Pike		0 06
Perch		0 07
Carp		0 03
Yellow pickerel		0 [illegible]
Sea salmon		0 17

TO VISIT THEIR FARM.

Arrangements have been made for the holding of the annual meeting of the Dominion Orchards Company, Montreal, on the company's farm, at Rougemont, Que., on June 9. The shareholders will be conveyed to the farm by train in a special car, and will be given an opportunity of personally seeing what has been accomplished during the year, as well as what may be done in the future.

THE VEGETABLE OIL CENTRE.

arsellles is the leading vegetable oil centre of the world. The first mill for crushing oil was started there in 1817, and since that time the industry has grown wonderfully. There are now 45 mills crushing annually about 465,000 tons of seed. In Marseilles cotton seed was being crushed when it was thrown away in America. Later a market was first found at Marseilles for American crude oil and subsequently for refined oil.

Peanut, sesame, copra, linseed, cotton seed, colzas, poppy seeds and castor seeds are crushed in Marseilles. In addition to the product of the mills, considerable oil is shipped here. In this market about 400,000 barrels of olive oil and about 150,000 barrels of cottonseed oil are bonded annually. France ranks next to Netherlands in being America's best cottonseed oil customer, taking about one-fifth of the entire exportation of this product, and yet it is almost impossible to buy in the shops pure cottonseed oil put up in small packages. Most of the cotton seed oil is mixed with other oils—olive, peanut, and sesame —and sold as "table oil." Consular Report.

WHEN IN OTTAWA.

Ottawa never had an hotel that was so perfectly equipped in every detail as the Hotel Cecil, of which Walter B. Walby is the proprietor. A quarter of a million dolalrs was spent in making the hotel up-to-date in every respect, and to-day the dining room, cuisine, bar, bedrooms, represent the last word in modern hotel building and management. Electric lights, running water, hot and cold in the bed rooms, electric elevators, fine sample rooms, make the Cecil the ideal hotel for the traveller. Its central location, corner Sparks and Bank Street, is something further in its favor. The commercial traveler must go a long way to find a finer hostlery.—Advt.

G. W. Hodgson has purchased the plant of the American Gum Company, 898 St. Lawrence Street, and is now installed there . The firm name will in future be, The Hodgson Gum Company. Mr. Hodgson purposes building a new factory within the year. All the brands put out will be new ones.

SEASON 1908-9

Dried Apples

Shipments Solicited
Settlements Prompt

W. A. GIBB COMPANY
HAMILTON
JAMES SOMERVILLE, Manager

Our first carload of Florida **PINEAPPLES** will arrive this week. Prices right.

FLORIDA PINEAPPLES ARE THE BEST

THE DAWSON COMMISSION CO., TORONTO

Good Lobsters Always Sell ::

But if they are of indifferent quality they stick on the shelves and, when they are finally sold, they hurt the reputation of the vendor.

It is a simple matter to get the best lobsters when you buy, selected, the delicious, firm meat so delectable always. Just specify

Golden Crown Lobsters
or
Golden Key Lobsters

YOUR JOBBER HAS THEM

W. S. LOGGIE CO., LIMITED
SOLE PACKERS
Chatham - - - - New Brunswick

"A Rose by any other name may smell as sweet"



By Special royal permission.

may be all right in poetry but if you didn't call it a rose you couldn't get the price.

So With Imitation Sardines.

The Famous **"KING OSCAR"** Brand

Norwegian Sardines has established he reputation as the purest, sweetest, finest and best packed Sardine on the market.

That is all, but it's enough to make them sell.
STOCK "KING OSCAR" SARDINES

J. W. Bickle & Greening
(J. A. HENDERSON)
Canadian Agents, HAMILTON, ONT.

Much Depends on the "Know How"

We are expert packers of domestic sea foods and in fourteen years experience have solved the problem of successful, scientific and sanitary packing.



Our herring are the finest obtainable—coming from Passamaquoddy Bay where they are captured in weirs or traps—and as packers we have made good in the

BRUNSWICK BRAND SEA FOODS

They are easy to sell — They give satisfaction

They have a reputation

CONNORS BROS., Limited, Black's Harbor, N.B.

AGENTS—Grant, Oxley & Co., Halifax, N.S.; C. H. B. Hillcoat, Sydney, C.B.; J. L. Lovitt, Yarmouth, N.S.: D. Rattray & Sons, Quebec: Leonard Bros., Montreal; Arthur M. Loucks, Ottawa; C. De Carteret, Kingston; James Haywood, Toronto; Chas. Duncan, Winnipeg; R. G. Bedlington & Co., Calgary; Drexel & Co., Vancouver; J. Harley Brown, London, Ont.

ICE CASTLE BRAND
Kippered Herring

HOW EXPERIENCE COUNTS

Perhaps there are those who will tell you that experience does not count when it comes to packing Kippered Herring.
Don't you believe them. There's a "know how" to this business as there is to all others, and the education necessary to enable a firm to properly pack Kippered Herring is not gained in a day.

That's why we are so sure that Ice Castle Brand Kippered Herring are not simply good, but the best obtainable in Canada, or elsewhere.

We have been in the business for such a long time, and have met with such success, that we feel justified in saying that we have the experience that enables us to scientifically pack Kippered Herring that will meet with the approval of the most critical buyer.

IF DO NOT KNOW ICE CASTLE BRAND KIPPERED HERRING
WE WANT YOU TO WRITE FOR A SAMPLE

New Pack Now Ready. — We Also Pack Herring in Tomato Sauce.

J. W. WINDSOR - MONTREAL

SOLE PACKER

THOS. UPTON.
PRESIDENT AND GENERAL MANAGER

W J. BRIGGER.
SECRETARY-TREASURER

THE T. UPTON CO., LIMITED
MANUFACTURERS OF
JAMS, JELLIES, MARMALADES, ETC.

FACTORY, 19 TO 37 DELAWARE AVENUE.

TELEPHONE No. 495.

HAMILTON, ONT., May 21, 1909

The Canadian Grocer,
Toronto, Ontario.

Dear Sirs:

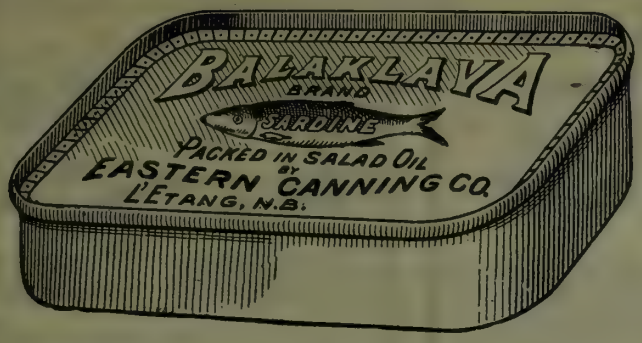
We have been advertising in the Canadian Grocer for a number of years but never realized the good work you are doing until last Fall when the writer took a business trip through the North West and British Columbia.

Your journal seemed to be well thought of by the retail grocers, and many of them, especially in Vancouver and Victoria, took the trouble to mention that they had seen our ad in the Grocer.

This was appreciated by us as it is rather difficult to know just what class of advertising is giving us results. However we are now satisfied that your journal is an excellent medium for any manufacturer to use who wants to talk business to the wholesale or retail grocer of Canada.

Yours truly,
The T. Upton Co., Limited

per W. J. Brigger



BALAKLAVA SARDINES

Try them yourself. Free sample. If they are not the best value for the money you ever saw, we are mightily surprised.

Ask us for a sample tin.

Canadian Agents; C. A. Chouillou & Cie., Montreal; Green & Co., 25 Front St. E., Toronto; D. C. Hannah, London, Ont.; Jos. Somerville, Hamilton: Boivin & Grenier, Quebec. Que.; H. M. McBride, 312 Ross Ave., Winnipeg, Man.

The Eastern Canning Company, Port Canada, N.B.



BRAND

Lobster

Our sole attention is given to the production of a choice canned lobster. We have no other business. If we cannot give you the regular quality you require, no other packer can.
1909 prices now out for Europe and America.

Fred Magee
PRODUCER
Port Elgin, N.B., and Pictou, N.S. Canada

ROWATS'

still hold the Premier Position for

Imported Pickles and Olives.

Enquire of your wholesaler for our **New 12 oz. Bottle Pickles which retails at 10c.**

ROWAT & CO.

GLASGOW SCOTLAND

AGENTS IN CANADA:

Snowdon & Ebbitt, 325 Coristine Building, Montreal Ontario and Quebec.
F. K. Warren, Halifax, N.S.
F. H. Tippett & Co., St. John, N.B.
C. E. Jarvis & Co., Vancouver, B.C.
Nicholson & Bain., Winnipeg, Edmonton, Calgary.

SHIRRIFF'S
CONCENTRATED FRUIT ESSENCES



READY, STEADY SELLERS
ARE
SHIRRIFF'S PRODUCTS

They stand for quality, strength, cleanliness, purity and flavor. Their reputation backs up their representation every time. Do not forget that, Mr. Grocer.

—WE GLADLY QUOTE PRICES

IMPERIAL EXTRACT CO.

18-22 CHURCH STREET, - TORONTO, CANADA



SHIRRIFF'S
ORANGE MARMALADE

THE IMPORTANCE OF GOOD GROCERY FIXTURES IS SECOND ONLY TO THAT OF A WELL-SELECTED STOCK



WALKER BIN FIXTURES will

Build up a new business,
Put new life into a dead business and
Improve and make more profitable
the best grocery business in Canada.

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

The Walker Bin & Store Fixture Co., Limited

Designers and Manufacturers of Modern Store Fixtures

Berlin, Ontario

Representatives { Montreal; Kenneth H. Munro, Coristine Bldg.
Manitoba: Watson & Truesdale, Winnipeg Man.
Saskatchewan and Alberta; J. C. Stokes, Regina, Sask.

Bad Bills--Slow Collections Something's Wrong

When a grocer fails his reason is usually: "bad accounts," or "couldn't collect." What's the use of such talk, when there's away to prevent the trouble?

ALLISON Coupon Books

Enable the grocer to keep all credit customers "under his thumb." And the best part of it is, the customers like the plan. Allison Coupon Books not only save many a dollar, but they SAVE MANY A BUSINESS.

How They Work



A man wants credit. You think he is good. Give him a $10 Allison Coupon Book. Have him sign the receipt or note form in the front of the book, which you tear out and keep. Charge him with $10 — No trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on until the book is used up. Then he pays the $10 and gets another book. No pass books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized ev rywhere as the best.

For Sale by the Jobbing Trade Everywhere.

Manufactured by

ALLISON COUPON CO., Indianapolis, Ind.



LAMENESS from a Bone Spavin, Ring Bone, Splint, Curb, Side Bone or similar trouble can be stopped with

ABSORBINE

Full directions in pamphlet with each bottle. $2.00 a bottle at dealers or delivered. Horse Book 9 D free.

ABSORBINE, JR., for mankind, $1 a bottle, removes Painful Swellings, Enlarged Glands, Goitre, Wens, Bruises, Varicose Veins, Varicosities, Old Sores, Allays Pain.

W. F. YOUNG, P.D.F., 204 Temple St., Springfield, Mass.

LYMANS Ltd., Montreal, Canadian Agents.

When writing to advertisers, kindly mention having seen the advertisement in this paper.

TEA LEAD

Best Incorrodible

Buy "PRIDE of the ISLAND" Brand

as extensively used for years past by most of the leading packers of Tea in Canada

ISLAND LEAD MILLS LIMITED,

Tel. Address: "Laminated," London. A.B.C. Codes used 4th and 5th Editions.

LIMEHOUSE, LONDON, E., ENG.

Canadian Agents: ALFRED B. LAMBE & SON, TORONTO.
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL.

Don't Wait Till August



Right now is the time to buy an awning. You can save the cost of it in the convenience it means—in the way of a shady store front—while it makes your store look cool and attractive. ALL up-to-date merchants have an awning. The BEST place to get one is from

THOS. SONNE, Sr.

193 Commissioners Street
MONTREAL

—BUY—

Star Brand

COTTON CLOTHES LINES

—AND—

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For Sale by All Wholesale Dealers.

SEE THAT YOU GET THEM.



The

Elgin National Coffee Mills

40 Sizes and Styles

They are the

Fastest Grinders

Easiest Runners

Ask any wholesale grocer, tea and coffee house or jobber for prices



WOODRUFF & EDWARDS CO.

MAKERS

ELGIN, ILLINOIS, U.S.A.

Our Reputation

for all pertaining to REFRIGERATORS has been fully maintained and added to this season. The Grocers, Model and Combination Refrigerators are meeting with unprecedented success this season. We don't depend on our reputation, although we are the largest makers of refrigerators under the British Flag. Judge us by what we have to offer now. We lead to-day, as we have in the past.

Remember we make a specialty of rush orders.

We request that you write for catalogue.

THE

HAM & NOTT CO.

LIMITED

Brantford

Canada



"ENTERPRISE"

The great success of the "Enterprise" works is built on the policy that they have no time to waste in making anything but the *best*.

Nearly half a century of steady holding to this policy has made "Enterprise" articles absolutely essential to the success of enterprising grocers.

The famous line of "Enterprise" Coffee Mills for either Hand, Steam or Electric Power, Smoked Beef Shavers, Meat Choppers, Cheese Cutters, Measuring Faucets, Measuring Pumps, Etc., all are to be found in grocery establishments in all parts of the world.



This Company originated the quick, clean, convenient way of pumping and measuring molasses and heavy liquids from barrels, by means of the

"ENTERPRISE"

Self-Priming and Measuring Pump

It measures accurately, a gill to every turn of the handle, a pint to every four turns. Has a new Total Registering Device, showing total amount taken from the barrel. No. 97, shown here, costs only $6.00; Auger, 75c.; Extended Tube, for pumping from cellar to first floor, per foot or fraction of foot, 50c. Order from your jobber. Write for our latest catalogue.

THE ENTERPRISE MFG. CO. OF PA.

Philadelphia, U.S.A.

21 Murray St., New York 438 Market St., San Francisco

A PUMP THAT SHOWS A PROFIT

The Bradley Stencil Machine

Covered by 8 Patents
Has stood the test of years

Over 10,000 in use in the United States

Over 250 in use in Canada



Send for particulars to

The Hamilton Stamp & Stencil Works, Ltd., Agents for the Dominion of Canada, Hamilton, Ont.

TRADE MARK
KEYSTONE
BRAND.
REGISTERED

For "TRADE-GETTING" lines in Brooms

THE

KLONDIKE, JUBILEE and STERLING

are head and shoulders above any in the market. Made of the best material by expert workmen and on polished maple handles. For wear, for appearance and for value they are TOP NOTCHERS.

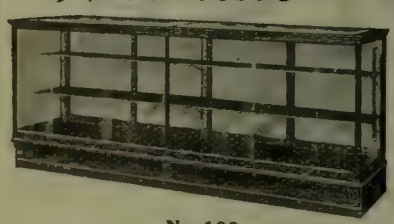
Manufactured by

STEVENS-HEPNER CO.
LIMITED

PORT ELGIN, - ONTARIO, CANADA

Wolverine

Show Case



The best show case made in America for the money.

Price, $4.50 per foot
f.o.b. Detroit

W. H. ESCOTT
141 Bannatyne Avenue, Winnipeg, Selling Agent

No. 100.
This case is finished in golden oak—Beveled plate top —Shipped K.D.—

Made by

Michigan Show Case Co., Detroit, Mich.

Fisher Electric Coffee Mills



are made in Canada and are under a Canadian guarantee. They are beautiful in style and finish, simple in construction, efficient and inexpensive in operation, easy to install—and in a few words—cheaper and better than any Electric Mill on the American Continent.

Manufactured by

The A. D. Fisher Co.
Toronto Limited



A GREAT SAVER
of time, space and bags is McGregor's

PATENT BAG HOLDER

It will hold every size of grocery bag from ¼ to 10 pounds.
Our circular and prices will interest you.

KILGOUR BROS.
19 Wellington St. West. - TORONTO

I OFFER

200 BAGS SPANISH SHELLED PEANUTS

For Prompt Shipment from origin.
Prices and Samples on Request.

Andrew Watson, Importer
91 Youville Square, Montreal

QUOTATIONS FOR PROPRIETARY ARTICLES

Baking Powder.

W. H. GILLARD & CO.

Diamond—

1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
2-doz	12-oz.	3 40
½-doz.	2½lb.	10 50
½-doz.	5lb.	19 75



MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 80
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	



ROYAL BAKING POWDER

Sizes.	Per doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 [illegible]
" ½ lb.	1 35
" 6 oz.	1 80
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—

1 lb. tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Baking Powder—

1-lb. tins, 3-doz. in case, per doz	2 00
½-lb. " " "	1
¼-lb. " " "	0 8

Blue.

Keen's Oxford, per lb	$0 17
In 10-box lots or case	0 16
Gillett's Mammoth, ½ gross box	2 00

Cereals

H-O. COMPANY, ROCHESTER, N.Y.

Per case.		Per case.	
Force, 36s	$4 50	Gusto, 36s	$2 85
Korn-Kinks, 36s	1.45	H-O. oatmeal, 24,	3 10
Presto, 36s	3.40	Buckwheat, 36s.	3.50
Pancake, 36s	3.50	Corn Starch, 36s	2.50
Tapioca, 36s	2.85	Farina, 24s	1.70
Hominy, 36s	2.50		



WHITE SWAN SPICES AND CEREALS LTD.

White Swan Breakfast Food, 2-doz. in case, per case, $3.00

The King's Food, 2-doz. in case, per case, $4.80

White Swan Barley Crisps, per doz., $1.

White Swan Self-rising Buckwheat Flour, per doz., $1.00.

White Swan Self-rising Pancake Flour, per doz., $1.00.

White Swan Wheat Kernels, per doz., $1.40.

White Swan Flaked Rice, per doz., $1.

White Swan Flaked Peas, per doz., $1.

Chocolates and Cocoas.

THE COWAN CO., LIMITED.



Cocoa—Perfection, 1-lb. tins, per doz	$4 50
Perfection, ½-lb. per doz	2 40
Perfection, ¼-lb., per doz	1 30
Perfection, 10c size	0 90
5-lb. tins per lb	0 37
Soluble, bulk, No. 1, per lb	0 20
Soluble, bulk, No. 2, per lb	0 16
London Pearl, per lb	0 [illegible]

Special quotations for Cocoa in bbls., kegs, etc.

Unsweetened Chocolate—	Per lb.
Plain Rock, ½'s & ¼'s, cakes, 12-lb. bxs	0 36
Perfection chocolate, 20c size, 2 dozen boxes, per dozen	1 80
Perfection Chocolate, 10c size, 2 and 4 dozen boxes, per dozen	0 90

Sweet Chocolate—

Queen's Dessert, ½'s and ¼'s, 12-lb. bxs., per lb	$0
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ½-lb., 12-lb. boxes, per lb	0 35
Parisian, 8's	0 30
Royal Navy, ½'s ¼'s, boxes, per lb	0 30
Diamond, 7's, 12-lb. boxes, per lb	0 24
" ½'s " " "	0 25
" 8's " " "	0 28

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., 2-doz. in box, per dozen 0 90

Confections—

	Per lb.
Milk chocolate wafers, 5-lb. boxes	0 35
Maple buds, 5-lb. boxes	0 36
Chocolate wafers, No. 1, 5-lb. boxes	0 30
Chocolate wafers, No. 2, "	0 25
Nonpareil wafers, No. 1, "	0 30
Nonpareil wafers, No. 2, "	0 25
Chocolate ginger, 5-lb. boxes	0 30
Milk chocolate, 5c bundles, per box	1 35
Milk chocolate, 5c cakes, per box	1 35

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co, Limited, Agents, Toronto.

10c. tins,	4 doz. to case	per doz.	$ .90
¼ "	4 " "	"	2.40
½ "	2 " "	"	4.75
1 "	1 " "	"	9.00

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent Toronto.
Arthur M. Loucks, Ottawa.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
R. J. Bedlington & Co., Calgary, Alta.
Standard Brokerage Co., Vancouver, B.C

Elite, 10c size (for cooking), doz	0 90
Prepared cocoa, ½'s	0 28
Prepared ⅓'s	0 28



Mott's breakfast cocoas, 10c. size	90 per dz.
" breakfast cocoa, ½'s	0 38
" " " ¼'s	0 38
" No. 1 chocolate, ½'s	0 32
" Navy " ½'s	0 29
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 24
" Plain choice chocolate liquors	0 32
" Sweet Chocolate Coatings	0 20

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, ½ and ¼-lb. cakes	$0 38
Breakfast cocoa, 1-5, ½, ¼, 1 & 5-lb. tins	0 41
German Sweet chocolate, ½ and ¼-lb. cakes, 6 lb. boxes	0 28
Caracas Sweet chocolate, ½ and ¼-lb. cakes, 6-lb. boxes	0 35
Auto Sweet chocolate, 1-6-lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins	0 47
Soluble cocoa (hot or cold soda 1-lb. tins	0 38
Cracked cocoa, ¼-lb. pkgs., 6-lbs. bags	0 34
Caracas tablets, 100 bundles, tied 5s, per box	3 00

The above quotations are f.o.b. Montreal

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—5c., 10c., 20 and 40c. packages packed in 15 lb. and 30 lb. cases.

	Per lb.
1 lb. packages	0 28
lb "	0 27
lb. "	0 28
1 and ½ lb. packages assorted	0 28½
½ and ¼ lb. "	0 27½
¼ lb. packages assorted in 5 lb. boxes	0 28
½ lb. " "	0 29
½ lb. " in 5, 10, 15 lb. cases	0 30

Bulk—

In 15 lb. pails and 10, 25 and 50 lb. boxes.	Pails.	Tins.	Bbls.
[illegible]	[illegible]	[illegible]	[illegible]
Best Shredded	0 18	....	0 16
Special Shred	0 17	....	0 15
Ribbon	0 19	....	0 17
Macaroon	0 17	....	0 15
Desiccated	0 16	....	0
White Moss in 5 and 10 lb. square tins, 21c.			

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Cocoanut—

Featherstrip, pails	0 16
Shredded	0 15
In packages 2-oz., 4 oz., 8-oz., lb.	0 28

Condensed Milk.

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
"Eagle" brand (4 doz)	$6 00	$1 50
"Gold Seal" brand (4 doz)	5 00	1 25
"Challenge" brand (4 doz)	4 00	1 00
Evaporated Cream—		
"Peerless" brand evap. cream	4 70	1 20
" hotel size	4 90	2 45





TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 00
Reindeer" brand per case (4 doz.)	5 00





Coffees.

EBY, BLAIN CO. LIMITED.

Standard Coffees.

Roasted whole or ground. Packed in damp proof bags and tins.

Club House	$0 32
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" " " ground	0 17½
Golden Rio	0 14

Package Coffees

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, ½ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 15

THOS. J. LIPTON retail wholesale

Lipton's "Special" blend coffee, 1 lb. tins, ground or whole	0 40	0 30

JAMES TURNER & CO. Per lb

Mecca	$ 0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

PATTERSON'S "CAMP" COFFEE ESSENCE

Agents, Rose & Laflamme, Montreal an Toronto.

5 oz. bottles,	4 doz.	per doz	1 75
10 " "	4 "	"	3 00
Rep. quarts,	1 "	"	6 50
Imp. "	1 "	"	9 00

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Blend.



1-lb. decorated tins, 32c. lb

Mo-Ja, ½-lb. tins 30c. lb.

Mo-Ja, 1-lb. tins 28c. lb.

Mo-Ja, 2-lb. tins 28c. lb.

Cafe des Epicures—1-lb. fancy glass jars, per doz., $3.60.

Cafe l'Aromatique—1-lb. amber glass jars, per doz., $4.

Presentation, with 2 tumblers, $10 per doz



THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy lithographed canisters	0 30

Cheese—1

Large size jars, per doz	$8 25
Medium size jars, "	4 50
Small size jars, "	2 40
Individual size jars, per doz	1 00



Imperial holder—

Large size, doz.	18 00
Med. size "	17 00
Small size "	12 00

Roquefort—

Large size, doz.	2 40
Small size, "	1 40

Confections

THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box, "	1 35
" " 10c cakes, 36 in box "	2 55
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
" " No. 2, " "	0 25
Maple Buds, 5-lb. boxes, lb	0 36
Nut Milk Chocolate, ½-lb. cakes, 12-lb. box, lb	0 40

These prices are F.o b. Toronto.

MACLAREN'S IMPERIAL CHEESE CO. LTD

Imperial Peanut Butter "Bobs," the Perfect Confectionery.

Large size, cases, 25 cartons	$3.50 each
Small " " 50 "	3.60 "
Assorted, cases, 26 small, 12 large	3.55 "

Net 30 days.

Coupon Book—Allison's.

For sale in Canada by The Eby Blain Co. Ltd. Toronto. C. O. Beauchemis & Fils. Montreal

$2, $3, $5, $10, $15 and $20.

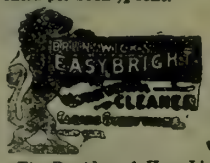
All same price one size or assorted.

UN-NUMBERED

Under 100 books	each 04
100 books and over	each 03½
500 books to 1000 books	03

For numbering cover and each coupon, extra per book ½ cent.

Cleaner.



	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agents

The Davidson & Hay, Limited, Toronto

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.

"Vita" Pasteurized Extract of Beef. Per case.

Bottles	1-oz.,	case of 2 doz		$3 20
"	2 "	"	1 "	3 00
"	4 "	"	1 "	4 50
"	20 "	"	½ "	4 75
"	20 "	"	¼ "	9 00

THOMAS J. LIPTON

Prices on application.

Infants' Food

Robinson's patent barley	½-lb. tins [illegible]
" "	1-lb. tins [illegible]
" groats	½-lb tins [illegible]
"	1lb tins [illegible]

"Mephisto" and "Purity" Canned Lobsters.





Flavoring Extracts

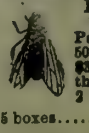
SHERIFF'S

1 oz. (all flavors),	doz.	1 00
2 "	"	1 75
2½ "	"	2 00
4 "	"	3 00
5 "	"	3 75
8 "	"	5 50
16 "	"	10 00
32 "	"	18 00

Discounts on application



Fly Pads.



Wilson's Fly Pads, in boxes of 50 10c. packets, $3 per box, or three boxes for 2 80.

5 boxes..... 2 75 10 boxes..... 2 65

Jams and Jellies.

SAGER'S WHOLE FRUIT STRAWBERRY JAM

Agents, Rose & Laflamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz	2 20

THOMAS J. LIPTON

Prices on application.

T. UPTON & CO.

Compound Fruit Jams—

12-oz. glass jars, 1 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case, per lb.	07½
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 07
7 wood pails, 6 pails in crate, per lb	0 07
30-lb. wood pails	0 06½

Compound Fruit Jellies—

12-oz. glass jars, 2 doz. in case, per doz.	1 00
2 lb. tins, 2 doz. in case, per lb.	0 07½
7 wood pails, 6 pails in crate, per lb	0 07



BUSINESS FOR YOU AND FOR US.

SUN PASTE Stove Polish in Tins goes so much farther on the stove than the so-called liquids (which are always settling out) that the up-to-date housekeeper is bound to be far better pleased when you sell her SUN PASTE.

It is always ready to use, no separation of the ingredients and, as a result, she uses it oftener and comes back to you for more. That's business. Good for you and good for us.

MORSE BROS., Props. - Canton, Mass., U.S.A.



The Best Known of All Polishes

2 in 1

The Easiest to Apply and Shine

Without a doubt the best known and most widely used shoe blacking in Canada is 2 in 1

Ask your jobber and see what he says. He will tell you the output is enormous. : : :

Ask your customer why he prefers 2 in 1. He will tell you that it gives the most brilliant shine with the least trouble and in the quickest time. : : : : : : : :

THE F. F. DALLEY CO., Limited

Hamilton, Ont. Buffalo, N.Y.

BLACK JACK

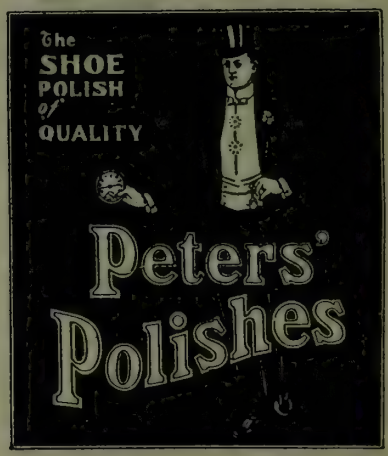
QUICK, CLEAN, HANDY.

TRY IT.



SOLD BY ALL JOBBERS

¼-lb tins—3 doz. in case.



PETERS' POLISH

A line of shoe polish that has created great enthusiasm among those selling and using it.

Write and get the sale of it for your district. It is a money maker.

M. Peters,

617 Queen St, West
Toronto

STILL TO THE FRONT

BLACK LEAD, THE OLD RELIABLE FORM OF STOVE POLISH

"JAMES DOME"

the best brand on the market. An article of real merit. All Lead. No Dirt or Dust. Gives a lasting, brilliant, easy shine.

W. G. A. LAMBE & CO., Canadian Agents



E. D. S. Brand Jams & Jellies

Absolute Purity

If you want to buy honest, reliable goods and get the great profit—that is so difficult to measure in money—of a reputation for selling food that is 100 per cent pure and about which there is no doubt as to the quality, then you should push the sale of our products which by government analysis have been declared the purest sold in Canada.

AGENTS

W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; R. B. Colwell, Halifax, N. S.; J. Gibbs, Hamilton

E. D. Smith's Fruit Farms, Winona, Ont.

	Per lb.
30-lb. wood pails	0 08½
Pure assorted jam, 1-lb. glass jars, 2 doz. in case	1 75

Jelly Powders

IMPERIAL DESSERT JELLY



Assorted flavors—gross 10.75.
MacLaren Imperial Cheese Co., Limited.

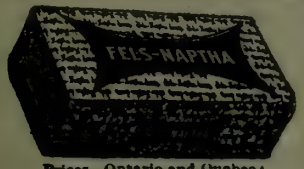


Assorted Case,	Contains 4 doz.	$3.60
Assorted Case,	Contains 2 doz.	$1.80
Lemon	(Straight) Contains 2 doz.	$1.80
Orange	(Straight) Contains 2 doz.	$1.80
Raspberry	(Straight) Contains 2 doz.	$1.80
Strawberry	(Straight) Contains 2 doz.	$1.80
Chocolate	(Straight) Contains 2 doz.	$1.80
Cherry	(Straight) Contains 2 doz.	$1.80
Peach	(Straight) Contains 2 doz.	$1.80

Weight 7 lbs. to case. Freight rate, 3d class.

Soap

The GENUINE. Packed 100 Bars to case.



Prices—Ontario and Quebec:

Less than 5 cases	5 25
Five cases, or over	5 15



THE ROBERT GREIG COMPANY.

White Swan, 13 flavors. 1 doz. in handsome counter carton, per doz., 90c.

List price "Shirriff's" (all flavors), per doz. 0

Discounts on application.



Lard.

N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces	$0 10½
½-bbls.	0 10½
Tubs, 60 lbs.	0 10½
20-lb Pails	2 20
30-lb. tins	2 10
Cases 3-lb.	0 11½
" 5-lb.	0 10½
" 10-lb.	0 10½



F.O.B. Montreal.



GUNNS "EASIFIRST" LARD COMPOUND.

Tierces	0 10
Tubs	0 10½
20-lb. pails	0 10½
20-lb. tins	0 10
10-lb. "	0 10½
5-lb. "	0 10½
3-lb. "	0 11

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, ½-lb. glass jars	1 75
" " 30 5-lb cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 75
Dulo large cent sticks, 100 in box	

Lye (Concentrated)

GILLETT'S PERFUMED.

	Per case
1 case of 4 dozen	$3 60
3 cases of 4 dozen	3 50
5 cases or more	3 40

Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case	per doz $1 00
16-oz. glass jars, 2 doz in case	" 1 40
In 5 and 7-lb. tins and 7-lb. pails	per lb. 0 07
Pint Sealers (24 oz.), 1 doz in case, per dozen	2 00

SHIRRIFF BRAND

"Imperial Scotch"—	
1-lb. glass, doz.	1 55
2-lb. " "	2 80
4-lb. tins, "	4 65
7-lb " "	7 35
"Shredded"—	
1-lb. glass, doz.	1 90
3-lb. "	3 10
7-lb. tins, "	3 25



THOMAS J. LIPTON

Prices on application



SPRATT'S PRICE LIST

Mixed Bird Seeds, 1-lb. pkts., 3 dozen cases per box	$0 95
Parrot Food, ½ lb. pkts., 1 doz cartons	1 5
Parrot Food, 2-lb. pkts	0 35
Bird Cage Sand, about 1¼-lb. bags, ½-gross cases	0 20
Bird Cage Grit, about 1¼-lb. bags, ½-gross cases	0 30

Mince Meat

Wethey's condensed, per gross net	$12 00
" per case of 2 doz. net	3 00



ST. CHARLES CO DENSING CO

PRICES:

St. Charles Cream-family size, per case	$4.70
Ditto, hotel,	4.80
Silver Cow Milk	5.00
Purity Milk	4.00
Good Luck	4.00

Mustard

COLMAN'S OR KEEN'S

D.S.F., ¼-lb. tins	per doz.	$ 1 40
" ½-lb tins	"	2 50
" 1-lb. tins	"	5 00
Durham 4-lb. jar	per jar	0 75
" 1-lb. jar	"	0 25
F.D. ¼-lb. tins	per doz.	0 85
" ½-lb. tins	"	1 45

Olive Oil

LAPORTE, MARTIN & CIE., LTD.

Minerva Brand—	
Minerva, qts. 12's	$ 5 75
" pts 24's	6 50
" ½-pts. 24's	4 25

Sauces

PATERSON'S WORCESTER SAUCE

Agents, Rose & Laflamme, Montreal and Toronto

½-pint bottles, 3 & 6 doz., per doz. 0 90

pint " 3 doz. 1 75

THOMAS J. LIPTON

Prices on application

Soda

COW BRAND



Case of 1-lb. containing 60 packages, per box, $3.00

Case of ½-lb. containing 120 pkgs. per box $3.00

Case of 1-lb and ½-lb containing 30 1-lb. and 60 ½-lb. pkgs per box $3.00

Case of 5c. pkgs. containing 96 pkgs. per box, $3.00

MAGIC BRAND

	Per case
No. 1, cases 60 1-lb. packages	$ 2 75
No 2, " 120 ½-lb. "	2 75
No. 3, " {30 1-lb. " / 60 ½-lb. "	2 75

No. 5 Magic soda—cases 100—10-oz. pkg

1 case	2 75
5 cases	2 75



Wood's "Canadian Souvenir" Canister Coffee

Roasted in Bean or Roasted and Ground

Cases of 48 lbs., 1 lb. cans, $14.40 per case

THIS COFFEE has found a welcome in thousands of homes.
If you are not selling it you are missing a pleasure.
It is of unequalled quality as a popular, rapid-selling line.
THE CANISTER is lithographed on the tin in rich, delicate colouring.
It has a permanent usefulness every housekeeper prizes.
It sells and it suits! We solicit your orders.

THOMAS WOOD CO. LIMITED

No. 428 St. Paul St. Montreal

A. P. TIPPET & CO., Agents.

Maypole soap, colored	per gross	$10 20
" black	"	15 30
Oriole soap	"	10 20
Glorioia soap	"	11 00
Crown bon polish	"	4 80



3 doz. to box..... $3 45

6 doz. to box $6 90

30 days.



1 Box Price $4.00

5 Box Price $5.90

Freight paid on 5 box lots.



Or Quick Naptha Soap (100 bars to case) in 5-case lots (delivered)—$3.85 each. The Richards Pure Soap Co., Ltd., Woodstock, Ont

Starch

EDWARDSBURG STARCH CO., LIMITED.

	per lb
Laundry Starches—	
No. 1 White or blue, 6-lb. cartons	$0 07
No. 1 " " 3-lb. "	0 07
Canada laundry	0 06
Silver gloss, 6-lb. draw-lid boxes	0 08
Silver gloss, 6-lb. tin canisters	0 08
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 07
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 06½
Canada White Gloss, 1-lb. pkgs.	0 06½
Benson's enamel....per box 1 50 to	3 00
Ordinary Starch—	
Benson & Co.'s Prepared Corn	0 07½
Canada Pure Corn	0 07½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
" " 1 " or blue,	

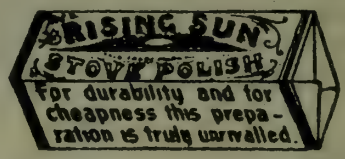
GRANT ORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb	0 6½
Finest Quality White Laundry—	
1 lb. Canisters, cases of 48 lb	0 06½
Barrels, 200 lb	0 07½
Lily White Gloss—	
1-lb. fancy cartons, cases 20 lb.	0 08
4-lb. toy trunks, 8 in case	0 08
6-lb. enameled tin canisters, 6 in case	0 08
Kegs, ex. crystals, 100 lb	0 07
Brantford Gloss—	
1-lb fancy boxes, cases 36 lb	$0 06
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 00

Stove Polish.

	Per gross
Rising Sun, 8-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c size, ½-gross boxes	10 00
Sun Paste, 5c size, 1-gross boxes	5 00



JAMES' D ME BLACK LEAD

	Per gross
6a size	$2 40
2a "	3 50

Syrup.

EDWARDSBURG STARCH CO., LTD.

"Crown" Brand Perfection Syrup.

Barrels, 700 lbs	0 03½ per lb.
Half-barrels, 350 lbs	0 03¾ "
¼-barrels, 175 lbs	0 03¾ "
Pails 25 lbs	1 30 each
" 38½ lbs	1 80 "

Plain tins, with label— Per case

2 lb. tins, 2 doz. in case	2 50
5 " 1 " "	2 85
10 " ½ " "	2 75
20 " 1 " "	2 70

(5, 10 and 20 lb. tins have wire handles.)

Teas

THE "SALADA" TEA CO.

	Wholesale	Retail.
Brown Label, 1's and ½'s	$0 25	$0 30
Green Label, 1's and ½'s	0 27	0 35
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's, ½'s, ¼'s and ⅛'s	0 35	0 50
Gold Label, 1's and ½'s	0 44	60
Red-Gold Label, ½'s	0 55	0 80



EMPIRE PACKAGE TEA

Cases 30 and 50 lbs. each—Black, Mixed, and Green Ceylon.

25c	1s, 20c.; ½s, 21c.
30c	1s and ½s, 23c.
40c	1s and ½s, 28c.
50c	1s and ½s, 35c.
75c	1s and ½s, Vulcan, 50c.

100 lb. lots freight paid.

LIPTON'S TEA

Thomas J. Lipton

75 Front St. East, Toronto.



Packed in air-tight tins only.

	wholesale	retail
Blue label ¼'s and 1's	0 24	0 30
Orange " ¼'s, ½'s and 1's	0 30	0 40
Pink " ½'s & 1's, tins	0 35	0 50
Red " Dominion blend, ½'s and 1's	0 44	0 60
Gold " Afternoon blend, ½'s and 1's	0 50	0 70



Black Label	0 21	0 26
Orange Label, ½'s and ¼'s	0 23	0 40
Gold Label, ½'s	0 20	0 25
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ¼'s	0 30	0 [illegible]
Green Label, ½'s and ¼'s	0 35	0 50
Red Label, ½'s	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf-c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs	0 19



BLUE RIBBON TEA CO., TORONTO

	Wholesale	Retail
Yellow Label, 1's	0 20	0 25
" " ½'s	0 21	0 25
Green Label, 1's and ½'s	0 24	0 30
Blue Label, 1's and ½'s	0 25	0 35
Red Label, 1's, ½'s and ¼'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, ½'s and ¼'s	0 55	0 80
Embossed, ½'s and ¼'s	007	1 00



	Wholesale	Retail
Pink Label 1's and ½'s	30c.	40c.
Gold Label 1's and ½'s	35c.	50c.
Lavender Label 1's and ½'s	42c.	60c.
Green Label 1's and ½'s	50c.	75c.
Canisters		
Gold Tins, 5's	35c. 1.75	50c. 2 50
Gold Tins, 3's	35c. 1.05	50c. 1.50
Gold Tins, 1's	36c. each	50c. each
Gold Label, ¼'s	18c ea. 36 lb.	25c ea. 50 lb.
Red Tins, ½'s	35c ea. 70 lb.	50c ea. 1 00 lb.
Red Tins, ¼'s	18c ea. 72 lb.	25c ea. 1.00 lb

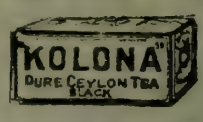


MELAGAMA TEA.

MINTO BROS., 55 Front St. East

	Wholesale	Retail.
Black, green, mixed, ¼s	0 70	1 00
" " " ½s	0 55	0 80
" " " ¼s	0 44	0 60
" " " 1 lbs. & ½s	0 40	0 60
" " " ¼s	0 38	0 50
" " " 1 lbs. & ½s	0 35	0 50
" " " 1 lbs., ½s	0 30	0 40
" " " ½s	0 32	0 40
" " " ¼s	0 25	0 30
" " " 1 lbs	0 24	0 30

We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 20
" ½-lb., " "	0 21
Blue Label, retail at 30c	0 23
Green Label, " 40c	0 30
Red Label, " 50c	0 35

Orange Label,		0 42
Gold Label		65

RIDGWAYS.

London, Vancouver Winnipeg and Ceylon.



	Wholesale.	Retail.
Capital Household, 1's and ½'s	0 40	0 50
Old Country, 1's and ½'s	0 30	0 60
5 o'clock, 1's and ½'s	0 35	0 50
H.M.S., 1's and ½'s	0 42	0 60
Ridgway's Standard Bulk Blend in stock at all our branches in Canada.	0 75	1 00



THOMAS WOOD & CO.

Montreal and Boston

	wholesale	reta
Wood's Primrose, per lb	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ½-lb. tins. All grades—either black, green or mixed.

Tobacco.

IMPERIAL TOBACCO COMPANY OF CANADA, LIMITED—EMPIRE BRANCH.

Chewing—Black Watch 1s	36
Black Watch 11s	38
Bobs 5s and 10s	38
Bully 6s	44
Currency 5½s and 10s	38
Stag 5s	38
Old Fox 12s	44
Pay Roll Bars 7½s	56
Pay Roll 7s	56
Plug smoking—Shamrock 6s, plug or bar	45
Rosebud Bars 6s	45
Empire 5s, and 10s	36
Amber 8s, and 3s	60
Ivy 7s	50
Starlight 7s	70
Cut Smoking—Great West Pouches, 7s	60

JOS. COTE, QUEBEC.

Cigars	
St. Louis (union), 1-20	$33 00
St. Louis, 1-40	35 00
St. Louis, 1-100	35 00
Champlain, 1-20	35 00
Champlain, 1-40	36 00
El Sergeant, 1-20	55 00
El Sergeant, 1-40	55 00
El Sergeant, 1-100	55 00
Cut tobaccos	
Petit Havana, ¼, 1-12—1-6	0 40
Quesnel, 1-4, 1-2	0 65
" 1-9	0 68
Cote's Choice Mixture, ¼-lb tins	0 75
" " ½ lb "	0 70
" " 1-lb "	0 00

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz	$18 00
Absorbine Jr., per dozen	9 00

Yeast.

Royal yeast, 3 doz. 5 cent. pkgs	$1 10
Gillett's cream yeast, 3 doz. in case	1 10

For charges for inserting quotations in this dept. apply to Advt. Manager, The Canadian Grocer, at our nearest office.

Sell Seeds That Feed—

SPRATT'S MIXED BIRD SEEDS

Comprise only such seeds as are known to be adapted for songsters to improve their health and develop their singing powers. They are properly cleaned and correctly balanced; always give the highest satisfaction, and the thoroughly satisfied customer is the most profitable one that a dealer can have.

Ask your jobber for them. Packed in boxes containing 3 dozen 1-lb. packets.

SPRATT'S PATENT, Ltd., LONDON, ENG.

MONTREAL—13 St. Therese St., St. Gabriel's.

Sanitary Cans

For Hand Filled Goods

Tomatoes, Stringless Beans, Asparagus, Spinach, Etc., Apples, Peaches, Pears, Plums, Etc.

Sanitary Enamel Lined Cans

For Color Fruits and Goods of Strong Acidity

Strawberries, Red Raspberries, Black Raspberries, Blackberries, Sour Cherries, Blueberries, Beets, Rhubarb, Etc.

"The Can Without The Tap Hole"
"Bottom Like The Top"

Write for Samples

Sanitary Can Company, Ltd.

Niagara Falls, - - Ontario

DWIGHT'S BAKING SODA

More every day is being used—

The increase in sales of

"Cow Brand" Baking Soda

is due to its purity, strength, uniformity and absolute reliability in all its uses—

The housekeeper's attention need only be drawn to it once, it will be her constant demand when she wants baking soda—

This makes profit for you—

Are you taking advantage of it?

CHURCH & DWIGHT

Manufacturers
MONTREAL

FREQUENCY OF SAILINGS

Every twelfth day a Pickford and Black steamer leaves Halifax for Bermuda, The British West Indies and Demerara, and is away thirty-eight days. A delightful trip for moderate cost. Write us.

PICKFORD & BLACK
HALIFAX.

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England
Agent:
JOHN FORMAN, - 644 Craig Street
MONTREAL.

Queen City Water White Oil

GIVES PERFECT LIGHT

The most economical high-grade oil ever sold in Canada.

FOR SALE EVERYWHERE

Look into
Your Stock of

SALT

and order before
IT GETS TOO LOW

VERRET, STEWART & CO.
LIMITED
MONTREAL

Canned Fruits

The quality of

WETHEY'S LAUREL BRAND

speaks for itself.

Do not buy without consulting us.

Get our prices.

J. H. Wethey, Ltd.
ST. CATHARINES, ONT.



This Week's Special

"Norwegian Sardines"
"Future" Canned Goods

Empire Brand

:-: *Don't Buy Without Communicating With Us* :-:

MANY TIMES you want goods or prices in a hurry. Phone us. It will pay. Do it once. If it does not pay, don't bother again. :: :: :: :: :: :: ::

4
Free Phones
Use them freely

GEO. E. BRISTOL & CO.
Wholesale Grocer
Hamilton, - - - - Ontario

CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

Montreal: 701-702 Eastern Townships Bank Bldg. Toronto: 10 Front St. East. Winnipeg: 511 Union Bank Building. London, Eng.: 88 Fleet St., E.C.

VOL. XXIII. PUBLICATION OFFICE: TORONTO, JUNE 11, 1909. NO. 24



It's a very small thing, a cake of Laundry Blue, but unless it is

Keen's Oxford Blue

It can upset the housewife's temper and spoil her trade with you quicker than anything you supply her with—Don't risk it—Stick to KEEN'S.

FOR SALE BY ALL JOBBERS

Frank Magor & Co., 403 St. Paul Street, Agents for the Dominion, Montreal

Yours to command trade—

Edwardsburg "Silver Gloss" Starch

Unequalled for finest laundry work, no matter how delicate the fabric. "Silver Gloss" Starch needs no commendation on our part. It has pleased the consumer for over fifty years.

—Stock it

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, Toronto, Ont. Works, Cardinal, Ont. 164 St. James St., Montreal, P.Q.

EVERY merchant's back shop tells the story of stickers —things that sold well for a time and then went flat. You know what they have been in your case, don't you—and you don't need to look them over to find that SURPRISE SOAP isn't on the list.



SURPRISE has been a good seller from the very first

And every year it is getting harder for the man who sells a substitute to do any business at all. He finds that women simply won't listen to his argument about soaps that for the minute pay him a better profit—they've tried that kind before—and why should they when SURPRISE value is the best in the world?

THE ST. CROIX SOAP MANUFACTURING COMPANY

Factory at ST. STEPHEN, N.B.

Branches: MONTREAL TORONTO WINNIPEG VANCOUVER WEST INDIES

As Supplied to His Majesty the King



As Supplied to the British House of Commons

"Stower's" Lime Juice Cordial

Few persons would purchase plain Lime Juice if they once tried a bottle of STOWER'S LIME JUICE CORDIAL, which is all ready for use, blended just right to suit the taste of the most fastidious, and so convenient.

LIME JUICE CORDIAL is one of the most popular drinks. It is delicious—quenching thirst—keeps the blood and digestive organs in an excellent state.

STOWER'S LIME JUICE CORDIAL is prepared from the freshly squeezed juice of the Lime Fruit, with every impurity carefully removed. **It will not ferment and is sweetened with the best refined loaf sugar.**

NO MUSTY FLAVOR



Montreal Office

Manufacturers' Agents and Brokers' Directory

Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.



Winnipeg Office

FACE TO FACE BUSINESS
I am on the job all the time. Why not give me a trial?
Grocery and Confectionery Brokerage my Specialty
G. WALLACE WEESE
Manufacturers' Representative. 30-32 Main East,
Let's get close and talk it over—Now HAMILTON

J. W. GORHAM & CO.
JERUSALEM WAREHOUSE, HALIFAX, N.S.
Manufacturers' Agents and Grocery Brokers
WAREHOUSEMEN
can give close attention to few more first-class agencies. Highest references.

FOR SALE
Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.
J. T. ADAMSON & CO.
Customs Brokers and Warehousemen
—
27 St. Sacrament Street, Montreal
TEL. MAIN 778 BOND 28

ROBERT ALLAN & CO.
General Commission Merchants
MONTREAL
Fish, Oils, Beans, Peas and Produce.
Agents: "Royal Crown" Skinless Codfish.
Representing Morris & Co. Chicago. Pork and Lard.

STORAGE IN OTTAWA
We offer every modern convenience. Largest warehouse in Ottawa Valley. Fireproof, low insurance rates, direct communication with all railways—tracks to the door. Centrally located.
Secure Our Low Rates.
Dominion Warehousing Co., Ltd.
52 Nicholas Street, Ottawa
J. R. Routh, Manager.

D. McL. BROPHY
414 St. Paul St. Montreal
Broker and Manufacturers' Agent.
Open to represent one more up-to-date house desirous of utilizing my excellent connection with the grocery trade.
Correspondence will receive prompt attention.

D. STAMPER
GROCERY AND FRUIT BROKER
AND MANUFACTURERS' AGENT
Goods Stored and Distributed
Warehouse, City Spur Track.
P.O. Box 793 MOOSE JAW, SASK.

CLARE, LITTLE & CO.,
WESTERN DISTRIBUTORS
Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.
Phone 159 SASKATOON,
P.O. Box 257. Western Canada

W. S. CLAWSON & CO.
Manufacturers' Agents and Grocery Brokers.
Warehousemen
ST. JOHN, - - - N.B.
Open for a few more first-class lines

Write us for a Price on a
Car of Tomatoes
Lowest Prices and Finest Goods Packed
—
W. H. MILLMAN & SONS
CANADIAN AGENTS
TORONTO

NEWFOUNDLAND
T. A. MACNAB & CO.
ST. JOHN'S, NEWFOUNDLAND
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's.
Codes: A, B, C, 5th edition, and private.

G. C. WARREN
Box 1036, REGINA
Manufacturers' Agent and Commission Merchant. Direct Importer of all grades of pure Ceylon Teas, and Grocery and Drug Specialties. Dealer in Coffees, Spices, Mustard, etc. Established eleven years. More lines desired.

W. G. A. LAMBE & CO.
TORONTO
Grocery Brokers and Agents.
Established 1885.

W. G. PATRICK & CO.
Manufacturers' Agents
and
Importers
29 Melinda Street, Toronto

MacLaren Imperial Cheese Co.
Limited
AGENCY DEPARTMENT
Agents for Grocers' Specialties and Wholesale Grocery Brokers
TORONTO, Ont. DETROIT, Mich.

ON SPOT
1 Car Raw Sugar
Bright Jamaica Crystals. Prices and Samples on Application.
LIND BROKERAGE CO.
23 Scott Street Toronto

Merchants, Manufacturers and Shippers
We desire correspondence with you if you want active representation in the West. We give special attention to Grocers' lines, and have salesmen covering the West.
Good track storage.
Advances made on consignments.
J. D. Brack & Co.
Wholesale Brokers
WINNIPEG

WINNIPEG STORAGE
TRACK WAREHOUSE
Consignments solicited, stored and reshipped to order
K. J. JOHNSTON
Wholesale Commission Broker.
Box 122 Winnipeg. Reference, Bank of Commerce.

CARMAN BROKERAGE Co.
Wholesale Grocery Brokers
141 Bannatyne St. E. WINNIPEG, MAN.
We keep in close touch with the wholesale trade—Winnipeg and West—write us.

WATSON & TRUESDALE
(Successors to Stuart, Watson & Co.)
Wholesale Commission Brokers and Manufacturers' Agents.
WINNIPEG, - MAN.
Domestic and Foreign Agencies Solicited.

Canadian Manufacturers and Exporters:
Are you aware of the fact that there are 4½ millions Irishmen prepared to buy Canadian Goods?
Don't you want some of this business?
You can get into touch with 5,000 distributors every week by advertising in THE IRISH GROCER, DRUG, PROVISION and GENERAL TRADES' JOURNAL, the best known general store and grocery paper in Ireland. Write for sample copy and particulars to
10, Garfield Chambers, Belfast, Ireland

We have a "Special Proposition" on

"ANCHOR"

brand **CANNED SALMON**

——"The finest Fraser River Red Sockeye"——

IT WILL PAY YOU TO WRITE US FOR QUOTATIONS

This Week we have a car of

FANCY MESSINA LEMONS, 300s.

SEND US YOUR ORDERS

EBY-BLAIN, LIMITED

Wholesale Grocers TORONTO

THE

Ever-increasing Demand

For Ram Lal's Pure Tea

has necessitated our meeting the still further demands of the Canadian Public, and we take pleasure in announcing that we now have Ram Lal's Tea in Black, Green and Mixed for sale, in the 40c. and 50c. grades.

RAM LAL'S PURE TEA CO., Limited
266 St. Paul Street, Montreal



THE A 1 SAUCE

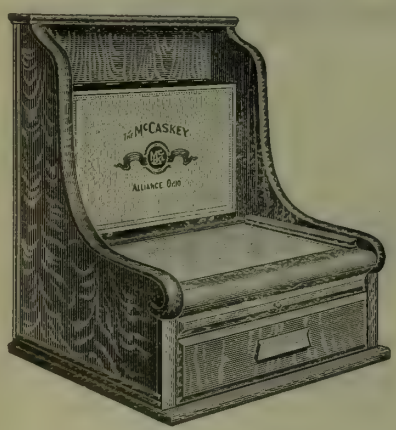
A Fine Tonic and Digestive.
An Excellent Relish For
"FISH, FLESH or FOWL."

Simply A 1.
Pleases everyone.
The Public WILL have it.
Sold all over the world.

For full particulars and prices write our Agents:

GENERAL AGENT—H. HUBBARD, 27 Common St., Montreal
THE WEIR SPECIALTY CO., 561-563 Yonge St., Toronto
J. READ, St. John, N.B.
R. T. TINN, 337 Hastings St. W., Vancouver, B.C.

BRAND & CO., LIMITED — Purveyors to H.M. the King, Mayfair Works, Vauxhall **LONDON - ENG.**



MONEY EARNERS AND MONEY SAVERS



THE McCASKEY ACCOUNT REGISER handles the accounts with but ***one writing.***

THE McCASKEY REGISTER SYSTEM stops all forgetting to charge goods.

THE McCASKEY REGISTER SYSTEM eliminates errors and disputes.

THE McCASKEY REGISTER SYSTEM will bring in the ***cash*** faster than any two-legged collector you ever saw.

THE McCASKEY REGISTER SYSTEM will furnish you a correct proof of loss in case of fire so that you can collect your insurance.

THE McCASKEY REGISTER SYSTEM is the best known and known as the best.

Over 50,000 of them in use. Many concerns who are operating from two to eighteen branch stores first bought one register to test it and then supplied all their stores. What better testimonial could you ask for?

If you do a ***credit business*** let us send you further information about the best accounting system ever devised.

THE McCASKEY REGISTER COMPANY, Cor. Hughson and Rebecca Sts., Hamilton, Can.

Getting Off to a Good Start Often Wins the Race

It's the same in business competition. The Western Canada market is a profitable one, the people were never more prosperous, nor the general outlook more reassuring. Thousands of settlers are taking up land every day.

The Western Market is growing all the time. Like a healthy, well fed youth it cannot help it—it's natural.

Have you something worth selling to either the retail or wholesale trade? Let us assist you in getting your share of the business. Our facilities are unequalled; our rates are reasonable.

CORRESPONDENCE SOLICITED

RICHARDS & BROWN

Wholesale Commission Merchants

314 ROSS AVENUE **WINNIPEG, MAN.**

We have our own large track warehouse in the heart of the wholesale district.

Buy the Reliable Brands!

F. W. Rowley
Denia
Finest Selected

and

S. Bodi
Denia
Fine Selected

The reputation of many years and the guarantee of the undersigned well-known house ensure your getting absolutely the best when these are the brands you order. The uniformity of quality and the neatness of the packages sent out to the trade year after year are responsible for the popularity of these brands.

We, as packers, risk our reputation on their excellence. Do you not think that you are taking but a small chance in stocking it for the BEST?

Send for samples if you would like to see what the goods are like before ordering.

SHELLED ALMONDS

How about this line? We offer something particularly nice in 14-lb. and 28-lb. boxes. Get prices.

UNDERDOWN & CRCIHTON

London, England **Valencia, Spain** **Denia, Spain**

CANADIAN AGENTS: Wm. C. Christmas, Montreal; E. T. Sturdee, St. John, N. B.; Grant Oxley & Co., Halifax, N. S.; Eugene Moore, Toronto; W. H. Escott, Winnipeg; J. A. Kavanagh, Hamilton, Ontario

EVERY week we have been telling you of the merits of the Old Homestead Brand of Canned Fruits and Vegetables and seeking to impress you why it would pay you to feature this brand. You know in your experience as a grocer that the best paying trade is the kind that stays. Trade that floats your way to-day will float some other way to-morrow if you do not do something to stay its disposition to roam. You can do this by building around the wandering ones a solid wall of value, quality, integrity and reputation.

One of the best means of contributing to this end is by selling, in the line of canned fruits and vegetables, the kind that retain nature's flavor, that are produced in the best equipped factory under the most sanitary conditions by the most up-to-date methods and selected from first quality stuff.

— Order from your jobber —

THE OLD HOMESTEAD
CANNING CO.

PICTON ONTARIO

A STEADY SELLING LINE

These are the only kind of goods that it pays to handle. They build trade and keep business on the move.

RIVERDALE BRAND

Canned Fruits and Vegetables

will create activity in your store in the line of pure foods. They have a reputation for quality that we have never allowed to deteriorate.

LAKESIDE CANNING COMPANY Limited

WELLINGTON, - - - - - ONTARIO

"PEERLESS" Brand

Canned Goods

are, in quality, just what the brand denotes, beyond question the finest output of any Canadian factory.

Put up by the Beamsville Preserving Co., Limited.

SOLE DISTRIBUTORS:

WARREN BROS. & CO., - LIMITED

TORONTO and KINGSTON

Unequalled in Quality

and a Producer of Permanent Profit

QUAKER

Canned Goods

THE BLOOMFIELD PACKING CO.

BLOOMFIELD, - ONT.

CRYSTAL SUGARS

Retailers throughout Canada handle them.
You deal direct with the factory.
Standard, Fine, Coarse, Berry, Powdered.
The best for PRESERVING.
Always the same, the best.
Let us send samples with quotations.

Sugars that always satisfy.
Uniform Grain.
Gains customers for you.
A trial convinces.
Remember! It is dollars in your pocket.
Sold strictly on the merits.

MANUFACTURED BY
The Wallaceburg Sugar Co., Limited
Wallaceburg, Ont.

There have been many substitutes presented, but they all lack the merit, thoroughness and pleasing qualities of Snap, which is the only genuine and original hand cleaner.

SNAP 

SELLS

It will do just exactly what we claim for it and will leave the hands clean, smooth and soft. Every grocer is helped in handling Snap by our extensive advertising.

ORDER FROM YOUR JOBBER

THE SNAP COMPANY
LIMITED
MONTREAL, - CANADA

To the Trade:

When You Are Selling

CEYLON TEA

It is Absolutely Necessary that You Should Lay Particular Stress on the Fact that it

MUST BE JUDGED BY CUP QUALITY

And You Should Show Customers

HOW TO PREPARE IT

So as to Fairly Test This

The Tea's appearance won't especially commend it; nor will a poorly made infusion.

Marshmallow Chocolate
Bordeaux "
Whipped Cream "
Maple Walnut "
Butter Scotch

A few of our specialties which are put up in packages to retail at **10c. each.**

We make them right, so as to create a demand for them; we pack them right, so that there is never any complaint from your customers.

Delicately flavored and never weary the taste. Will revive your business during the dull season.

There is good business and good profit to be made handling this line of package goods.

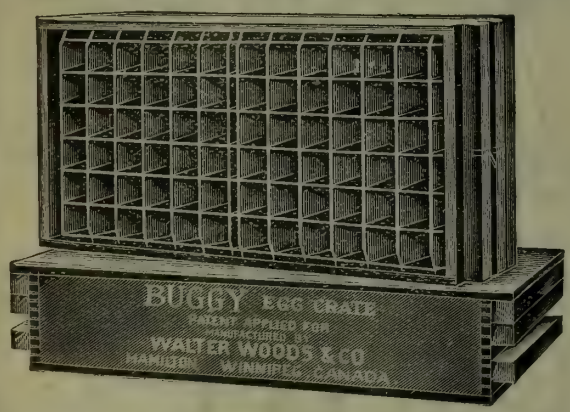
Superior Quality, and the Prices Are Right

We solicit your enquiries and give same prompt attention.

The MONTREAL BISCUIT CO., MONTREAL

Manufacturers of BISCUITS AND CANDY

Buggy Egg Crate



Everybody Says So:

"Just the thing" "Been looking for this"
"Well, how simple" "So handy"

Every Dealer Should Have Them

Walter Woods & Co.

Hamilton and Winnipeg

GET A ROYAL



The best mill in the world at the least cost to you.

AND GET THE BEST

There's nothing cumbersome or complicated about the ROYAL electric coffee mill.

It's simplicity in itself. A child may operate it.

There are no exposed mechanical or electrical parts to cause injury to clerks or customers.

ROYAL mills are equipped with our famous tempered steel knives and our famous self-cleaning attachment that removes ALL the coffee from the cutting box after each batch of coffee passes through.

ROYAL mills are made in various sizes for large and small stores, and sold on easy monthly payments.

Write to-day for a free copy of our latest catalog.

The A. J. Deer Company

619 West Street - Hornell, N.Y.



It dries them up ***Common Sense***
KILLS { *Roaches and Bed-Bugs* / *Rats and Mice*

All Dealers and 381 Queen St. W., Toronto, Ont.

Dealers find Common Sense a very good seller, for the reason that it gives general satisfaction and each customer tells others about same. Write for prices.

IT WILL PAY YOU

to watch our Condensed Ad. columns. There are many money-making propositions there. You may find just what you are looking for.

CURRANTS

We are proprietors of

"AFRODITE" brand, the best AMALIAS currant on the market.

"NARCISSUS," fine FILIATRA currants.

"NAUSICAA," fine FILIATRA cleaned currants

and importers and distributors of

highest grade PATRAS and VOSTIZZA Currants.

We aim to give the trade the best grades of currants obtainable from season to season.

We solicit the opportunity to quote on your CURRANT needs at all times.

CANADIAN REPRESENTATIVES:

W. H. ESCOTT, Winnipeg.
J. A. KAVANAGH, Hamilton and London.

GREEK CURRANT CO.

260 West Broadway. - NEW YORK

THE LARGEST CURRANT HOUSE IN GREECE

You've tried the rest—
now try the BEST Tea

Cooper Cooper & Co.

are offering their world-famous
"Tea Plant" Blend of

TEAS

at the following Popular Prices :

40—50—60 cents per lb.

Packed in air-tight ½ lb. canisters
under our own "Tea Plant" label.

50 YEARS' REPUTATION

CANADIAN AGENTS:
Green & Co., 25 Front St. East, Toronto, Ontario.
D. Stamper, P.O. Box 793 Moose Jaw, Sask.
Clawson & Co., 11-12 South Wharf, St. John, N.B.

Cooper Cooper & Co., Limited

Head Office—71-73 Tooley St., London Bridge, S.E.
London, England

BULK PICKLES



Quality must count in pickles and relishes no matter in what condition they reach the consumer.

Quality Counts

IN

Lytle's Bulk Pickles

Equal value is not to be found in any other bulk pickles. Quotations on application.

Sour, Mixed and Chow Chow in 1s, 2s, 3s, 5s and 10-gal. pails.

The T. A. Lytle Co., Limited

Sterling Road Toronto, Can.

MASON'S O.K SAUCE

The one sauce possessing that piquancy of flavor and uniform quality that makes it always the same. Splendid profit for the dealer, 33⅓%.



GEO. MASON & CO., LTD.

Sole Manufacturers, London, Eng.

Sole Canadian Agents:

S. T. Nishimura & Co.
MONTREAL

SUB-AGENTS:

Toronto, Ont.—Geo. Stanway & Co.
Hamilton, Ont.—James Somerville
Ottawa, Ont.—Mackenzie & Co.
London, Ont.—Wm. G. Coles & Co.
Quebec, Que.—The F. Abel Co.
Kingston, Ont.—James Craig



is without a peer in the Canadian market.

No tea is more extensively advertised or better known.

Good tea is a magnet which always draws trade.

Ridgway's Tea will be a trade winner for your store.

CANADIAN OFFICE, VANCOUVER, B.C.

Agents—Richards & Brown, 314 Ross Avenue, Winnipeg, Man.

ESTABLISHED 1849

BRADSTREET'S

Capital and Surplus, $1,500.000
Offices Throughout the Civilized World
Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claims as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale jobbiug and mauufacturiug coucerns, and by responsible and worthy fiuancial, fiduciary and business corporatious. Specific terms may be obtained by addressing the Company at any ts offices.
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—OFFICES IN CANADA—

THOS. IRVING, General Manager
Western Canada, Toronto

A. Boake, Roberts & Co., Limited

STRATFORD
LONDON - - ENGLAND

For:—

Vinegar and Sauce Coloring

Essential Oils Essences Oil Lemon

Acid Phosphate & Phosphate Lime Precip.

Harmless Colorings

Herbs, Roots, etc.

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Andrews, Gillespie & Co.

CORISTINE BLDG.
MONTREAL
Room 32, No. 8 Colborne St, Toronto.

MANUFACTURERS' AGENTS DEPT.

(Continued from page 2)

R. B. COLWELL

Representing in
Nova Scotia
Maritime Dairy Co.
Sussex Mineral Springs Co.
Ingersoll Packing Co.
Asepto Mfg. Co.
Ebony Polish Co.
E. D. Smith

Also Dealer in Butter, Eggs and Cheese. Consignments solicited. Highest market prices guaranteed. Quick turnover and prompt returns.
CORRESPONDENCE REQUESTED
265 Barrington St.
Halifax, N.S.

BANKRUPT Stock For Sale.

I have bought at a favorable price the Warehouse Stock of T. A. Bourque & Co., wholesale grocers, Sherbrooke, who recently failed.

I offer this desirable stock at
Marked Reductions.

The stock, all fresh goods; consists of General Groceries, such as Canned Goods, Nuts, Raisins, Fry's Chocolates, Salt, Tea, Coffee, etc.

SEND FOR PRICE LIST.
IT WILL SAVE YOU MONEY.

Victor Archambault

Wholesale Grocer,
SHERBROOKE, QUE.

TEA; Its History and Mystery

BY
JOSEPH M. WALSH
A Great Tea Expert

This is a practical, exhaustive work containing valuable information about Tea. It should be in the hands of every enterprising Grocer and Tea Dealer in the country.

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1. Early History.
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3. Botanical Characteristics and Form.
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7. Testing, Blending and Preparing.
8. Chemical, Medical and Dietetic Properties.
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THE PUREST AND BEST

ST. CHARLES EVAPORATED CREAM

STANDARD THE WORD OVER

ALWAYS READY—NEVER FAILS

A QUICK SELLER

EVERY CAN GUARANTEED

Manufactured by



St. Charles Condensing Co.

INGERSOLL, ONTARIO

CANADA



A "REPEATER"

Every bag of WINDSOR SALT sells another. That's the way it has been going on for years, till now

Windsor Salt



is known to nearly every housewife in the land as easily the finest table salt made.

Why not handle it and please your customers?

The Canadian Salt Co., Limited

Windsor, Ont.

Good Coffee

Coffee better than the average.
Coffee superior to others.
Coffee so exquisite in flavor.

That people want it again—and again. That's what

Aurora Coffee

is. The best money can buy. It retails at 40 cents and leaves you a margin for yourself that is worth while—something to justify your buying the brand and introducing it to your customers. Don't lose this chance.

W. H. GILLARD & CO.

Wholesale Grocers ***Coffee Importers***

HAMILTON

Branch House—Sault Ste. Marie

GINGER BREAD

BRAND

MOLASSES

Is the Product of the British West Indies Sugar Cane.

It is sold in tins, pails, barrels and half barrels.

For cooking and table use it is undoubtedly the best.

"THE BEST THERE IS"

Agents

C. E. Paradis,	Quebec.	W. H. Escott,	Winnipeg.
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Jas. N. McIntosh,	Ottawa	Tees & Pearse,	Edmonton.
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J. W. Bickle & Greening,	Hamilton.	C. Leonard Grant,	P. E. Island
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Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

PANCAKE FLOUR SALES

ARE NOW IN ORDER

THE CONSUMER PREFERS

WHITE  SWAN

BRAND

MADE UNDER A SPECIAL FORMULA FROM CHOICE RICE, WHEAT AND CORN. FAR SUPERIOR TO OTHER BRANDS AND JUST THE THING FOR SUMMER USE.

ORDER NOW

WHITE SWAN SPICES & CEREALS, LIMITED
TORONTO

WAGSTAFFE'S

Fine Old English

Pure Orange Marmalade

Season 1909, now ready.

WAGSTAFFE'S

Jams, Jellies and Sealed Fruits

are better than the imported.
Once tried, always used.

WAGSTAFFE, Ltd.

Pure Fruit Preservers

HAMILTON

Are You HOT and THIRSTY ?

So is Everybody

Your customers will be asking for

"A Nice Drink"

BATGER'S

LIME JUICE CORDIAL

is a delicious and refreshing Summer Beverage already sweetened, just add cold water. :: :: :: :: ::

ORDER FROM YOUR JOBBER

Agents:
ROSE & LAFLAMME, LIMITED
MONTREAL and TORONTO

Step by Step

PATERSON'S WORCESTER SAUCE

has won the reputation that gives it the enormous sale it possesses.
The wise grocer sells it and profits thereby.

Rose & Laflamme, Ltd.
Agents
Toronto and Montreal

Tartan BRAND

SIGN OF PURITY

Vegetables and Fruits

OUR PROPOSITION FOR 1909 IS WORTH WAITING FOR

Our Cabinet Long Distance Phone 596 at your service free.

BALFOUR, SMYE & CO.

Headquarters for Fancy and Staple Groceries
HAMILTON, ONT.



MEN WHO SELL THINGS

By

WALTER D. MOODY

¶ Mr. Moody analyzes the science of his profession with precision.

¶ He indicates the weak points which the salesman is heir to.

¶ He sugges's ways to overcome them.

¶ He shows how to cultivate the essential qualities of a salesman.

¶ His title to proficiency in this subject is backed by an abundance of native business acumen, ripened by Twenty years of observation and experience as Travelling Salesman, European Buyer, Sales Manager and Employer.

¶ He has recently been made Business Manager of the Chicago Chamber of Commerce; the largest body of business men in the world.

¶ While the supply lasts we will mail a cloth bound copy of "Men Who Sell Things" to anyone sending us one new paid-in-advance subscription to this paper.

THE MacLEAN PUBLISHING CO.
Subscription Department
TORONTO - CANADA



What "The Lancet" says:

"Cobra" Boot Polish has just been analysed by Dr. Ed. Nihaul, Professor of Industrial Chemistry at the University of Liege, and he has recognised that the Polish does not contain lamp-black or any acid substance. This is important so far as the preservation of the leather is concerned, but from the health point of view the Polish does not close up the pores of the leather, so that the feet keep fresh and cool.
—September 6th, 1905.

SHOE POLISH

from the health point of view

"COBRA" Polish instantly commends itself to those who appreciate the difference between health preserving, hygienic shoe dressing which keeps footwear in good condition, and the destructive compounds made of acids, oils, treacle and soot known as "Blacking."

Lay in a little stock of COBRAS

STOCKED BY

Charles Parsons & Son - Toronto
79 Front Street East

JAPAN TEAS

New Crop Teas are Now on Hand

S. T. NISHIMURA & CO.

MONTREAL and JAPAN

Borden's Eagle Brand Condensed Milk—



and Peerless Brand Evaporated Cream



¶ Two brands that should be just as staple as sugar and salt in every grocery store where quality is considered. :: :: ::

WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man. Shallcross, Macauley & Co., Calgary, Edmonton, Vancouver and Victoria, B.C.

BANNER BRAND CONDENSED MILK



The demand for

BANNER and PRINCESS Brands of CONDENSED MILK

is steadily increasing on account of their fine flavors.
You have tried the rest
Now try the best.
We sell direct to retailers.

WRITE FOR PARTICULARS

John Malcolm & Son

ST. GEORGE, - - - - - ONTARIO

YOUR CUSTOMERS ALL

Know This Package



It is in your own interests to have it in stock.

The Canadian Condensing Co.

CHESTERVILLE, ONT.

GENERAL SALES AGENTS:—S. H. Ewing & Sons, MONTREAL

H.P. SAUCE

—good for Customers—good for You!!

H.P. Sauce is such capital value and we spare no pains to acquaint the public with this fact.

It is in big and constantly growing demand.

And offers you a generous profit—That's why it is certainly

THE SAUCE FOR YOU

W. G. Patrick & Co., Toronto and Montreal. R. B. Seeton & Co., Halifax, N.S.
Codville, Smith & Co., Ltd., Calgary, Alberta. Ellis & Co., Ltd., St. John's, N.F
Kelly, Douglas & Co., Ltd. Vancouver, B.C.

MIDLAND VINEGAR CO., Ltd. **BIRMINGHAM AND LONDON, ENG.**



ALEXANDER'S
FAMOUS
LOBSTERS

are the lobsters to stock if you wish to please critical customers. Firm, whole meat, packed in a sanitary tin. Less broken meat than in any other brand.

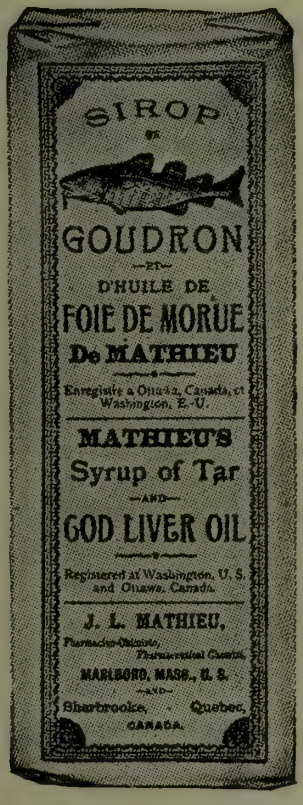
Golden and Silver Shred
MARMALADE

The brands which Jas. Robertson & Sons, Paisley, Scotland, have made known the world over as absolutely the best obtainable. Ask our travellers about Robertson's Jams, too.

Mathewson's Sons

Wholesale Grocers

202 McGill Street - - Montreal



WHY YOU SHOULD SELL
MATHIEU'S SYRUP
of Tar and Cod Liver Oil

REASON NO. 2

It gives you a decent margin of profit. This profit is all profit. There is nothing to be subtracted from it at the end of the season. No bad or unsalable stock. No time and trouble spent in persuading people to have it. Mathieu's Syrup sells all the year round. It is always on the move from off your shelves into your customer's hands.

Mathieu's Nervine Powder is another good Seller. Both are necessities in your business.

MAIL THAT ORDER TO-DAY

J. L. MATHIEU CO., Props., SHERBROOKE, P.Q.

Sold by wholesale trade everywhere
Distributors for Western Canada:

Foley Bros., Larson & Co., Wholesale Grocers and Confectioners, Winnipeg, Edmonton, Vancouver.

L. Chaput, Fils & Cie., Wholesale Depot, Montreal



Look at This Can

It represents the cleanest, richest and healthiest in the line of evaporated cream, and the brand is

CANADA FIRST

Sterilized by a secret process. Put up in air tight, sanitary tins. It is sure to satisfy your customers and strengthen your trade.

Manufactured by

AYLMER CONDENSED MILK CO., Limited

AYLMER. - ONTARIO

"SEA CREST"

Lobsters packed in glass. Finest Lobster caught. Most perfect and attractively packed.

WILL SELL ON SIGHT

The Davidson & Hay Ltd., Wholesale Grocers **Toronto**

Important Trade Announcement

In order to more largely distribute and insure the introduction of

St. Lawrence Crystal Diamonds

to all Retail Merchants, we have decided, until further notice, to sell this high-class table sugar at the ordinary advance over Granulated. This now brings to the front CRYSTAL DIAMONDS at popular prices, the perfection of lump sugar in quality, color, and also uniform in shape.

SOLD BY ALL WHOLESALE GROCERS

The St. Lawrence Sugar Refining Co., Ltd.

MONTREAL

The Name is the Guarantee

Redpath

Granulated Sugar

Manufactured by

The Canada Sugar Refining Company, Limited

MONTREAL, QUE.

To Quench Big Thirsts

Your customers will thank you these hot days for calling their attention to a proposition like our **COLD SPRING LEMONADE POWDER**

Splendid seller at good profit. A money winner you should have these dog days.

Addition of cold water only, makes Delicious Lemonade.

GET A SAMPLE AND PRICES FROM

Put up in attractive 8 oz. and 4 oz. tins to sell at 25c. and 10c.

S. H. EWING & SONS, Montreal and Toronto

McLEAN'S WHITE MOSS COCOANUT



The package with the monkey on it—that's what the people are asking for.

YOU should be able to supply them with it. ARE you?

Made only by

The Canadian Cocoanut Co., Montreal

THIS IS



About 3-ft. Long.

"IT"

Half Actual Size.

THE FLYCATCHER THAT EVERYBODY IS TALKING ABOUT NOW!

OF ALL JOBBERS OR FROM

T. A. MacNab & Co., St. John's, N.F.

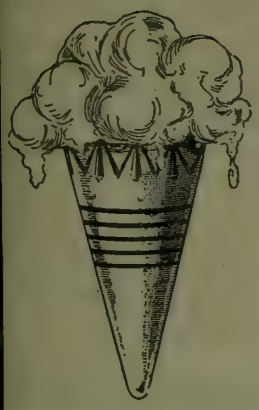
W. S. Clawson & Co., St. John, N.B.

MacLaren Imperial Cheese Co., Toronto.

Wingate Chemical Co., Notre Dame St. W., Montreal.

G. C. Warren, Regina, Saskatchewan.

Standard Brokerage Co., Vancouver, B.C.



In CORNETS and ICE CREAM SPECIALTIES

We are ready to fill your orders promptly.

The DOMINION WAFER CO.

mporters from the largest factories in the world.

42 St. Vincent St., Montreal

Tel. Bell, Main 1310



CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat
Put up in ¼ gross cases

Bulk in 7-lb. Pails,
½ doz. in crate.

25-lb. Pails and 75-lb. Tubs.

Capacity one ton per hour.
Sold by all wholesale dealers.

The CAPSTAN MFG. CO., - Toronto, Ont.

JOHN GRAY'S

Scotch Marmalade

The difference in quality between the marmalade turned out by the old established, reliable houses, and the goods turned out by imitators is so great, AND the difference in price so little, after all, that it really pays to get the best for your customers.

John Gray & Co., the old Glasgow house, stands behind every jar of Gray's Scotch Marmalade and Gray's Jams.

AGENTS:

SNOWDON & BORLAND,

34 GUARDIAN BUILDING - - MONTREAL.

GROCERS!

Keep up-to-date—Order

"SOCLEAN"

THE DUSTLESS SWEEPING COMPOUND

The article that has proved a good seller.
Sold by your wholesaler or

THE HARNETT-RIDOUT CO.,

MANUFACTURERS, TORONTO

Olives

Now is the Season for these delectable edibles.
Insure satisfaction to your customers by selling only reliable goods.
Our Olives are always "THE QUALITY."
Order through your Jobber or send direct for Catalogue.

GORMAN, ECKERT & CO., LIMITED

London High Grade Food Products Winnipeg

Classified Advertising

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

Yearly Contract Rates.

100 words each insertion,	1 year.....	$30	00
" " "	6 months...	17	00
" " "	3 months...	10	00
50 " "	1 year.....	17	00
" " "	6 months...	10	00
25 " "	1 year.....	10	00

PERIODICALS.

ADVERTISING writers and business men interested in good printing should subscribe to Canada's only printing trade paper, THE PRINTER AND PUBLISHER. Subscription price $2 per annum. Address, 10 Front Street East, Toronto.

CANADIAN MACHINERY AND MANUFACTURING NEWS, $1 per year. Every manufacturer using power should receive this publication regularly, and also see that it is placed in the hands of his engineer or superintendent. Every issue is full of practical articles, well calculated to suggest economies in the operation of a plant. Condensed advertisements for "Machinery Wanted" inserted free for subscribers to the GROCER. "Machinery for Sale" advertisements one cent per word each insertion. Sample copy on request. CANADIAN MACHINERY, 10 Front St. East, Toronto.

COMPLETE information on books, stationery, fancy goods, music, photo supplies and kindred lines is given each month in THE BOOKSELLER AND STATIONER, of Canada. Subscription price $1.00 per annum. Address, 10 Front Street East, Toronto.

THE BUSY MAN'S MAGAZINE is the most popular periodical of its kind. Why? Because each issue contains a strong list of original articles of interest to every Canadian. It also reproduces the most timely, instructive and interesting articles appearing in the other magazines and periodicals of the month. The cream of the world's periodical press is too valuable to overlook. BUSY MAN'S is on sale a. all news-stands. Better still, send $2 for one year's subscription. Mail it to-day. THE BUSY MAN'S MAGAZINE, Toronto.

THE market reports make HARDWARE AND METAL a necessity to every hardware merchant, paint and oil dealer in Canada. It is mailed every Friday. Subscription price is $2 per year. Address HARDWARE AND METAL, Montreal, Toronto or Winnipeg.

BOOKS FOR THE GROCER.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include special sales, getting holiday business, co-operative advertising, money-making ideas, contests, etc. Price, $2.50 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

TEA BLENDING as a fine art, by J. M. Walsh. This work is especially designed for the use and instruction of those engaged in the tea and grocery business, containing formulae for the scientific and judicious combination of the different varieties and grades of tea. Price, $2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

COFFEE, its history, classification and description, by J. M. Walsh. This interesting and instructive book deals with the commercial classification and description, adulteration and detection, and the art of blending and preparing of coffee. Price, $2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

FOR SALE.

CASH REGISTER, high grade, nickel plated: registers one cent to twenty dollars. Perfect condition guaranteed; half price, $55. The R. V. Smith Co., Orillia, Ont. (24p)

FOR SALE—Patent Agate Balance Brass Scale, most accurate scale made. Write to Box 365, Walkerton, Ont. (24p)

FOR SALE Grocery business, established 35 years. Owner wishes to retire. Stock about $5,000. Immediate possession given for satisfactory arrangements. Box 313, CANADIAN GROCER, Toronto.

IN TRURO, Nova Scotia, a double store 58 x 65 feet, four stories. Lot large, with plenty of room for extension. One store fitted as up-to-date grocery; the other as wholesale gents' furnishings, hats, caps, etc. Also suitable for wholesale dry goods departmental store, or for manufacturing purposes. Building fitted with steam heating, elevators, plumbing, etc. Price about two-thirds actual cost. Grocery business of long standing and in healthy condition, could be sold with property if desired. For further particulars apply to P. O. Box 326, Truro, N.S. (24p)

ADDING MACHINE.

ELLIOTT-FISHER Standard Writing-Adding Machines makes toil easier. Elliott-Fisher Limited, 513, 83 Craig St. W., Montreal and 129 Bay St., Toronto.

COUNTER CHECK BOOKS.

OUR NEW MODEL is the handiest for the grocer, operated instantly, never gets out of order. Send for complete sample and prices. The Ontario Office Specialties Co., Toronto.

AGENCIES WANTED.

AUG. DUBRU, Rotterdam, Holland, dried fruit commission agent, wants relations with first-class packers and shippers of Canadian dried apples and other dried fruits. (26p)

WANTED.

GOING OUT OF GROCERY BUSINESS—Would like position as salesman for wholesale house in any live territory in Province of Nova Scotia. For further particulars and references address GROCER, Box 401, Sydney, C.B. (24p)

MEN selling on commission, or men whose time is not fully employed, should become our agents. The Canadian Grocer, Dry Goods Review, Hardware and Metal, Printer and Publisher, Bookseller and Stationer, Plumber and Steamfitter, Canadian Machinery and Power House are all well known and highly regarded trade papers, with a large circulation throughout Canada, United States and Great Britain. The circulation must be maintained and increased. We pay large commissions to men who push for new subscribers. If you can do anything in this way write the Circulation Department, giving references. The MacLean Publishing Co., Toronto.

WANTED—Industrial agent for thriving western town. Must be a capable organizer, able to inspire big commercial ventures and to write literature that will attract attention. A newspaper man would be preferred, but only high class applications will be considered. Salary $2,500 to start, $3,000 second year and there is practically no limit to money provided the man can "make good." Answer in confidence, "G. H.," care the MacLean Publishing Co., Montreal. (26p)

WANTED for Winnipeg house, one revolving, sample tea and coffee table, complete, in good condition. Give full particulars, Box 312, THE CANADIAN GROCER, Toronto. (24)

MISCELLANEOUS.

A MARKET OF BUYERS, backed up by money to spend, is open to you in the Busy Man's Magazine. Every territory in Canada is represented. If you have something to sell, something you want to buy, a condensed advertisement in the Busy Man's Magazine will put you in touch with the classes you want to reach. Four cents per word will carry your message from Atlantic to Pacific. Send copy of your advertisement along with order to cover cost of insertion. Your announcement will appear under a special heading. Busy Man's Magazine, Montreal, Toronto, Winnipeg.

CUT DOWN YOUR PRINTING BILLS one half by installing a "Writerpress." Your office girl or boy can with it print your circulars, price lists etc., at the rate of 1500 to 2000 copies per hour. Best machine ever made for printing facsimile typewritten letters. Prints from printers' type, half-tones, etc. Retail stores could greatly increase their business by using a Writerpress to run off circulars and letters sending them out to their customers and probable customers announcing special sales, etc. Send for illustrated catalogue and samples. The Canadian Writerpress Company, 33 John St. South, Hamilton, Ont.

DICTATING to the Dictaphone saves 50 per cent We will prove it to you if you will send us a post card for full particulars. Toronto Phonograph Co., Limited, Dictaphone Dept., 40 Melinda Street, Toronto, Canada. (tf)

IF YOU are looking for a side line to add to your business, there is none better than COLUMBIA GRAPHOPHONES. Double Disc Records (which means two records for a single price) and Indestructible Records (that will not break or wear out no matter how much you abuse them). The Columbia Phonograph Company is the only firm that manufactures both Disc and Cylinder Machines and Records, therefore, a Columbia dealer has the advantage over all others, as he can furnish his customers with what they want while his competitor has to sell them what he has or lose the sale, which he generally does where there is a Columbia dealer. Are Columbia goods sold in your town? If not, why not? Do you want the exclusive agency? (remember exclusive). You had better write to-day or some one else in your town will read this advertisement and beat you to it. A postal will bring catalogues and full information free. Write to-day. Do it now. TORONTO PHONOGRAPH CO., Limited, Exclusive Columbia Jobbers, 40 Melinda St, Toronto, Canada.

KEEP AN ACCURATE ACCOUNT of your employes' time. The Bundy Autograph Time Recorder is the ideal Time Recorder for retail merchants. It is the only machine where one employe cannot register for another, as each employe signs his name and the employer knows the signatures of his men. Whether you employ a few or hundreds of hands, we can supply you with a machine suited to your requirements. Write for illustrated catalog. International Time Recording Co. of Canada, Limited. Office and Factory, 9 Alice Street, Toronto.

AN EXTRA 1 PER CENT. PROFIT.—A National Cash Register will earn at least an extra 1 per cent. profit for any retail merchant. The National Cash Register Co., F. E. Mutton, Canadian Manager, cor. Yonge St. and Wilton Ave., Toronto, Ont.

SAVE 50% OF THE COST OF HANDLING merchandise by installing a Beath System of Overhead Carriers. Saves valuable floor space because the trackage is on the ceiling and greatly facilitates the loading of cars, drays, etc., and for handling goods in and about the warehouse and factory, reduces the cost of labor because far less warehouse help is required. Systems for all kinds of businesses, large or small. Write us for illustrated catalog. W. D. Beath & Son, 193 Terauley Street, Toronto. (tf)

THE WALES VISIBLE ADDING AND LISTING MACHINE is superior to any other machine for these reasons, among others:—Visible Printing, Flexible Keyboard, Column Space Bar, Automatic Clear Signal, Adjustment for Carbon Copies, Eliminating Keys, enabling the operator by the mere pressure of a key to add without listing or list without adding. 30 days free trial to responsible people. Write us for free illustrated catalogue. Adder Machine Company, Wilkesbarre, Pa.

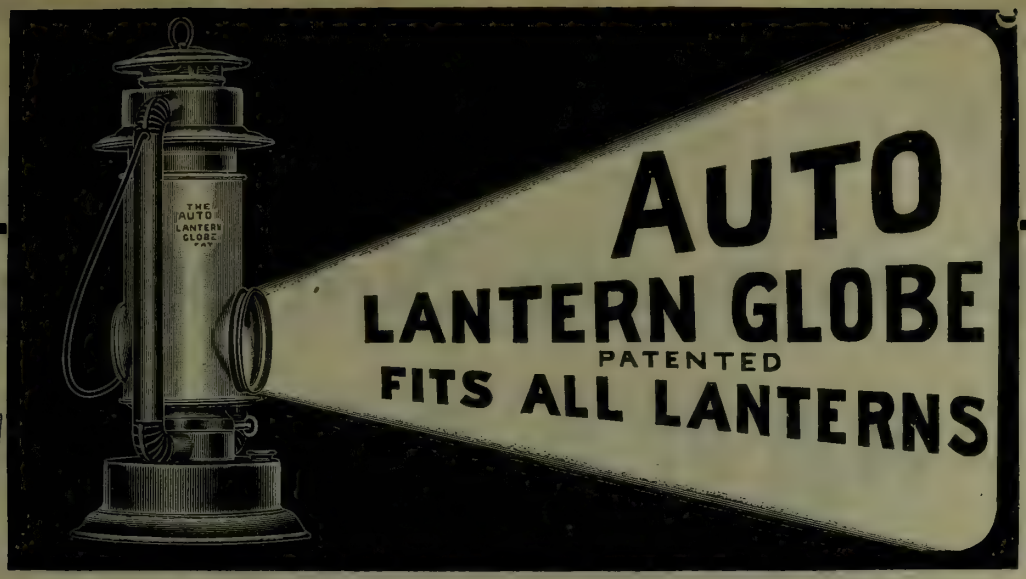
YOUR CHEQUE CAN'T BE RAISED to any amount above that which you intend it to cover if you use the PROTECTOGRAPH. This device stamps a line such as "Not over ten dollars, $10," with acid proof, indelible ink which penetrates right through the fibre of the paper. This device is being used by 90% of the Banks of Canada and the United States, as well as the treasuries of both countries. Write for full particulars and price. W. E. Parker & Co., Sole Canadian Agents, 37 Yonge Arcade, Toronto, Ontario. f28

EXPORT TRADE DEPARTMENT.

Messrs. Gordon, McDonald & Co., 6-7 Cross Lane, East, cheap, London, invites correspondence, either from Exporters of Canadian produce or Importers of general groceries. From their long experience in Glasgow, Liverpool, and London, they have a wide and comprehensive knowledge of both trades on every side. All goods imported paid cash against documents. References to Montreal firms with whom we have done business for many years. Cable address, "Donable." Codes—"A B C," fifth edition, Riverside and Adams.

DAVID SCOTT & CO.

Established 1878. 10 North John St.
LIVERPOOL, ENGLAND.
Splendid connections and references. Try us with a shipment of CANNED GOODS.
T. A.—Scottish, Liverpool.



Here You Are!

A Real Hummer of a Proposition to Boost Those Dull Summer Sales

Don't talk about things being dull when you have **such** an opportunity of making money with little effort.

The Auto Lantern Globe is a mighty good proposition for you **as a summer line**, and if you sell it,—**simply get after the trade that is there for the asking,**—your summer sales will be eminently satisfactory.

Just look ; See those whom you can sell to :

Owners of Motor Boats and Launches of all Kinds
Summer House Owners who Always Need Lanterns
Farmers who are Bound to Use Lanterns Always
Merchants who have to Make Night Deliveries
Factorymen who demand a SAFE Lantern Globe
The Ordinary Householder who Needs at Least One

Now, don't YOU think that these people would like to hear from you, an up-to-date merchant, that **in YOUR store** you have a lantern globe which is the last word in modern make, absolutely safe, and a giver of 150% **more** light than the average lantern.

Isn't it logical that they'd be interested, **especially the summer people.** You can just bet **yes.** Then why not get this business, why not simply call their attention to the **Auto Lantern Globe,** the globe that is made of metal, with an aluminum finish ? The globe that **will not break ;** the globe that **prevents fires and explosions ;** that will fit **all** makes Tubular Cold Blast Lanterns.

And the Auto Globe is **SO CHEAP** that everybody can afford to buy it. Sales are **easy.**

This Summer Trade Will Well Repay Your Looking Into

Manufactured by the sole owners to patent rights **The Schultz Mfg. Co., Ltd.,** **HAMILTON, Canada**

Sales Agents : A. H. BRITTAIN & CO., MONTREAL

Dealers are Not Mules

H. M. Montgomery in Printer's Ink.

I THINK the trade papers are going through the same evolution that magazines went through years ago—educating advertisers to see the business value of spending time and thought talking to readers.

Dealers are not a lot of mules, as some advertisers seem to think. They are alive to good, new merchandise, and it is merely a business-like deference to their intelligence to advertise to them first. After distribution has been fairly well established, then the campaign to consumers will both move the goods faster and help to stock in other dealers.

The trade paper advertising makes it a safer risk for the jobbers to take hold, and thus the new product is skidded along to success in quick, safe grooves without the bumps that are frequently given to new products by over-enthusiastic but premature advertising.

I have known of manufacturers being spoiled for all time as advertisers by the unintelligent persuasions of some advertising agent whose lack of knowledge of merchandising conditions made him incapable of comprehending the costliness of his impracticable advice to jump into a campaign to the public the very next month.

One case I know of was that of a manufacturer in the textile line, who had practically decided to spend a large sum advertising his goods, according to a plan laid before him by an inexperienced advertising agent.

When he told his plans to a seasoned veteran in trade-paper textile advertising, it didn't take long to point out how utterly impractical it was to begin on the consumer at once, with the season, style and distribution conditions as they were.

Naturally, when the advertising agent's plans were temporarily set aside, he was angry, and desired to warn the advertiser that, if he didn't look out, the trade papers would "hog" all his money. But in this case it is safe to say that the trade paper advertising saved that advertiser to the magazines by safely solving his dealers' and distribution problem, the lack of which was pretty certain to have spelled failure.

Probably there are trade papers which would endeavor to "hog" an advertising appropriation, but the responsible ones are not so narrow; neither are responsible advertising agents.

The Steamship

"AFRICAN PRINCE"

has just arrived at Boston from Colombo, Ceylon, bringing 142,623 lbs of fresh, fragrant Tea consigned to The "SALADA" Tea Co., Toronto. This great shipment will make 30,000,000 Cups of delicious

"SALADA"

Tea which will barely supply the demand for ten days. This is one of the signs of the popularity of "SALADA".

ARE YOU SELLING IT?

TORONTO **MONTREAL**

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Wholesalers Want Exclusive Distribution

Sentiment Expressed by President of the United States National Wholesale Grocers' Association at Recent Convention—Urges Members to Find Out What They Want and Why Before Approaching Manufacturers.

Detroit, June 7.—"We naturally and properly feel more kindly towards those manufacturers who distribute their product through the jobber than we do towards those who sell to both jobber and retailer. We naturally push more cheerfully and energetically the sale of the product of those concerns which show the most favorable attitude towards us—this is correct merchandising."

The above remarks were numbered among the sentiments expressed at the annual convention of the National Wholesale Grocers' Association held here last week, by President William Judson.

In the course of his address he further stated:

"In dealing with manufacturers, transportation companies and producers we first find out definitely what we want and why we think we ought to have it. The proper committee then thinks the matter out to a conclusion and in a dignified, businesslike way takes it up with the other party in interest without bravado on the one hand or fawning on the other.

"'Vinegar catches no flies,' asperity wins no commercial victories. Our committees have learned this in many important engagements. The Scriptures say: 'A soft answer turneth away wrath'; our committees have found that conciliatory speech opens the way to fruitful negotiations.

"The so-called big interests are surprisingly amenable to proper approach. Knowing definitely what we want, and being able to give a good reason why we think we should have it, we are certain to secure a respectful hearing and a response, either granting what we ask or giving a good reason why it cannot be granted. Prejudice and bigotry are banished from our counsels and open-mindedness is our mascot in our dealings and negotiations; and our committees make sure that they are as amenable to reason as the other party to the conference.

Value of Joint Discussions.

"It is surprising how amicably the most radical differences may be discussed when both parties to the interview are open-minded and able to give reasons for their respective attitudes. While we do not always get all we want, we do get much, and we always get a reason for not getting all we ask. This pulls the sting and leaves no room for poisonous prejudice or rancorous resentment to breed in uninformed minds.

"The big interests do not find us narrow-minded, captious and selfish, as we have sometimes been pictured to them, and we do not find them as arbitrary and greedy as they have sometimes been represented to us. They need us and we them, and with this as common ground upon which to stand we get as close together on matters of mutual interest as proper regard for our respective individual interests will permit.

"Trade is a matter of fact and not of sentiment. Conditions of supply and demand; war and peace; flood and drouth, and hundreds of other things are influencing factors over which no set of manufacturers or distributers have control, but all of which must be considered in arriving at equitable conclusions. These considerations all show how out of place are ignorance and prejudice and how all-important are information and fair-mindedness.

"We naturally push most cheerfully and energetically the sale of the product of those concerns which show the most favorable attitude towards us—this is correct merchandising.

Wholesalers' Attitudes.

"We naturally and properly feel more kindly towards those manufacturers who distribute their product through the jobber than we do towards those who sell to both jobber and retailer. We contend that the attitude of the latter is uncommercial, illogical and unfair to both jobber and the rank and file of the retail trade. Why should we feel favorably disposed towards those manufacturers who sell direct to the large retailers and then expect us to carry their product in stock to supply those retailers with whose accounts, for any reason whatever, such manufacturers do not want to be encumbered?

"We also rightly and enthusiastically favor most those manufacturers who try hardest to enable us to make profits on their goods. In this connection it is both gratifying and encouraging to call atention to the fact that of late there are conspicuous examples of manufacturers making extraordinary efforts to aid jobbers in making better profits on staple commodities that too often are sold by wholesalers at little or no profit.

"We should give, are giving emphatic endorsement to the efforts of these manufacturers by increased volume of sales when possible on their product, not only because of the more satisfactory profits available, but also to encourage other manufacturers to do the same thing, and to secure a continuance of such welcome service at the hands of those manufacturers who are extending it. This is one of the gratifying results of the diplomatic work of our committees. It is impossible to overestimate its importance, and the full and permanent benefit of this achievement can be clinched only by each of us in our individual capacity doing our respective share towards the perpetuation of the improved profit conditions thus brought about. Mind you, in doing this we accomplish one of the vital purposes for which our organization exists—that of showing manufacturers and producers that they subesrve their own best interests by giving to our welfare the consideration that our acknowledged importance to them deserves.

"This logically leads me to refer again to a matter which I have discussed at previous meetings, and that is the practice of handling staple commodities without profit, sometimes in the past amounting possibly to 30 or 40 per cent. of the business of the wholesale grocer.

Self-Wrought Injustice.

"To demand and receive adequate compensation for services rendered is not only commercially equitable but morally obligatory. The old Scriptural dictum that 'The laborer is worthy of his hire' is the very essence of common sense, the unimpeachable dictate of business morality. Since the edict went forth that 'In the sweat of thy brow shalt thou earn thy bread,' labor has been the test of worth, and its resulting fruits the reward of the toiler. The jobber, therefore, who labors and risks without exacting a fair price for the service cheapens his vocation, does injustice to himself, inflicts undeserved burdens on his fellow workers of like calling and weakens the moral fibre of those whom he gratuitously serves. Moreover, he fosters weakness, insecurity and moral turpitude where he should inspire strength, self-reliance and wholsesome respect for the laws of Nature and the rules of righteous success.

"Every cause has its inevitable effect and every service should have its just reward. I speak earnestly on this subject besause we all feel deeply both its material and moral importance.

"The honors you have heaped upon me by making me your president for a series of terms has made me think more deeply on these matters from the viewpoint of the responsibilities of the position than I could have thought from that of the individual jobber. But the broad basis of observation and experience that has meen my privilege through your generous kindness has given me a realizing sense of the basic importance of this matted that amounts to profound conviction.

"The banks we patronize do not lend us 30 per cent. or 40 per cent. of the money we borrow without interest; the railroads that transport our merchandise do not handle 30 per cent. or 40 per cent. of it without freight charge; those from whom we purchase do not sell

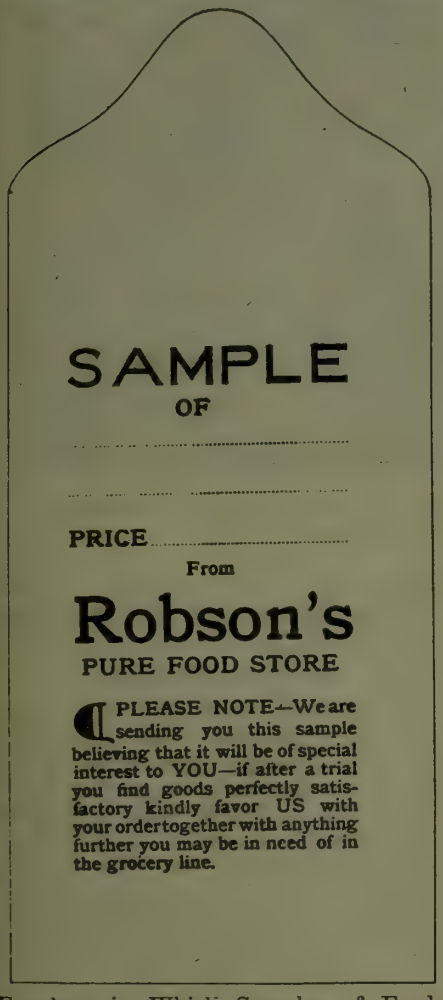
us 30 per cent. or 40 per cent. of the merchandise we buy without profit. We pay the full price for all service of all kinds that is rendered us. Why, then, in the name of common sense, should we invest our capital, employ our time, take the risk of business and sell 30 per cent. or 40 per cent., or any other per cent. of our merchandise without profit?

"If I read the signs of the times rightly co-operation is taking the place of cut-throat competition as a business slogan. The time has come for cut-throat competition to be relegated to the museum of commercial monstrosities to keep company with 'prison for debt' and 'chattel slavery.'"

Entire Advertising Scheme of a Retail Grocer

How Wm. Robson Keeps His Name and Goods Before the Public in Addition to Using Newspaper Space—His Sample Distribution Plan Which Has Produced Good Results — Obtains Rubber Stamps From Manufacturers of Food Products For Nothing.

Lindsay, June 9.—One of the recognized qualifications in successful advertising campaigns is persistency. This pertains to the retail grocer as well as to the manufacturer of a new product, which he wishes to introduce to the retail trade. A good name in business is essential to success and a publicity

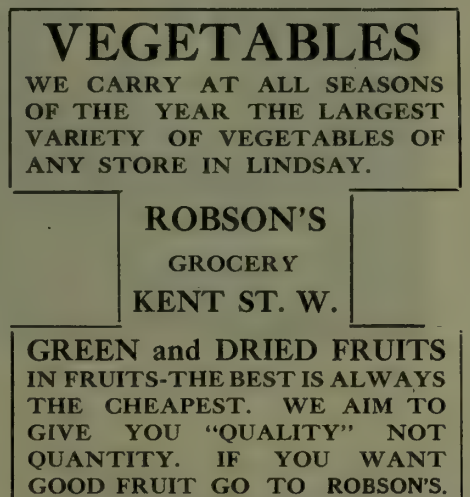


Envelope in Which Samples of Foods are Sent Out to the Public.

scheme which tends to produce that is at all times commendable.

Merchants are found to frequently institute advertising campaigns, expecting every person who crosses the threshold of the store door to mention that they want to purchase a certain article as per advertisement in the local paper.

One of the persistent advertisers in the retail grocery trade is Wm. Robson, Lindsay, Ont. He is waging an advertising campaign with results because he is placing before the Lindsay public his name, the goods and quality of the goods he sells and because he takes advantage of every scheme that presents itself and looks favorable.

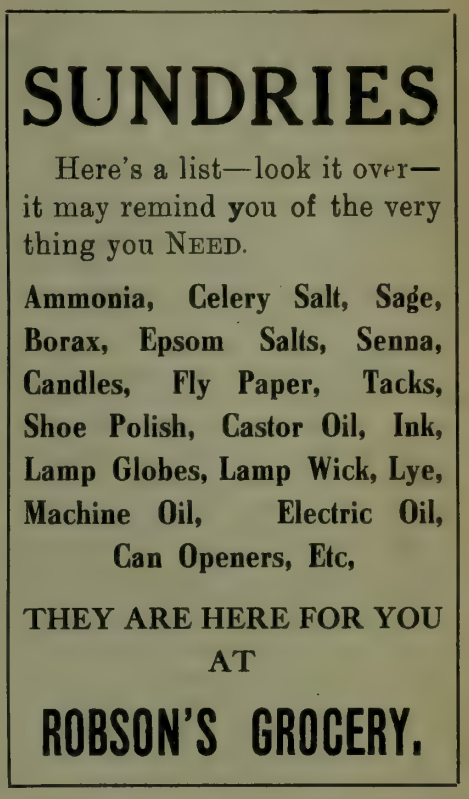


ROBSON ADVERTISING SCHEME—Rubber Stamp Used on Goods Leaving the Store.

"You can't judge the value of your advertising merely by direct results," he recently said intimating that the prestige secured could only be observed by the increase of business from year to year.

Mr. Robson's system includes several lines. In the first place he uses newspaper space and every other day presents an appeal to the public on the quality and variety of goods he sells. He writes his own ads and they are well written. An example of his work in this respect was illustrated in the Special Spring and Export number of The Grocer, when one of them was chosen by an ad critic, to represent what he considered good advertising meant.

"My newspaper ads are paying me," remarked Mr. Robson. "I find that autumn, winter and spring, are the best seasons for us on account of so many spending the summer months at the re-



ROBSON ADVERTISING SCHEME—Cut of Rubber Stamp Used on Paper Bags Sent Out Containing Goods.

sorts around here. During the summer I intend to discontinue for a time."

. Samples Distribution Scheme. .

Another link in the Robson advertising scheme is the sending out to customers and all prospective customers, samples of various goods on sale. This is one of Mr. Robson's own ideas.

As will be seen by the accompanying cut, he uses envelopes with reading notices on one side. These are in dimensions, about 4½ inches by 3 inches.

Since quality in goods commands a good deal of Mr. Robson's attention, he is not afraid to let the people know what he carries. In the envelopes he places samples of tea, currants, biscuits and other grocery articles and distributes them, not only among customers—he believes in holding what he has — but among those who he thinks might be induced to become customers.

The reading notice on the envelope contains a blank space in which to describe the article sent, and the price, of course, is always included. The remainder of his communication to the public may be seen from the cut.

"I find that the distribution of these samples are of much benefit; they give to the intending purchasers something substantial. They are able to tell exactly what class of goods we carry, without having to buy them and in this way

we often get into touch with consumers, who otherwise would not come near our store.'' That is the way in which Mr. Robson described the value of the sample distribution scheme.

Another point should be noticed here. The Robson store is known as the ''Pure Food Store,'' and as the stock is maintained so far as possible in accord with this motto, the proprietor secures an additional prestige.

Advertising That Costs Nothing.

As before intimated every opportunity is seized to keep the Robson grocery before the public and Mr. Robson has hit upon another scheme for this purpose, which costs him practically nothing.

He has a large woden box beneath his counter filled with rubber stamps. These were presented to him gratis by various manufacturers of high grade food stuffs, including breakfast foods, teas, pickles, etc. They were got for the asking. These stamps contain an ad for the manufacturing firm and they read as if written by Mr. Robson himself. For example, ''We sell H———' food products. You cannot buy better. Perfectly pure and cleanly made, etc.'' At the bottom in large letters is ''Robson's Grocery.''

''Manufacturers, we find, are usually only too willing to supply us with these stamps. We use them on all our paper bags stamping them on the side where they can be easily seen and read. The clerk and myself are able to stamp a few hundred bags in a short time.

Other Rubber Stamps Used.

''This gave me the idea to get some rubber stamps of my own,'' said Mr. Robson, ''and I frequently use them on parcels and bags sent out of the store.''

Examples of these are shown herewith, with the headings ''vegetables'' and ''sundries,'' and the talks following are worth while reading.

Strict attention is given to parcel delivery. For this a small printed leaf is used on which are spaces left for the name and street of the purchaser and the number of parcels. The blanks are distinctly and carefully filled in, so that little temptation is given the delivery man to make blunders.

AN EXTRA HOLIDAY.

F. W. Thompson, vice-president and general manager of the Ogilvie Flour Mills Company, Montreal, has issued a notice to employes of the firm to the effect that an extra week's vacation, on full pay, will be granted all employes joining the Canadian volunteer militia. Mr. Thompson's patriotic action has been warmly commended on all sides.

It will be recalled that Col. A. E. Labelle, the company's local manager, commanded the Canadian team which went toi Bisley last year. Col. Labelle commands the 65th Rifles in Montreal.

Business in the Wilds of the Silver Districts

Interior View Of Christakos Bros., Store At Haileybury, Ont. —Equipments That Compare Favorably With Those of Any Up-to-Date Store On The Frontier—Little Credit Requested By The Miners.

Not many grocers would turn to Haileybury in the wilds of Northern Ontario for an example of what a grocery store ought to be. The accompanying picture of Christakos Bros.' store, Haileybury, shows plainly enough that they might look a long while for a better. Here is a store in a region still under the sway of the mining prospector, the pioneer farmer and the lumber jack, but there are few finer appearing stores, better equipped or better stocked in the Capital City of the Province.



A Haileybury Store Equipped With Most of The Modern Conveniences, Owned by Christakos Bros.

Christakos Bros., both young men, went to Haileybury two years ago and began business in a shack. Their trade grew with the town and they soon moved into their present premises, a substantial two-story building, two stories and cellar, 30 feet by 70 feet.

Miners Are Good Customers.

They now have a staff of seven employess and Mr. Christakos states that if the business keeps increasing they will have to get more help. The firm carries a $10,000 stock of general groceries and their trade is largely with prospectors, mining camps, and mine operators.

''We find them first class customers,'' said Mr. Christakos, '' and not looking for any great line of credit.'' There, as in the older south, the dead line of business seems to be the credit line.

The firm enjoyed a big rush of business with the opening of navigation and the spring movement in and towards the silver lands.

''Did you not see,'' asked Mr. Christakos discussing trade in the new north, ''the published list of Peary's food stuffs for his last dash to the Pole? One of the big items was tea, nearly half a ton of it, far more, at any rate, than would suffice for normal consumption by his crew. Well we're pretty big tea drinkers in this north country. There aren't so many other good things to drink you know.''

Up-to-Date Fixtures.

It is well to draw attention to the modern equipment of the store, the telephone, electric light, plate glass, silent salesman, cash register, computing scale, paper rack, refrigerator and pressed metal ceiling. A glance at the illustration also shows that confectionery is prominently displayed. It forms a good part of the business. It all goes to show that in these days civilization with its suit cases comes in on the train after the prospector.

Earnestness triples earning power. There should be no room for a man who does not mean business, and who does not earnestly try to get all the business that his utmost exertion can secure.

The Canadian Grocer

Established - - 1886

THE MACLEAN PUBLISHING CO., LIMITED

JOHN BAYNE MACLEAN - - PRESIDENT

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

Cable Address: Macpubco, Toronto. Atabek, London, Eng.

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Great Britain, 8s. 6d. - - Elsewhere, 12s.

PUBLISHED EVERY FRIDAY

WHAT CASH DISCOUNTS MEAN.

One of the important features in the running of a retail business is systematic buying methods and the chief among these is obtaining the cash discount. This is well illustrated by correspondence in this week's issue from Perth. There a grocer kept careful account of the discounts he received in view of prompt payments and found that he was saving enough money to pay his taxes, his insurance and lighting bills.

This is a matter which every retailer should study. If a Perth grocer does enough business to have his taxes, insurance, and light paid for by cash discounts, merchants in other places whether large or small, should be able to do the same.

The cash discount is one of the secrets of the success of R. C. Braund, a Peterboro merchant, who, as a recent article in The Grocer pointed out, has built up a business of $50,000 turnover on a visible capital of $2.50. These are only two instances of many.

With the knowledge of these facts merchants are given a direct impetus to look to their buying. The discount not only means a straight gain but it simplifies matters with the jobbers and places the retailers in a much better light.

THE SECRET COMMISSIONS ACT.

The Aylesworth Bill, making it criminally illegal to give a secret commission or rebate, and known as the Secret Commissions Act, has been a topic for much discussion among all sections of the trade since it appeared in The Grocer of May 14th last.

The bill, of course, applies to all commercial transactions and was introduced into Parliament by Hon. A. B. Aylesworth to combat the perpetration of such frauds as led to the recent enquiry into the Marine and Fisheries Department of the Quebec Government.

It has been reported that the Minister of Justice was not responsible for the bill but that it emanated from some Canadian wholesalers in the grocery trade and retailers have been led to believe this.

Such a view of the matter, however, does not seem to have much of a foundation. It is probably true that wholesale grocers are delighted with the bill but when it is considered that it applies to all classes of trade and naturally covers all commercial transactions, there can be little reason to suspect that the wholesale grocers were the fathers of it. Making it illegal to give a secret rebate refers just as much to insurance companies and their agents as it does to the manufacturers of food products, wholesale grocers and their travelers.

A RETAILER'S TURN OVER.

Some time ago the public mind, the New York Journal of Commerce points out, became impregnated with the virus that 90 per cent. of all business men fail.

Commercial paper has for this reason never attained the dignity accorded to less volatile security in savings institutions and places where money is loaned. Then again the average retailer is not a financier and the weakness of retailing, wherever it has shown weakness, has generally been at the financial end of the system.

There is really less reason why retailers should fail in business than there is for manufacturers failing, and while we all like to tell that the country store was the first department store in the land, every merchant knows that the real strength in the department store system lies in the measure of wisdom shown in its financial control.

In February, 1907, long before the country was alive to the dangers that were ahead in merchandising, one of the United States greatest merchants said to a newspaper reporter. "The retailers will have to sell on a decreasing margin of net profits," and that statement in print woke up many a business man in different parts of the country to a realization of what was ahead.

One of the factors in a large jobbing house was asked to explain what the statement really implied, and as he was one of the few men who after 40 years in harness had been able to adapt himself to the new system, what he said seemed very illuminating as bearing on the elements that are gradually displacing personality in trade.

Said he: "No retailer needs to fall if his system is right. He should never carry more than four times his capital in merchandise. He should turn his capital over at least four times a year, as shown by the volume of his sales. As a matter of fact many metroplitan stores turn their capital over six and seven times a year. On a capital of $200,000 the turnover should be at least $800,000. Five per cent. profit on this volume gives $40 000, and 10 per cent on the capital eats up $20,000 of this amount. The rest can be applied to a capital account or surplus. The struggle will be to keep expenses below 20 per cent. and the effort will be to sell at 25 per cent. profit. The difference in net profit will depend on the success of the effort and the strength of the struggle. In order to make 25 per cent. on sales it is necessary to add 33 1-3 per cent. to the cost of goods."

These figures are necessarily rough and offhand. There are some stocks that cannot be turned even once a year, but in a well known retail store a few weeks ago the bedding stocks were turned over five times in two weeks. There was a run on in that special department. By following the figures of sales closely it is possible to see what goods are being purchased most freely and the success of merchandising lies in knowing what will move best. It is one thing to have a reputation for carrying the choicest goods in the world, it is another to sell the goods the great mass of people want to buy, and to have them for sale when the people want to buy them. The happy medium between these extremes makes great merchants and it also makes great combinations of retail stores not only possible but desirable.

The grouping of retailers for better buying methods is seen in the formation of buying syndicates of all kinds. The desire among them to expand their merchandise accounts and make buying in large amounts possible, is seen in the way in which many of them are seizing the control of stores in different centres. The crystallizing of store management is going on everywhere, and it all leads up to the crystalization of the financial management of the stores. Strong personality will always assert itself, but its future efforts will be directed along systematic lines that are now only in the process of evolution in merchandising.

Notes from the Maritime Provinces and Quebec

Novel Ticket Selling Plan Introduced by Montreal Retail Grocers' Association—Reports of Fish Catches off Coast of Nova Scotia—Fish Being Shipped to United States — Advances in Flour and Cornmeal at St. John.

MONTREAL.

June 8.—A new plan for the selling of picnic tickets was suggested at the regular monthly meeting of the Montreal Retail Grocers' Association, held last Thursday evening in Montreal. Most interesting of the subjects discussed was the coming picnic, of course, which is to be held at Maple Grove, on July 21. First Vice-President J. D. Boileau announced the new idea. Each grocer will be given eleven tickets. On selling ten of these he becomes the owner of the eleventh, and so does not have to pay any railroad fare or entrance fee to the picnic grounds himself. If he sells twenty tickets he is entitled to two free tickets. The scheme was most enthusiastically received, and if the majority of the members of the association take the matter up the organization will be considerably benefitted, and the annual excursion will be a remarkable success. The tickets are saleable at 90c each. Maple Grove, the destination of the excursionists, is a beautiful place on the New York Central, and is an ideal picnic spot. In addition to the ordinary picnic prizes to be distributed to winners in various contests, there will be special prizes aggregating $200. These prizes will be drawn for on the picnic grounds. Every person purchasing a ticket stands a chance of winning one of these. L. E. Lafond started a little discussion on the manner in which a local lighting company was alleged to be unfairly treating the trade. It was claimed that the company was not charging for gas at right prices. A member asked for information on the stand which the city would take in regard to early closing. A recent judgment handed down proclaimed as legal the city by-law calling upon retail grocers and other like dealers to close at seven o'clock Wednesday and Thursday evenings. The Early Closing Association has been fighting for their object for the past few years. Sentiment has always been evenly divided. Little interest was taken in the matter at the meeting. It was also asked how the city felt in regard to the grocery stores being open on Sundays, as they are in certain cases. The meeting thought that it would be wise to address the city council a letter asking them for the desired information. This will be done. It was announced, amid applause, that the breweries had decided that after July 1 they would no longer sell beer to private houses, as they have, many of them, been in the habit of doing in the past.

Chausse & Co., Montreal, agents for the Kentucky Refining Co., have removed to 17 St. Gabriel Street, where they have larger and more convenient quarters.

H. F. Pacaud & Co. have secured large premises at 594 Papineau Avenue, Montreal, and have removed their factory to that address, from Varennes, Que. They are now making starch, soda, harness and machine oil.

HALIFAX.

June 8.—The local grocery markets are in excellent condition and business generally is reported to be good. Large quantities of fruit are now coming on the market, and it is of excellent quality. Pine apples are more plentiful than for some years and the prices are lower, good large pines retailing at 20 cents each. Bananas are in good supply and of fine quality, the choicest stock selling from $2.25 to $2.50 per bunch. Green truck such as spinach, radishes, lettuce, cabbages, cucumbers, asparagus, and rhubarb are now on the market, also being local grown with the exception of cukes and cabbages, which are United States.

The receipts of good butter show a heavy falling off during the past week, but there is no change in the price. The farmers are now busy with their crops and to this is attributed the decline. Eggs are in good supply and the price remains steady at 18 cents for the choicest stock.

The fish markets are now very active. Mackerel have struck in along the coast and in soce sections of the province large catches have been made. At Lockeport, two hundred barrels were taken in one day. The fish are not quite as large as the usual spring run. The first fish that reached the market early in the week sold from 25 to 30 cents apiece, but the large number of mackerel coming on the market later caused a big drop and they are now selling at two for a quarter. Owing to the small catch of the United States mackerel fleet in southern waters this season, there is a good demand for the fish in from that market, and heavy shipments from this province are now being made. The first big shipment was from Yarmouth, the steamer Prince Arthur taking 150 barrels of iced mackerel to Boston. If the weather holds favorable some big hauls are expected, as several large schools have been sighted.

The lobster season has closed, and the last and the record shipment of the season was made to Boston this week, the steamer Prince Arthur sailing from Yarmouth with 1,630 crates. They are quoted in Boston at $10 per crate. The season just closed has been a most disastrous one for the lobster fishermen, a recent storm having destroyed gear valued at least at $100,000.

Salmon are now being taken but so far the catches are small. The prices however, are good and will likely keep up until the fish become more plentiful.

On the Cape Breton coast there is a phenomenal run of haddock, and the fisherman are reaping a harvest. Never before have such large catches been made, the fishermen returning to shore with their boats loaded to the gunwhales.

Arthur S. Barnstead, Secretary of Industries and Immigration, returned this week from Ottawa where he was conferring with the Department of Immigration in company with Hon. Dr. Landry, Minister of Agriculture for New Brunswick, and R. H. Montgomery, of Summerside, P.E.I. The matter of further development of the oyster industry in the Maritime Provinces was presented to the Minister of Marine and Fisheries. Mr. Barnstead reports the interview to have been satisfactory. As a result the terms of modus vivendi have been referred to the provincial governments so that the difficulties that have heretofore existed with respect to securing adequate titles for private culture will be eliminated. Other matters which were presented by the delegation were favorably considered and such steps have been taken as will ensure active co-operation on the part of the Department of Marine and Fisheries, and that of the This leaves the Angostora in a class by and developing the oyster industry.

ST. JOHN.

June 8.—The market has been rather active lately and a number of changes are recorded in the prices of several staple lines. Ontario flour advanced fifteen cents again last week, and is now quoted at $7 wholesale, which is only fifteen cents below Manitoba. Cornmeal is up 10 cents a barrel, clear pork is $1 a barrel higher and lard is held at an advance of ¼ to ½ cent a pound. Brooms are twenty-five cents a dozen cheaper.

Eggs are higher, but butter remains about the same. Rhubarb is coming in freely and is selling at three cents a pound retail.

In fish, shad are still high, but salmon are coming in quite plentifully and the price has dropped to twenty and twenty-five cents a pound.

The cold weather has interfered somewhat with the crops and a number of the farmers in the province, who put their seed in early, had them nipped with the frost and had to replant.

William C. Cross, of Hall & Fairweather, Andrew Malcolm, and W. L. Harding, of W. F. Hatheway & Co. will attend the annual meeting of the Dominion Wholesale Grocers' Exchange, in Victoria, B.C., on June 24th. They will leave early next week.

Sanford Fawcett and Carey Fawcett, honey dealers, in Memramcook, have made an assignment to Sheriff Willett, for the benefit of their creditors. Their liabilities are placed at $2,000.

Some Interesting Ontario Grocery Correspondence

Millionaire Wholesale Grocer Addresses London Canadian Club on Trade Paper Advertising—Ingersoll Merchants to Consider Ticket Selling Nuisance—Expensive Ice in Chatham — Fruit Crops in Niagara District Promising, With Exception of Peaches—Perth Grocer's Experience With Cash Discounts.

LONDON.

June 9.—Wholesale trade continues to improve, with payments coming in strong for all kinds, and India and Ceylon teas are very firm. Nothing is doing in finer qualities of Japans, which have pretty nearly all been picked up by United States buyers. Valencia raisins are rather lower. California seeded and prunes are about ½ cent up with the market strong.

Retail trade in the city during the week was fair with excellent prospects.

E. F. Reed, grocer, corner Horton and Colborne Streets, was married on Wednesday last to Miss Robinson, of South London, and is receiving the congratulations of his fellow grocers.

Many of the retail grocers spent the first half holiday of the season on Wednesday last, at Springbank Park, where they witnessed a game in the Retail Merchants' baseball league between the grocers and shoe clerks. The latter won by a score of 8 to 7. The grocers' team contains some capable players and with good management, should be able to make a good showing. The series for the Lea Pickling trophy will not commence for a month yet.

A meeting of the executive committee of the Retail Grocers' Association was held last week to elect committees for the purpose of visiting the grocers for donations for their annual excursion to Detroit on the 23rd inst. Already a number of the firms have donated, among them a Toronto firm which forwarded a large cheque. McCormick Manufacturing Co. and D. S. Perrin & Co. have donated neat little packages to be presented to the ladies on the train. Local wholesale grocery and fruit firms and manufacturers have also contributed liberally. A large amount of correspondence was received from people in Detroit about the grocers' outing. Those present were: President, E. J. Ryan, N. McLeod, J. Hockins, H. Ranahan, T. Shaw, F. Travers, C. W. Summers and F. W. Paull.

Thos. Martindale, a millionaire wholesale grocer of Philadelphia, and a native Londoner, was the guest of honor at the Canadian Club luncheon at the Tecumseh last week, and gave an address on "Advertising as a money maker." In the course of his remarks he said that in the United States wholesale grocers confine their advertising to weekly or monthly trade papers. He could not recollect ever seeing the ad of a wholesale grocer in a daily or ordinary weekly newspaper. "Trade journal advertising," he said, "is to be commended, as the trade papers exist primarily to help in promoting the interests of the particular trade it represents, and they generally are filled with the latest trade news, advice, statistics etc., pertaining to their field. Besides it stands to reason that such advertising ought to be profitable in thus being directed right at the prospective buyers who subscribe for and thus help to make profitable such publications. Many years ago an experiment was tried by the late William M. Singerly, the proprietor of the Philadelphia Record, an influential and splendidly-managed paper, having a wide circulation in such Democratic states as Kentucky, Maryland, Delaware, the Virginas, North Carolina and Tennessee, besides its clientele of readers in New Jersey, Pennsylvania, Delaware, etc. In order to encourage jobbers and particularly wholesale grocers to advertise in the Record, Mr. Singerly sent free copies of the Record to the hotels in all towns of over 10,000 population in many of these states to encourage the jobbing houses to use the columns of the Record in aiding them to sell their goods. I have heard it said that many thousand copies of the paper were thus placed on the free list, but the jobbing trade and the wholesale grocers in particular didn't respond at all. Therefore, in time the free list was entirely cut off. All of which goes to show that the wholesale grocer in the States, as in Canada, knows what he is about.

INGERSOLL.

June 9.—The retail merchants intend making a mighty effort to frown down ticket selling and its kindred evil, soliciting charity, during business hours. Scarcely a day goes by but demands are made upon the finances of the merchants, either by charitable organizations or others soliciting alms. The merchants, of all individuals, are invariably singled out for first attack, and while in the past they have submitted without a murmur, they now believe that united and uncompromising action should be taken to put a stop to the wholesale soliciting which has become absolutely obnoxious. If this course were decided upon it would place the merchant upon the same plane as other citizens, and they would doubtless be immune from countless attacks which they now experience. Merchants recognize the importance of the question and that it is one in which they must stand together. The matter has been slated for careful consideration at the next meeting when definite action will no doubt be taken in this respect as well as in regard to bad debts.

It is indeed pleasing to note that so far as the Ingersoll branch of the Retail Merchants' Association is concerned that there are reassuring signs of life. The members have come out of their hibernation, which has been most protracted, and they have now taken a grasp of affairs of mutual interest that simply spells "business" in capital letters. The Association was formed some two or three years ago, and for a while everything was serene. But there was a gradual decline of interest, the attendance at the meetings began to shrink, and eventually no meetings were held. In expressing their individual opinions the merchants were always frank enough to admit the advantages of organization, but for some reason or other that concerted action which makes things hum, was conspicuous by its absence. But times have changed and the fact is worth jotting down that Ingersoll is going to have one of the most thoroughly organized, pushing, progressive Retail Merchants' Asssociations to be found in any community of similar proportions in the Dominion. This at least is what the merchants say and we know their capabilities once they have determined to put their shoulders to the wheel of progress. The merchants have been aroused to the necessity of taking immediate and earnest action in regard to several matters in which they are vitally interested. One of these is the soliciting during business hours by which they are simply "held up" from day to day. Another matter that they believe should receive attention is bad debts. The opening meeting of the reorganized association clearly indicated that the merchants mean business. They have outlined a progressive policy and intend to give it vigorous attention. The new officers of the association are:

President—John J. McLeod.
1st Vice-President—R. W. Waterhouse.
2nd Vice-President—Theo. Wilson.
Secretary—R. N. Thurtell.
Treasurer—W. I. Hogarth.

During the past couple of weeks two grocery stores have been burglarized. The manner in which both places were entered would indicate that the nocturnal visitor was familiar with the surroundings. The store of L. C. Menhennick was entered by means of a rear window. A small amount of change and some candy was missing. The thief overlooked a cash box containing about five dollars in silver. S. M. Fleet's store was also entered by way of a rear window. As in the case of the visit to Mr. Menhennick's store only a small amount was stolen.

WOODSTOCK.

June 9.—The E. J. Coles Company are enlarging their already large store by an addition to the rear which will give them half as much floor space as they have at the present time. The Coles stores handle lines of groceries, furniture, hardware, crockery, books, and all manner of miscellaneous and fancy articles. The addition is now under construction and will be completed this summer.

George Parker and W. J. Parker, two brothers who have grocery stores in this city, one in the east end and one in the west, were in Paris last week at the meeting of the Paris and Brant Baptist district. George Parker is a prominent member of the First Baptist Church and W. J. of the Oxford Street Baptist Church, and they were at the convention as delegates.

Peter Poole, a well known grocer, went a-fishing one day last week, and slipped into the mill pond while in pursuit of the elusive tenants of the water. John Markey, editor of the Sentinel-Review, who was with him, went after Mr. Poole and then a Mr. Hodges went after the two fishermen. In some way Mr. Markey's shoulder was put out of joint. Mr. Poole was pulled out of the water and sustained no injury.

Woodstock has no retail merchants' association. One was formerly in existence here, but it died slowly. There was no trouble in securing members, but the few who were active in the matter found great difficulty in getting members to attend, and gradually the association fell into a decline and soon was no more. There is occasional talk of reviving its dry bones, but it is difficult to see what the use would be unless local merchants secure to a greater degree the spirit of co-operation and mutual assistance.

Once again are the business men meeting with the ticket selling graft in all its force. All the year it is bad enough, but in the summer it is particularly obnoxious. This refers to the way business men are victimized by those selling tickets and soliciting aid for the thousand and one church and secular enterprises of every town for which money is required. In many cases those selling tickets appear to send to business men those who are their customers, and it puts the man in the position of giving to everything that comes along and loading himself up with tickets of no earthly use, or of running the risk of offending perhaps a valuable customer. "It's a hold-up game purely and simply and I cannot understand how self-respecting people will condescend to adopt such small means of raising money," was the way a local grocer expressed the situation the other day.

Business has been very satisfactory in Woodstock this year. City people and farmers appear to have all the money necessary to supply their wants and merchants are not complaining. The weekly market has not been as large as usual during the past few weeks, as the farmers have been too busy getting in their spring crops to attend, and the horses have been too much engaged to permit of their wives attending.

BRACEBRIDGE.

June 9.—Saturday, as usual, was a busy day among our merchants. The well-lighted stores and well-lighted streets filled with well-dressed buyers, made the scene a gay one at night.

The grocery windows came in for some nice remarks. Armstrong & Gillespie showed a well-arranged double window of fruit; J. G. Meyers' window was dressed with fruits and green vegetables; Kirk Bros.' large windows were bedded with plants, fruits and vegetables, and R. A. Lawson's window with fruit. Hutchison Bros. have a pretty window arranged with tea. In the centre stands a deep well made up with tea packages, and over the top is a bucket swinging from an old limb of a tree with this sign, "Our teas draw well"

Butter on Saturday dropped again in price, this time to 17c per pound. Other lines of produce are the same as last week. Maple syrup is still being freely offered by the farmers, and it finds a ready market. The quality is good.

HAMILTON.

June 9.—The Retail Grocers' Association have completed arrangements for their annual picnic to Niagara Falls on July 21st. At a meeting of the association held last week the picnic was the one topic of conversation, and arrangements to make it a greater success than in former years are already under way. John O. Carpenter was elected chairman of the picnic committee. Arrangements have been made for eighty cars to carry the Hamilton contingent, and no doubt every one will be filled. Both the G.T.R. and T., H. & B. will be used. It was necessary to put up a guarantee



ADAM BALLANTYNE,

A Hamilton Grocer Who Believes in Selling Goods by Weight and in a 75-lb. Potato Bag as a Government Standard.

with the railway companies, and on that account the excursion will come off, rain or shine. The association came out somewhat behind last year on the financial end of the affair, and the committee are determined that not only will they make up the deficit, but will also close their books with a good balance on the right side. The picnic will be bigger than ever, as several new attractions will be taken, and all who have enjoyed this trip before, together with many new friends, will be on hand. The retail grocers and butchers of Brantford are joining in the excursion again. The 91st Regimental band has been engaged, and three "rube" bands will be taken along to provide amusement. The programme of races will be longer than ever, and the prizes well worth getting. Over $125 will be given away in cash prizes, as well as prizes of other kinds. This excursion is the best patronized of any in this city, whole families going on it to view the Falls.

KINGSTON.

June 9.—Earl Grey honored Kingston by his presence lately and the military city was all agog with excitement. Everybody walked erect and the air was full of music. Cannons boomed and even the new bell in the town clock chimed in. He was well entertained and pleased with his visit, but if he had waited till July 14th he would have had the entertainment of his life, for the famous Grocers' picnic is to come off and Secretary Dalby and committee are going to make it the success of the 20th century. We expect 10,000 people to attend. It will be held at the fair grounds within the city limits.

"Cash receipts are slow," said a grocer this week. "When goods go out quickly and cash comes in slowly, it's hard to make things go and the wholesaler wants cash. He is sick of excuses such as 'I have a lot on my books, etc.' Long credits should be cut out; some well-to-do people getting dividends keep grocers waiting for months and years, and perhaps on account of friendships the grocer is afraid to open his mouth to say a word—too bad, too bad."

Mr. Smith of West Toronto bought out Mr. Shea of Pim St., and is hustling after trade. He formerly was a carpenter, but he has evidently seen an easier way to make a living.

Marshall Reid has purchased an up-to-date delivery wagon of Canadian make. It is wiser to buy new rigs, as old ones soon bring up the cost in the repair shop or hospital for sick wagons.

Chas. Pickering has purchased a fine delivery horse.

A local grocer states that every time he wants to get his shop the telephone girl shrieks "bizzy" and he doesn't know whether to get mad or not. It would be better to say that's good and whistle, for it's better to whistle than whine. Too many merchants wear lemon-looks. They should live on the sunny side of the street.

Canned goods are always a drug when there is an over-production and prices go below value in consequence. Merchants cutting below cost reduce their own salaries. "Departmental store prices have to be met," said a grocer to-day, "and I found by introducing hand-packed tomatoes in sanitary tins I have gained a victory over the man selling old pack with new labels. It is not necessary always to get to mud level to meet the man who makes a business of cutting prices, giving light weight, short measure and old goods.

Carelessness in keeping stores and windows well dressed speak to the passers-by of the negligence of this staff. Goods well displayed are three quarters sold. If clerks would just get into the habit of introducing goods new and old it would surprise them the number of extra sales recorded. A clerk who just stands behind the coun-

ter and hands out goods is a man of wood.

The early closing movement is being encouraged by the clergy and it is a move in the right direction. It's a strange thing if people cannot get sufficient for internal and external needs between the hours of 7 a.m. and 6 p. m. It's all nonsence burning gas and wasting energy. Merchants who are afraid to close at six o'clock lack backbone. Don't watch the other fellow. Lock up at 6 o'clock sharp and 9 o'clock Saturday and the other fellow will folow suit.

PERTH.

June 9.—How many ever keep a careful account of their cash discounts? Grocery discounts seem very small, but a local grocer who has kept careful account for some years finds he saves enough by taking advantage of every discount to pay his taxes, his insurance and his lighting bills.

With lard climbing to 15c, biscuits all up a cent a pound, starch and smoked meats at ½c stronger, and pork and beans advanced about 10c dozen, we are wondering what grocery prices are coming to.

W. R. McRae has been connected with the grocery business for a long period. He spent some years as a traveler, but for the last number of years has been in the ranks of the grocers. Mr. McRae pays close attention to his business and his success is shown in his owning the fine stone block on Gore St. East in which his store is situated.

The Arnprior Creamery Co. have closed their creamery for a couple of months. Scarcity of cream is given as the reason.

Farmers have about finished planting, and potatoes in small lots are being offered imore freely at a variety of prices.

A. V. McLean, our youngest merchant has somewhat changed the interior arrangement of his store. A fresh coat of paint on his store front gives it quite a bright appearance.

One grocer is selling tomato plants, asters, verbenas, etc. Those being just ready to set out find a ready sale to the mutual advantage of both grocer and grower, who supplies them to be sold on commission.

The Retail Merchants' Association will consider some important matters during their sessions in Brockville, June 16 and 17. A number from here will likely attend.

Butter remains at 23c. Buyers are offering 17c for eggs, a drop of ½c from a couple of weeks ago.

BARRIE.

June 9.—Jas. Vair last week purchased the stock of H. Knight and has 12 days in which to dispose of it, moving the balance to his other store. Mr. Knight has purchased the restaurant business of his brother-in-law, Isaac Cox and will move into his present stand when vacanted by Mr. Vair.

John Sasso has launched into the wholesale fruit business here.

Butter took a sickly appearance in price last week and dropped as low as fourteen cents a pound while the bulk of it sold for fifteen cents. Eggs still remain about the same, selling at seventeen cents a dozen. Potatoes also took a drop in price, selling at seventy and seventy-five cents a bag.

With the first appearance of warm weather last week, came a few of our summer visitors. The prospects for a bumper summer trade are good and all merchants who cater to this class of trade are wearing that sunny smile.

Although the season was very backward and the strawberries are only in blossom in most cases, the general outlook is very good and should the weather continue fine the berries will be ready as early as last year. At least this is what one of the largest growers here had to say about it when interviewed by The Grocer.

CHATHAM.

June 9.—The ice problem is beginning to loom up large in the calculations of local grocers. The complete failure of last winter's ice crop necessitated the importation of ice, and one result is that this year ice is selling at 35c per cwt., where in previous years the price was 15c. It is doubtful if the price would have been so high had the field been left open to competition, but following the failure of the crop the two local dealers promptly seized the opportunity to amalgamate. The high prices will doubtless have their effect upon the summer trade in perishables.

As this section is subject to partial and occasionally entire failures of its ice crop, the suggestion is brought forward by one grocer that the merchants to whom ice is a necessity, co-operate to ensure an annual supply at fair prices. Large consumers, such as the Maple City Creamery, imported their ice last winter and thereby secured an ample supply at fair cost; but the individual merchant whose demand was small could not afford to do this, especially in view of his lack of storage facilities. Collectively a large amount of ice is used by merchants, so that the supply could probably procured advantageously—in addition to which, it would save the merchants from ever being "held up" by dealers.

Cheap butter—18c to 20c a pound—was again in evidence on the market last Staurday. Now that the warm weather has set in, farmers are a great deal more willing to part with the product on reasonable terms.

Hog deliveries were a feature of Saturday's market. Following a slight decline during the week, Saturday saw the price jump to in some cases $8 per cwt., while $7.90 was the ruling price. Not so long ago, hog raisers thought themselves lucky to get this price for dressed, let alone live hogs. Deliveries continued large. The high price locally is attributed to the foreign demand.

From all accounts, last year's bean crop is pretty well sold out. The price has now reached $2 a bushel.

Imported strawberries—from Detroit—have been in evidence in many groceries the past week, selling at 15c and 20c a box. The home grown product is expected to appear this week, several grocers having been assured of berries by Friday or Saturday. This is somewhat later than usual. The crop is reported in splendid condition, however.

In company with dry goods and shoe dealers, the Wallaceburg grocers have decided to close their places of business on Wednesday afternoons during the summer months, to give themselves and clerks a half holiday every week. It is some years since the weekly half holiday has been tried by Chatham merchants, except in one or two lines; and there seems no disposition to repeat the experiment. As a rule, clerks here favor and employers frown down upon the scheme; though there are of course notable exceptions. The main difficulty is to induce everybody to line up.

BRANTFORD.

June 9.—The merchants here report business good. The factories are all busy, and the unskilled labor is well employed.

There was a good market on Saturday but meat was not as plentiful as usual. Butter was plentiful at from 18 to 22c, and there was also a very large display of plants, flowers and green vegetables. Potatoes were plentiful and were selling at 75c a bag Saturday.

A large number of property owners and merchants around the market square held a meeting in the council chamber on Friday evening, in reference to the improvments of Brantford's market by the erection of suitable buildings and accommodation on the present market square, they named a committee to look after their interests.

Brantford millers are paying $1.30 per bushel for wheat and little is coming in; the grocers are retailing flour at $3.50 cwt.

Mr. Harris, manager of the Brantford branch of The Geo. Mattews Co. Ltd., accompanied by his wife, left this week on an extended trip to Ireland. They will also visit England and France before returning. Mr. Harris has not been enjoying the best of health for some time and the change will it is hoped restore him to his usual strength and health.

The clerks enjoyed their first half-holiday last week. While it was not unanimous, one large grocery on Market St. refusing to close, the majority were anxious for the holiday.

GUELPH.

June 9.—The edict has been delivered—the law, as irrevocable as that of the ancient Persians has been hurled into action; and—but this is the law—that the merchants of this the Royal City, do close down their stores every Thursday afternoon during the months of July and August, excepting such weeks as—well that's enough.

Peter Anderson's store looks very nice, clean, and well arranged. He is showing some good lines in china.

Some ads. there are, which are printed for the sole purpose of hoodwinking the public, again some ads. are mis-interpreted by mistaken either by the printer or the consumer; and yet again there are ads. which are straight-hit-from-the-shoulder, nothing-but-the-truth-statements. It would be well to remember that it is upon just such hooks as the latter upon which the public hang their hats and it is the merchants who advertise in the latter truthful way, who secure the best customers.

There were not any great changes in any of the lines of produce on Saturday, the prices being as follows:—Butter, 20 to 22c; eggs, 18 to 20c; potatoes, 80 to 85c per bag; rhubarb, 4 and 5c a bunch; lettuce, 5c a head; onions, 40c a dozen, and 5c a bunch.

TORONTO.

June 9.—B. A. Belyea, Southampton, Ont., has purchased a grocery business in Toronto, at the corner of Spadina Avenue and Sussex Street.

Lloyd Bros., 552 Queen Street West, who opened a store a few weeks ago, are doing remarkably well. They have already a large trade, and business is evidently coming their way.

Fred White, grocer, 123 McCaul Street, has purchased Charles Mayes' property in Avenue Road, for speculative purposes.

Wm. Cole, grocer, Avenue Road, has taken a pleasure trip to England, and has left the management of his store in the hands of his clerk, F. Beckingsale.

I. McMinn, 923 Queen Street West, has moved to 703 Ossington, where he intends to enlarge his business.

S. E. Embury, 604 Queen Street West, is doing a business which reflects great credit on himself and his methods, as well as on his wife, who is perhaps the chief means of his success. He handles only the best goods. His favorite lines are cooked meats, bacon, sausages, etc. Everything is kept clean and the store, which he has lately remodeled, has an attractive appearance.

W. E. Best, 1048 Queen Street East, keeps his store in good order, and this he claims has a great deal to do with successful store keeping.

J. F. Cryderham claims he is a prompt payer, but he over-looked a small account and according to the rule of the Fruit Association goods came C.O.D. This he says, was annoying and he is therefore against the new rule.

A committee from the Retail Grocers' Association took a trip across the lake this week to make final arangements for their picnic grounds. The date is July 14th.

ST. CATHARINES.

June 9.—George B. Darker, who recently opened a new grocery store on St. Paul Street, has purchased the business of E. Gander. Mr. Darker states it is his intention to operate both stores. Mr. Gander has not yet decided to what business he will give his time and attention.

The supply of dairy butter during the past few weeks has been very heavy with the result that the grocers dropped their buying price on Saturday last to 16c per pound.

Those grocers who had a supply of crocks to sell noticed the increased demand caused by the packing of butter.

Fresh eggs, on the other hand, are higher in price and scarce even at the advanced price. The prices on Saturday last for quantities were from 19 to 20c per dozen.

The fruit crop of the Niagara Peninsula at the present writing promises to be an extra large one. Fruit growers, agree with this prediction with the exception of peaches, which they claim will be below the average. Strawberries are looking splendid and the first home grown berries will likely make their appearance next week. If the weather should continue warm and dry, the strawberries are likely to ripen up all at once and the crop will be a short one. Buyers will find prices governed largely by the weather.

PETERBORO.

June 9.—There does not seem to be much change in the butter situation here. The farmers report excellent verdure and growth in the pastures, but they are sending their surplus milk to the cheese factories and the townspeople are thereby profiting but little. The butter has a noticeable dark yellow color, which it obtains from the new grass.

The cheese manufacture this spring has been on the whole better than last year. The price is better and the output shows a slight increase.

The past few weeks have been rather quiet. There is still a demand for house-cleaning necessities and garden seeds and fixtures.

Recognizing the fact that the average household has exhausted its supplies of preserved fruits, some of the grocers in their advertisements are making a specialty of canned goods. Pears, peaches, raspberries, etc., are the headliners and from all reports there is a strong demand. Jas. R. Bell is one of those who is trying to advance his trade in these lines.

Another line of the grocer's business that is now in season is supplying provisions for picnics and pleasure parties. There are grocers who pay particular attention to this branch of their summer trade and make it a point to carry lines which will appeal to the picnicker. Dainty tongue, ham, chicken, pickles and other delicacies are always found in the outing basket and it is generally the grocer who makes a specialty of these lines who snaps up the business.

The merchants on the main street claim that their rents are too high. Ald. Morrow, of the council, is endeavoring to make an arrangement whereby a flat rate may be secured for the use of electric power. A merchant states that he would prefer if something were done to secure cheaper rent—at least, what he claims more reasonable. He states that the amounts have practically doubled in ten years.

The breakfast food weather has arrived. That is to say, the warm weather, means the changing of the customary foods for the prepared varieties, which are served with seasonable foods. Local grocers apparently feel that there is something in this and are advertising in their window displays the most popular foods.

Potatoes are still at the spring mark, $1.25 a bag. There are people in the city who believe that if the papers had not stated that other places were receiving high prices, Peterboro would still be able to get them at $1.

The market gardeners in the outskirts of the city are busy with the orders from the grocers. Seasonable vegetables and greens are now in great demand and the grocers are apparently not letting the opportunity to please their customers go by.

WHOLESALERS FOR VICTORIA.

List of Those Who Have Handed in Their Names to Take in the Trip.

Announcement was made Tuesday of the names of those who will in all probability attend the annual meeting of the Canada Wholesale Grocers' Exchange, to be held in Victoria, June 24th. Some of those mentioned may not be able to get away, but, on the other hand, it is likely that there are some other members of the Exchange who will participate in the convention who have not yet handed in their names.

Those on the list at present are:—

Nova Scotia—Robt. Murray, S. O. Hogg, R. M. Symons, Arthur C. Pyke.

New Brunswick—W. C. Cross, W. L. Harding, A. Malcolm.

Quebec—Hon. R. Turner, A. Miller, J. B. E. Letellier, A. Carrier, M.P.

Montreal—L. E. Geoffrion, Albert Hebert, Arnand Chaput, A. Desroches, J. Stanley Cook.

Toronto—Wm. Logan, F. W. Humphrey, Thos. Kinnear, Hugh Blain, Jas. Ince.

London—Ed. Masuret.

Port Arthur—Mr. Riley.

Winnipeg—A. McDonald, P. Marrin, Mr. O'Loane.

Saskatoon—R. J. Davis.

MEMBERSHIP INCREASING.

At the regular monthly meeting of the Dominion Commercial Travelers' Association, Montreal, the secretary's report showed that the membership, to date, was 332 more than at this time last year, while the payments of death claims amounted to practically the same sum.

Authentic Information on Western Conditions

Real Estate Values Going up in Calgary — Winnipeg Horse Show Promoters to Give Prizes for Best Window Displays— Guessing Contest of Saskatoon Grocer—United States Grocers Entertained in Vancouver.

CALGARY.

June 8.—If real estate values continue to climb as they have been doing here this year it will necessitate the removal of a number of the retail grocery stores which are now located on Eighth Avenue to the side streets and suburbs. During the past two weeks central Eighth Avenue realty has been in great demand at fancy prices. The Ellis & Grogan property was sold for $1000 per front foot and the premises occupied by J. D. Young & Co., stationers, etc., was sold for $1,200 per foot. Saturday last the property occupied by Rochon Bros., confectionery and the Premium Tea Co., near the post office, was sold for $1,000 per foot. As the buildings on none of the above are of much value the prices paid practically represent land values. Yesterday the central property formerly occupied by Wing & Kidney as a grocery store was sold for $1,200 per front foot. There is a two storey brick and stone building on this lot worth probably $6,000 to $8,000. The foregoing, however, will serve to indicate what investors think of Calgary realty. West Eighth Avenue, i.e., from First West to Fourth, is now looking up. and it will not surprise some if inside of two years a number of high-class retail stores will occupy sites that are to-day without buildings of any kind.

The particularly favorable weather that has been enjoyed since May 20th has instilled confidence and business of all kinds is very good. The rush of immigration continues unabated. The C. P. R. irrigated lands, every acre of which when developed means business for Calgary, are in great request by the Americans, who are investing freely. Retail grocers report an excellent trade. Local-grown, fresh vegetables are in good supply. Potatoes are still high in price owing to scarcity of local stock. Hood River strawberries are in, retailing at 35c per box, but this price will probaly not hold long as deliveries will be heavier shortly. New Alberta cheese will be available in a week or two. This finds a ready sale as some prefer it to Eastern cheese. Fresh butter is plentiful, retailing at 30c per lb. Eggs are not so plentiful, as the western demand is heavy. Locally the retail price is 30c per dozen.

California dried fruits are firming up. Apricots are scarce and high; it is doubtful if any choice can be obtained under 10c per lb. on the Coast. Peaches and prunes show a tendency to stiffen in sympathy with apricots. Available stocks of prunes in California are said to be not more than 3,000 tons, which is the lowest for many years.

C. E. Lathrop, the representative of one of the largest shippers of dried fruits and canned goods in California, was in Calgary during the week calling upon the trade. Mr. Lathrop left San Francisco in March and has since covered the territory as far south as St. Louis. He reports business much improved all along the line, and particularly in the Canadian west. Mr. Lathrop is always a welcome visitor in Calgary, as the trade recognizes him as an authority on California products. On one occasion, however, Mr. Lathrop under-estimated the tonnage of "prunes" and the jobbers have not yet forgiven him. Nevertheless, his estimates are generally as nearly correct as possible. Tees & Persse of Alberta Ltd. are the local agents for the company.

WINNIPEG.

June 8—John Galt of G. F. & J. Galt, wholesale grocers, leaves in a few days for a three months trip to Europe.

F. J. Gallagher has left the T. Eaton Company store, where he was engaged as manager of the fruit section of the grocery department, to become a traveler for White Bros. & Crum, commission merchants of this city.

As stated a few weeks ago, the confection trade in this city is in somewhat of a demoralized condition, due to the fact that foreigners monopolize the fruit trade, and confectioners are compelled to rely upon limited lines. It seems almost absurd that in a city of 120 000 only two confectionery stores can be found, worthy of the name. The leading down-town business is that conducted by W. H. McBrien, who opened the store on April 1 last. The apearance of the premises is beautiful and attractive, being renovated and equipped with new fixtures, just prior to the opening, Mr. McBrien, who was familiar with the trade and conditions before opening the business on his own account, feels encouraged with the general upward tendency of the trade. Before the summer season opened, baked goods and candies were the chief lines, but now candies have been replaced by ice cream, and in this line the trade has been good. Mr. McBrien is of the opinion that although the keen competition in the fruit business among the smaller retailers is detrimental to the up-to-date confectionery trade, yet the time will come when the first-class confectionery will be depended upon for all lines of goods belonging to that trade, thus eliminating much of the inferiority which is so prevalent among the foreigners' fruit stores.

C. W. Graham, secretary of the Winnipeg Horse Show, to be held on June 24, 25, and 26, has been authorized to issue prizes to the retail merchants of the city for the best decorated windows representing the occasion. The prizes consist of four first prizes of $15.00 each, and four second prizes of $10.00 each. This arrangement will give a large number an opportunity to win prizes. The classification is as follows:—

Class "A" — Departmental stores, furniture, house furnishings and dry goods.

Class "B"—Jewelers, druggists, boots and shoes, haberdashers and clothiers.

Class "C"—Hardware, grocers, liquors, cigars and tobacconists.

Class "D"—All others.

Already many merchants have made arangements to enter the contest, and as the time approaches for the judging the interest will become quite keen. Local merchants as a rule believe in good window displays, and look upon it as one of the leading assets to the trade. The grocers are not backward in this regard, and it is expected that some of these merchants will capture a prize. Awards will be made on the following basis:—

25 per cent. for artistic arangement.

60 per cent. advertising the Horse Show.

15 per cent. for advertising medium for exhibitor's own business.

William Mitchell, formerly a clerk in the store of Sutherland Bros., of this city, has taken charge of the new grocery department of F. Ashford, on Portage Avenue.

C. H. Baird, of the Christie Brown Co., Toronto, returned east last week, after a few weeks business trip in Western Canada.

James Powell passed through the city recently on his way from the Coast to Birmingham, England. Mr. Powell has been representing the Cadbury Chocolate Co., in the West.

SASKATOON.

June 8.—C. J. Greene & Sons are building an addition to their general store on Avenue B. It is 50 x 50 feet and will allow the handling of a much larger stock.

L. S. Bishop, who has been manager of the grocery department of W. H. MacBeth, has left on a trip to Chicago and St. Louis. He will return in about two weeks time to start in business here with other local men.

Currie Bros, who carry on a departmental store business on 2nd Avenue will open a branch on 20th Street West. They have leased two stores in the Richardson-Butler block, with a floor space 50 x 60 feet. The plan is to put an archway between the stores and put in a first-class stock of groceries, dry goods, boots and shoes, men's furnishings, ladies' wear, etc.

J. F. Cairns has announced the list of prizes to be offered in a guessing contest shown in his window. The eight prizes offered are: an automobile, team of horses, lady's costume, man's suit, lady's hat, pair of shoes, lacrosse outfit, tennis racket and shoes. The contest closes on the 6th of August, the last

day of the fair. The competition is to guess the number of grains of oats in a glass box, which has been placed in the window. One guess is allowed for the purchase of each dollar's worth of goods.

The death of William Vine, traveler for the Northern Fruit Co., of this city, took place last Friday at St. Paul's hospital. Mr. Vine was ill only a short time and underwent an operation a few days ago. He was 26 years of age and came from St. Catharines, Ont.

The Saskatoon Milling & Elevator Co., is building elevators at Zealandia, Vanscoy and Harris, on the C.N.R. The local mill will be increased from 100 barrels to treble that capacity.

REGINA.

June 8.—The fine warm weather prevailing this week, following the rains at the end of last week, has been favorable to the growing crops and up to the present prospects are excellent for a good crop and with the high prices farmers are feeling jubilant.

There have been no changes in the produce market during the past week, and jobbers are still paying the prices mentioned in our last letter. The warm weather was favorable for the fruit trade and jobbers report a good business in all lines of seasonable fruits. The last of the navel oranges are now in and the stock is good, but does not hold out long. Missouri strawberries are on the market and are in good demand. Most shipments arrive in good condition, but occasionally lots are in very poor shape when received. California cherries are also on the market, and are moving well at 40c per pound for the red, and 50c per pound for the white.

The local grocery jobbers report business as being exceptionally good and during the week both houses have been very busy. There are no changes to note in prices.

W. R. Hunt, of the Tetley Tea Co., was here this week on his farewell trip, as he leaves on the 20th inst. for California, where he will represent Ridgway's teas. His many friends in this territory wish him success.

William Sclater, of Sclater & Findlayson, Regina, left this week for an extended visit to his old home in the east.

Archie Mallinson, manager of the wholesale fruit firm of Stockton & Mallinson, of Regina, returned on Wednesday from a two weeks' visit in Toronto.

A good many of the stores report the flooding of their cellars through the heavy rains of last Saturday and Sunday. In all fully five hundred dollars' damage was done.

T. W. Dawson, representing the Stewart Chocolate Co., of Toronto, has been here for the last two days and reports business as being good.

VANCOUVER.

June 8.—Vancouver grocers played the host on Sunday last, when a large party of eastern grocers were in the city on their way to Portland to attend the convention of the National Association, which opened there on the Monday. The party included C. J. Kramer, president of the National Association of Retail Grocers, and wife; J. L. Peters, G. Penick, K. Bars, T. England, Mr. and Mrs. Frank T. Longley, Miss Martha Kupferle, Mrs. L. Koers, Miss Julia Koers, Adam Penzell and wife, W. G. Pigford, W. D. Hawkins, Mr. and Mrs. George J. Schulte, E. D. Myer, the Misses Myer, Mrs. R. M. Colgin, David Noonan, A. A. Thompson and wife, Mr. and Mrs. L. F. Padberg, C. H. Kreigh, Miss Agnes Shine, C. O'Donnel, — Thurston, R. McIntyre, A. S. Werremeyer, E. Niemweller, all of St. Louis; J. J. Ryan, Fred Lorenzo, Mrs. Masek, St. Paul; E. C. Ekeland, Minneapolis; Mr. and Mrs. H. W. Kingsbury, Mrs. Ella Holland, Winona; T. P. Sullivan and daughter, Mr. and Mrs. W. H. Poft, L. L. Schineter, Walter Horn, Chicago. On arrival here, they were met by James Ray, secretary of the Vancouver Retail Grocers' Association, and W. Clark, George Hobson and C. F. Wright, directors. A drive had been arranged, but owing to inclement weather this was not carried out, but Mr. Roy presented each of the ladies with a handsome bouquet of carnations, just to show that the hearts of the Vancouver grocers were in the right place.

Strawberries are scarce, and the price varies considerably. Last week there was a good supply on hand, and the price was two boxes for 35c, but when these were taken up, few were on hand, and the wholesale price was $6 a crate of 24 boxes, or 25c a box. This is just a trifle high. The prices, however, may not be very low in consequence of the shortage in the crop, and last week the Victoria Fruit Exchange refused an order for six carloads, because the figure was not up to what it was thought it ought to be under the circumstances. Even this price was in advance of that of last year.

California gooseberries have arrived and are jobbing at 11c per pound.

The death took place last week at Revelstoke of Harry A. Small. He has been Kootenay representative of W. J. McMillan & Co., wholesale grocers, of this city, having been connected with that firm for the past six years. Previous to that he was traveler for Kelly, Douglas & Co. for five years. Deceased was one of two or three individuals whose active business career from one end of the Dominion to the other had reached almost forty years. For many years he had his headquarters in Ottawa and Montreal, in the days when traveling was done in stage coaches. During most of his eastern career he was agent for Wm. Donohue & Co., wholesale grocers, of Montreal. His connection with the Dominion Commercial Travelers' Association dates back over 35 years.

A petition is being circulated among the merchants of Vancouver and Victoria for a travelers' week, to be held once a year, the idea being to make the holiday, such as will obtain this month, an annual affair. For a considerable time, the travelers have been asking for this week so that they might meet together, and with the employers discuss general matters. The district affected by the week lies to the west of Kamloops, and thus all travelers in that territory could either get to Victoria or Vancouver. At the last meeting of the local council of the U.C.T., a committee was appointed to confer with a similar committee appointed by the employers and frame up a programme for Tuesday, June 8th, when a social and business meeting will be held. If the week is agreed upon finally at this meeting, the idea will be taken up at the Grand Council conference to be held in Seattle on June 10th.

On the mid-week half-holiday, the clerks and merchants of Chilliwack got together at a game of baseball. The merchants beat, with a score of 35 runs to 10, notwithstanding that one of the team, John Denholme, had not played for 23 years.

P. Burns & Co., has bought the wholesale and retail stores of J. Reichenbach Co., at New Westminster and Sapperton.

C. H. Hume & Co., Revelstoke, has installed a fine electrical coffee grinding machine.

MANITOBA MARKETS

(Corrected by Telegraph).

Winnipeg, June 10.—The summer weather that settled down upon the city for a few days gave the trade a lively aspect. Dealers are very much encouraged with present conditions and every merchant plans to have a heavy season's trade. The vacation period is approaching when many families leave the city for their summer homes. One grocer said that a good feature about this imigration was that customers usually paid their bills before they go. The seeding is almost all completed throughout the West, and wholesalers have been visited by many rural merchants during the past week, who are ordering heavy stocks of goods. The crop to be harvested next fall will be very large if congenial crop conditions continue to prevail. Rural merchants have no fear in ordering goods in anticipation of enormous crop returns.

The market situation is rather featureless this week. For several weeks the general tendency was advances in prices. Markets continue firm, but we cannot record any advances, except in canned apples. These have been selling above the price quoted in a few instances for some days. The advance is about 10c per case.

SUGAR—The preserving season has increased the demand for raw sugar. The trade in all lines is good as is always the case in festival seasons.

Montreal and B.C. granulated, in bbls	5 90
" " in sacks	4 95
" yellow, in bbls	4 80
" " in sacks	4 85
Wallaceburg, in bbls	4 90
" in sacks	4 90
B.C. gunnies granulated, 5-18's to bale, per cwt	4 95
" " 5-20's " "	4 95

" icing	5 60
bar sugar	5 60
Icing sugar in bbls	5 60
" " in boxes	5 80
" " in small quantities	6 00
Powdered sugar, in bbls	5 35
" " in boxes	5 55
" " in small quantities	5 85
Lump, hard, in bbls	5 90
" " in ½-bbls	6 00
" " in 100-lb cases	5 90

MAPLE PRODUCTS—This popular commodity is getting low in stock. Sugar has not sold well and very little has come in. We quote the following firm prices:

Sugar, per lb	0 13½
Syrup, gallons ½ doz. to case, per case	6 60
" ½ " 1 doz. to case, "	7 20
" ½ " 2 doz. to case "	7 50

FOREIGN DRIED FRUITS — We quote last week's prices. Sales have been heavy and prices are firm.

Smyrna Sultana raisins, uncleaned, per lb	0 07
" " " cleaned, per lb	0 08½
Trenor's Valencia raisins, f.o.s, per case, 28's	2 85
" " 14's	1 00
" selects " 28's	2 25
" " " 14's	1 15
" layers " 28's	2 35
" " " 14's	1 25
California raisins, choice seeded in 4-lb. packages per package	0 05½
" " fancy seeded in 4-lb. packages per package	0 05½
" " choice seeded in 1-lb packages per package	0 06½
" " fancy seeded, 1-lb. packages, per package	0 07½
Raisins, 3 crown muscatels, per lb	0 05
" 4 " " "	0 0-½
Prunes 90-100 per lb	0 0½
" 80-90 "	0 05
" 70-80 "	0 05½
" 60-70 "	0 06½
" 50-60 "	0 06½
" 40-50 "	0 08½
" 30-40 "	0 09
Silver prunes	0 09
Currants, uncleaned, loose pack, per lb	0 07½
" dry cleaned, Filiatras, per lb	0 08
" wet cleaned, per lb	0 08½
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 08½
Pears, per lb	0 08½
Peaches, standard, per lb	0 07½
" choice	0 08
Apricots, standard, per lb	0 13½
" choice, per lb	0 15½
Plums, black pitted, per lb	0 11½
Nectarines, per lb	0 09½
Dates, new, per lb	0 07

SYRUP AND MOLASSES — Syrups continue to move well. Prices are firm. Molasses is not moving very freely.

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 10
" " 5-lb tins, per 1 "	2 80
" " 10-lb tins, per ½ "	2 65
" " 20-lb tins, per ¼ "	2 70
" " ½ barrel, per lb	0 04
" " Sugar syrup, per lb	0 04
Beaver Brand, 2 lb tins, per 2 doz case	2 30
" 5 " " 1 "	2 80
" 10 " " ½ "	2 50
" 20 " " ¼ "	2 40
Barbadoes molasses in ½-bbls, per lb	0 04½
Porto Rico molasses in ½-bbls., per gal	0 60
Beaver Barbadoes molasses, ½ bbl., per gal	0 55
Gingerbread molasses, ½ bbl., per gal	0 40
New Orleans molasses, ½-bbls, per gal	0 36

RICE AND TAPIOCA—The sales in both these lines are low at present. Prices are unchanged.

Japan rice, per lb	0 04½
Patna " "	0 04½
Rangoon rice, per lb	0 05½
Tapioca, per lb	0 04

HONEY—It will be about August 1 before trade will revive greatly in section honey. Manitoba clover honey is the finest that comes to the market. Section honey is arriving from the south at present, but it is not popular.

Honey, 2½ lb. tins, in case 24	3 85
" 5 " " 12	3 75

NUTS—Walnut cakes are the picnic treats at present. Nuts have always a good market here. The following prices have become firmer this week:

Shelled Walnuts, in boxes, per lb	0 26
" " small lots, per lb	0 23
" Almonds, in boxes, per lb	0 28
" " small lots, per lb	0 30

ROLLED OATS—The advanced price of last week continues firm.

Rolled oats, 80 lb sacks, per 80 lbs	2 80
" 40 " " " 80	2 85
" 20 " " " 80	2 90
" 8 " " " 80	3 20

CORNMEAL—We have not been advised of an advance in this line. It is rumored that some sales have been made this week at an advance of 5c. At any rate these prices are firm.

Cornmeal, per sack	2 10
" per ½ sack	1 10
" per bale (10, 10's)	2 40

QUAKER OATS—Cereals continue at a firm figure. There has been no change in these prices.

Family size	5 00
Quaker oats, 36 packages	3 50
Quaker toasted cornflakes, 24 pkgs	2 00
Petrijohn breakfast food, 18 pkgs	2 25
Puffed rice in bbls, per lb	0 11

POT AND PEARL BARLEY — Pot barley may advance 5c in a few days. We quote the following prices of last week:

Pot barley, per sack	2 70
Pearl barley, per sack	3 00
" per ½ sack	2 05

TUBS—Prices are firm and sales are plentiful.

Eddy's tubs, No 0, per dozen	11 25
" " " 1 "	9 10
" " " 2 "	7 50
" " " 3 "	6 40
" " nests of 3, No. 0, 1, 2, per nest	2 35
" " " 3, No. 1, 2, 3, per nest	1 95
" " " 4, No. 0, 1, 2, 3, per nest	2 85

BROOMS—The market is somewhat weaker. Wholesalers are buying in large quantities in order to secure a reduction. An effort is being made to retain the corn broom on the market.

CANNED GOODS—These prices are nominal only. No standard prices can be maintained. Plums are scarce, due to the reduction which has been prevalent for some time in order to get rid of stock. Apples have advanced 10c per case.

	Group No. 1.	Groups No. 2 & 3
Apples—3's standard, per case	$2.54	$2.44
" gals, standard, per case	1.65	1.62½
Cherries—Red, pitted, 2's	4.18	4.08
" black, pitted, 2's	4.18	4.08
" white, pitted, 2's	4.38	4.28
Currants—Red, 2's	4.18	4.08
" black, 2's	4.18	4.08
Gooseberries—2's	4.58	4.48
Lawtonberries—2's	4.18	4.08
Peaches—Yellow, 2's	4.18	4.08
" yellow, 3's	6.54	6.44
" pie, unpeeled, 3's	3.34	3.24
" pie, unpeeled, gals	2.42½	2.40
" pie, peeled, gals	3.30	3.27½
Pears—Flemish Beauty, 2's	3.68	3.58
" Flemish Beauty, 3's	4.74	4.64
" Globe 1.s., 2's		2.73
" Globe 1.s., 3's		4.14
Plums—Damson 1.s., 2's	2.28	2.18
" Lombard 1.s., 2's	2.28	2.18
" Green Gage 1.s.	3.08	2.98
Raspberries—Red, 2's	4.18	4.08
" red, gals	3.80	3.77½
" black, 2's	4.18	4.08
" black, gals	3.80	3.77½
Strawberries—2's	4.18	4.08
" gallons	3.80	3.77½

GREEN FRUITS AND VEGETABLES—The prices are high on the majority of these imported goods. Strawberries have changed in price several times in a few days. Now they are somewhat reduced.

Celery, Florida, per doz	1 25
Tomatoes, Florida, per case	4 00
Lettuce, per doz	0 30
Radishes, per doz	0 30
Parsley, per doz	0 30
Oranges, per box	3 50 4 50
Lemons "	4 50 5 50
Bananas, per bunch	2 50 2 50
Strawberries, per case, 24 qts	3 50
Pineapples, per crate	3 50 4 50
Apples, Wash box, Ben Davis	3 00
Rhubarb, per box	2 00

MEATS—Prices are very firm on all meats at present.

Clark's 1 lb., pork and beans, plain, per case	2 50
" 2 " " " " "	2 80
" 3 " " " " "	2 67
" 1 " tomato sauce, per case	2 55
" 2 " " "	2 68
" 3 " " "	2 67
" 1 " Chili "	2 55
" 2 " " "	2 68
" 3 " " "	2 67
Soups, per doz	1 20
Corned beef " 2's per doz	2 70
" " 1's "	1 60
Roast beef " 1's, per doz	1 50
" 2's, "	2 70
Potted meats, ½'s, per doz	0 55
Veal loaf ½ lb., per doz	1 25
" 1 lb. "	2 35
Ham loaf ½ lb. "	1 25
" 1 lb. "	2 35
Chicken loaf ½ lb. "	1 25
" 1 lb. "	2 50
Lunch tongue 1's, "	2 30
Sliced smoked beef ½-lb. tins, per doz	1 55
" " 1-lb. tins, "	2 65
" " 1-lb. glass, "	2 45
English brawn, 1's, per dozen	1 60
" " 2's, "	2 75
Cambridge sausage, 1's, per dozen	1 85
" " 2's "	3 15
Geneva sausage, 1's, per dozen	2 80
" " 2's "	3 45
Boneless pigs feet, 1's, per dozen	1 85
" " 2's "	2 75
Lunch tongue, 1's, per dozen	3 30
" " 2's "	4 50
Paragon ox tongue, 1½'s, per dozen	7 35

EGGS—The market on eggs continues strong. The Manitoba product is not as large as expected at this season. Jobbers ask from 17c to 19c per dozen for the fresh laid.

BUTTER—Creamery has declined 2c per pound. It is jobbing freely at 23c to-day. The dairy is jobbing at about 15c per pound.

WHOLESALERS' CONVENTION.

Many Expect to go to Victoria—Arrangements Now Completed.

Montreal, June 9.—"We are going to have a splendid trip and a fine convention," said President L. E. Geoffrion, of the Canada Wholesale Grocers' Exchange, to The Canadian Grocer this week.

"That trip to Victoria appeals to our members. Many have never been to the coast, and this opportunity is one not to be neglected. I have been through all of that country myself, but, nevertheless, I am anticipating the coming trip with the greatest of pleasure. This month the golden West will be seen at its best. It is not too warm for traveling, either.

"Everything has been arranged so as to make the trip most pleasant for those making it. The Victoria wholesalers are preparing quite a nice programme for us. I understand that a trip has been planned to the exhibition in Seattle. This will be quite a feature.

"Arrangements which have been made with the railways will enable delegates to see quite a lot of new country in the going and coming.

"I sincerely trust that every member of the Exchange who can possibly get away will be on hand in Victoria for the first session of the convention, Thursday, morning, June 24."

Unsteady Condition of the Molasses Market.

Barbadoes Crop Shorter Than Last Year—Came to Canada on a Bear Market and Prices Have Been Maintained High—Conflicting Rumors as to Crops—Small Quantity Left.

St. John, N.B., June 9.—Not for many years has the molasses market been in such a state of turmoil as in the past few weeks. Conflicting reports sent out from Barbadoes have kept the dealers in a state of uncertainty as to what was coming next and a flood of correspondence has been kept up between the Canadian jobbers and the men on the island, who handle the output.

The atmosphere seems to be clearing now, however, though for weeks the newspapers in Barbadoes have been full of crop reports, statements, letters and contradictions.

Reliable estimates of this year's crop are to the effect that the quantity of "fancy" molasses would not exceed 45,000 puncheous and of "choice," not over 15,000 puncheous. This would make a total of 60,000. In 1907 the output was 61,569 and in 1906, 61,099 puncheons, but the supply from other sources was larger in those years especially in 1906 when quite a quantity of Porto Rico molasses was handled. This then would show that this year's crop was about the same as usual or a trifle less, and it should also be noted that this year's crop came in on a bare market.

The Changing of Prices.

The bulk of the output from Barbadoes goes to the Maritime Provinces, Quebec and Newfoundland. Coming on a bare market this year the price opened at 34 cents a gallon and shortly afterwards dropped off three cents. An advance of two cents then followed, making the price 33 cents. At that time there was a very heavy demand and it looked as if it were going higher, but just here the trouble started. One of the Barbadoes shippers started sending out cables to the effect that the market was weak and was going lower, accompanying his announcements with very heavy estimates of the crops.

It is also claimed by other shippers that he inspired an article in "The Weekly Recorder," Barbadoes, giving his crop estimates for the purpose of trying to break the market.

A Temporary Decline.

These papers were sent out to dealers in Canada and Newfoundland and had the effect of stopping the advance and the market went back one cent a gallon but has since recovered and is now at practically the high point of the season.

A letter received last week by one of the St. John, (N.B.) dealers from one of the largest and most reliable of the shippers says that the entire crop is now about sold or closed out. It also refers to a resolution adopted by the Barbadoes General Agricultural Society on May 11. The resolution is as follows:—

"That the Barbadoes General Agricultural Society are of the opinion that the statements made by the 'Weekly Recorder' in the article published on Saturday, April 24, as to the size of the molasses crop and the quantity already reaped, are altogether false and misleading, and considers the quantity of molasses now to be sold is a much smaller quantity than is there estimated. They are of the opinion that three-quarters is already sold and that the remainder unsold could not possibly affect the price of this commodity."

Small Quanity Left.

Another letter on May 15, says "estimates of unsold stocks in planters' hands would hardly exceed 2,000 puncheous, choice and 3,000 to 3,500 puncheons fancy and think present prices likely to be maintained as with present active inquiry stocks will soon be cleaned up."

The St. John dealer expressed the opinion that while the market was disturbed now, as soon as the crop is all in and shipments cease the price will go higher.

About 6,000 puncheous have already arrived at the port of St. John and other shipments are on the way.

ON THE WARPATH.

Portland. Ore., June 8.—C. J. Kramer, of Little Rock. Ark.. president. threw a bombshell into the National Association of Retail Grocers by declaring himself opposed to postal savings bank acts, as tending to removing money from circulation. In his address Mr. Kramer asked what the country was coming to and poured out vials of wrath upon the wholesaler posing in the guise of a retailer and endeavoring to obtain a rakeoff from both the public and the manufacturer.

Resolutions against the wholesaler who supplies short weight, and action by the convention against the manufacturer who sells to cut price stores were some questions discussed. One speaker recommended a boycott policy until the wholesaler was brought to his senses. declaring that in reality the wholesaler was superfluous.

CARSON DAIRY IN WINNIPEG.

The Carson Hygienic Dairy was opened about April 1, 1908, by a company under the management of W. J. Carson, formerly professor of dairying at Manitoba College. The chief business done is in bottled milk and cream, butter, and ice-cream. The equipment of the plant is of the most modern type.

FROM MAJOR TO COLONEL.

Promotion Given To W. H. Schneider, With Arthur P. Tippet & Co., Montreal.

It is not frequently that the Canadian Grocer has an opportunity of extending congratulations to one of its readers on his receipt of such an honor as has been the good fortune of W. H. Schneider to receive.

To be absolutely correct, the gentleman should be mentioned as Lieut.-Col. Schneider. He has just been promoted from the rank of major, in command of "C" squadron, 6th Duke of Connaught's Royal Canadian Hussars, to Lieutenant-Colonel, in command of the regiment.

The appointment is officially gazetted in G.O. 67, May 4, but dates from February 24 last. He succeeds Lt.-Col. J. G. Barr, who has been transferred to the Reserve of Officers.



W. H. SCHNEIDER.

Lt.-Col. Schneider is most favorably known in grocery as well as military circles, though in his connection with the former, he is not an outside man. He has been, for the past eleven years, with Arthur P. Tippet & Co., Montreal, and during that time has come in contact with most of the prominent grocery houses in Canada.

His connection with the militia demonstrates his love for military life. Ever since 1877, he has been interested in army matters. At that time he joined the Montreal High School cadets, and there learned the first rudiments of military procedure. He saw active service during the North West Rebellion and holds the medal won by the veterans of that struggle. He also has the Colonial Long Service Medal.

Canadian General Markets and Market Notes

See also Provisions. Cereals and Fruit, Vegetables and Fish Departments on pages following.

QUEBEC MARKETS

POINTERS—
Beans—Further advances.
Evaporated Apples — Advance in prices.
Syrups—Good demand.
Canned Fruits—Fair demand.

Montreal, June 10, 1909.—Beans continue to be the feature of the market, further advances having taken place since last week. Stocks are very scarce, and deliveries uncertain. Syrups are in good demand, considering the weather. Molasses is selling freely at old prices. New pack canned lobsters, haddies, and kippered herring are now on the market. Canned fruits are moving fairly well, while canned vegetables are selling satisfactorily. Sugar is steady. New Japan teas are arriving. Evaporated apples are scarce and prices are higher.

SUGAR—There has been no change in the sugar situation since last week, and chances are that the prices will continue as at present. Refiners are looking forward to satisfactory business after a period of dullness.

Granulated, bags	4 15
" 20-lb. bags	4 15
" Imperial	4 20
" Beaver	4 20
Paris lump, boxes, 100 lbs	5 45
" " 50 lbs	5 85
" 25 lbs	5 75
Red Seal, boxes	0 35
Crystal diamonds, bbls	5 35
" " 100 lb. boxes	5 45
" " 50 lb. "	5 55
" " 25 lb. "	5 75
" " 5 lb. cartoons	0 37½
Extra ground, bbls	5 00
" " 50-lb. boxes	5 20
" " 25-lb. boxes	5 40
Powdered, bbls	4 80
" 50-lb. boxes	5 00
Phoenix	4 55
Bright coffee	4 50
No. 3 yellow	4 40
No. 2 "	4 30
No. 1 "	4 15

Bbls. granulated and yellow may be had at 5c above bag prices.

SYRUPS AND MOLASSES—Syrups are moving out in good fashion, considering the warm weather. Continued good demand for molasses, despite high prices, is a feature of the market. No further advances are anticipated at the moment.

Fancy Barbadoes molasses, puncheons	0 38 0 40
" " " barrels	0 41 0 43
" " " half-barrels	0 43 0 45
Choice Barbadoes molasses, puncheons	0 41 0 43
" " " barrels	0 41 0 43
" " " half-barrels	0 46 0 48
New Orleans	0 32 0 35
Antigua	0 31
Porto Rico	0 40
Corn syrups, bbls	0 33
" ½-bbls	0 03
" ¼-bbls	0 03
" 38½ lb pails	1 75
" 25 lb pails	1 25
Cases, 2 lb tins, 2 doz per case	2 40
" 5-lb. " 1 doz. "	2 75
" 10-lb. " ½ doz. "	2 65
" 20-lb. " ¼ doz. "	2 60

DRIED FRUITS—Interesting reports from California state that the outlook for all fruits this year, except apricots, is fairly satisfactory. This being an off-year for apricots, a large crop is, naturally, not expected. From present indications prunes will not be so plentiful, a yield not much above last year's being anticipated. As for raisins, everything points to a good crop and moderate prices. A considerable quantity of old raisins is held, but this stock is not reliable, and the better packers are not anxious sellers. In one or two instances prices have been made, but it is doubtful if much booking can be done at the figures quoted. Of course, the whole outlook in California may be changed by an unfavorable change in the weather. Last week's advance in currants stimulated demand somewhat, and further firmness was noticeable in the market as a result of reports from Greece, which were rather bullish in their nature. Stocks held in Greece at present are not supposed to be as large as they were a year ago.

Figs—	
Tapnets	0 03½ 0 05
Eemes	0 08 0 14
Dates—	
Hallowees, per lb	0 05 0 06
Sairs, per lb	0 05
Malaga Raisins—	
London layers	2 25
Connoisseur Clusters"	2 50
" ½-box	0 75
"Royal Buckingham Clusters," ½-boxes	1 20
" boxes	4 75
"Excelsior Windsor Clusters"	5 75
" ½s	1 50
Australian raisin	0 07 0 08
California Raisins—	
Fancy seeded, 1-lb. pkgs	0 08 0 09
Choice seeded, 1-lb. pkgs	0 07½ 0 08½
Loose muscatels 3 crown	0 08 0 09
" " 4 crown	0 09 0 10
California Evaporated Fruits—	
Apricots, per lb	0 12 0 14
Peaches, "	0 11 0 14
Pears, "	0 13
Prunes—	per lb.
Prunes 25-lb. boxes, 30-40s	0 10 0 12
" " " 40-50s	0 09 0 10
" " " 50-60s	0 08½ 0 10
" " " 60-70s	0 08 0 08½
" " " 90-100s	0 07
Currants, fine filiatras	0 06 0 07
" Patras	0 07½ 0 08
" Vostizzas	0 08 0 09

TEA—Wholesalers are turning over particularly high grades in Japan teas to customers desiring supplies, as they have really nothing else in this line to offer. New Japans are now coming in, and are of very good quality. In Ceylons gunpowders are rather active. Otherwise teas are unchanged.

Choicest	0 40 0 40
Choice	0 35 0 37
Japans—Fine	0 33 0 35
Medium	0 25 0 28
Good common	0 22 0 25
Common	0 20 0 22
Ceylon—Broken Orange Pekoe	0 21 0 40
Pekoes	0 20 0 22
Pekoe Souchongs	0 20 0 22
India—Pekoe Souchongs	0 19 0 20
Ceylon greens—Young Hysons	0 20 0 25
Hysons	0 20 0 22
Gunpowders	0 19 0 22
China greens—Pingsuey gunpowder, low grade	0 14 0 18
" " pea leaf	0 20 0 30
" " pinhead	0 30 0 50

COFFEE — The market is featureless this week.

Mocha	0 18½ 0 25
Rio, No. 7	0 09 0 11
Santos	0 12 0 15

RICE AND TAPIOCA—A few small lots of tapioca have been sold locally during the past few days, but trade on the whole is quiet. Rice is very slow.

Rice, grade B, bags 250 pounds	2 95
" " 100 "	2 95
" " 50 "	2 95
" " pockets 25 pounds	3 05
" " ½ pockets, 12½ pounds	3 15
" grade c.c., 250 pounds	2 85
" " 100 "	2 85
" " 50 "	2 85
" " pockets 25 rounds	2 95
" " ½ pockets, 12½ pounds	3 05
Tapioca, medium pearl	0 04½

SPICES—A good steady demand at old prices is reported. It is a little early for any pronounced activity in these lines.

	Per lb.	
Peppers, black	0 14	0 20
" white	0 20	0 27
Ginger, whole	0 15	0 20
" Cochin	0 17	0 20
Cloves, whole	0 18	0 30
Cloves, ground	0 20	0 25
Cream of tartar	0 23	0 32
Allspice	0 15	0 18
Nutmegs	0 30	0 60
Cinnamon, ground	0 15	0 19
" whole	0 14	0 16

BEANS AND PEAS — Further advances since last week show the undoubted strength of the bean market. Prices quoted to retailers a week ago are not demanded for beans in the car, on track, and the figure asked of the grocer is 15c higher. Holders are not at all keen upon parting with stock, and as they can at present almost make their own price, they are inclined to keep under cover. Shippers have sold a considerable quantity to farmers, for seeding purposes. Wet weather resulted in a planting of less oats than usual, as the ground was given over to beans. Prices high, deliveries uncertain—thus could the market be summed up in a few words. Imported beans are just as firm as domestic and are higher.

Peas continue very firm, although no change in price is noticeable.

Ontario, prime p a beans	2 40
Austrian beans	2 35
Peas, boiling	1 60

MAPLE PRODUCTS — Business is slack. No change in the quotations are noticeable this week.

Compound maple syrup, per lb	0 04½ 0 05
Pure Townships sugar, per lb	0 07 0 08
Pure syrup, 8½lb tin	0 60 0 65
" 10½ lb. tins	0 70 0 75

EVAPORATED APPLES—Continued inquiries of local brokers from scattered points indicate the scarcity of evaporated applies. A strong market rules. Prices are slightly higher than they were a week ago.

Evaporated apples, prime	0 07½ 0 08

CANNED GOODS

MONTREAL.—Beans and peas are in small supply, but there are large stocks held locally of corn and tomatoes. French peas are in good demand and stocks are rapidly being reduced. In canned fruits demand is not so good this week. Peaches and pears are the chief sellers. Cherries are being sold in normal quantities. Strawberries are slow, while raspberries are moving out fairly well, though not as briskly as they should. New pack canned fish, including lobsters, kippered herring, and bloaters, is now on the market.

TORONTO.—Brokers and wholesalers are getting interested to know something about canned goods prices for future delivery. Some are already predicting.

Canned fruits are selling well although there as scarcities in some respects. One broker stated he had some enquiries for raspberries but the order could not be filled. Peaches, he stated, were also scarce. Some canned peas are still moving, a car load being disposed of by a broker last week. They are, however, getting into small stocks.

Canned salmon is beginning to be called for according to wholesalers as are also kippered herring and haddies. The arrival of the camping season has brought about this condition as retailers want to stock up in preparation for the summer migration.

ONTARIO MARKETS

POINTERS—

Beans—Prices advancing.
Figs—Scarcity locally.
Rice—Advance in Primary Markets.
Sugar—Demand improving.

Toronto, June 10, 1909.

There has been noticeable each week since the warm weather arrived, changes for the better in business according to the wholesalers. Most of them report payments by country merchants as improving and evidently they are in much better spirits with regard to the outlook.

The high prices of raw material is causing considerable talk about advances in breakfast foods although nothing definite has been decided upon. It is plain of course that manufacturers' profits are being lessened considerably now that they have to buy wheat at $1.40 and oats at 57 cents.

Sugar is a little steadier this week with no immediate prospects. Better demand is expected with the advent of the preserving season, which will soon be here.

Beans and evaporated apples are scarce and prices are firmer.

SUGAR.—Locally the demand for sugar is improving slowly. The fact that rhubarb has been on the market for some time is partly responsible for this. June is usaully a big month for sugar and more was expected so that wholesalers consider the season as somewhat disappointing. Strawberries, however, will soon be on the market and a better demand should follow.

Sugar is lower in Canada proportionately than in the United States and just at the present time is about 30 cents lower than this time last year. It is difficult to forecast what the next change will be. Wholesalers would not be surprised if there was an advance.

St Lawrence "Crystal Diamonds," barre's	5 45
" " " half barrels	5 55
" " " 100 lb boxes	5 65
" " " 50 lb. boxes	5 75
" " " 25 lb. boxes	5 95
" " " cases 20-5 boxes	7 60
" " Dominos, cases 20-5 boxes	7 60
Paris lumps, in 50-lb. boxes	5 75
" in 100-lb. "	5 65
in 25-lb. boxes	5 95
Red Seal	7 10
St. Lawrence granulated, barrels	4 70
Beaver granulated, bags only	4 80
Redpath extra granulated	4 70
Imperial granulated	4 80
Acadia granulated, (bags and barrels)	4 60
Wallaceburg	4 60
St. Lawrence Golden bbls	4 30
Bright coffee	4 60
No. 3 yellow	4 50
No. 2 "	4 40
No. 1 "	4 30

Granulated and yellow, 100-lb. bags 5c. less than bbls.

SYRUP AND MOLASSES.—Little sugar syrups are now on the market and some demands from wholesalers cannot be filled. On the whole the market is quiet and the same may be said of molasses, although prices have recently advanced a shade.

Syrups—		
Medium	0 30	0 35
Bright	0 40	0 45
		Per case.
2 lb. Tins, 2 doz. in case		2 50
5 " " " "		2 85
10 " " "		2 75
20 " " " "		2 70
Barrels		0 03½
Half Barrels		0 03½
Quarter "		0 03½
Pails, 38½ lbs. each		1 80
" 25 " "		1 30
Maple syrup—		
Gallons, 6 to case		4 80
" 12 "		8 40
Quarts, 24 "		5 40
Pints, 24 "		3 00
Molasses—		
New Orleans, medium	0 31	0 33
" bbls	0 29	0 31
Barbadoes, extra fancy		0 45
Porto Rico	0 45	0 55
West Indian	0 21	0 30

TEA AND COFFEE.—Brokers report the tea market as uninteresting. Wholesalers say that the "National Drink" is selling fairly well, prices being firm. Coffee seems to be making considerable headway in Canada.

DRIED FRUITS.—Stocks of prunes are getting low and odds and ends only are left in the storerooms of some wholesalers. The demand has been good but is now slackening. There are yet some good sales being made in apricots and dried peaches. Advices from Smyrna state that the fig crop is normal. Dealers here seem to have misjudged the demand and there are none to be had at present. They have been too conservative in buying. Currant prices are firm, corresponding to foreign markets. Samples received by local brokers indicate good quality. Raisins are somewhat quiet.

	Per lb.
Prunes—	
30-40's, 25-lb boxes	0 10½
40-50's, 25-lb. boxes	0 09½
50-60's " "	0 08½
60-70's " "	0 07 0 07½
60-70's, 50-lb. boxes	0 07½
80-90 " "	0 06½
90-100 " "	0 06½
Apricots—	
Standard	0 12
Choice, 25-lb. boxes	0 13 0 13
Fancy, " "	0 15½
Candied and Drained Peels—	
Lemon 0 10 0 11 Citron	0 17 0 20
Orange 0 10½ 0 12	
Figs—	
Elemes, per lb	0 08 0 10
Tapnets, "	0 03½ 0 04
Bag Figs	0 03½ 0 04
Dried peaches	0 07½ 0 08½
Currants—	
Fine Filiatras 0 06½ 0 07 Vostizzas	0 08½ 0 09
Patras 0 08 0 08½	
Uncleaned, 1c less.	
Raisins—	
Sultana	0 07½ 0
" Fancy	0 11 0 12½
" Extra fancy	0 14 0 15
Valencias	0 05½ 0 05½
Seeded, 1-lb packets, fancy	0 08
" 16 oz. packets, choice	0 08
" 12 oz. "	0 07
Dates—	
Halloweas 0 05½ Fards choicest	0 08
Sairs 0 05 " choice	0 07½

NUTS.—There is little doing in this market outside of shelled almonds and walnuts.

Almonds, Formigetta	0 12½
" Tarragona	0 13
" shelled	0 30 0 32
Walnuts, Grenoble	0 14
" Bordeaux	0 11
" Marbots	0 12
" shelled	0 28
Filberts	0 10
Pecans	0 10 0 12
Brazils	0 16
Peanuts	0 10 0 12

SPICES.—In about another month from now spices will be moving better. The pickling season will then have arrived.

Peppers, blk pure	0 14 0 20
" white pure	0 22 0 30
" whole, black	0 18
" whole, white	0 23
Ginger	0 18 0 25
Cinnamon	0 25 0 40
Nutmegs	0 35 0 40
Cloves, whole	0 25 0 25
Cream of tartar	0 22 0 25
Allspice	0 16 0 19
" whole	0 17 0 20
Mace ground	0 80 0 90
Mixed pickling spices, whole	15 0 20
Cassia, whole	0 20 0 25

RICE AND TAPIOCA.—Brokers are advised of advances in Rangoon, Patra and Siam rices are the primary markets. Stocks are pretty large here, however, and there may be no change locally. Tapioca shows no feature.

	Per lb.
Rice, stand. B	0 03½
Standard B, from mills, 500 lbs. or over, f.o.b., Montreal	2 95
Rangoon	0 03½ 0 03½
Patna	0 35½ 0 05½
Japan	0 05½ 0 06½
Java	0 06 0 07
Sago	0 06 0 06
Seed tapioca	0 06
Tapioca, medium pearl	0 04½

BEANS.—As before intimated the bean supply is getting cornered. Some sales took place, however, this week, one broker selling a car load, the price being about 5 cents above last week. Prices to retailers remain the same. Usually the big demand for beans is in July and August and by that time there will not likely be many.

Beans, hand picked	2 50 2 60
" prime No. 1, "	2 40 2 50
" Lima, per lb	0 07½

EVAPORATED APPLES.—Although no advance has taken place in prices to retailers this market is firm on account of the scarcity. The prices quoted are around 7½ cents.

PERSONAL ITEMS.

Armand Chaput and family have removed to Vaudreuil for the summer.

Robert Meighen, of the Lake of the Woods Milling Company, returned to Montreal, from Europe this week.

J. S. Donaldson, of J. S. Donaldson & Co., grocery brokers, Toronto, is rather seriously ill. Some months ago he met with an accident and since that time has not been in the best of health.

Edward J. Nation, president of the E. J. Nation Co., Bristol, Eng., is in Canada on a pleasure trip. Last week he visited R. E. Green, the representative of the company in Toronto and is renewing business friendships in other places. He will visit the coast before returning to England.

L. A. Primeau, retail grocer, Lindsay, Ont., was a visitor at the Toronto office of the Canadian Grocer on Wednesday.

The Toronto office of The Grocer acknowledges greetings from A. R. Whittemore, of Salada Tea, who at the time of writing was in the Barbadoes on his way to the continent. He is away on a health trip and his friends will be pleased to learn he is improving.

TRADE NOTES.

R. R. Hendery, secretary of Rose & Laflamme, Ltd., Montreal, is in Boston this week, on a short business trip.

D. J. Byrne, of Leonard Bros., and manager of the Montreal office of the firm, was in New York this week.

Maurice Paul Darwin has opened an office at 11 Youville Place, Montreal, and is handling sugar, molasses and rice.

A. J. McMillan, of the Winnipeg office of the Lake of the Woods Milling Company, passed through Montreal, from Europe, where he spent a pleasant holiday.

The Imperial Cocoa and Spice Co., Hamilton, Ont., was damaged to the extent of $6,000 by fire on Saturday night, June 5th. The loss to the building was about $1,200, the remainder being on the stock.

BROCKVILLE CONVENTION.

Among the questions scheduled to come up for discussion at the annual convention of the Ontario Provincial Board of the Retail Merchants' Association, of Canada, which will be held in Brockville, Ont., on Wednesday and Thursday, June 16th and 17th, are: What action should be taken in view of the fact that the T. Eaton Co. have secured the contract for the publication of the school books and what further steps should be taken to prevent the growth of co-operative stores. An excursion will be run from Toronto, by boat, leaving at 3 o'clock on Tuesday afternoon.

An Ontario charter has been granted the Burgessville Fruit Gdowers Association, of Burgessville, Oxford County, for the carrying on of a co-operative association for handling fruit, vegetables, cereals and all products of the farm.

The Toronto Cuban Grape Fruit Co. has been incorporated, with a capital of $100,000. The incorporators are: John Robson, F. W. Sawtell, A. A. Raynor, A. T. Longbottom and Miss L. M. Heal. They have a Dominion charter.

By Sheer Force of Quality

Red Rose Tea in the Maritime Provinces has been the leader for many years. It gained its position against keen competition. Gained it by sheer force of quality—intrinsic worth. When it was first put on the market it was the best tea that had ever been sold at the price.

To-day it is the Best Tea Sold Anywhere in Canada

This is a fact admitted by every independent judge of tea, admitted by every tea salesman who trys to sell a tea which he claims is "as good as Red Rose."

I have the same faith in **good** goods that I have always had. I have the same determination that

Red Rose Tea

shall be THE BEST. A tea without an equal.

Order a case now. Your next order will come without being asked for.

BRANCHES:
Toronto—3 Wellington East
Winnipeg—315 William Ave.

T. H. ESTABROOKS
ST. JOHN, N.B.

HINTS TO BUYERS.

Information supplied by sellers but for which the editors of The Grocer do not necessarily hold themselves responsible.

The vast majority of people regard lime juice as a medicine (and a particularly unpleasant one), and connect it merely with the Arctic regions and scurvy. As a mater of fact, this article, where great experience and care are used in the manufacture, can be converted into a particularly palatable as well as healthy beverage, especially suitable for hot weather when thirst is more pronounced. It is, moreover, eminently suitable for general consumption at all seasons of the year. All medical testimony points to the fact that purity of the blood is the chief element of health. It is in this particular that lime juice cordial is so valuable, as there is nothing which works so well or naturally in this direction as this article. It logically follows, that a steady and continuous use of it as a beverage has a wonderfully beneficial effect on the complexion. In hot thirsty weather, a glass of lime juice and water, or aerated water, not only satisfies the thirst, but is delicious, healthy. cooling, and recuperative, never producing flatulency, griping or fulness, as it acts as a gentle tonic to the stomach. It is an excellent table drink, as it materially assists the digestion and is practically invaluable to dyspeptic dispositions. To drink a wine glass of lime juice cordial in water every other morning is most beneficial. It is used extensively and gratefully in the sick room for rheumatism, gout, eczema, dyspepsia, nausea, pneumonia all fever, inflammatory and fever cases.

The first consideration in the manufacture is absolute purity and freedom from mineral acids, and the second, palatability. It is most essential that only the freshly squeezed juice of the finest selected fruit should be used, and even then all albumen substances and vegetable mucus must first be carefully removed before further processes are commenced. Only the best and most refined sugar can be used, as starch or other impurities would effectually nullify the benefits of the lime juice. All contact with metal must be absolutely avoided. It must be scientifically preserved without the use of any alcohol or foreign acids whatever, and finally bottled in glass, which is entirely free from lead or other poisonous ingredients.

Stower's Lime Juice Cordial was the first preparation of the kind ever introduced, namely, in 1862. They have been exclusively engaged in the manufacture of this article for over forty years, and have brought it to a state of absolute perfection, for purity, strength, flavor and complete absence of that musty taste which predominates in most, if not all, other cordials. They have the largest trade in the United Kingdom of Great Britain, and supply all the leading hospitals, the principal ocean steamship companies, both Houses of Parliament, and His Most Gracious Majesty.

The Montreal Canine Association's Dog Show, being held this week, at the Arena, Montreal, is being benched and fed by Spratt's Patent, Ltd., London, Eng., (Fred Hughes & Co., agents). The benches were specially imported from London.

New pack Thistle haddies are now on the market. As the season has been backward the pack has been restricted and supplies will not be large. Grocers should order at once.

The T. A. Lytle Co., Ltd., sent out from their large factory, Sterling Road, Toronto, this week their first shipment of catsups to England. The firm expect to make weekly shipments across the ocean from this out. Once more a Canadian made goods find a market in the Mother Land. "Sterling" relishes, judging from their popularity in Canada, will quickly take a first place in Great Britain.

Edward J. Nation, of E. J. Nation & Co., Ltd., Bristol England, who is at present visiting the various Canadian trade centres, was particularly pleased to note the progress the firm's goods, notably their custard powder, had made in this market. Mr. Nation mentioned that the demand for their custard powder had increased over 300 per cent. last year and at the recent grocers' exhibition at Bristol, the firm had by general opinion the largest and most attractive display which was devoted entirely to custard powder.

The specially blended tea of Cooper, Cooper & Co., London, Eng., for Canadian requirements is being received with much favor here. It is packed in attractive ½lb. tins, which are sealed airtight. The headquarters of Cooper, Cooper & Co's tea are Green & Co., commission merchants, Toronto.

RETAIL MERCHANTS TO BE HELD LIABLE.

The National Trust Co., which has had charge of the affairs of the Retail Merchants' Association of Western Canada, have completed their investigations and will shortly submit a report to the judge of the local court. The main features of this report will be, that in the opinion of the National Trust Company, each member of the association is liable for the debts of the organization, and in that case, a levy should be placed upon each member sufficient to raise the sum required to balance accounts. It is intimated that a levy of five dollars on each old member of the association would be the maximum required.



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Worcestershire SAUCE

HOLBROOKS LIMITED

CANADIAN BRANCH
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Canadian Manager, H. Gilbert Nobbs

MADE AND BOTTLED IN ENGLAND.

The Richest Country in the Great Civilized World

There are 35,000,000 acres under settlement in Western Canada. Think what that means in the way of trade. In the three Prairie Provinces there are over 180,000 families. What about supplying their needs?

Are you making an effort to do so? Others are coming in and why not you? Mr. Manufacturer, there is no time like the present. We would like the opportunity of introducing your goods. Our conveniences and connection are better than those of any other firm.

We have three large warehouses with track facilities at Winnipeg, Calgary and Edmonton—the trio of great distributing centres.

ALL ENQUIRIES CHEERFULLY ANSWERED

NICHOLSON & BAIN

Wholesale Commission Merchants and Brokers

WINNIPEG CALGARY EDMONTON

Storage for all classes of Merchandise. Also Cars distributed at Calgary, Winnipeg and Edmonton.

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Direct Importers of

VANILLA BEANS
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Warehousemen, Forwarding Agents and Wholesale Brokers

We make a specialty of distributing car lots. Goods stored at reasonable prices. Our facilities are unequalled. Warehouse situated in the wholesale district. Consign your cars to us, and we will look after everything. This is our business, having been established for years. If interested, we will gladly furnish you with a list of satisfied customers.

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TORONTO and MONTREAL

Lard Logic



QUALITY holds trade and brings new business. That's a worn saying, but it's as true of lard as of anything else sold.

"EASIFIRST" LARD COMPOUND will never lose you a customer. Can you say that of any compound you ever handled before?

IT WILL SAVE YOU PLENTY OF MONEY at present price of pure lard.

ORDER A TRIAL SHIPMENT. We take more risk than you do. It is guaranteed absolutely pure.

Made under Government inspection

GUNNS Limited

WEST TORONTO, - ONTARIO

HAMS AND BACON

Are cheaper than any other meat foods offered in to-day's markets. Beef is very scarce, and is going to be higher. The Boneless Bacon which we are curing to-day is reasonable in price, taking into consideration the very high value of all food products. There is absolutety no waste, and it forms one of the most economical and nutritious foods that you can offer your customer or use yourself.

MADE UNDER GOVERNMENT INSPECTION.

F. W. Fearman Co.

LIMITED

HAMILTON



NEED A COFFEE MILL?

Why Pay FANCY PRICES For One!!

Elgin National COFFEE MILLS

40 STYLES

COST LESS.
GRIND FASTEST.
MOST SIMPLE AND EASY TO RUN.
HAVE FORCED FEED AND STEEL GRINDING PARTS.
BEAUTIFULLY FINISHED.

A HIGH GRADE MILL AT LOW COST.

Ask any of the following Jobbers for our Catalogue,

WINNIPEG—G. F. & J. Galt (and branches); The Codville Co. (and branches); Foley Bros. and Lanson (and branches).
VANCOUVER—The W. H. Malkin Co. Ltd.; Wm. Braid & Co.
HAMILTON—Jas. Turner & Co.; Balfour Smye & Co.; MacPherson, Glassco & Co.
TORONTO—Eby Blain Ltd.
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Woodruff & Edwards Co.

ELGIN, ILL., U.S.A.

YOU ARE NOT

Gambling

When you order our

Hams

Rolls

Backs

Breakfast Bacon

They bring repeat orders

The Wm. Ryan Co.

LIMITED

70-72 Front St. East . Toronto

Produce and Provision Situation of the World

Canadian Bacon Prices Higher in England—Increase in Butter Receipts—Eggs Firm in Prices.

Hogs are still scarce, but packers have evidently come to the conclusion that it is unsafe to go any higher. Cured meats although in good demand, have reached the limit, beyond which it would be dangerous to venture for fear of checking the demand. There is a good export demand but all the output is required for home consumption. Canadian bacon has advanced from 55 to 66 shillings in England.

The receipts of butter are very heavy and as the kind is of the annual May quality, a mixture of fodder fed and early rank grass and dandelion, which is not desirable to hold in cold storage prices are considerably easier.

Complaint was made by one of the Canadian wholesale dealers about the misrepresentations of the quality of butter made by some of the country store keepers. One of them called him up by phone and asked him whether he wanted to buy any eggs and butter. He told him, he would like to buy the eggs, but did not care for the butter as he had plenty on hand. He said that whoever bought his eggs must also take the butter. When asked about the quality of the butter he remarked that it was all first-class. "I'll give you ——c for it" said the dealer. But the merchant wanted a half cent more and his request was granted. When it arrived, a merchant came in and after examining it, he bought three baskets. This left the dealer after paying freight just 1c a lb. When this merchant unpacked the butter he found that only the top few layers were good, and the bottom of very inferior quality. He at once returned it. When the whole lot was examined it was found that just about half of the whole quantity was of this lower grade, which he had to sell at 16c a lb. Business of this kind should be stopped. If a storekeeper has not backbone enough to tell the farmers who make such stuff, and pay them accordingly, he should not swindle those who buy it from him, by lying and by putting it in the bottom of the box. A good stiff fine would have a good effect.

Eggs are firm and the selling prices are well maintained.

A cable despatch from Liverpool, England, regarding the cheese market: "There has been a steady consumptive enquiry for choicest old colored and white Canadians and New Zealands, and quotations are well maintained. Trade in new is limited, and holders under the influence of easier cables are ready sellers.

"English cheese in free supply at declining values. We quote: Finest Canadian fall makes, colored, 68s to 69s per cwt., do., white, 65 to 66s.; finest new Canadian, white and colored, 60s to 61s, finest New Zealand, colored cleared white, 64s to 65s; new season's English cheese, as in quanlity, 48s to 66s per 120 lbs."

MONTREAL.

PROVISIONS — Prices remain unchanged, but the market is firm, especially for pure lard.

Compound Lard—	
Tierces, 375 lbs	0 10½
Parchment lined boxes, 50 lbs	0 10½
Tubs, 50 lbs	0 11
Wood pails, 20 lbs. net	0 11
Tin pails, in cases	0 11
Heavy Canada short cut mess pork, in bbls	24 50 25 50
Selected heavy Canada short cut clear boneless pork	24 50 25 00
Very heavy clear pork	25 00
Plate beef, 100-lb bbls	8 00
" 200 "	15 50
" 300 "	22 50 23 00
Pure Lard—	
Tierces, 375 lbs	0 13½
Boxes, 50 lbs., grained	0 14½
Tubs, 50 lbs., "	0 14½
Pails, wood, 20 lbs., parchment lined	0 14½
Tin pails, 20 lbs., gross	0 14½
Cases, tins, 10 lbs. each	0 15
" " 5 "	0 15
" " 3 "	0 15
Dressed hogs, fresh killed	12 00
Smoked meats	0 17½
Br. Bacon	0 16½
Windsor Bacon	0 17
Roll Bacon	0 14
Prime Hams	0 13

BUTTER—There is every likelihood of a large make this month, weather conditions being most favorable. Country prices are firm, Cowansville on Saturday selling at 22c and St. Hyacinthe at 21⅞c. First-class dairy butter is in strong demand.

Creamery, solids, lb	0 22½
Creamery prints	0 23
Dairy, tubs, lb	0 17 0 17½

CHEESE—There has been no change in the situation since last week. Prices continue steady with little likelihood of a change, so far as can be seen.

New cheese, large	0 12½ 0 12¾
" twins	0 12¾ 0 13
Old cheese, large	0 15½ 0 16
" twins	0 15½ 0 16
" small	0 15½ 0 16

EGGS—Large receipts continue and local prices are easier this week, but not very much. Country prices are being shaded slightly, figures paid this week being 16c to 16½c, f.o.b. A satisfactory business is being transacted.

New laids	0 19 0 19½
No. 2	0 15 0 16

HONEY — Honey continues scarce, with demand very good for this time of year. Buckwheat, in tins, is called for most frequently, but orders are not always satisfactorily filled, owing to the scarcity. Prices have not changed.

White clover comb honey	0 13 0 15
Buckwheat, extracted	0 08 0 09
Clover, strained, bulk, 30 lb. tins	0 10 0 11

TORONTO.

PROVISIONS—It was predicted last week that the price of hogs had likely reached its highest point, and it is now a fact that it not only has done this, but a slight decline has taken place. The demand for cured meats is brisk without any change in prices.

Long clear bacon, per lb	0 13 0 13½
Smoked breakfast bacon, per lb	0 15½ 0 16
Roll bacon, per lb	0 12 0 12½
Light hams, per lb	0 15 0 15½
Medium hams, per lb	0 15 0 15½
Large hams, per lb	0 13 0 13½
Shoulder hams, per lb	0 11 0 11½
Backs, plain, per lb	0 16½ 0 17
" pea meal	0 17 0 17½
Heavy mess pork, per bbl	21 00 21 50
Short cut, per bbl	24 50 25 00
Lard, tierces, per lb	0 13½
" tubs "	0 13½
" pails "	0 14
" compounds, per lb	0 08½ 0 11
Dressed hogs	10 75
Live hog, f.o.b	7 25 7 50

BUTTER—With excellent pasture and favorable weather, the make of butter is very heavy, and in consequence receipts are large and prices easier.

	Per lb.
Fresh creamery prints	0 22 0 23
Farmers' separator butter	0 20 0 21
Dairy prints, choice	0 18 0 19
Large rolls	0 16 0 18
Baking butter	0 13 0 15

CHEESE—The market on the whole is quiet, with nothing special to report. The make as usual, during this month is large, but as it will not be ready for the market for several weeks, the price it will sell at has to be determined later. May cheese is principally sold for local use.

Cheese, large, prime	0 14
" twins	0 14¼
"	0 12½

EGGS — Eggs are a little lower in the country. This is owing to the fact that there is more loss through bad eggs, and as the loss falls on the city dealers, the selling price for candled eggs is firm, with no decline in sight.

Fresh eggs	0 19 0 20

POULTRY—The market is fairly well supplied and prices are lower. Spring chickens are more plentiful and of better size.

Early spring chicken, alive per b	0 30 0 35
Young chicken, dressed, per lb	0 16 0 18
Hens, per lb., dressed	0 15 0 16
Turkeys, per lb., large	0 18 0 20
" medium young	0 20 0 22
Ducks	0 17

MAPLE SYRUP—Very little attention is paid to this article, which is fast getting out of the way to make room for honey, which will before long take its place.

Maple syrup, in bulk, imperial gallon	0 80 0 90
" in tins, " "	1 00 1 10
" sugar per lb	0 09

STORE KINKS FROM CLERKS.

The Canadian Grocer is pleased to see that clerks are taking advantage of our offer allowing them space to suggest means of raising the standard of the retail salesmen. Clerks should be anxious to take advantage of every opportunity to better their conditions and new ideas should be intelligently sought after.

Many retail stores throughout the country have undertaken new schemes which are proving profitable. These "kinks" would be interesting and educative to the trade in other parts and particularly to the clerks to whose ability many of them must be credited.

Clerks are therefore requested to let others know through The Grocer, of any of these unique schemes, and the best articles sent in will be published each week.

If, therefore, you know of a new advertising, selling, delivery, window display or interior convenience plan, tell us about it. If you send the notes on the story it will be written at The Grocer office and credited to you.

Interchange of ideas gives mutual benefit.

Discuss Pure Food Laws and Price Cutting

Wholesalers At Their National Convention Decide Upon Important Steps—Things As They Believe They Ought to Be—Cut-Throat Competition Methods Denounced By The President.

Detroit, June 8.—Pure food laws received due consideration at the annual convention of the National Wholesale Grocers' Association which was brought to a conclusion here last week with the election of officers. Douglas H. Bethard, Peoria, Ill., is the new president. President Judson's address was comprehensive and carefully prepared. He made an earnest plea for greater co-operation and the relegation to the commercial boneyard of cut-throat competition methods, and his sentiments met with hearty approval.

The report of the pure food and legislative committee was approved of. It summarized the work in the various States where legislatures have been in session within recent months as follows:

The result of the committee's legislative work for the year ending with this report is that all weight and measure branding bills different from the national law have been been defeated in every state in which they have been introduced, except in Nebraska, where the previously existing law was far more objectionable than the bill that was finally passed by the 1909 legislature; all bills requiring date of packing to be declared upon food products have been defeated in every state in which they were presented, and all bills propsing to set forth standards at length upon the statute books of states have been uniformly defeated, except in Wisconsin, where the bi'l is still pending at this writing, and in Ohio where a bill providing certain standards for flavoring extracts became a law.

These results should be a source of the greatest encouragement to the National Wholesale Grocers' Association. They afford a noteworthy example of the power of intelligent organization when directed toward reasonable legitimate ends.

Uniform Law Urged.

The convention strongly urged the adoption in every state of the Union of a uniform state food law identical with the national food and drugs act of June 30, 1908, with the exception only of those provisions relating to federal procedure and interstate commerce; also the granting by states to their food commissioners of broad powers of regulation like those given by the secretaries of the treasury of commerce and labor and of agriculture under the national act, and the adoption by such state food commissioners of regulations uniform with the federal food regulations.

The resolution further declared.

That the National Wholesale Grocers' Association reaffirms its opposition to all state or national laws requiring that the date of preparation or packing be declared upon the labels or containers of food products.

That we again endorse the policy of those manufacturers who recognize and adopt the wholesale grocers as the most efficient means and the most practicable and economic channel for the distribution of their products in the various markets of the country.

That the National Wholesale Grocers' Association welcomes the organization of the American Specialty Manufacturers' Association and is in hearty accord with the plans of that organization for the guaranteeing of specialty sales and orders, thereby correcting a long standing unsatisfactory condition and practice in the taking of orders for grocers' specialties.

That this association reaffirm the provisions of its constitution opposed to free deals and yet, since the practice seems to be continued yet, since them seems to be continued by some manufacturers, we feel it our duty to recommend that members strongly oppose any manufacturers' plan which enables a retailer to obtain goods at less than jobbers' actual cost and to urge such manufacturers to change to a basis under which the jobber is protected to the full extent of his cost of handling such deal, together with a profit.

Condemns Price Cutting

F. W. Hannahs, of Newark, N.J., first vice-president, in his report dealt with the evi's of price cutting in vigorous style, and urged upon members the necessity of realizing the fal'acy of selling some of their goods at cost or less to obtain trade. He characterized the retailer who buys direct from the manufacturer as the worst enemy the wholesaler has and showed why the wholesale grocer is the manufacturer's most economical means of distribution.

A letter of felicitation was received from the National Retail Grocers' Association in session in Portland, Ore., and the who'salers replied with a telegram in the same vein.

THE BEST YET.

Tilbury, Ont., April, 1st, 1909.
Canadian Grocer,
Toronto, Ont.
Gentlemen:

Have sold out my business to W. A. Johnston & Co., also of Tilbury. But continue sending "Grocer" until further advised. "Best Yet."

Yours,
D. H. EDMONDS.

BASKETS

You can make money as well as oblige your customers if you handle our

Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

The Oakville Basket Co.,
OAKVILLE, ONT.

SILENT SALESMAN
SHOW CASES
$4 a foot up. Great Value
WRITE
W. H. ESCOTT
(Wholesale Grocery)
BROKER
WINNIPEG CANADA

BARRELS
For Flour, Butter or packing any kind of merchandise, manufactured and for sale by
H. CARGILL & SON
CARGILL, ONTARIO

SALT
Car lots of Fine, Medium or Coarse, in Barrels, Sacks or Bulk.
TORONTO SALT WORKS
128 Adelaide Street E., Toronto

SPRAGUE
CANNING MACHINERY CO.,
CHICAGO, ILL., U.S.A.

The
Condensed Ads.
on page 57
will interest you



Millions of People Use Gillett's Lye.

The fact that Gillett's Lye is so favorably known and well advertised makes it the best cleaner to sell.

GILLETT'S LYE EATS DIRT!

It cleans baths, sinks, pans, cans, dishes, drains, closets, etc., and everything pertaining to the home. It is a fine disinfectant.

E.W. GILLETT COMPANY LIMITED
WINNIPEG. TORONTO, ONT. MONTREAL.

GILLETT'S CHEMICAL WORKS ESTABLISHED 1852.

CLARK'S Pork and Beans

One of the best and most constant sellers in Canada and a leading feature in my present advertising campaign.

In Canada when Pork and Beans are called for—CLARK'S are in mind whether they are specified or not.

Do not hold back your orders to the last minute. See that your stocks of the following are full:

Clark's Pork and Beans
" **Corned Beef**
" **Ox Tongue**
" **Potted Meats**

WM. CLARK

Manufacturer

MONTREAL

Every Man, Woman and Child in Canada Knows REINDEER

TRURO QUALITY BRANDS

It stands for the Purest, Richest Condensed Milk.

It carries the most Businesslike and attractive proposition.

It will pay you to get it.

The Truro Condensed Milk Co., Ltd., Truro, N.S.

Palermo Visitor Predicts Dearer Lemons

Says That Adverse Weather Conditions Will Bring About This Result—Pointers About The Growth of Lemons and Oranges—Olive Crop Short and Prices of Oil Have Increased.

Toronto, June 9.—That Sicily lemons will be dearer about the end of June is the belief of B. Follina, of Fratelli & Follina, Palermo, Sicily, packers of lemons, who has been for some time in Canada and the United States on business, and who just left yesterday for his home in the old world.

Speaking to The Grocer representative, Mr. Follina told of the destruction to lemons during the recent earthquake at Messina, where 300,000 boxes met a similar fate to the buildings and warehouse in which they were stored. This, as has been pointed out before by The Grocer had the effect of strengthening the prices of lemons at the time, but subsequently they receded to where they had been.

"The season has been a poor one on account of rain," said Mr. Follina, "and the verdelli crop is going to be short. This will cause the prices of these lemons which will arrive here about the end of June, to be somewhat higher. The quality will be good."

There are three crops of lemons produced in southern Italy and Sciliy during the year. The one producing the best quality of fruit is in November and December, these being known as November cuts. Then there is the January to April crop, and another one in the summer. The second named has been affected considerably this year by adverse weather conditions, while the harvesting of the third begins in June lasting on into July.

About the Lemon Tree.

Coming from the very centre of the European lemon district, Mr. Follina knows considerable about the fruit and the tree that bears it.

Five years growth is necessary before the lemon tree bears fruit and its life in Italy and Sicily is reckoned between twenty to thirty years. Many trees grow from 30 feet to 40 feet high, but the average height is only from 12 feet to 15 feet.

There are no thorns, as was generally supposed, on the lemon tree. But on the wild Sicilian oranges trees thorns are noticeable. The cheaper grades of lemons are those with no keeping quality and those are used for the manufacture of essential oil and juices.

"The orange industry is increasing in Italy and it is estimated," said Mr. Follina that it was twice as large as ten years ago, in spite of the fact that the market in the United States no longer exists. Germany and Russia are the principal markets for Italy oranges just now.

"The value of oranges is increasing too and the day will come, say ten years from now, when few lemons will be shipped to the United States. The dealers they will be getting them mostly from California."

Failure of Olive Crop.

Some interesting information was given on the olive industry in Italy and Sicily by Mr. Follina. As has been explained before by The Grocer, the olive crop last year did not amount to very much. The crop was destroyed by adverse weather conditions and vermin.

"In southern Italy it was a total loss and olive oil prices are now from 25 per cent. to 50 per cent. higher than they were a year ago.

"There is no doubt that olive oil is increasing in consumption. Its qualities are being better known and it is meeting with much favor in many countries.

Over in Italy the people use olive oil in much the same way as we do butter. They use it in frying eggs, meat, etc., and a favorite meal is bread, pepper and olive oil. To obtain the oil the olive fruit is crushed and then squeezed through heavy rollers. The first oil is No. 1 quality and to obtain the second and third qualities, it is passed through twice afterwards.

"There is a peculair custom existing in Italy, which is rigidly adhered to, and this that the manufacture of olive oil always begins at night. A little festival usually accompanies the event.

Mr. Follina could not say what the prospects for the coming year would be as it was rather early in the season.

"The weather of a night might change the whole thing," he declared.

The GRAY, YOUNG & SPARLING CO., Limited
SALT MANUFACTURERS
Granted the highest awards in competition with other makes.
WINGHAM ESTABLISHED 1871

SUCHARD'S COCOA
This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guaranted SUCHARD'S cocoa against all other makes Delicious in flavor; prices just right.
FRANK L. BENEDICT & CO., Montreal Agents.

WHITE DOVE BRAND


Almond Paste


Cocoanut
SATISFIES EVERYBODY
W. P. DOWNEY
MONTREAL

EPPS'S
GRATEFUL AND COMFORTING
IN ¼-LB. LABELLED TINS. 14-LB. BOXES
Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg
NUTRITIOUS AND ECONOMICAL
COCOA

CIE FRANCAISE des PATES ALIMENTAIRES
Macaroni, Vermicelli, etc.
Strictly French Manufacture Guaranteed
Manufactured at
92 Beaudry Street MONTREAL

For Sale TO A CASH BUYER, Stock of general store in town of 4000. Good farming and manufacturing community. Stock $10,000.
divided $1000 Groceries
3500 Dry Goods
3000 Boots and Shoes
2500 Clothing, etc.
No millinery. The right man can get this stock right.
Present proprietor is in grain business and cannot run both.
For Information apply to
J. W. CHARLES
c/o H. P. Eckardt & Co., Toronto

OPEN TO BUY
From 5 to 10 Cars Choice Cooking Peas
Clean and White
Quebec's leading Flour and Grain House.
C. A. PARADIS, Dalhousie St., Quebec

The Grocery Store Philosopher.

"Commercial success comes quickly to the grocer who handles *the best quality goods.*

"Inferior goods may seem to be more profitable for a few months but---*the profit* on a single article *will not promote* a healthy bank balance.

"CHRISTIE'S BISCUITS are stocked for that very reason by all progressive grocers.

"There are other good biscuits but the best of other makes are inferior in quality and lasting goodness to Christie's.

"The Christie Company have reduced biscuit baking to an exact science. *Only the best ingredients enter into their bakes.*

"The grocer who wants *the best trade* always stocks Christie's Biscuits because

——————CHRISTIE'S BISCUITS SELL MORE THAN BISCUITS"——————

Christie, Brown & Co., Limited

DAILY CAPACITY 30,000 LBS.



Dignard Limited

BISCUIT MANUFACTURERS

MONTREAL

"LUCERNA"

IMPORTED

Swiss Milk Chocolates

will surely please your customers.

To buying agents for certain districts special terms are offered.

Write us for samples, prices, etc.

LUCERNA ANGLO SWISS MILK CHOCOLATE CO.

214 Princess Street, - - Winnipeg



SHIRRIFF'S JELLY POWDERS

: : : : : PURE, PALATABLE AND PLEASING : : : : :

They make real jelly quick, and that is what your customer wants. They come in all the leading flavors, and their reputation is based on quality. They are always reliable and sure to satisfy.

ORDER FROM YOUR JOBBER.

Imperial Extract Co., 18-22 Church St., Toronto

Lovers of Choice Confectionery
Buy by the Name

Cowan's

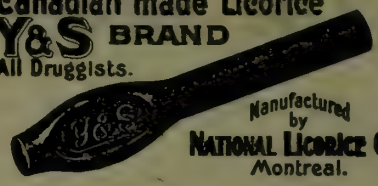
You will find Cowan's

MAPLE BUDS CHOCOLATE CROQUETTES
NUT MILK CHOCOLATE
CREAM BARS MILK CHOCOLATE MEDALLIONS
MILK CHOCOLATE STICKS

and the rest of the line great sellers

The Cowan Co., Ltd.
Toronto, Canada

Canadian made Licorice
Y&S BRAND
All Druggists.



Manufactured by
NATIONAL LICORICE Co.
Montreal.

SOFT MINTS—5c. boxes.
ACME PELLETS—5-lb. tins.
M. & R. WAFERS—5c. bags.
and a complete line of **LOZENGES, ETC.**

Hard and Soft Licorice Specialties

Appropriate for the confectionery, grocery and drug trades.

Price Lists and Illustrated Catalogue on request.

AGENTS

ONTARIO, R. S. McIndoe, 54 Wellington St. E., Toronto
PROVINCE OF QUEBEC and MARITIME PROVINCES
W. H. Dunn, 394 St. Paul St., Montreal
MANITOBA, E. W. Ashley, 123 Bannatyne Ave., Winnipeg
VANCOUVER, J. F. Mowat & Co., 354 Water St.

By Royal  Letters Patent

NELSON'S
POWDERED GELATINE

is a perfectly pure Gelatine in powder form, ready for immediate use, without soaking.

NELSON'S
Gelatine and Liquorice
LOZENGES

Should be in your confectionery department.

G. NELSON, DALE & CO., Ltd.
EMSCOTE MILLS, WARWICK, ENGLAND

The above can be had from any of the following agents:
The Smith Brokerage Co., Ltd., St. John, N.B.
Watt, Scott & Goodacre, P.O. Box 1204, Montreal.
J. L. Watt & Scott, 27 Wellington St. East, Toronto.
W. E. Ashley, Winnipeg.
Geo. A. Stone, 34 Inns of Court Buildings, Vancouver, B.C.

CANADA: No better Country



MOTT'S: No better Chocolate

The most cheering comfort
Your customers can always rely upon

MOTT'S
"DIAMOND" and "ELITE" brands of
CHOCOLATE

giving them the most gratifying results, either for drinking purposes or baking.

IN ALL CANADA
there is none to compare with
MOTT'S CHOCOLATE

Every jobber sells it.

John P. Mott & Co.
Halifax, N.S.

SELLING AGENTS:
J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver
Arthur M. Loucks, Ottawa — R. G. Bedlington, Calgary

Flour, Cereals and Confectionery Department

Corn Cob Meal Manufactured in the United States—Called a Deception by Magazine—Rolled Oat Market in Canada Firm —World's Grain Markets Unsettled.

In some parts of the United States according to "Popular Mechanics" cob meal is extensively sold. In a recent editorial the above magazine says :

"Have you ever bought any cob meal? If so, you did it unintentionally. Cob meal is made by grinding corn cobs, and the industry is one shrouded in great mystery. Not that there is any secret of particular value in the process of grinding, but the ultimate purpose of the corn cob meal is not such as to make publicity desirable. Thousands of dollars have been spent in perfecting the grinding machinery, and the process is now reduced to a practical science.

"It is apparently reassuring to learn that it is necessary, of course, to have the cobs clean of husks, stones and pieces of chain, brick, etc.'; but investigation develops the fact that this precaution is taken not on account of the meal, but to safeguard the grinding machinery. Even so ignoble a thing as a corn cob grinder rebels at being fed on pieces of stone, chain and brick, and the machines are rather expensive.

"Where the cob meal goes finds a ready explanation in the fact that it can be made at a cost of $6 to $7 per ton, while ground feed brings $25 to $28 per ton.

"To such an extent has this class of deception developed that several States have already imposed severe penalties on the use of cob meal as adulteration. Inasmuch as the nutrition in cob meal is on a par with pine sawdust, it would seem a proper subject for national pure food legislation. The leading milling journals insist that the millers of wheat flour seldom are offenders, and that cob grinding is chiefly done by manufacturers of mixed and compound feeds, especially those composed largely of molasses.

"It's a mighty mean and contemptible man whose automobile is purchased with the stealings from the rations of a faithful, helpless animal."

MONTREAL.

FLOUR—Millers report little change in the situation this week. Only a fair trade locally is being done, while export business is almost nil.

Winter wheat patents	6 60	6 80
Straight rollers	6 20	6 50
Extra	5 60	5 70
Royal Household	....	6 50
Glenora	....	6 00
Manitoba spring wheat patents	....	6 30
" strong bakers	....	5 80
Five Roses	....	6 30
Harvest Queen	....	5 80

ROLLED OATS—A further advance in rolled oats is expected any day. The market is still advancing. Demand is but fair, although, after the advances which already took place, some stimulation was observable. Package oats is quiet, although more has been sold this summer, so far, than is usually during the warm weather.

Fine oatmeal, bags	....	3 15
Standard oatmeal, bags	....	3 15
Granulated "	....	3 15
Golddust cornmeal, 98-lb bags	....	2 10
Bolted cornmeal, 100 lb. bags	....	1 85
White cornmeal	2 00	2 05
Rolled oats bags	....	2 90
" bbls	....	6 05

FEED—Feed is quiet. The market has not changed materially.

Ontario bran	....	22 00
Manitoba shorts	....	24 00
" bran	....	23 00
Moullie, milled	....	28 00
" straight grained	....	34 00
Feed flour	1 85	1 85

TORONTO.

FLOUR—The grain markets all over the world are unsettled with attempts here and there to gain control and corner the market. The feeling is very firm with an upward tendency, and in some places an actual advance of several cents a bushel has taken place. Winnipeg made a jump on wheat of 2⅛ cents and Liverpool is also 1½d. higher. Oats seem to be getting entirely beyond their value, and beyond the reach of horsemen to feed to their horses. There is a stray suspicion that an effort is made to corner the oat market. Flour will likely advance another 20c a barrel within the next few days. The prospects of the crops are very closely watched which largely govern the actions of the grain dealers.

Manitoba Wheat.

1st Patent	....	6 40
2nd Patent	....	6 10
Strong bakers	....	5 90

Winter Wheat.

Straight roller	....	6 00
Patents	....	6 40
Blended	....	6 00

CEREALS—Although no advance has taken place in cereals this week, but in view of the steady advance in grain, a jump of 50c a barrel is in sight, and likely to take place within a week.

Rolled wheat, car load	....	3 50
" oats "	....	2 75
Oatmeal, car load	....	3 00
Rolled wheat in barrels, 100 lbs	....	3 75
" oats in bags, per bag 90 lbs	....	2 90
Oatmeal, standard and granulated, in bags 98 lbs.	....	3 20

HOME OF THE APRICOT.

Reader States Canadian Supply Comes From California and Oregon.

Editor Canadian Grocer—I have read with interest your weekly Grocer's encyclopedia and consider the department a very valuable one. At times, however, you make some very sad breaks in stating facts. In your issue of May 28, for instance on the subject of the apricot you say that "Canada uses an increasing amount of fruit, etc. she derives her supplies from Eastern Mediterraneam points."

I venture to say that not one wholesale or retail fruit dealer or grocer in the whole of Canada (except it be Wellwood, of Yonge St.), ever saw, tasted or sold a simple Mediterranean apricot. Every apricot imported and sold in Canada comes either from California or Oregon. Get busy and find out the real facts. We depend on The Grocer for absolutely correct information.

THE REAL APRICOT.

An advertiser ought to remember that the misison of an advertisement is to do exactly what he would do by word of mouth if the customer were standing before him in his store.

In Constant Demand

by the best trade, they are favored by the public, which never grows tired of their refreshing, delicate taste.



They are of the finest "bake" and we make them right so as to create a constant request for "Mooney's." Are you selling them?

The Mooney Biscuit and Candy
COMPANY, LIMITED
STRATFORD, - CANADA



COX'S GELATINE

When an ARTICLE has held the FIELD for over SIXTY YEARS it must have MERIT on its side. That is why you should always supply

COX'S GELATINE

Canadian Agents
C. E. Colson & Son, Montreal
D. Masson & Co., "
A.P.Tippet & Co., "

J. & G. Cox, Ltd.
Gordon Mills
EDINBURGH.

A Calgary Window of Starch and Syrup

Neat Display That Successfully Disposed Of The Goods—Fine China, Crockery And Glassware Carried—How The Store Is Laid Out—Necessary Qualities Of The Salesmen.

Calgary, June 9.—The accompanying photograph shows a recent window of the Calgary Milling Co.'s store, situated on Eighth Avenue. It will be observed that the window is dressed with starch and syrup and the large quantities shown indicate the growing popularity of these products in the Calgary district.

The display is a neat one and the store managers state was the means of making large sales of starch and syrup. The store-front is an attractive one and has considerable to do with the success of the business.

The Milling Co.'s store, as it is familiarly known, has few superior west of Toronto. It is under the management of John Irwin, who is a thorough grocer, a graduate of the old school, and the premises are admirably situated in the heart of the retail shopping district.

The ground floor is devoted to groceries, the second floor to china, crockery, glassware, etc. Nothing but the finest goods are carried, and almost every imaginable delicacy may be obtained. The stock carried, and it is a considerable one, is, of course, composed largely of Canadian products, although almost every country under the sun is represented. The fore part of the store is devoted to the exhibiting and selling of goods. The salesmen are all thoroughly-trained, courteous, neatly-attired men. In the central portion of the store the orders are put up by another corps, and then, at the rear the vans are loaded and despatched to all part of the city and suburbs.

The Milling Co.'s business is by no means confined to the City of Calgary. Being long established, and having earned a reputation for quality and reliability, the store numbers its customers in hundreds throughout Alberta and Eastern British Columbia.



A Recent Starch and Syrup Window Shown by The Calgary Milling Co., of Calgary.

The Milling Co. make a feature of good window displays, the one shown being dressed by Geo. Fortune and F. Harris.

A consent of assignment has been filed in connection with the Togo Pure Food Co., manufacturers of aerated waters, Montreal.

NEXT?

Picnics and excursions in connection with Retail Grocers' Associations are now the topics of frequent discussions. the following dates have now been decided upon:

London R.G.A.—June 23rd.
Toronto R.G.A.—July 14th.
Kingston R.G.A.—July 14th.
Montreal R.G.A.—July 21st.
Hamilton R.G.A.—July 21st.
Brantford R.G.&B.A.—July 21st.

WM. BERRY LTD.
MANCHESTER and LONDON, ENG.
Wax-Waterproof
Shoe Polishes
Dominion Agent
SIDNEY LEAR, 77 York St., TORONTO

TO WHOLESALE TRADE:—
Buy your
Whole Spices, Coffees, Sardines, etc.,
from
H. COLLINGS & Co.
16 Philp ot Lane, E.C.
LONDON, ENGLAND
"Repeat Orders the Rule"
Quality always right Shipments prompt
Agents in MONTREAL, Mr. I. Russell Murray
" KINGSTON, Mr. C. de Carteret.
" TORONTO, Mr. James Haywood.
" HAMILTON, Messrs. John W. Bickle & Greening.
" LONDON, Mr. Geo. H. Gillespie.
" WINNIPEG, Mr. W. H. Escott.
Established 1856

WILSON'S
FLY PADS
Retailers should commence using Wilson's Fly Pads early, because a few flies killed now would otherwise become a multitude by August.



THE PEOPLE OF
JAMAICA
are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the
KINGSTON
"GLEANER"
might bring inquiries. Better write for rates to
I. C. STEWART, Halifax

FOUR-SQUARE FLOUR

What does it mean—to you?

QUITE recently, at Ottawa, one of our high-browed Government officials astonished his hearers with the fact that about forty millions are wasted every year in our Northwest—*through bad seed!*

¶ Just let this soak in awhile—*forty millions lost!* Not on account of poor soil, not on account of bad cultivation, nor through weather conditions unfavorable. Just through lack of the *first essential* for good results—on account of bad seed are lost annually forty millions of good Canadian coin.

¶ Forty millions is an awful lot of money —*enough to build a few Dreadnaughts and inspire "those dreadful foreigners" with the fear of the Lord!*

FIVE ROSES

A Square Deal to All

¶ There's a moral herein concealed for our junior partner, *the retail grocer of the alert brain.* Your district is a big rich field ready to be planted, and *your* seed will sprout up quickly—*if it be healthy seed.* Every fiscal year, how many golden dollars are wasted through "small merit" goods, cheap flour that tears down the confidence it has taken *you* years of patient endeavor to build up? You know, for *you* are on the firing line of profit and loss.

¶ The past is dead, *but the future will be what you make it.* Since you realize the false economy of poor quality in flour sales, why not coax the good accounts with the right brand? We know *positively* that not for one moment would you even think of selling any other flour *if you but knew* the money there's in FIVE ROSES — *a square deal on both sides of the counter.*

¶ If you once tried FIVE ROSES even with your "crankiest customer," you would never again *stand behind* any other flour. We challenge *you* to do it, we defy you to prevent the "repeat" orders from taking care of themselves.

¶ Send your first order *to-day* that you may begin the harvest to-morrow.

LAKE OF THE WOODS MILLING CO.

LIMITED

Montreal, Toronto, Winnipeg, Keewatin, Vancouver, St. John

The Grocer's Encyclopedia From Week to Week

Vanilla Flavoring Extract—Made From a Bean—Where It Is Grown And How It is Made—Its Various Uses.

VANILLA.—A flavoring extract that is much used by the housekeeper in the preparation of dessert dishes is vanilla, an extract from the vanilla bean. The word "vanilla" means "a small pod" and is derived from the Spanish "baynilla." It is one of the most popular of all the flavoring extracts, but before its value had been recognized by the cook, the chocolate manufacturer and the maker of sweetmeats, the perfumer had added vanilla as an odor in the making of combination perfumes. Its present varied uses encouraged the grower to extend its planting.

There are about sixteeen kinds of vanilla beans grown in different parts of the world, and the world's crop is estimated at nearly 1,350,000 pounds. The Mexican crop is about 220,400 pounds, but this is only half of the crop of Tahiti. Java's portion is only 6,000 pounds.

One of the oldest formulas for making vanilla extract contained Tonka beans; another good extract is produced from the South American bean. It is generally regarded, however, that the best extract is made from the long beans, though all beans are more or less affected some years by a species of rot. In fact, there have been in the past instances of poisoning charged against vanilla made from the very best beans, due to the presence of tannic acid, one of the natural properties of the bean. The vanilla bean is said also to contain from 4 to 11 per cent. resin.

Cloves Used In Preparation.

Pure vanillin is identical with the vanillin in the bean, without any of its objectionable properties, and is extracted by a special process. It is a very fine needle like crystal and the chief factor in its preparation is the clove. The use of this vanillin crystal in the manufacture of vanilla extract is said to eliminate all the injurious acids, and at the same time simplify the process, so that it can be made more economically.

Probably the most vanilla used is extracted from the Tonka bean, which bean may be divided into three classes: the Para, Surninam and Angostora. The first two are very fatty and are not very desirable as extract producers. This leaves the Angostra in a class by itself. The active principle of this latter bean, called coumarin, is produced synthetically, and, generally, is a very good article, although the synthetic article differs somewhat in flavor from the coumarin produced from the bean. Angostora beans which have not been purposely frozen and the coumarin taken out of them will yield over 100 grains of coumarin in each 7,000 grains of beans, or in each pound of beans.

One formula for the making of vanilla extract for flavoring purposes provides for one ounce of beans to every pint of extract. There are other formulas used in the manufacture of the extract for medicinal purposes and other ways of treating the bean for the making of perfumery, but the grocer is more interested in the flavoring extract he passes over the counter than in the other lines.

CATALOGUES AND BOOKLETS.

Manufacturers and wholesalers are requested to send catalogues, booklets, etc., to The Grocer in order that it may be announced to the retail trade that they have been issued. Retailers in sending for catalogues referred to, should mention this paper to show they are in the trade and they should be read thoroughly by them on account of their educative value. Often they may be able to secure new ideas.

Chas. Gurd & Co., Montreal, have issued a very neat and semi-humorous booklet on the occasion of the opening of their large, new factory, on Bleury Street. The contents form an adaptation of the old nursery rhyme, "The House that Jack Built." The title page reads, "The House that Gurd Built," and is illustrated by a photograph of Charles Gurd, founder and head of the firm, and framed with an outline of the new premises. Gurd's various aerated waters are treated of in interesting fashion. Illustrations are numerous. The booklet is neatly made up.

P. J. Pilon has secured premises at 805 Notre Dame Street, East, Montreal, and is now manufacturing his several lines of Canadian tobacco, including the firm's leaders, 4-11-44 and Big 5.

Tell Your Customers That:

SHAMROCK

BIG PLUG

SMOKING TOBACCO

When cut never dries up or becomes hard. The leaves are so firmly packed that the plug remains fresh and moist

McDOUGALL'S

CLAY PIPES

THE BEST IN THE WORLD.

D. McDOUGALL & CO., Glasgow, Scotland.

ASK FOR THE CELEBRATED BISCUITS

G. N. Pichet

For sale by all Leading Grocers

JOS. COTE Wholesale Tobacconist

186-188 Rue St. Paul Importer

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YOUNG'S PATENT PIPE

in Seven Shapes

W. J. GRANT

Sole Agent for Canada

506 Lindsay Building, MONTREAL.

BLACK WATCH

The Big Black Plug Chewing Tobacco.

Already a Big Seller

Sold by all the Wholesale Trade



"7-20-4"

The cigar discerning smokers ask for, because it is *the leader* in quality of all 10-cent cigars. This is the cigar to "tie up to" if you would build up a good, substantial trade. : : : :

"S. C. Co." Stamp on Every Cigar
YOUR GUARANTEE OF QUALITY

Ask Travellers of The

Sherbrooke Cigar Co.

Sherbrooke : : : : : Que.

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Are You Keeping Your Tobacco Stock Up-to-Date ?

IF NOT WHY NOT?

"Tuckett's Special"

the new 10c. plug is the latest

Order from Your Wholesaler

Manufactured from **Imported Leaf Exclusively**

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

FLORIDA PINEAPPLES

Our first car arrived this week. Stock is fine. We have arriving daily: Strawberries, Pineapples, Oranges, Cucumbers, Cabbage, Wax and Green Beans, Beets, Carrots, in fact, anything in season. Send in your orders.

McWILLIAM Mc. AND E. EVERIST

25-27 CHURCH ST. - TORONTO

PACKED BY
Franc Tracuzzi
MESSINA,
ITALY

This Summer Buy

St. Nicholas Home Guard

VERDELLIS
The Very Best

AGENT:
J. J. McCabe
32 CHURCH ST.,
TORONTO

Canadian Fruit, Vegetable and Fish Markets

Carload of Watermelons Expected at Montreal—Nearing End of Navel Orange Season—Strawberries Coming by the Car Load —Onion Sales Large This Year—Good Demand for Fish.

MONTREAL

GRREN FRUITS—A report to the effect that a carload of watermelons was due to arrive in Montreal this week caused some interest in fruit circles. The lot is expected any day, but quotations could not be furnished at the time of going to press. They come from Florida. Another event of local interest was the selling of the small cargo brought to Montreal, via Boston, on the Fremona. It consisted of but a few small parcels of oranges and lemons, owing to the fact that the steamer was not a direct boat. The sale took place Wednesday. The first car of late Valencia oranges reached the city Monday. Dealers are quoting $3.50 to $3.60. Grape fruit is a little stiffer this week. Bananas are in good supply and selling freely at unchanged prices. Strawberries are arriving more freely, and are quoted at slightly more favorable prices. Dealers are now anticipating the arrival of the first of the California summer fruits, which will be coming in about the 25th inst.

California navels, 96, 112, 126, 250, 288 size	2 5.	3 ·0
" " 150, 176, 200, 216 size		3 50
Cuban oranges	2 25	2 50
Valencia oranges 420 size	4 50	5 00
California late Valencia oranges	3 50	3 60
Cal. blood oranges, 15 to 216 size		4 25
Grape fruit	3 25	6 00
California cherries, black, per box	2 75	3 ·0
" " white, "		2 75
Lemons, choice	2 00	3 50
Bananas crated	1 50	2 0·
Cuba pineapples, extra fancy, 24 size	2 15	2 40
Florida pineapples		2 25
Cranberries, per crate		4 75
Spies XXX	7 00	7 50
Strawberries		0 17
Cocoanuts, bag		4 ·0
Limes, per box		1 00

VEGETABLES—Cucumbers and cabbage ran short the end of last week and the early part of this week, and dealers lost many sales as a result. Supplies are improving, however, as the season advances. A slight firming up in cabbage prices is noticeable as a result of the scarcity, but cucumbers are quoted at last week's figures still. Green and wax beans are arriving more freely and will be cheaper. The first lot of Mississippi tomatoes, small flats, selling at $1.30, arrived on Monday. Tomatoes will be lower from now on, the first drop being evident in the prices quoted to-day. Tennessee tomatoes will be arriving toward the end of the week, which will help to further ease the market. These latter tomatoes are not of quite as good quality as the other United States varieties, but there is a fair demand for them. Canadian tomatoes will be late this year, in common with many other vegetables. A drop in new potatoes is anticipated any day owing to larger receipts. About 5,000 bags of potatoes arrived from P.E.I. on Saturday. These were quickly taken up, and their receipt did not change prices at all. Bunch onions will be in shortly, and a good business in them is likely to take place. Local cucumbers will, of course, be late this year. To hasten their growth, rain, followed by heat, is necessary. Unseasonable weather, rains (without heat) and late seeding have been the contributing causes, ensuring late harvesting of cucumbers on the Island this year. Montreal district is somewhat famous for the expedition with which it can put new cucumbers on the market.

Mushrooms, lb		0 75
Cucumbers, dozen	2 25	2 5·
New carrots, dozen		1 00
Florida tomatoes, crate	2 75	3 50
Mississippi tomatoes, small flats		1 30
Leeks, dozen		1 50
Parsnips, bag		1 00
Green peas, basket		3 50
Asparagus, doz	3 00	5 00
Canadian asparagus, basket	1 50	1 75
Cauliflowers, doz		4 00
Parsley, doz		0 75
Sage, per doz		0 60
Savory, per doz		0 60
Celery, doz	1 25	1 50
Water cress, large bunches, per bunch doz		0 75
Spinach, barrel	2 50	3 00
Green peppers, crate		3 50
Beets, bag		1 25
Carrots, bag		1 25
New carrots, doz		0 35
Lettuce, early		0 40
Lettuce, Boston, doz		1 00
Radishes, doz		0 30
Horse radish, per lb		0 15
Montreal potatoes, bag		1 15
New Brunswick potatoes		1 20
New potatoes		0 04
P.E.I. potatoes, bag	1 10	1 20
New potatoes bbl		6 00
Onions large bag, lb		0 3·
" Egyptian		0 0·
" Bermuda, 50 lb. crates		1 60
Turnips, bag	0 60	0 70
String beans, basket		2 50
New cabbage, crate	1 75	2 00
Shallots, doz. bunches	0 05	0 ·0

FISH—Gaspe salmon is arriving much more freely this week and a drop of 5c a pound is noted in prices. Further declines will be noticed as the season advances and these fish become even more plentiful. Quite a lot of halibut is selling at unchanged prices. B.C. salmon is no longer quoted. Flounders have advanced 2c, being quoted to-day at 10c. Fresh fish of all kinds is selling very well, but the approach of warm weather is causing the usual severe dropping off in package fish business. Dealers report offerings of gresh quite up to past years.

FRESH

Haddock, shore, per lb	0 04
Steak cod, per lb	0 ·5
Grass pike, round	0 07
Halibut, per lb	0 09
Round perch, per lb	0 05
Dressed perch	0 10
Dore	0 10
Weakfish	0 ·8
Mackerel	0 10
Sea trout	0 08
Lake trout	0 10
Whit fish	0 10
Dressed bullheads (Barbottes), per lb	0 ·5
Sea bass, per lb	0 10
Gaspe salmon	0 2·
Roe shad, each	0 50
Buck shad, each	0 25
Brook trout	0 22
Flounders	0 10
German carp	0 06

SMOKED

Haddies 15 lb. bxs., per lb	0 07½
Kirpered herring, per box	1 10
Large bloaters, per box	1 10
Smoked herring, small boxes	0 18
Smoked salmon, sugar cured, per lb	0 2·

SHELL FISH

Select bulk oysters, per gal		1 50
"Sealshipt" oysters, per gal		1 90
Live lobsters, per lb	0 10	0 12
Boiled lobsters, per lb		0 12
Soft shell crabs, doz		0 80

FROZEN

Market cod, per lb	0 04
Halibut, per lb	0 08
B.C. salmon, red, per lb	0 09
Qualla salmon, per lb	0 08
Fall salmon, per lb	0 07
Dore, round, winter caught, per lb	0 08
Large whitefish, per lb.	0 08
Small "	0 06
Lake trout, per lb	0 09
Large frozen herring, per 100	1 50
(Weigh 55 to 60 lbs. per 100 fish).	

SALTED AND PICKLED

Labrador herrings half barrel	2 80
B C. salmon, half brls	9 00
No. 1 mackerel, pails	2 00
No. 1 mackerel, half bbls	8 00
Labrador sea trout, brls	12 50
Labrador sea trout, half bbls	6 50
Skinless cod, 100 lb. cases	5 25
Boneless cod, in blocks, 5½, 6, 8, 9 and 1 cents per lb.	

TORONTO.

GREEN FRUITS—Pineapples are still the leading fruit on the market, with strawberries gaining rapidly. Apples are practically off the market, still some are held in cold storage for special customers. Navel oranges are about over, the last car is on the way but these will at once be followed by California late valentias, which will be the principal orange from now till October. Strawberries are from Maryland and shipped from Baltimore, and are of good quality. Several cases of strawberries are now sold daily.

Apples, Spies	6 50	7 50
" Russets	3 50	4 00
" Baldwins	4 00	5 00
" Greenings	4 00	5 50
Oranges, Cal. Valentia	2 75	3 00
" California navels	3 00	3 50
" Mexican	2 00	2 10
" Palermo bloods, half cases		2 25
Lemons, Messina	3 25	3 50
Bananas	1 75	2 25
Grape Fruit, Florida, box	5 00	5 50
Pineapples, Florida, crate	2 25	2 50
Strawberries, Maryland	0 13	0 15
Cherries, Cal	3 00	3 25

VEGETABLES—Vegetables of almost every kind, are getting more plentiful from week to week. Tomatoes and cabbages are great sellers, and to supply the demand several cars a day are required. Tomatoes are now coming from Texas, Mississippi and Florida and are arriving in good condition. Cantaloupes for the first time this season have made their appearance and are selling at $8.00 per case of 33 in each. The sale of onions this year has far exceeded any former years, which is supposed to be owing to the superior quality now coming from Cuba and Texas. Potatoes are easier, and as the farmers are all done planting, the supply to meet the demand until the new crop, is considered quite sufficient and therefore prices are likely to rule easier. The prospects for good crops of all kinds of vegetbles are excellent.

Beets, Canadian, old, per bag	0 45	0 50
" Florida, new, per dozen	1 00	1 20
Parsnips, per bag	1 00	1 25
Potatoes, Ontario, per bag	1 00	1 10
" Bermuda, per bushel	2 00	2 50
" " per barrel	7 25	7 50
" Texas, "	5 50	6 00
Onions, Canadian, dried, bag	1 35	1 50
" Spanish, crate	5 00	5 50
" Bermuda, per case		1 50
" Egyptian, per sack of 112 lbs	3 50	3 75
Tomatoes, Floridas, per crate 6 baskets		3 75
" Mississippi per crate 4 baskets		1 75
Carrots, per bag		1 00
" new, per bunch		1 20
Cabbage, Florida, new	1 75	2 00
Turnips	0 50	0 60
Radishes, per dozen	0 40	0 45
Lettuce, per doz		0 30
Spinach, per bushel		0 75
Egg plant, per doz		3 00
Green peppers, per doz		1 00
Cucumbers, per hamper	2 00	2 25
Asparagus, per basket	1 50	1 75
Green onions		0 25
Rhubarb	0 30	0 35

CALIFORNIA

APRICOTS PEACHES

PLUMS CHERRIES

We Expect Our First Car to Sell at Auction Early this Week. Expect Prices to be Reasonable.

WHITE & CO., Limited

Wholesale Fruit and Produce

TORONTO

Grasp the Opportunity Obtain Lemon Information

?

Q—When were Lemons first grown?

A—They were apparently unknown to the ancient Greeks and Romans. The wild stock of the Lemon tree is a native of the Northwest Provinces of India—introduced by the Arabs into Spain between the 12th and 13th centuries and now grown in Sicily, Spain, California, Florida—almost all tropical countries.

BUSTER BROWN

Ask any question.

c/o W. B. STRINGER
35 Church St., Toronto

PINEAPPLES

Fancy Colored Fruit, All Sizes
PLENTIFUL and CHEAP

FANCY { RIPE TOMATOES / RIPE BANANAS

NAVEL and MEXICAN ORANGES

Quality Excellent

Send us your orders. PRICES RIGHT.

HUGH WALKER & SON

GUELPH ONTARIO

Beans, green	1 75
" wax	2 25
Peas, per hamper	2 00
Corn, per dozen	0 30
Cress, per basket	0 75

FISH—"The fish business is splendid, with a good demand," remarked one jobber, "and the fish arrive in good condition, but the supply this week is not sufficient to meet the requirements."

"There are two reasns for this. In the first place owing to the warm weather the fish went out into deeper water, where they are harder to catch, and in the next place it has been very windy, and you know the fishermen can't run after their hats and catch fish at the same time." Mackerel have been added to the list for sale this week, which are sold at 25c each.

Herring, medium, per lb., fresh caught	0 05	0 06
Whitefish, fres caught		0 10
Trout, "		0 10
Cod, fresh caught		0 08
Halibut, fresh caught	0 10	0 10
Haddock, fresh caught		0 07
Pike		0 06
Perch		0 07
Carp		0 03
Yellow pickerel		0 09
Sea salmon		0 17
Mackerel, each		0 25

FRUIT CROP REPORT.

First Authorized Statement Sent Out by The Dominion Government.

The first fruit crop report sent out by the Department of Agriculture of the Dominion Government contains considerable information regarding the prospects in Canada.

It states that the backward spring has not been unfavorable for the fruit. The bloom was held in check until all serious danger of late frost was past. Spraying, however, has been delayed. The bloom is two weeks later in Ontario and nearly a month behind in British Columbia.

Apple trees everywhere give a good showing of bloom. Pears have blossomed well in all parts. The prospects for the pear crop in British Columbia is better in the lower mainland than in the interior valleys. A heavy bloom is reported from one district, but another the Bartlett, Clapp and Duchess suffered in some instances from severe winter forsts. The Anjou, Winter Nelis and Kieffer varieties are showing the best bloom.

All kinds of plums budded out remarkably well in Ontario. An exceedingly heavy bloom is recorded in the Niagara district, particularly of the Japan varieties. There is every prospect of a full crop in the commercial plum section.

Plums and Italian prunes have blossomed out well in British Columbia.

There has also been an abundance of bloom in the Ontario peach belt, and the prospect on the whole is very encouraging. Along the lake front, however, in the Niagara district from Stony Creek to within a short distance of Grimsby, peach buds were thinned in the lower branches by winter frosts. A short distance back from the lake to the mountain the peach orchards were full of bloom. This condition is reversed in the immediate neighborhood of Jordan Harbor and Port Dalhousie. The peach orchards nearest the lake show the best bloom. There has been very little wet weather during the blossoming season to interfere with the 'setting' of the fruit.

In several instances more or less serious damage to peach buds is reported from British Columbia, which will likely bring the crop below the average.

Cherries everywhere have blossomed heavily. At present the outlook is for an abundant crop throughout eastern Canada.

All varieties have blossomed well in British Columbia except in certain localities in the interior valleys, where sweet varieties are reported injured by frost.

Strawberries have wintered well in Ontario, especially where the patches made a good growth last fall. Small fruits of all kinds are doing well.

Raspberries, blackberries, currants and gooseberries give promise of an average crop in British Columbia.

PARIS COMES NEXT.

Merchants of That Town Want To Organize a Debt Collection System.

The following appeared in a recent issue of the Star-Transcript, of Paris, Ont., and indicates what a hold the collection system instituted by Guelph merchants has on their fellow men in other parts: The retail merchants of Brantford last week decided to advertise for a collector to act for that body in looking after bad pays and dead beat customers of that city. The list that had been in circulation among the merchants was found sufficiently well signed to warrant this step being taken. The result will be that a collector will be appointed and an effort made to put an end to "dead beating" in that city. Similar steps are being taken by some of the merchants in Paris, and a general meeting will in the near future be called. If a local collector of bad debts cannot be obtained, an effort will likely be made to have the Brantford collector act for Paris merchants as well. The general feeling is that a similar step should have been taken in both places years ago, and thus cut out the bad pay and dead beat individuals.

F. J. Steeves, formerly with Steeves and Allanach, Moncton, N. B., has opened a wholesale flour, feed, seed, provision, etc., house there.

SEASON 1908-9

Dried Apples

Shipments Solicited
Settlements Prompt

W. A. GIBB COMPANY
HAMILTON
JAMES SOMERVILLE, Manager

Our first carload of Florida **PINEAPPLES** *will arrive this week. Prices right.*

FLORIDA PINEAPPLES ARE THE BEST

THE DAWSON COMMISSION CO., TORONTO



The height of perfection in canned Sardines. Their high quality and popular price ensure steady sales.

THE BRAND FOR YOU TO PUSH

Canadian Agents: C. A. Chouillou & Cie., Montreal; Green & Co., 25 Front St. E., Toronto; D. C. Hannah, London, Ont.; Jos. Somerville, Hamilton: Boivin & Grenier, Quebec. Que.; H. M. McBride, 312 Ross Ave., Winnipeg, Man.

BALAKLAVA SARDINES The Eastern Canning Company PORT CANADA, N.B.

Satisfaction to You and to Your Customers



BRUNSWICK BRAND QUALITY

Our ½ oil sardines are caught in weirs or traps, in the famous Passamaquoddy Bay and are perfectly packed in our large, roomy well ventilated sanitary factory. Our machinery and methods are of the most modern character. We have had fourteen years experience and our products are popular and pleasing with the man who buys as well as the man who sells – Quality always counts –

DO YOU CARRY A STOCK? **IF NOT, WHY?**

CONNORS BROS., Limited, Black's Harbor, N.B.

AGENTS—Grant, Oxley & Co., Halifax, N.S.; C. H. B. Hillcoat, Sydney, C.B.; J. L. Lovitt, Yarmouth, N.S.: D. Rattray & Sons, Quebec: Leonard Bros., Montreal; Arthur M. Loucks, Ottawa; C. De Carteret, Kingston; James Haywood, Toronto; Chas. Duncan, Winnipeg; R. G. Bedlington & Co., Calgary; Drexel & Co., Vancouver; J. Harley Brown, London, Ont.

SELLING LOBSTERS—

What Does It Mean to You?

When a customer comes in and buys a tin of lobsters, what does it mean to you? Do you hand her a tin of lobsters that you know full well are the best on the market, or do you give her just "lobsters" without any individuality or "come back" quality. Lobsters are worth selling if they're the best, but they are best on somebody else's shelves if they are only "so-so."

Since your customers frequently judge you by the quality of the specialties which you sell, such as lobsters, do you not think it better to take no risks? When you sell Ice Castle Brand Lobsters you do not take any risks, for you are selling lobsters guaranteed by the packers, who are experienced in the business, and who will give you nothing which is not the best.

Every can contains ONLY selected claws and tails

Are you building up trade by selling Ice Castle Brand Lobsters?

:: :: ASK :: ::

J. W. WINDSOR - - - Montreal

THE IMPORTANCE OF GOOD GROCERY FIXTURES IS SECOND ONLY TO THAT OF A WELL-SELECTED STOCK



WALKER BIN FIXTURES will

Build up a new business,
Put new life into a dead business and
Improve and make more profitable
the best grocery business in Canada.

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

The Walker Bin & Store Fixture Co., Limited

Designers and Manufacturers of Modern Store Fixtures

Berlin, Ontario

Representatives { Montreal; Kenneth H. Munro, Coristine Bldg.
Manitoba: Watson & Truesdale, Winnipeg, Man.
Saskatchewan and Alberta; J. C. Stokes, Regina, Sask.

Bad Bills--Slow Collections Something's Wrong

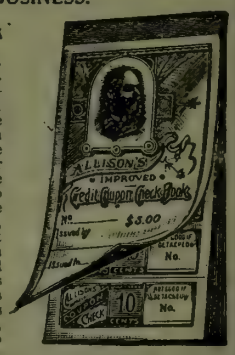
When a grocer fails his reason is usually: "bad accounts," or "couldn't collect." What's the use of such talk, when there's away to prevent the trouble?

ALLISON Coupon Books

Enable the grocer to keep all credit customers "under his thumb." And the best part of it is, the customers like the plan. Allison Coupon Books not only save many a dollar, but they SAVE MANY A BUSINESS.

How They Work

A man wants credit. You think he is good. Give him a $10 Allison Coupon Book. Have him sign the receipt or note form in the front of the book, which you tear out and keep. Charge him with $10 — No trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on until the book is used up. Then he pays the $10 and gets another book. No pass books, no charging, no lost time, no errors, no disputes.



Allison Coupon Books are recognized ev rywhere as the best.

For Sale by the Jobbing Trade Everywhere.

Manufactured by

ALLISON COUPON CO., Indianapolis, Ind.



ABSORBINE

Removes Bursal Enlargements, Thickened, Swollen Tissues. Curbs, Filled Tendons, Soreness from any Bruise or Strain, Cures Spavin Lameness, Allays Pain Does not Blister, remove the hair or lay the horse up. $2.00 a bottle, delivered. Book 1 D free.

ABSORBINE, JR., (mankind $1.00 bottle.) For Synovitis, Strains, Gouty or Rheumatic Deposits, Varicose Veins, Varicocele, Hydrocele. Allays pain. Book free.

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LYMANS Ltd., Montreal, Canadian Agents.

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TEA LEAD

Best Incorrodible

Buy "PRIDE of the ISLAND" Brand

as extensively used for years past by most of the leading packers of Tea in Canada

ISLAND LEAD MILLS LIMITED,

Tel. Address: "Laminated," London. A.B.C. Codes used 4 h and 5th Editions.

LIMEHOUSE, LONDON, E., ENG.

Canadian Agents:
ALFRED B. LAMBE & SON, TORONTO.
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL.

Saving Money Through a Big Hole in Your Pocket



Such a proposition would not appeal to you. You are too sensible. But many merchants are acting on this principle. They are buying "nearly good" awnings because the price is a shade easier.

Do not save money in this fashion, for you lose in the long run.

Get your awning from SONNE, SR. He guarantees the quality of each and every one.

TELL HIM WHAT YOU WANT.

THOS. SONNE, Sr.

193 Commissioners Street
MONTREAL



OUR GROCER REFRIGERATOR

There's a Warmer Time Coming

when you will require an up-to.date refrigerator equal to your present requiremenfs. We have it, every part of which outside and inside from top to bottom is strictly high- grade, besides its appearance. They will give perfect results, save your ice bills, and increase your profits by keeping your perishable goods in salable condition. Write tor catalogue.

"DON'T FORGET IT"

The Ham & Nott Co., Limited

BRANTFORD, - CANADA



COMBINATION GROCER AND BUTCHER

DRY GOODS REVIEW

10 Front St. East

TORONTO

Would You Know

More about general dry goods conditions; how to increase your net profits, by modern successful selling methods, by effective store advertising and by a thorough knowledge of the markets? The Dry Goods Review will tell you how. Published monthly. 130 to 230 pages.

Subscription, $2.00 a year.
Sample copies, 25c.



The Best and Most Satisfactory Refrigerator in the Market is

"THE ARCTIC"

A strong assertion, perhaps, but we are prepared to demonstrate that what we say is correct. We build the Arctic for every use. Our system of cold dry air gives the benefit of all the cold obtainable from every pound of ice. It saves your money in addition to preserving everything perishable.

Write us for Catalogue and Discounts.

RYAN BROS., Agents Western Provinces.

JOHN HILLOCK & CO., Limited

154 George St., Toronto

CLEAN HANDS

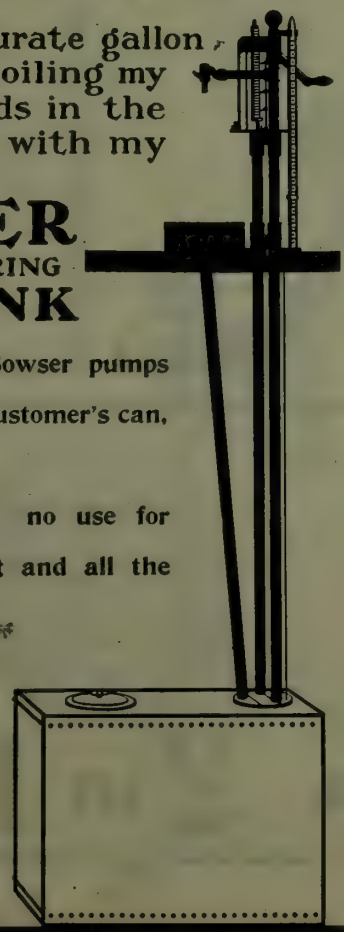


"I can draw an accurate gallon of oil without soiling my hands in the least with my

BOWSER

SELF MEASURING

OIL TANK



That's because the Bowser pumps the oil right into the customer's can, and measures it, all in one operation.

There is no need of funnels; no use for measures. It's all done in an instant and all the oil goes on the inside of the can.

Send for our latest Bulletin No. 5057. There is something in it for you.

S. F. BOWSER & CO., Ltd.

66-68 FRAZER AVE., TORONTO

Coffee, Its History, Classification and Description

By Joseph M. Walsh

This is the most exhaustive, interesting and instructive book ever published on Coffee. It is attractively written and richly illustrated, and should be read by all who deal in or use Coffee. The contents include,

Cultivation and Preparation.
Commercial Classification and Description.
Adulteration and Detection.
Art of Blending, Preparing, etc.

This work, written by one of the greatest authorities in the world upon the subjects of Tea and Coffee, will be mailed to you postpaid on receipt of

$2.00

IT WILL PAY YOU TO SEND AT ONCE.

MACLEAN PUBLISHING COMPANY

Technical Book Department

10 Front St. East, - TORONTO

When writing advertisers kindly mention having seen the advertisement in this paper.

A Grocers' Co-operation



RISING SUN Stove Polish in Cakes gives a lustre which far outlasts all others under the heat of the stove and that is why it has so many friends that call for it over the grocery counters the world around. We believe that the real, live grocer wants to push the goods that please his customers, and that is why we have the hearty co-operation of thousands upon thousands of grocers everywhere. It pays you to push it.

MORSE BROS., Props. - Canton, Mass., U.S.A.



PARTICULAR PEOPLE
LIKE
Royal Metal Polishes

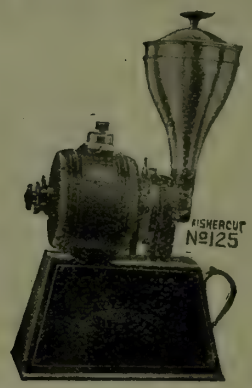
Because they have found they are ALWAYS satisfactory for ALL purposes.

A Canadian brand put up for Canadians, at a price which gives the dealer a large profit.

ROYAL POLISHES COMPANY
MONTREAL

AGENTS: Ottawa—General Supply Co. of Canada, Ltd. Winnipeg—H. W. Glassco & Co. Vancouver—Wm. Erichsen & Son. Halifax—J. C. Calder. Sherbrooke—E. H. Bowen. And all dealers.

Fisher Electric Coffee Mills



are made in Canada and are under a Canadian guarantee. They are beautiful in style and finish, simple in construction, efficient and inexpensive in operation, easy to install—and in a few words—cheaper and better than any Electric Mill on the American Continent.

Manufactured by
The A. D. Fisher Co.
Toronto Limited



YOU DO NOT KNOW
its convenience and comfort until you have one of
McGREGOR'S
PATENT BAG HOLDERS
Holds all sizes. Get our prices.
KILGOUR BROS.
19 Wellington St. West, - TORONTO

I OFFER
200 BAGS SPANISH SHELLED PEANUTS

For Prompt Shipment from origin.
Prices and Samples on Request.

Andrew Watson, Importer
91 Youville Square, Montreal

More Lasting and Brighter than any other on the market is the famous

2 IN 1
SHOE POLISH

It softens and preserves the leather; it is not affected by rain or snow and it contains no turpentine or acid.

THE F. F. DALLEY CO.
Limited



2 in 1

We assist all Grocers in selling this easy-to-apply-and-to-shine article,

2 IN 1

It is advertised in every town and city. Its merits are proclaimed in the press, and the name is as familiar as the word "shoe" itself. Are you handling 2 in 1?

HAMILTON, ONT. BUFFALO, N.Y.

QUOTATIONS FOR PROPRIETARY ARTICLES

Baking Powder.

W. H. GILLARD & CO.

Diamond—

1-lb. tins, 2 doz. in case		$2 00
½-lb. tins, 3	" "	1 [illegible]
¼-lb. tins, 4	" "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
2-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
½-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
¼-doz.	5lb.	19 75



MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 85
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case $4 55
1 "	12 "	
1 "	16 "	



ROYAL BAKING POWDER

Sizes.	Per doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 [illegible]
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—

1 lb. tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Baking Powder—

1-lb. tins, 3-doz. in case, per doz	2 00
½-lb. " " "	1 [illegible]
¼-lb. " " "	0 8

Blue.

Keen's Oxford, per lb	$0 17
In 10-box lots or case	0 16
Gillett's Mammoth, ¼ gross box	2 00

Cereals

H-O. COMPANY, ROCHESTER, N.Y.

Per case.		Per case.
Force, 36s	$4 50	Gusto, 36s $2 85
Korn-Kinks, 36s	1.45	H-O. oatmeal, 24, 3 10
Presto, 36s	3.40	Buckwheat, 36s. 3.50
Pancake, 36s	3.50	Corn Starch, 36s 2.50
Tapioca, 36s	2.85	Farina, 24s 1.70
Hominy, 36s	2.50	



WHITE SWAN SPICES AND CEREALS LTD.

White Swan Breakfast Food, 2-doz. in case, per case, $3.00

The King's Food, 2-doz. in case, per case, $4.80

White Swan Barley Crisps, per doz., $1.

White Swan Self-rising Buckwheat Flour, per doz., $1.00.

White Swan Self-rising Pancake Flour, per doz., $1.03.

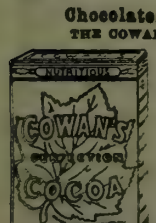
White Swan Wheat Kernels, per doz., $1.40.

White Swan Flaked Rice, per doz., $1.

White Swan Flaked Peas, per doz., $1.

Chocolates and Cocoas.

THE COWAN CO., LIMITED.



Cocoa—

Perfection, 1-lb. tins, per doz	$4 50
Perfection, ½-lb. per doz	2 40
Perfection, ¼-lb., per doz	1 30
Perfection, 10c size	0 90
" 5-lb. tins per lb	0 37
Solu. le, bulk, No. 1, per lb	0 10
Soluble, bulk, No. 2, per lb	0 18
London Pearl, per lb	0 22

Special quotations or Cocoa in bbls., kegs, etc.

Unsweetened Chocolate—	Per lb.
Plain Rock, ½'s & ¼'s, cakes, 12-lb. bxs	0 36
Perfection chocolate, 20c size, 2 dozen boxes, per dozen	1 80
Perfection Chocolate, 10c size, 2 and 4 dozen boxes, per dozen	0 90

Sweet Chocolate—

Queen's Dessert, ½'s and ¼'s, 12-lb. bxs., per lb	$0
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ½-lb., 12-lb. boxes, per lb	0 35
Parisian, 8's	0 30
Royal Navy, ½'s ¼'s, boxes, per lb	0 30
Diamond, 7's, 12-lb. boxes, per lb	0 24
" ½'s " " "	0 25
" ¼'s " " "	0 28

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., 2-doz. in box, per dozen 0 90

Confections—	Per lb.
Milk chocolate wafers, 5-lb. boxes	0 36
Maple buds, 5-lb. boxes	0 36
Chocolate wafers, No. 1, 5-lb. boxes	0 30
Chocolate wafers, No. 2, "	0 25
Nonpareil wafers No. 1, "	0 30
Nonpare l wafers, No. 2, "	0 25
Chocolate ginger, 5-lb. boxes	0 30
Milk chocolate, 5c bundles, per box	1 35
Milk chocolate, 5c cakes, per box	1 35

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

10c. tins, 4 doz. to case	per doz., $ .90
½ " " 4 " "	" 2.40
½ " " 2 " "	" 4.75
1 " " 1 " "	" 9.00

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb. 0 35

Smaller quantities 0 37

JOHN P. MOTT & CO.'s,
R. S. McIndoe, Agent, Toronto.
Arthur M. Loucks, Ottawa.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
R. J. Bedlington & Co., Calgary, Alta.
Standard Brokerage Co., Vancouver, B.C.

Elite, 10c size (for cooking), doz 0

Prepared cocoa, ½'s 0 28

Prepared ¼'s 0



Mott's breakfast cocoa, 10c. size	90 per dz.
" breakfast cocoa, ½'s	0 38
" " " ¼'s	0 38
" No. 1 chocolate, ½'s	0 32
" Navy " ¼'s	0 29
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 24
" Plain choice chocolate liquors	0 [illegible]
" Sweet Chocolate Coatings	0 20

WALTER BAKER & CO., LIMITED. Per lb.

Premium No. 1 chocolate, ½ and ¼-lb. cakes	$0 38
Breakfast cocoa, 1-5, ½, ¼, 1 & 5-lb. tins	0 41
German Sweet chocolate, ½ and ¼-lb. cakes, 6 lb. boxes	0 28
Caracas Sweet chocolate, ½ and ¼-lb. cakes, 6-lb. boxes	0 35
Auto Sweet chocolate, 1-6-lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins	0 47
Soluble cocoa (hot or cold soda 1-lb. tins	0 38
Cracked cocoa, ½-lb. pkgs., 6-lbs. bags	0 34
Caracas tablets, 100 bundles, tied 5s, per box	3 00

The above quotations are f.o.b. Montreal

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—5c., 10c., 20 and 40c. packages packed in 15 lb. and 30 lb. cases.

	Per lb.
1 lb. packages	0 26
lb "	0 27
lb.	0 28
1 and ½ b. packages assorted	0 26½
½ and ¼ b. " "	0 27½
½ lb. packages assorted in 5 lb. boxes	0 28
½ lb. " "	0 29
¼ lb. " in 5, 10, 15 lb. cases	0 30

Bulk—

In 15 lb. pails and 10, 25 and 50 lb. boxes.	Pails.	Tins.	Bbls.
White Wax, fine style	0 16	0 17	0 17
Best Shredded	0 18	....	0 16
Special Shred	0 17	....	0 15
Ribbon	0 19	....	0 17
Macaroon	0 17	....	0 15
Desiccated	0 16	....	0

White Moss in 5 and 10 lb. square tins, 21c.

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Cocoanut—

Featherstrip, pails	0 16
Shredded	0 15
In packages 2-oz., 4 oz., 8-oz., lb.	0 28

Condensed Milk.

BORDEN'S CONDENSED MILK CO.
Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
"Eagle" brand (4 doz)	$6 00	$1 50
"Gold Seal" brand (4 doz)	5 00	1 25
"Challenge" brand (4 doz)	4 00	1 00
Evaporated Cream—		
"Peerless" brand evap. cream	4 70	1 20
" hotel size	4 90	2 45





TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 00
Reindeer" brand per case (4 doz.)	5 00





Coffees.

EBY, BLAIN CO. LIMITED.
Standard Coffees.

Roasted whole or ground. Packed in damp-proof bags and tins.

Club House	$0 32
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" " ground	0 17½
Golden Rio	0 14

Package Coffees

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, ½ and 1 lb. tins, ground	0 [illegible]
English Breakfast, 1 lb. tins, ground	0 18

THOS. J. LIPTON retail wholesale

Lipton's "Special" blend Coffee, 1 lb. tins, ground or whole	0 40	0 30

JAMES TURNER & CO. Per lb

Mocca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

PATTERSON'S "CAMP" COFFEE ESSENCE
Agents, Rose & Laflamme, Montreal an Toronto.

5 oz. bottles, 4 doz., per doz		1 75
10 " " 4 " "		3 00
Rep. quarts, 1 " "		6 50
Imp. " 1 " "		9 00

WHITE SWAN SPICES AND CEREALS LTD.
White Swan Blend.



1-lb. decorated tins, 32c. lb

Mo-Ja, ½-lb. tins 30c. lb.

Mo-Ja, 1-lb. tins 28c. lb.

Mo-Ja, 2-lb. tins 28c. lb.

Cafe des Epicures—1-lb. fancy glass jars, per doz., $3.60.

Cafe l'Aromatique—1-lb. amber glass jars, per doz., $4.

Presentation, with 3 tumblers), $10 per doz



THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy lithographed canisters	0 30

Cheese —I

Large size jars, per doz	$8 25
Medium size jars, "	4 50
Small size jars, "	2 40
Individual size jars, per doz	1 00

Imperial holder—

Large size, doz.	18 00
Med. size "	17 00
Small size "	12 00

Roquefort—

Large size, doz.	2 40
Small size, "	1 40



Confections

THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box, "	1 35
" 10c cakes, 36 in box "	2 [illegible]
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
" No. 2, " "	0 25
Maple Buds, 5-lb. boxes, lb	0 36
Nut Milk Chocolate, ½-lb. cakes, 12-lb. box, lb	0 40

These prices are F.o b. Toronto.

MACLAREN'S IMPERIAL CHEESE CO. LTD

Imperial Peanut Butter "Bobs," the Perfect Confectionery.

Large size, cases, 25 cartons	$3.50 each
Small " " 50 "	3 60 "
Assorted, cases, 26 small, 12 large	3.55 "

Net 30 days.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Ltd. Toronto. C. O. Beauchemis & Fils. Montreal

$2, $3, $5, $10, $15 and $20.

All same price one size or assorted.

UN-NUMBERED

Under 100 books	each 04
100 books and over	each 03½
500 books to 1000 books	03

For numbering cover and each coupon, extra per book ½ cent.

Cleaner.



	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agents
The Davidson & Hay, Limited, Toronto

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.
"Vita" Pasteurized Extract of Beef. Per case.

Bottles	1-oz.,	case of 2 doz		$3 20
"	2 "	" 1 "		3 00
"	4 "	" 1 "		4 50
"	20 "	" ½ "		4 75
"	20 "	" 1 "		9 00

THOMAS J. LIPTON
Prices on application.

Infants' Food.

Robinson's patent barley ½-lb. tins	$1 [illegible]
" " 1-lb. tins	2 [illegible]
" " groats ½-lb tins	1 [illegible]
" " lb tins	2 [illegible]

"Mephisto" and "Purity" Canned Lobsters.



Flavoring Extracts

SHIRRIFF'S

1 oz. (all flavors),	1 00
2 " " "	1 75
2½ " " "	2 00
4 " " "	3 00
5 " " "	3 75
8 " " "	5 50
16 " " "	10 00
32 " " "	18 00

Discounts on application.





Fly Pads, Wilson's Fly Pads, in boxes of 50 10c. packets, $3 per box, or three boxes for 2 30.

5 boxes 2 75 10 boxes 2 65

Jams and Jellies.

BATGER'S WHOLE FRUIT STRAWBERRY JAM
Agents, Rose & Laflamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz 2 20

THOMAS J. LIPTON
Prices on application.

T. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case per lb.	07½
5 and 7-lb. tin pails, 8 and 9 pails in crate per lb.	0 07
7 wood pails, 6 pails in crate, per lb	0 07
30-lb. wood pails "	0 06½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb.	0 07½
7 wood pails, 6 pails in crate, per lb.	0 07

Free Trip to "Toronto National Exhibition"

and Return, with Six Admission Tickets thrown in for Good Measure.

To anyone, living in Canada, who sends us new, full-year, paid-in-advance subscriptions as per schedule below, will be furnished Free First-Class Railway, or Steamship, Transportation (as preferred) to Toronto and Return, over any Canadian Railway, or Steam oat Line, together with Six Regular Admission Tickets to the Toronto National Exhibition this fall. Tickets good during the Exhibition, subject to the regulations of the transportation company issuing them.

Begin now, and see how easy it is to earn this outing. Subscriptions may be sent in any time before July 15th next, but not later, as the remaining time before the fair is required to complete arrangements for traveling accommodation for those who respond to this offer.

There is no competition, or other element of chance or risk about this offer. The distance you reside from Toronto regulates the number of subscriptions you must send. When you have sent that number you may rest assured that our undertaking will be carried out to the letter. The regular railway time-tables will be used to determine the distance, which is to be calculated by the shortest passenger route. By consulting your railway time-table you will get this information, or we will supply it. Should you fail to secure the full number of subscriptions required, proper remuneration will be made by sending you, in lieu of the tickets, their pro rata equivalent in cash.

Notify us early of your intention to accept this offer; for convenience you may use the form below. This offer is open to ANYONE, whether a subscriber or not.

THE BUSY MAN'S MAGAZINE,
10 Front St. East.
Toronto, Ont.

Gentlemen :

I hereby accept your offer of "Free, First-Class Transportation to the Toronto National Exhibition and Return; together with Six Regular Admission Tickets to the Fair-Grounds," in consideration of which I will undertake to send you the number of new, full-year, paid-in-advance subscriptions to The Busy Man's Magazine, indicated by my X, on the schedule below. I reside no further from the city of Toronto than is indicated in the schedule opposite my X.

Miles from Toronto.		Number of subs.	Mark X
25 to	50	3	
51	100	5	
101	150	7	
151	200	9	
201	250	11	
251	300	13	
301	350	15	
351	400	17	
401	450	19	
451	500	21	
501	600	23	
601	700	25	
701	800	28	
801	900	31	
901	1000	34	
1001	1100	37	
1101	1200	40	
1201	1300	43	
1301	1400	47	
1401	1500	50	
1501	1600	53	
1601	1700	56	
1701	1800	59	
1801	1900	63	
1901	2000	66	
2001	2250	72	
2251	2500	80	
2501	2750	89	
2751	3000	97	

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*Boat Line*_____

Write plainly; this will insure immediate acknowledgment of your communications and safe and prompt delivery of your tickets.

Absolute Purity Guaranteed



E. D. S. Brand Jams & Jellies

Highest Quality Assured

AGENTS

W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; R. B. Colwell, Halifax, N. S.; J. Gibbs, Hamilton

E. D. Smith's Fruit Farms, Winona, Ont.

	Per lb.
30-lb wood pails	0 06½
Pure assorted jam, 1-lb. glass jars, 2 doz. in case	1 75

Jelly Powders

IMPERIAL DESSERT JELLY



Assorted flavors—gross 10.75.
MacLaren Imperial Cheese Co., Limited.

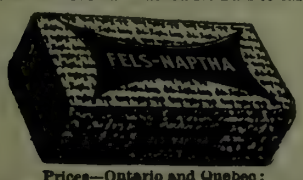


Assorted Case,	Contains 4 doz.	$3.60
Assorted Case,	Contains 2 doz.	$1.80
Lemon	(Straight) Contains 2 doz.	$1.80
Orange	(Straight) Contains 2 doz.	$1.80
Raspberry	(Straight) Contains 2 doz.	$1.80
Strawberry	(Straight) Contains 2 doz.	$1.80
Chocolate	(Straight) Contains 2 doz.	$1.80
Cherry	(Straight) Contains 2 doz.	$1.80
Peach	(Straight) Contains 2 doz.	$1.80

Weight 7 lbs. to case. Freight rate, 3d class.

Soap

The GENUINE. Packed 100 Bars to case.



Prices—Ontario and Quebec:

Less than 5 cases	5 25
Five cases, or over	5 15



THE ROBERT GREIG COMPANY.

White Swan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.



List price "Shirriff's" (all flavors), per doz. 0

Discounts on application.

Lard.

N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces	$0 10½
½-bbls.	0 11
Tubs, 60 lbs.	0 10½
20-lb. Pails.	2 20
20-lb. tins	2 10
Cases 3-lb.	0 11½
" 5-lb.	0 10½
" 10-lb.	0 10½



F.O.B. Montreal.



GUNNS "EASIFIRST" LARD COMPOUND.

Tierces	0 10
Tubs	0 10½
20-lb. pails.	0 10½
20-lb. tins	0 10
10-lb. "	0 10½
5-lb. "	0 10⅞
3-lb. "	0 11

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (35 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy boxes 60) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb cans	7 50
"Pastry" licorice 10 sticks	1 45
" " 100 sticks	0 75
Dulo large cent sticks, 100 in box	

Lye (Concentrated)

GILLETT'S PERFUMED.

	Per case
1 case of 4 dozen	$3 50
3 cases of 4 dozen	3 50
5 cases or more	3 40

Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case, per doz	$1 00
16-oz. glass jars, 2 doz in case "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Pint Sealers (24 oz.), 1 doz in case, per dozen	2 00

SHIRRIFF BRAND

"Imperial Scotch"—	
1-lb. glass, doz.	1 55
2-lb. " "	2 80
4-lb. tins, "	4 65
7-lb. " "	7 35
"Shredded"—	
1-lb. glass, doz.	1 90
2-lb. " "	3 10
7-lb. tins, "	8 25



THOMAS J. LIPTON

Prices on application



SPRATT'S PRICE LIST

Mixed Bird Seeds, 1-lb. pkts., 3 dozen cases per doz	$0 95
Parrot Food, ½ lb. pkts., 1 doz cartons	1 45
Parrot Food, 2-lb. pkts	1 35
Bird Cage Sand, about 1½-lb. bags, ½-gross cases, per doz	0 30
Bird Cage Grit, about 1½-lb. bags, ½-gross cases, per doz	0 30

Mince Meat

Wethey's condensed, per gross net	$12 00
" per case of 3 doz. net	3 00



ST. CHARLES CO DENSING CO

PRICES:

St. Charles Cream-family size, per case	$4.70
Ditto, hotel,	4.90
Silver Cow Milk	5.00
Purity Milk	4.70
Good Luck	4.00

Mustard

COLMAN'S OR KEEN'S

D.S.F.	¼-lb. tins, per doz.	$ 1 40
"	½-lb tins, "	2 50
"	1-lb. tins, "	5 00
Durham	4-lb. jar, per jar	0 75
"	1-lb. jar, "	0 25
F.D.	¼-lb. tins, per doz.	0 85
"	½-lb. tins, "	1 45

Olive Oil

LAPORTE, MARTIN & CIE., LTD.

Minerva Brand—	
Minerva, qts. 12's	$ 5 75
" pts. 24's	6 50
" ½-pts. 24's	4 25

Sauces

PATERSON'S WORCESTER SAUCE

Agents, Rose & Laflamme, Montreal and Toronto

½-pint bottles, 3 & 6 doz., per doz.	0 90
pint " 3 doz.	1 75

THOMAS J. LIPTON

Prices on application

Soda

COW BRAND



Case of 1-lb. containing 60 packages, per box, $3.00

Case of ½-lb. containing 120 pkgs. per box, $3.00

Case of 1-lb and ½-lb containing 30 1-lb and 60 ½-lb. pkgs per box $3.00

Case of 5c. pkgs. containing 96 pkgs. per box, $3.00

MAGIC BRAND

		Per case
No. 1, cases	80 1-lb. packages	$ 2 75
No 2, "	120 ½-lb. "	2 75
No. 3, "	30 1-lb. "	2 75
	60 ½-lb. "	

No. 5 Magic soda—cases 100—10-oz. pkg

1 case	2 75
5 cases	2 75



Wood's "Canadian Souvenir" Canister Coffee

Roasted in Bean or Roasted and Ground

Cases of 48 lbs., 1 lb. cans, $14.40 per case

THIS COFFEE has found a welcome in thousands of homes.
If you are not selling it you are missing a pleasure.
It is of unequalled quality as a popular, rapid-selling line.
THE CANISTER is lithographed on the tin in rich, delicate colouring.
It has a permanent usefulness every housekeeper prizes.
It sells and it suits! We solicit your orders.

THOMAS WOOD CO. LIMITED

No. 428 St. Paul St. Montreal

Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

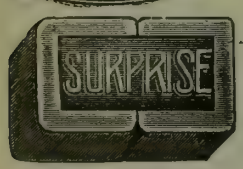
Maypole soap, colors	per gross	$10 20
" " black	"	15 30
Oriole soap	"	10 10
Gloriola soap	"	12 00
Straw hat polish	"	15 90



3 doz. to box..... $3 45

6 doz. to box $6 90

30 days.



1 Box Price $4.00

5 Box Price $3.90

Freight paid on 5 box lots.



Or Quick Naptha Soap (100 bars to case) in 5-case lots (delivered)—$3.85 each. The Richards Pure Soap Co., Ltd., Woodstock, Ont.

Starch

EDWARDSBURG STARCH CO., LIMITED.

	per lb
Laundry Starches—	
No. 1 White or blue, 4-lb. carton.	$0 07½
No. 1 " " 4-lb. "	0 07
Canada laundry	0 06
Silver gloss, 6-lb. draw-lid boxes.	0 08
Silver gloss, 6-lb. tin canisters	0 08
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 07
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 06½
Canada White Gloss, 1-lb. pkgs	0 07½
Benson's enamel....per box 1 50 to	3 00
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07½
Canada Pure Corn	0 07½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
" " 1 " or blue,	

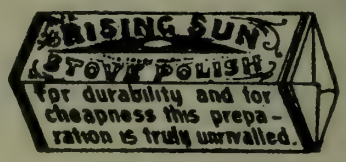
BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 6½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06½
Barrels, 200 lb.	0 07½
Kegs 100 lb.	0 06
Lily White Gloss—	
1-lb. fancy cartons, cases 50 lb.	0 08
6-lb. toy trunks, 8 in case	0 08
6-lb. enameled tin canisters, 8 in case	0 08
Kegs, ex. crystals, 100 lb.	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 08
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	3 20

Stove Polish.

	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$5 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste 5c. size, ½-gross boxes	5 00



JAMES' D ME BLACK LEAD

	Per gross
6a size	$2 40
2a "	2 50

Syrup.

EDWARDSBURG STARCH CO., LTD.

"Crown" Brand Perfection Syrup.

Barrels, 700 lbs	0 03½ per lb.
Half-barrels, 350 lbs	0 03¾ "
¼-barrels, 175 lbs	0 03¾ "
Pails 25 lbs	1 30 each
" 38½ lbs	1 80 "

Plain tins, with label—	Per case.
2 lb. tins, 2 doz. in case	2 50
5 " 1 " "	2 85
10 " ½ " "	2 75
20 " ¼ " "	2 70

(5, 10 and 20 lb. tins have wire handles.)

Teas



THE "SALADA" TEA CO.

	Wholesale	Retail.
Brown Label, 1's and ½'s	$0 25	$0 30
Green Label, 1's and ½'s	0 27	0 35
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, 1's and ½'s	0 44	60
Red-Gold Label, ½'s	0 55	0 80



EMPIRE PACKAGE TEA

Cases 30 and 50 lbs. each—Black, Mixed, and Green Ceylon.

25c	½s, 20c.; ¼s, 21c.
30c	1s and ½s, 23c.
40c	1s and ½s, 28c.
50c	1s and ½s, 35c.
75c	1s and ¼s, Vulcan, 50c.

100 lb. lots freight paid.

LIPTON'S TEA

Thomas J. Lipton

75 Front St. East, Toronto.



Packed in air-tight tins only.

	wholesale	retail
Blue label ¼'s and 1's	0 24	0 30
Orange " ⅛'s, ¼'s and 1's	0 30	0 40
Pink " ⅛'s & 1's, tins	0 35	0 50
Red " Dominion blend, ¼'s and 1's	0 44	0 60
Gold " Afternoon blend, ¼'s and 1's	0 50	0 70



Black Label, 1-lb., retail at 25c	$0 20	
" " ½-lb., " "	0 11	
Blue Label, retail at 20c	0 23	
Green Label, " 40c	0 30	
Red Label, " 50c	0 25	
Orange Label, 1's and ½'s	0 23	0 26
Orange Label, 1's and ½'s	0 23	0 40
Blue Label, 1's	0 20	0 25
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—		
Victoria, hf-c, 80 lbs	0 25	
Princess Louise, hf-c, 80 lbs	0 19	
Ceylon Green Teas—Japan style—		
Lady, cases 60 lbs	0 13	
Duchess, cases 60 lbs	0 19	



BLUE RIBBON TEA CO., TORONTO

	Wholesale	Retail
Yellow Label, 1's	0 20	0 25
" ½'s	0 21	0 25
Green Label, 1's and ½'s	0 24	0 30
Blue Label, 1's and ½'s	0 25	0 35
Red Label, 1's, ½'s and ¼'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, ½'s and ¼'s	0 55	0 80
Embossed, ½'s and ¼'s	007	1 00



	Wholesale	Retail
Pink Label 1's and ½'s	30c.	40c.
Gold Label 1's and ½'s	35c.	50c.
Lavender Label 1's and ½'s	42c.	60c.
Green Label 1's and ½'s	50c.	75c.

Canisters			
Gold Tins, 5's	35c.	1.75	50c. 2.50
Gold Tins, 3's	35c.	1.05	50c. 1.50
Gold Tins, 1's	36c. each		50c. each
Gold Label, ½'s	18c ea.	36 lb.	25c ea. 50 lb.
Red Tins, ½'s	35c ea.	70 lb.	50c ea. 1 00 lb.
Red Tins, ¼'s	18c ea.	72 lb.	25c ea. 1.00 lb

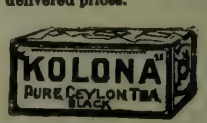


MELAGAMA TEA.

MINTO BROS., 55 Front St. East

	Wholesale	Retail.
Black, green, mixed, ⅛s	0 70	1 00
" " ¼s	0 55	0 80
" " ½s	0 44	0 60
" " 1 lbs. & ½s	0 40	0 60
" " ⅛s	0 38	0 50
" " 1 lbs. & ½s	0 35	0 50
" " ½s	0 30	0 40
" " 1 lbs., ½s	0 30	0 40
" " ⅛s	0 32	0 40
" " ¼s	0 25	0 30
" " 1 lbs.	0 24	0 30

We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Orange Label,		42
Gold Label, " 80c.		56

RIDGWAYS.

London, Vancouver Winnipeg and Ceylon.



	Wholesale.	Retail.
Capital Household, 1's and ½'s	0 30	0 40
Old Country, 1's and ½'s	0 35	0 50
5 o'clock, 1's and ½'s	0 42	0 60
H.M.S., 1's and ½'s	0 75	1 00

Ridgway's Standard Bulk Blend in stock at all our branches in Canada.



THOMAS WOOD & CO.

Montreal and Boston

	wholesale	rete
Wood's Primrose, per lb	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ½-lb. tins. All grades—either black, green or mixed.

Tobacco.

IMPERIAL TOBACCO COMPANY OF CANADA, LIMITED—EMPIRE BRANCH.

Chewing—Black Watch 5s	36
Black Watch 11s	33
Bobs 5s and 10s	38
Bully 6s	44
Currency 5½s. and 10s	38
Stag 5s	38
Old Fox 12s	44
Pay Roll Bars 7½s	56
Pay Roll 7s	56
Plug smoking—Shamrock 6s., plug or bar	45
Rosebud Bars 6s	45
Empire 5s, and 10s	36
Amber 8s. and 3s	50
Ivy 7s	50
Starlight 7s	50
Cut Smoking—Great West Pouches, 7s	51

JOS. COTE, QUEBEC.

Cigars	
St. Louis (union), 1-20	$33 00
St. Louis, 1-40	35 00
St. Louis, 1-100	35 00
Champlain, 1-20	35 00
Champlain, 1-40	36 00
El Sergeant, 1-20	55 00
El Sergeant, 1-40	55 00
El Sergeant, 1-100	55 00

Cut tobaccos.	
Petit Havana, ¼, 1-12—1-6	0 40
Quesnel, 1-4, 1-2	0 65
" 1-2	0 65
Cote's Choice Mixture, ½-lb tins	0 75
" " ½-lb "	0 75
" " 1-lb "	0 80

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz	$12 00
Absorbine Jr., per dozen	3 00

Yeast.

Royal yeast, 3 doz. 5 cent. pkgs	$1 10
Gillett's cream yeast, 3 doz. in case	1 10

For charges for inserting quotations in this dept. apply to Advt. Manager, The Canadian Grocer, at our nearest office.

Sell Seeds That Feed—

SPRATT'S
MIXED
BIRD SEEDS

Comprise only such seeds as are known to be adapted for songsters to improve their health and develop their singing powers. They are properly cleaned and correctly balanced; always give the highest satisfaction, and the thoroughly satisfied customer is the most profitable one that a dealer can have.

Ask your jobber for them. Packed in boxes containing 3 dozen 1-lb packets.

SPRATT'S PATENT, Ltd., LONDON, ENG.

MONTREAL—13 St. Therese St., St. Gabriel's.

Sanitary Cans

For Hand Filled Goods

Tomatoes, Stringless Beans, Asparagus, Spinach, Etc., Apples, Peaches, Pears, Plums, Etc.

Sanitary Enamel Lined Cans

For Color Fruits and Goods of Strong Acidity

Strawberries, Red Raspberries, Black Raspberries, Blackberries, Sour Cherries, Blueberries, Beets, Rhubarb, Etc.

"The Can Without The Tap Hole"
"Bottom Like The Top"

Write for Samples

Sanitary Can Company, Ltd.

Niagara Falls, - - Ontario

WARNING!

Crescent BM&Co. TRADE MARK. Brand

SODA CRYSTALS (WASHING SODA)

Foreign Soda Crystals—and some of English manufacture—are being extensively offered for sale in this country which are grossly adulterated with Glauber-Salts (Sulphate of Soda), a cheap product which is not only entirely useless for washing purposes, but is even likely to injure the fabrics with which it comes in contact. The Adulterated Soda-Crystals, although nominally lower in price than BRUNNER MOND'S PURE SODA CRYSTALS, are in reality much dearer owing to the large quantity of useless and injurious matter which they contain.

BRUNNER, MOND & CO., LIMITED
WINN & HOLLAND, Agents
MONTREAL

FREQUENCY OF SAILINGS

Every twelfth day a Pickford and Black steamer leaves Halifax for Bermuda, The British West Indies and Demerara, and is away thirty-eight days. A delightful trip for moderate cost. Write us.

PICKFORD & BLACK
HALIFAX

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON'
KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England
Agent:
JOHN FORMAN, - 644 Craig Street
MONTREAL.

BOY WANTED

TO START IN BUSINESS FOR HIMSELF.

We will establish YOU in a good-paying business of your own.
Profits right from the start, and Prizes.
No money required to begin.
We will mail to you FREE 5 copies of our publication.
These can be sold and will provide the capital for the next week's supply.
The work is easy.
You be sure to write at once and we will send you 5 copies for next week and everything necessary.

The MacLean Pub. Company
10 Front Street East, TORONTO, CANADA

Haying not far off
A big crop likely

SALT

will be required

How is your Stock?

VERRET, STEWART & CO.
LIMITED
MONTREAL

Canned Fruits

The quality of

WETHEY'S LAUREL BRAND

speaks for itself.

Do not buy without consulting us.

Get our prices.

J. H. Wethey, Ltd.
ST. CATHARINES, ONT.



In Store . . .

LOBSTERS, 1909 pack

A Bargain in PICKLES

EMPIRE TEA

Empire Brand

Our Sales Steadily Increasing. Try it and be convinced

25c., 30c., 40c., 50c.

4 Free Phones
Use them freely
It will pay you

GEO. E. BRISTOL & CO.
Wholesale Grocers
Hamilton, - - - Ontario

CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

Montreal: 701-702 Eastern Townships Bank Bldg. Toronto: 10 Front St. East. Winnipeg: 511 Union Bank Building. London, Eng.: 88 Fleet St., E.C.

VOL. XXIII. PUBLICATION OFFICE: TORONTO, JUNE 18, 1909. NO. 25.



The only argument to advance to a critical customer as to the superiority of one laundry blue over another is

"KEEN'S OXFORD BLUE

madam, allows of no comparison. It stands alone and above all others in quality."

FOR SALE BY EVERY JOBBER IN CANADA

Frank Magor & Co., 403 St. Paul Street, Agents for the Dominion, Montreal

Merit alone has made

BENSON'S "PREPARED" CORN

AND

EDWARDSBURG "SILVER GLOSS" STARCH

The Leading cooking and laundry starch in Canada. Fifty years of the public's confidence speaks more for value than tons of printer's ink. For sale by every jobber.

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, Toronto, Ont. Works, Cardinal, Ont. 164 St. James St., Montreal, P.Q.

SOMETHING NEW



SOMETHING NICE

WRITE FOR QUOTATIONS

A SUPERIOR BRAND

THROUGH HANDLING WHICH THE GROCER'S PROFITS WILL RECEIVE A GREAT IMPETUS. THE PICNIC SEASON IS NOW ON AND THE NECESSITY FOR

MacLAREN'S IMPERIAL SPANISH OLIVES

IS PLAINLY APPARENT

MacLAREN IMPERIAL CHEESE CO., Ltd., TORONTO

As Supplied to His Majesty the King



As Supplied to the British House of Commons

"Stower's" Lime Juice Cordial

Few persons would purchase plain Lime Juice if they once tried a bottle of STOWER'S LIME JUICE CORDIAL, which is all ready for use, blended just right to suit the taste of the most fastidious, and so convenient.

LIME JUICE CORDIAL is one of the most popular drinks. It is delicious—quenching thirst—keeps the blood and digestive organs in an excellent state.

STOWER'S LIME JUICE CORDIAL is prepared from the freshly squeezed juice of the Lime Fruit, with every impurity carefully removed. **It will not ferment and is sweetened with the best refined loaf sugar.**

NO MUSTY FLAVOR



Montreal Office

Manufacturers' Agents and Brokers' Directory

Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.



Winnipeg Office

FACE TO FACE BUSINESS
I am on the job all the time. Why not give me a trial?
Grocery and Confectionery Brokerage my Specialty
G. WALLACE WEESE
Manufacturers' Representative. 30-32 Main East
Let's get close and talk it over—Now HAMILTON

CLARE, LITTLE & CO.,
WESTERN DISTRIBUTORS
Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.
Phone 159 SASKATOON,
P.O. Box 257. Western Canada

MacLaren Imperial Cheese Co.
Limited
AGENCY DEPARTMENT
Agents for Grocers' Specialties and Wholesale Grocery Brokers
TORONTO, Ont. DETROIT, Mich.

J. W. GORHAM & CO.
JERUSALEM WAREHOUSE, HALIFAX, N.S.
Manufacturers' Agents and Grocery Brokers
WAREHOUSEMEN
can give close attention to few more first-class agencies. Highest references.

W. S. CLAWSON & CO.
Manufacturers' Agents and Grocery Brokers.
Warehousemen
ST. JOHN, - - - N.B.
Open for a few more first-class lines

ON SPOT
1 CAR FINEST ENGLISH GLUCOSE
Testing 45 degrees.
Prices Submitted on Application.
LIND BROKERAGE CO.
23 Scott Street Toronto

FOR SALE
Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.
J. T. ADAMSON & CO.
Customs Brokers and Warehousemen
—
27 St. Sacrament Street, Montreal
TEL. MAIN 778 BOND 28

Write us for a Price on a
Car of Tomatoes
Lowest Prices and Finest Goods Packed
—
W. H. MILLMAN & SONS
CANADIAN AGENTS
TORONTO

Merchants, Manufacturers and Shippers
We desire correspondence with you if you want active representation in the West. We give special attention to Grocers' lines, and have salesmen covering the West.
Good track storage.
Advances made on consignments.
J. D. Brack & Co.
Wholesale Brokers
WINNIPEG

ROBERT ALLAN & CO.
General Commission Merchants
MONTREAL
Fish, Oils, Beans, Peas and Produce.
Agents: "Royal Crown" Skinless Codfish.
Representing Morris Co. Chicago. Pork and Lard.

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T. A. MACNAB & CO.
ST. JOHN'S, NEWFOUNDLAND
MANUFACTURERS' AGENTS and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business Highest Canadian and foreign references. Cable address: "Macnab," St. John's.
Codes: A,B,C, 5th edition, and private.

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TRACK WAREHOUSE
Consignments solicited, stored and reshipped to order
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Wholesale Commission Broker.
Box 122 Winnipeg. Reference, Bank of Commerce.

STORAGE IN OTTAWA
We offer every modern convenience. Largest warehouse in Ottawa Valley. Fireproof, low insurance rates, direct communication with all railways —tracks to the door. Centrally located.
Secure Our Low Rates.
Dominion Warehousing Co., Ltd.
52 Nicholas Street, Ottawa
J. R. Routh, Manager.

G. C. WARREN
Box 1036, REGINA
Manufacturers' Agent and Commission Merchant. Direct Importer of all grades of pure Ceylon Teas, and Grocery and Drug Specialties. Dealer in Coffees, Spices, Mustard, etc. Established eleven years. More lines desired

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(Successors to Stuart, Watson & Co.)
Wholesale Commission Brokers and Manufacturers' Agents.
WINNIPEG, - MAN.
Domestic and Foreign Agencies Solicited.

D. McL. BROPHY
414 St. Paul St. Montreal
Broker and Manufacturers' Agent.
Open to represent one more up-to-date house desirous of utilizing my excellent connection with the grocery trade.
Correspondence will receive prompt attention.

W. G. A. LAMBE & CO.
TORONTO
Grocery Brokers and Agents.
Established 1885.

To
Brokers and Manufacturers' Agents
—Your business card on this page will keep
—your name and field of operations before
—Manufacturers, Importers and others
—looking for responsible representatives.
It costs you little and means much to you if you are looking for agencies.
Write for particulars to
THE CANADIAN GROCER
Montreal Toronto Winnipeg

D. STAMPER
GROCERY AND FRUIT BROKER
AND MANUFACTURERS' AGENT
Goods Stored and Distributed
Warehouse, City Spur Track.
P.O. Box 793 MOOSE JAW, SASK.

W. G. PATRICK & CO.
Manufacturers' Agents
and
Importers
29 Melinda Street, Toronto

Your last chance—

Just another week's selling at the rate of last week's sales and we will have to withdraw the "SPECIAL SELLING PROPOSITION" on

"ANCHOR"

brand CANNED SALMON

——"The finest Fraser River Red Sockeye"——

GET BUSY---Get your orders in at once.

EBY-BLAIN, LIMITED

Wholesale Grocers **MONTREAL**

Worth Digesting

MR. GROCER,

Have you ever stopped to think over the question as to which of the most popular Package Teas gives you the best returns? Compare our prices against other package teas you are handling. We think you will soon see, with the popularity Blue Ribbon Tea has with the General Public to-day, that, if you are not handling our lines, it would be to your advantage to do so.

25c.	grade	costs	you	20c. for 1 lbs.
25c.	"	"	"	21c. for ½ lbs.
30c.	"	"	"	24c.
35c.	"	"	"	25c.
40c.	"	"	"	30c.
50c.	"	"	"	35c.
60c.	"	"	"	42c.
80c.	"	"	"	55c.
$1.00	"	"	"	70c.

THE BLUE RIBBON TEA CO., Limited

266 St. Paul St., MONTREAL



THE A 1 SAUCE

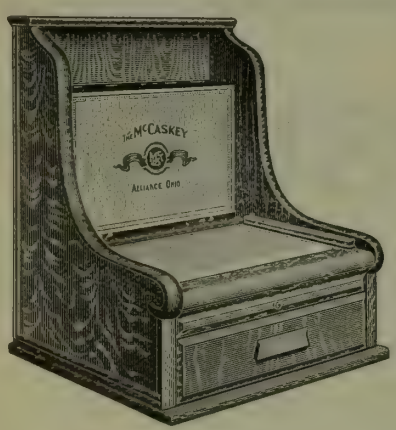
A Fine Tonic and Digestive.
An Excellent Relish For
"FISH, FLESH or FOWL."

Simply A 1.
Pleases everyone.
The Public WILL have it.
Sold all over the world.

For full particulars and prices write our Agents:

GENERAL AGENT—H. HUBBARD, 27 Common St., Montreal
THE WEIR SPECIALTY CO., 561-563 Yonge St., Toronto
J. READ, St. John, N.B.
R. T. TINN, 337 Hastings St. W., Vancouver, B.C.

BRAND & CO., LIMITED Purveyors to H.M. the King, Mayfair Works, Vauxhall **LONDON - ENG.**



ACCOUNTS ACKNOWLEDGED, INSPECTED AND ACCEPTED AS CORRECT



All accounts carried by the McCASKEY REGISTER SYSTEM are ***acknowledged accounts.***

Ledger accounts contain an element of uncertainty, as they are not accepted as correct until statement is rendered and comparisons made with invoices, which causes delays and oftentimes disputes and slow collections.

With the McCASKEY TOTAL FORWARDING REGISTER SYSTEM your customers get a ***complete bill*** and ***statement combined*** with every purchase, the ***acceptance*** of which is an ***acknowledgment*** of its ***correctness.***

The McCASKEY handles all accounts with but ***one writing.*** It insures accuracy. It pleases your customers. It keeps accounts down to a reasonable amount. And as a collector ***it simply pulls in the cash.***

Don't have a shadow of doubt. Don't give your customers a chance to dispute your accounts. Keep them in the right way—the McCASKEY WAY.

Ask us for information. It's ***free.***

THE McCASKEY REGISTER COMPANY, Cor. Hughson and Rebecca Sts., Hamilton, Can.

Getting Off to a Good Start Often Wins the Race

It's the same in business competition. The Western Canada market is a profitable one, the people were never more prosperous, nor the general outlook more reassuring. Thousands of settlers are taking up land every day.

The Western Market is growing all the time. Like a healthy, well fed youth it cannot help it—it's natural.

Have you something worth selling to either the retail or wholesale trade? Let us assist you in getting your share of the business. Our facilities are unequalled; our rates are reasonable.

CORRESPONDENCE SOLICITED

RICHARDS & BROWN

Wholesale Commission Merchants

314 ROSS AVENUE **WINNIPEG, MAN.**

We have our own large track warehouse in the heart of the wholesale district.

ROWLEY'S Valencia Raisins and Almonds

ARE THE BEST

AGENTS IN CANADA:

Wm. C. Christmas, Montreal; E. T. Sturdee, St. John, N.B.; Grant, Oxley & Co., Halifax, N.S.; Eugene Moore, Toronto; W. H. Escott, Winnipeg; J. A. Kavanagh, Hamilton, Ont.

DAY BY DAY

All steady and permanent growth is slowly attained. It is the little things that count—that tell materially—in the upbuild and strength of any cause. In the line of pure foods we do not overlook the smallest detail that will contribute to the quality and purity of

OLD HOMESTEAD BRAND
Canned Fruits and Vegetables

We obtain the finest raw material that can be anywhere procured. We have one of the largest, cleanest and most modern factories. Our methods of processing are sanitary and progressive and when the finished product reaches you your customers and yourself can depend upon the highest quality. Our guarantee is at the back of every tin.

ORDER FROM YOUR JOBBER

The Old Homestead Canning Co.

Picton, - Ontario



E. D. SMITH EXTENDS FACTORY

The above is a view of the four storey extension that we are making to our Jam Factory.

The building is of reinforced concrete throughout and is absolutely fire-proof.

The kitchen will be finished in white glazed tile, and everything possible has been done to maintain the record already established for absolute purity and cleanliness.

This view emphasizes better than words the great popularity of the E.D.S. Brand Jams and Jellies and the big national demand that they enjoy.

Millionaire Wholesaler says Trade

Advertising is a Money-Maker

(London, Ont., Correspondence).

Thomas Martindale, a millionaire wholesale grocer of Philadelphia, and a native Londoner, was the guest of honor at the Canadian Club luncheon at the Tecumseh last week, and gave an address on "Advertising as a Money-maker."

In the course of his remarks he said that in the United States wholesale grocers confine their advertising to weekly or monthly trade papers.

"Trade paper advertising," he said, "is to be commended, as trade papers exist primarily to help in promoting the interests of the particular trades they represent, and they generally are filled with the latest trade news, advice, statistics, etc., pertaining to their respective fields. Besides, it stands to reason that such advertising ought to be profitable in thus being directed right at the wholesaler's prospective buyers."

Kops' Ale & Kops' Stout

(Non-Alcoholic)

Ideal Summer Beverages

Scientifically brewed from the finest Kentish Hops, retaining the healthful bitter principle derived from Hops only. They are, nevertheless, non-alcoholic and non-intoxicating.

There are no more wholesome, salutary, palatable beverages than these.

Possess distinct tonic and stimulating properties.

If you did not try them last Summer, we should like to make arrangements to supply a sample lot.



THE BEST FOR YOUR TRADE.

CANADIAN AGENTS—Hudson's Bay Co., Vancouver, B.C. W. L. MacKenzie & Co., Ross Ave., Winnipeg.
Kenneth H. Munro, Coristine Bldg., Montreal. Royal Stores, St. John's, Nfld.
W. L. MacKenzie & Co., 606a Center St., Calgary.

KOPS' BREWERIES, London, S.W., England

CRYSTAL SUGARS

Retailers throughout Canada handle them.

You deal direct with the factory.

Standard, Fine, Coarse, Berry, Powdered.

The best for PRESERVING.

Always the same, the best.

Let us send samples with quotations.

Sugars that always satisfy.

Uniform Grain.

Gains customers for you.

A trial convinces.

Remember! It is dollars in your pocket.

Sold strictly on the merits.

MANUFACTURED BY

The Wallaceburg Sugar Co., Limited

Wallaceburg, Ont.

SNAP SELLS

It is a great big trade builder and has held its place as the foremost Hand Cleaner against all kinds of attacks. : : : :

Order from your Jobber

THE SNAP CO., Limited

MONTREAL CANADA



A WORD TO THE WISE

Before placing your order for 1909 pack, bear in mind that not only are

ESSEX BRAND CANNED GOODS

equal in quality and appearance to the best Brands on the market, but in selecting this Brand you have the decided advantage of getting just what you want, in the sized packages suitable for your trade.

ESSEX BRAND COMPRISES

FRUITS AND VEGETABLES of all kinds in 2's, 3's and gallon tins.

CATSUP in 10, 12 and 16 oz. and quart bottles; 2 lb., gallon tins, and jugs.

JAMS of all flavors, 12, 16 oz. glass; 5, 7 and 30 lb. pails.

APPLE BUTTER in 3 and 5 lb. stone jars.

APPLE JELLY in 1 lb. glass jars.

PORK AND BEANS in 1, 1½, 2 and 3 lb. tins, plain and with Tomato Sauce.

BESIDES WE CAN FURNISH

TOMATO PULP, regular; TOMATO PULP, finished; APPLE PULP, APPLE JUICE. Packed in good oak barrels.

OUR SPLENDID ASSORTMENT ENABLES US TO SUPPLY ALL YOUR WANTS, WHETHER THEY ARE LARGE OR SMALL.

You Want Protection—We Want Your Trade.

THE ESSEX CANNING & PRESERVING COMPANY LIMITED

ESSEX, ONTARIO

Don't Allow Yourself to be Misled

Chocolate "Bordo" (formerly Bordeaux) will hereafter be sold under the new registered name. Many manufacturers are trying to make this specialty, but the nearest they have yet come to it, is to copy the old name.

Remember there is as much difference between "Chocolate Bordo" and these imitations as there is between Cucumbers and Bananas. It isn't the way they are shaped or wrapped, it's the way they are made; that inimitable flavor and consistency which has made Chocolate "Bordo" such an overwhelming success.

Remember this fact when the imitators offer you a substitute.

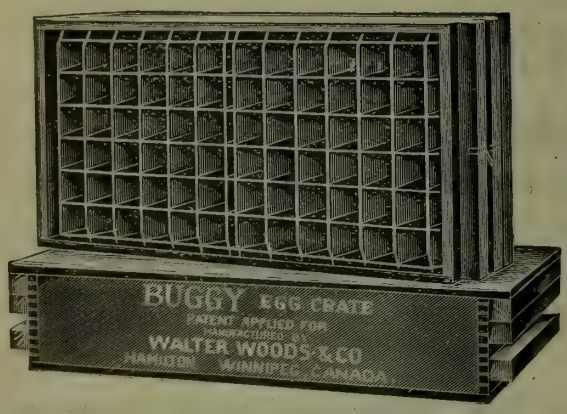
Buy and sell the original which is manufactured only by

The MONTREAL BISCUIT CO., MONTREAL

Manufacturers of BISCUITS AND CONFECTIONERY

Ask any leading jobber in Canada for this Specialty or write us direct.

Buggy Egg Crate



Everybody Says So:

"Just the thing" "Been looking for this"
"Well, how simple" "So handy"

Every Dealer Should Have Them

Walter Woods & Co.

Hamilton and Winnipeg

All Royal Mills are Guaranteed



Every manufacturer who has confidence in his product should be willing to guarantee it. If he isn't there's something wrong.

ROYAL electric coffee mills are as good as brains and money can make them. That's why we have confidence in them.

Every ROYAL electric coffee mill that leaves our factory is fully guaranteed. Can you afford to buy any other kind?

A style for every store
Sold on easy monthly payments

The best mill in the world at the least cost to you.

Write to-day for a free copy of our latest catalog.

The A. J. Deer Company

719 West Street - Hornell, N.Y.

TWO CENTS PER WORD

You can talk across the continent for two cents per word in a Canadian Grocer Want Ad.

CURRANTS

We are proprietors of

"AFRODITE" brand, the best AMALIAS currant on the market.

"NARCISSUS," fine FILIATRA currants.

"NAUSICAA," fine FILIATRA cleaned currants

and importers and distributors of

highest grade PATRAS and VOSTIZZA Currants.

We aim to give the trade the best grades of currants obtainable from season to season.

We solicit the opportunity to quote on your CURRANT needs at all times.

CANADIAN REPRESENTATIVES:

W. H. ESCOTT, Winnipeg.
J. A. KAVANAGH, Hamilton and London.

GREEK CURRANT CO.

260 West Broadway. - NEW YORK

THE LARGEST CURRANT HOUSE IN GREECE

You've tried the rest—
now try the BEST Tea

Cooper Cooper & Co.

are offering their world-famous "Tea Plant" Blend of

TEAS

at the following Popular Prices:

40—50—60 cents per lb.

Packed in air-tight ½ lb. canisters under our own "Tea Plant" label.

50 YEARS' REPUTATION

CANADIAN AGENTS:
Green & Co., 25 Front St. East, Toronto, Ontario.
D. Stamper, P.O. Box 793 Moose Jaw, Sask.
Clawson & Co., 11-12 South Wharf, St. John, N.B.

Cooper Cooper & Co., Limited

Head Office—71-73 Tooley St., London Bridge, S.E.
London, England

BULK PICKLES



BULK VALUES

The Lytle bulk pickles, done up in assorted size pails have no matchable value on the market to day.
That's a plain, blunt way of stating a hard fact.
Write us direct for attractive quotations.

Quality Pickles these

The T. A. Lytle Co., Limited

Sterling Road Toronto, Can.

MASON'S O.K SAUCE

The one sauce possessing that piquancy of flavor and uniform quality that makes it always the same. Splendid profit for the dealer, 33⅓%.



GEO. MASON & CO., LTD.

Sole Manufacturers, London, Eng.

Sole Canadian Agents:

S. T. Nishimura & Co.
MONTREAL

SUB-AGENTS:
Toronto, Ont.—Geo. Stanway & Co.
Hamilton, Ont.—James Somerville
Ottawa, Ont.—Mackenzie & Co.
London, Ont.—Wm. G Coles & Co.
Quebec, Que.—The F. Abel Co.
Kingston, Ont.—James Craig



Ridgways TEA

is without a peer in the Canadian market.

No tea is more extensively advertised or better known.

Good tea is a magnet which always draws trade.

Ridgway's Tea will be a trade winner for your store.

CANADIAN OFFICE, VANCOUVER, B.C.

Agents—Richards & Brown, 314 Ross Avenue, Winnipeg, Man.



It dries them up **Common Sense KILLS** { *Roaches and Bed-Bugs* / *Rats and Mice*

All Dealers and 381 Queen St. W., Toronto, Ont.

Dealers find Common Sense a very good seller, for the reason that it gives general satisfaction and each customer tells others about same. Write for prices.

P. & F.

VINCENTELLI

& CO.

ANTWERP, BELGIUM

THE OLDEST CORSICAN MAKERS OF

CANDIED PEELS

Specialities

CITRON, LEMON, ORANGE

Drained, Cut and Candied

Prices and Samples on Application

R. B. COLWELL

Representing in Nova Scotia

Maritime Dairy Co
Sussex Mineral Springs Co.
Ingersoll Packing Co.
Asepto Mfg. Co.
Ebony Polish Co.
E. D. Smith

Also Dealer in Butter, Eggs and Cheese. Consignments solicited. Highest market prices guaranteed. Quick turnover and prompt returns.

CORRESPONDENCE REQUESTED

265 Barrington St.
Halifax, N.S.

TEA;

Its History and Mystery

BY

JOSEPH M. WALSH

A Great Tea Expert

This is a practical, exhaustive work containing valuable information about Tea. It should be in the hands of every enterprising Grocer and Tea Dealer in the country.

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1. Early History.
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4. Cultivation and Preparation.
5. Classification and Description
6. Adulteration and Detection.
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9. World's Production and Consumption.
10. Tea Culture, a Probable American Industry.

Mailed to any address on receipt of

Price $2.00 Postpaid

12mo. Bound in Cloth.

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10 Front St. East, · · TORONTO, CAN.

ESTABLISHED 1849

BRADSTREET'S

Capital and Surplus, $1,500.000

Offices Throughout the Civilized World

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claims as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. **Correspondence Invited.**

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QUEBEC, QUE.
TORONTO, ONT.
VANCOUVER, B.C.

—OFFICES IN CANADA—

THOS. C. IRVING, General Manager
Western Canada, Toronto

Try a business card in The Canadian Grocer.

SHIRRIFF'S

ORANGE MARMALADE

They Represent Highest Quality

WE GLADLY QUOTE PRICES

Imperial Extract Company





SHIRRIFF'S

Concentrated Fruit Essences

They Possess Excellence Unequalled

SHIRRIFF'S LEAD ALWAYS

18-22 Church St., Toronto, Can.

British Columbia Buyers

PLEASE NOTE THAT

TODHUNTER, MITCHELL & CO.
TORONTO

Can supply your wants for their well known lines of **Coffee, Cocoa, Chocolate**

FROM VANCOUVER

Write Our Agents

W. HARRY WILSON & CO.
VANCOUVER

Lines That Will Sell Well Right Now!

Successful Merchants who have stocked the goods of the Taylor & Pringle Co., Ltd., declare that they sell much better than the ordinary, and are thoroughly satisfactory in every way. Here are our leaders:



Queen Quality Pickles
Sweet, Mixed and Chow

Bulk Pickles, all sizes; Tomato Catsup, Worcestershire Sauce, Pure Apple Cider, Cider Vinegar.

NON-ALCOHOLIC WINES IN PINTS AND QUARTS AND IN BULK IN KEGS

German Sauer-Kraut — Pickles in Brine.

RYAN & HOOPER, Toronto Agents

Taylor & Pringle Co., Ltd.
Owen Sound, Ont.

Good Coffee

Coffee better than the average.
Coffee superior to others.
Coffee so exquisite in flavor.

That people want it again—and again. That's what

Aurora Coffee

is. The best money can buy. It retails at 40 cents and leaves you a margin for yourself that is worth while—something to justify your buying the brand and introducing it to your customers. Don't lose this chance.

W. H. GILLARD & CO.
Wholesale Grocers *Coffee Importers*
HAMILTON
Branch House—Sault Ste. Marie

BEST
according to Webster's Dictionary means
EXTREME OF GOOD

Applied to **Molasses** it means

GINGERBREAD

In Tins, 2's, 3's, 5's, 10's
ALSO IN BULK

There are plenty of Goods nearly as good, but remember there is only one BEST.

It requires very little extra effort to specify Gingerbread when ordering from your wholesaler, but it means a lot to your customers in extra quality.

Dominion Molasses Co.,
LIMITED
Halifax, - Nova Scotia

PANCAKE FLOUR SALES

ARE NOW IN ORDER

THE CONSUMER PREFERS

WHITE  SWAN

BRAND

MADE UNDER A SPECIAL FORMULA FROM CHOICE RICE, WHEAT AND CORN. FAR SUPERIOR TO OTHER BRANDS AND JUST THE THING FOR SUMMER USE.

ORDER NOW

WHITE SWAN SPICES & CEREALS, LIMITED
TORONTO

WAGSTAFFE'S

Fine Old English

Pure Orange Marmalade

Season 1909, now ready.

WAGSTAFFE'S

Jams, Jellies and Sealed Fruits

are better than the imported.
Once tried, always used.

WAGSTAFFE, Ltd.

Pure Fruit Preservers

HAMILTON

BATGER'S LIME JUICE CORDIAL

"A high-grade lime juice cordial affording the dealer a fair profit." The opinion of a large dealer on Batger's Lime Juice Cordial.

ROSE & LAFLAMME, LTD.
Agents
MONTREAL and TORONTO

You Should Subscribe to the Financial Past

Real Reasons Every one of Them

It is reliable and readable,
Its information is accurate and authoritative.
It tells the truth all the time.
It is a guide to investors, lenders and borrowers.
It gives the latest financial news.
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It is endorsed by the leading financial authorities.
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Single Copies, 10c. at all News Stands. $3.00 Per Year

The Financial Post

10 Front St. East, Toronto, Ont.

Montreal Winnipeg New York Chicago
Paris London

Tartan BRAND

SIGN OF PURITY

Vegetables and Fruits

OUR PROPOSITION FOR 1909 IS WORTH WAITING FOR

Our Cabinet Long Distance Phone 596 at your service free.

BALFOUR, SMYE & CO.

Headquarters for Fancy and Staple Groceries
HAMILTON, ONT.

Nothing Just As Good

WONDERFUL SOAP

LEADS IN PURITY AND VALUE

That is why the careful housewife demands it and that is when the progressive grocer finds that it pays him to stock it. It is no slow-selling, space-occupying commodity but a quick, reliable, dependable article that builds profit and establishes connection and forms a pleasant relationship between seller and consumer. :: :: :: :: :: ::

Don't forget our famous Crystal Soap Chips.

SEND FOR QUOTATIONS

The Guelph Soap Company

GUELPH - - - - - - ONTARIO



What "The Lancet" says:

"Cobra" Boot Polish has just been analysed by Dr. Ed. Nihaul, Professor of Industrial Chemistry at the University of Liege, and he has recognised that the Polish does not contain lamp-black or any acid substance. This is important so far as the preservation of the leather is concerned, but from the health point of view the Polish does not close up the pores of the leather, so that the feet keep fresh and cool.

—September 6th, 1905.

SHOE POLISH

from the health point of view

"COBRA" Polish instantly commends itself to those who appreciate the difference between health preserving, hygienic shoe dressing which keeps footwear in good condition, and the destructive compounds made of acids, oils, treacle and soot known as "Blacking."

Lay in a little stock of COBRAS

STOCKED BY

Charles Parsons & Son - - Toronto
79 Front Street East

JAPAN TEAS

New Crop Teas are Now on Hand

S. T. NISHIMURA & CO.

MONTREAL and JAPAN



Two lines the good store always has——



IT does not take the intelligent merchant long to realize that there is just one way to make a success of his business—by selling only such goods as are known to be reliable. Take any outstanding dealer in Canada, and you'll find that a rigid insistence upon the highest quality procurable in every line has put him in the position he occupies to-day. Look round his store and you'll see that he gives prominence to such goods as

Borden's Eagle Brand Condensed Milk and Peerless Brand Evaporated Cream

WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man. Shallcross, Macauley & Co., Calgary, Edmonton, Vancouver and Victoria, B.C.

BANNER BRAND CONDENSED MILK



The demand for

BANNER and PRINCESS
Brands of CONDENSED MILK

is steadily increasing on account of their fine flavors.
You have tried the rest
Now try the best.
We sell direct to retailers.

WRITE FOR PARTICULARS

John Malcolm & Son

ST. GEORGE, - - - - - ONTARIO

YOUR CUSTOMERS ALL

Know This Package



It is in your own interests to have it in stock.

The Canadian Condensing Co.

CHESTERVILLE, ONT.

GENERAL SALES AGENTS:—S. H. Ewing & Sons, MONTREAL

H.P. SAUCE

—good for Customers—good for You!!

H.P. Sauce is such capital value and we spare no pains to acquaint the public with this fact.
It is in big and constantly growing demand.
And offers you a generous profit—That's why it is certainly

THE SAUCE FOR YOU

W. G. Patrick & Co., Toronto and Montreal. R. B. Seeton & Co., Halifax, N.S.
W. H. Escott, Winnipeg and West. Ellis & Co., Ltd., St. John's, N.F
Kelly, Douglas & Co., Ltd. Vancouver, B.C.

MIDLAND VINEGAR CO., Ltd. **BIRMINGHAM AND LONDON, ENG.**



When everybody is talking salmon you holler:

Quaker Brand Salmon!

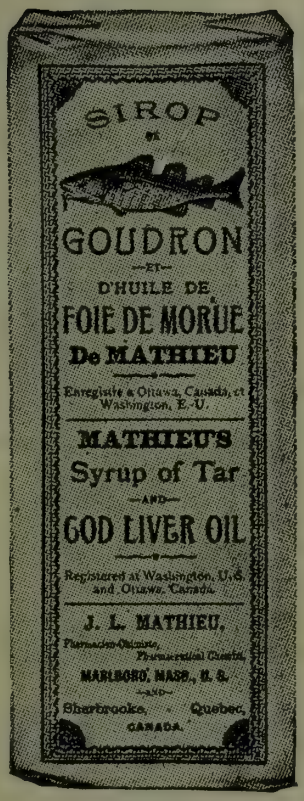
You can be quite sure that you will get the best, because only the finest salmon from the Fraser and Skeena rivers find their way into the tins bearing the Quaker Brand label.

PRICES FROM

Mathewson's Sons

Wholesale Grocers

202 McGill Street - - Montreal



WHY YOU SHOULD SELL MATHIEU'S SYRUP

of Tar and Cod Liver Oil

REASON NO. 3

It is not a secret fake medicine

It contains no dope, nor anything else that is injurious. It is just a scientific combination of pure Cod Liver Oil and Syrup of Beech Tar.

Therefore, in selling Mathieu's Syrup you are promoting the welfare of your community, and also aiding in the war against disease and death. Mathieu's Syrup is the best thing for Coughs, Colds, Bronchitis etc.

Mathieu's Nervine Powders—another simple family medicament—that is very good for headaches.
Just look over your stock and send us your order.

J. L. MATHIEU CO., Props., SHERBROOKE, P.Q.

Sold by wholesale trade everywhere
Distributors for Western Canada:

Foley Bros., Larson & Co., Wholesale Grocers and Confectioners, Winnipeg, Edmonton, Vancouver.

L. Chaput, Fils & Cie., Wholesale Depot, Montreal.



A Brand That Means Much

is

CANADA FIRST

It is the leading, purest, richest and most digestible product in the line of evaporated cream that any grocer can carry. We help to make its merits known by extensive advertising, and the quality of the goods does the rest.

Order from your wholesaler

AYLMER CONDENSED MILK CO., Limited

AYLMER. - ONTARIO

A "Special" in FINEST SOCKEYE and SELECT RED SPRING Salmon

TO RETAIL AT 10c.

SEE OUR TRAVELLERS

The Davidson & Hay Ltd., Wholesale Grocers Toronto

Important Trade Announcement

In order to more largely distribute and insure the introduction of

St. Lawrence Crystal Diamonds

to all Retail Merchants, we have decided, until further notice, to sell this high-class table sugar at the ordinary advance over Granulated. This now brings to the front CRYSTAL DIAMONDS at popular prices, the perfection of lump sugar in quality, color, and also uniform in shape.

SOLD BY ALL WHOLESALE GROCERS

The St. Lawrence Sugar Refining Co., Ltd.

MONTREAL

The Name is the Guarantee

Redpath

Granulated Sugar

Manufactured by

The Canada Sugar Refining Company, Limited

MONTREAL, QUE.

To Quench Big Thirsts

Your customers will thank you these hot days for calling their attention to a proposition like our COLD SPRING LEMONADE POWDER

Splendid seller at good profit. A money winner you should have these dog days.

Addition of cold water only, makes Delicious Lemonade.

GET A SAMPLE AND PRICES FROM

Put up in attractive 8 oz. and 4 oz. tins to sell at 25c. and 10c.

S. H. EWING & SONS, Montreal and Toronto

"Reduced in Price but not in Quality."

Mason's Number One Sauce

To Sell now at 15c. per Bottle

Prepared by **GEO. MASON** *(The Original)*
From London, Eng.

The Mason, Miller Company, Toronto, Canada

THIS IS

About 3-ft. Long.



Half Actual Size.

"IT"

THE FLYCATCHER THAT EVERYBODY IS TALKING ABOUT NOW!

OF ALL JOBBERS OR FROM

T. A. MacNab & Co., St. John's, N.F.

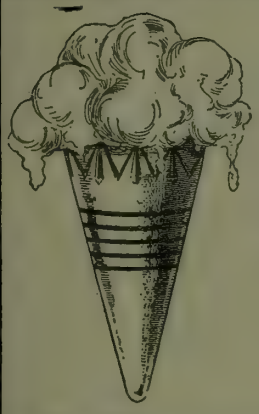
W. S. Clawson & Co., St. John, N.B.

MacLaren Imperial Cheese Co., Toronto.

Wingate Chemical Co., Notre Dame St. W., Montreal.

G. C. Warren, Regina, Saskatchewan.

Standard Brokerage Co., Vancouver, B.C.



In CORNETS and ICE CREAM SPECIALTIES

We are ready to fill your orders promptly.

The DOMINION WAFER CO.

Importers from the largest factories in the world.

42 St. Vincent St., Montreal

Tel. Bell, Main 1310



CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat Put up in ¼ gross cases

Bulk in 7-lb. Pails, ½ doz. in crate.

25-lb. Pails and 75-lb. Tubs.

Capacity one ton per hour.
Sold by all wholesale dealers.

The CAPSTAN MFG. CO., - Toronto, Ont.

"COME-BACK" QUALITY!

That's the quality you desire. Marmalade of that kind helps to build up your trade.

John Gray & Co.'s Scotch Marmalade possesses a distinctly individual quality which makes it especially popular with particular people.

The fine profit it yields makes it a favorite line with the progressive grocer.

SEND FOR A FREE SAMPLE

SNOWDON & BORLAND,
34 GUARDIAN BUILDING - - MONTREAL.
AGENTS:

GROCERS!

Keep up-to-date—Order

"SOCLEAN"

THE DUSTLESS SWEEPING COMPOUND

The article that has proved a good seller.
Sold by your wholesaler or

THE HARNETT-RIDOUT CO.,
MANUFACTURERS, TORONTO

EASTERN SALES AGENTS
Manufacturers Sales Co., 314 Birks Bld'g MONTREAL

McLEAN'S WHITE MOSS COCOANUT



The package with the monkey on it—that's what the people are asking for.

YOU should be able to supply them with it. ARE you?

Made only by

The Canadian Cocoanut Co., Montreal

The Salt That Satisfies

IS THE

Purity Brand

There is no salt to equal it in Purity, Dryness, Strength and Excellence.

PLACE A TRIAL ORDER WITH US

The Western Salt Company, Limited
Mooretown Ontario

Classified Advertising

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

Yearly Contract Rates.

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THE market reports make HARDWARE AND METAL a necessity to every hardware merchant, paint and oil dealer in Canada. It is mailed every Friday. Subscription price is $2 per year. Address HARDWARE AND METAL, Montreal, Toronto or Winnipeg.

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MEN selling on commission, or men whose time is not fully employed, should become our agents. The Canadian Grocer, Dry Goods Review, Hardware and Metal, Printer and Publisher, Bookseller and Stationer, Plumber and Steamfitter, Canadian Machinery and Power House are all well known and highly regarded trade papers, with a large circulation throughout Canada, United States and Great Britain. The circulation must be maintained and increased. We pay large commissions to men who push for new subscribers. If you can do anything in this way write the Circulation Department, giving references. The MacLean Publishing Co., Toronto.

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SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include special sales, getting holiday business, co-operative advertising, money-making ideas, contests, etc. Price, $2.50 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

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COFFEE, its history, classification and description, by J. M. Walsh. This interesting and instructive book deals with the commercial classification and description, adulteration and detection, and the art of blending and preparing of coffee. Price, $2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

THE GROCERS' MANUAL—New edition, enlarged and illustrated, 1188 pages. All about Groceries, Provisions, Fruits, Spices, Drysalteries, and Chandlery, their sources, varieties, manufacture, adulteration, &c. Specimen pages free. W. Clowes & Sons, Ltd., 23 Cockspur St., London, S.W.

TEA, its history and mystery, by J. M. Walsh. The contents of this practical and exhaustive work include cultivation and preparation; adulteration and detection; arts of testing, blending and preparing; chemical and medicinal properties, etc. Price, $2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

MISCELLANEOUS.

A MARKET OF BUYERS, backed up by money to spend, is open to you in the Busy Man's Magazine. Every territory in Canada is represented. If you have something to sell, something you want to buy, a condensed advertisement in the Busy Man's Magazine will put you in touch with the classes you want to reach. Four cents per word will carry your message from Atlantic to Pacific. Send copy of your advertisement along with order to cover cost of insertion. Your announcement will appear under a special heading. Busy Man's Magazine, Montreal, Toronto, Winnipeg.

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7,217 NATIONAL CASH REGISTERS were sold during May 1908. That's 2,047 more than was sold during May 1907. The National Cash Register Co., F. E. Mutton, Canadian Manager, cor. Yonge Street and Wilton Avenue, Toronto, Ont.

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COUNTER CHECK BOOKS.

OUR NEW MODEL is the handiest for the grocer, operated instantly, never gets out of order. Send for complete sample and prices. The Ontario Office Specialties Co., Toronto.

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Messrs. Gordon, McDonald & Co., 6-7 Cross Lane, East, cheap, London, invites correspondence, either from Exporters of Canadian produce or Importers of general groceries. From their long experience in Glasgow, Liverpool, and London, they have a wide and comprehensive knowledge of both trades on every side. All goods imported paid cash against documents. References to Montreal firms with whom we have done business for many years. Cable address, "Donable." Codes—"A B C," fifth edition, Riverside and Adams.

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Splendid connections and references. Try us with a shipment of CANNED GOODS.
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FOREST CITY BAKING POWDER has been the standard for over a quarter of a century

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ALWAYS PURE!
ONE STANDARD QUALITY!

UNQUESTIONABLY THE VERY BEST

TO BE HAD OF ALL WHOLESALERS

THOMAS SYMINGTON & CO. EDINBURGH

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CEYLON TEA

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MUST BE JUDGED BY CUP QUALITY

And You Should Show Customers

HOW TO PREPARE IT

So as to Fairly Test This

The Tea's appearance won't especially commend it; nor will a poorly made infusion.

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Dayton Scales

The Scale with the Guarantee, and the Guarantee backed up by our Canadian Factory

The scale that saves time, money and worry. The Dayton is the only scale that is fitted with an **automatic thermostat,** which **regulates the scale in every temperature.** No other scale maker can use this **wonderful invention,** as we have all patents on it. **Remember, the Dayton Scale fitted with the automatic thermostat is always right. Hot or cold weather makes no difference with it. Other scales may change in cold weather or hot weather, but the Dayton does not.**

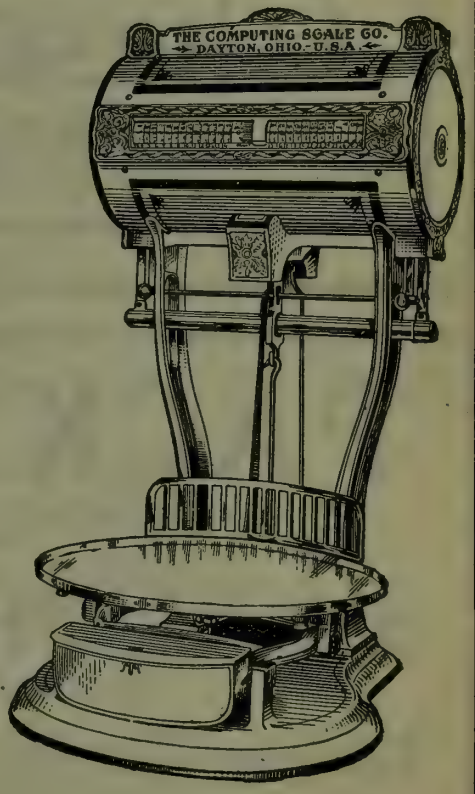
We say to the merchants of Canada : "The Dayton Scale will positively stop the giving of overweight." We can prove it to you. **The thousands of merchants who have bought Dayton Scales prove this every day.**

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Limited

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who in building up a coffee trade puts in CHASE & SANBORN'S High Grades for a foundation has started on the right road to hold and increase his coffee business.

Chase & Sanborn

The Importers MONTREAL

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"SPECIAL"

SHOE DRESSINGS

Give the Retail Grocer a

Larger Percentage of Profit

than staple lines of groceries

EVERY PACKAGE GUARANTEED

If your wholesale dealer does not keep it in stock, write us.

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MANUFACTURERS OF HIGH-CLASS

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FRENCH GLYCERINE
A Liquid Self Polisher, Retails at 10c.



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IT NEEDS NO THERMOSTAT.

Because it has no springs it is not affected by changes in temperature, therefore always gives correct results.

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Stops the losses due to mistakes in figuring prices.

Saves money, labor and time.

Because it has no springs it gets for the merchant every cent to which he is entitled.

It bears the sign, "HONEST WEIGHT."

You cannot afford to buy any other scale, because the Springless Toledo will outwear any other scale on the market.

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still hold the Premier Position for

Imported Pickles and Olives.

Enquire of your wholesaler for our **New 12 oz. Bottle Pickles which retails at 10c.**

ROWAT & CO.

GLASGOW SCOTLAND

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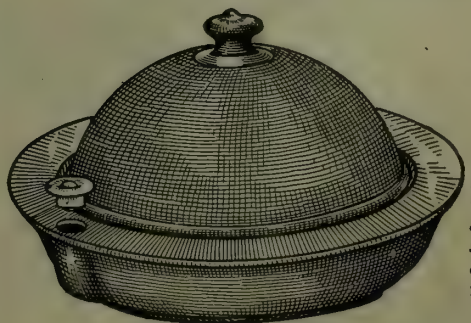
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Made in three Sizes: 8 inches, 9 inches, and 10 inches.

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Free Trip to "Toronto National Exhibition"

and Return, with Six Admission Tickets thrown in for Good Measure.

To anyone, living in Canada, who sends us new, full-year, paid-in-advance subscriptions as per schedule below, will be furnished Free First-Class Railway, or Steamship, Transportation (as preferred) to Toronto and Return, over any Canadian Railway, or Steam oat Line, together with Six Regular Admission Tickets to the Toronto National Exhibition this fall. Tickets good during the Exhibition, subject to the regulations of the transportation company issuing them.

Begin now. There is still time to earn this outing. Subscriptions may be sent in any time before July 15th. The remaining time before the fair is required to complete arrangements for traveling accommodation for those who are coming.

There is no competition, or other element of chance or risk about this offer. The distance you reside from Toronto regulates the number of subscriptions you must send. When you have sent that number you may rest assured that our undertaking will be carried out to the letter. The regular railway time-tables will be used to determine the distance, which is to be calculated by the shortest passenger route. By consulting your railway time-table you will get this information, or we will supply it. Should you fail to secure the full number of subscriptions required, proper remuneration will be made by sending you, in lieu of the tickets, their pro rata equivalent in cash.

Notify us early of your intention to accept this offer; for convenience you may use the form below. This offer is open to ANYONE, whether a subscriber or not.

THE BUSY MAN'S MAGAZINE,
10 Front St. East.
Toronto, Ont.

Gentlemen :

I hereby accept your offer of "Free, First-Class Transportation to the Toronto National Exhibition and Return; together with Six Regular Admission Tickets to the Fair-Grounds," in consideration of which I will send you the number of new, full-year, paid-in-advance subscriptions to The Busy Man's Magazine, indicated by my X, on the schedule below.

I reside no further from the city of Toronto than is shown in the schedule opposite my X.

Miles from Toronto.		N mber of subs.	Mark X
25 to	50	3	
51	100	5	
101	150	7	
151	200	9	
201	250	11	
251	300	13	
301	350	15	
351	400	17	
401	450	19	
451	500	21	
501	600	23	
601	70	25	
701	800	28	
801	900	31	
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*Town*_____

*Province*_____

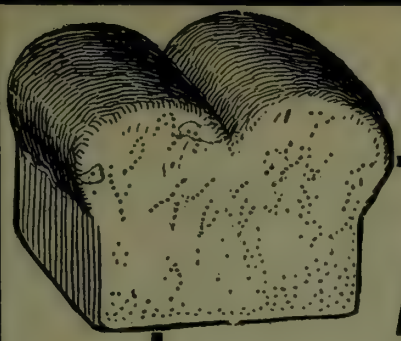
*My Ticket to be Via :*_____

*Railway*_____

*Boat Line*_____

Write plainly; this will insure immediate acknowledgment of your communications and safe and prompt delivery of your tickets.

From every Province in Canada we have Candidates for this trip. Most of them are progressing splendidly in the work; some have already won the tickets. Are you a Candidate ? Why not ?



A Live Member

There are certain lines that sell so slowly they don't pay rent for the space they take up. And the more space a line takes up the more rent it eats up—therefore when purchasing a bulky line like flour you should be doubly careful to avoid the "slow" brands and select a "live member."

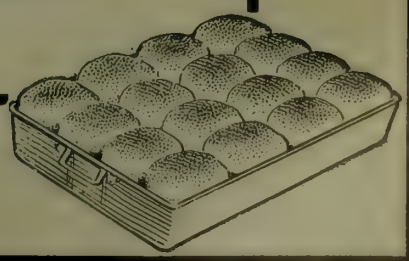
PURITY FLOUR

is well and favorably known from the Atlantic to the Pacific. It has a reputation for quality and uniformity second to none. Certainly, the sales for this brand have reached a record-breaking pinnacle and are steadily increasing. Grocers who realize the value of **quick turnovers** appreciate Purity—the "live member." That's why we expect to receive an order from you by next mail.

"More Bread and Better Bread"

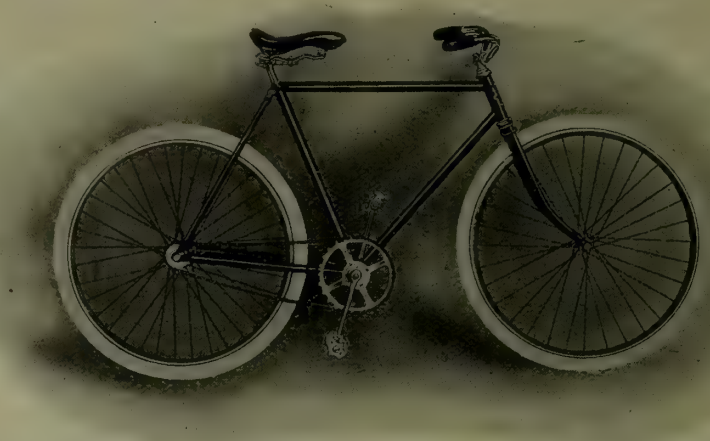
Western Canada Flour Mills Co., Limited

Toronto Montreal St. John, N.B. Winnipeg Brandon



FOUND!

The Publishers of Busy Man's, always on the alert for the greatest value possible in the prizes they offer, have happily struck on a genuine "scoop" for the rider who knows and appreciates a good wheel.



MODEL 88, "IMPERIAL"

	Regular	Option
Frame	22-inch	20, 24 and 26-inch
Finish	Black	
Chain	3-16 inch. Block.	
Gear	77	72, 80, 87.
Handle-bar	No. 20, Adjustable.	
Pedals	Rubber 3¾-inch	3¾-inch or 4½-inch Rat Trap.
Cranks	7-inch.	
Saddle	No. 15	No. 14, 11, 17.
Tires	1½-inch Dunlop	1 5-8-inch Dunlop or Hartford single tube
Wheels	28-inch, with striped rims.	

This cut shows the "Imperial", Model 88, made by the Canada Cycle & Motor Co., Ltd. Toronto, equipped with Hercules, or New Departure Coaster Brake. See specification for details of its strictly high class ensemble.

This wheel or Ladies' "Imperial", Model 87, (same material and equipment) will be sent to anyone sending only 32 new full-year, paid-in-advance subscriptions to Busy Man's (two six-months or four three-months subscriptions will count as one full-year order).

You may have your choice of any height of frame from 20 in to 26 in.; any gear from 72 to 87, any of four designs of saddles; 1 1-2 in. or 1 5-8 in. Dunlop or Hartford single tube tires.

This wheel is worth hustling for, and any hustler can win it in a few weeks; only 32 subscriptions make it yours. Fill in the attached slip and send it to us and we will send you a sample copy of Busy Man's Magazine, and order book.

THE BUSY MAN'S MAGAZINE

.....

The Busy Man's Magazine,
10 Front Street East,
Toronto. Canada.

Gentlemen:— I would like to win one of the Imperial Bicyles you offer for 32 new, paid-in-advance subscriptions to Busy Man's, Please send me sample copy and order book, and I will do my best to win. I agree to report progress once a week.

Name .....

Street .....

Place .....

YOU CANNOT AFFORD

to stock your shelves with Teas that will not sell and do without

"SALADA"

the quick seller. The Tea your customers want—the Tea that everybody drinks. Send your order to us now and watch your Tea sales grow.

TORONTO AND MONTREAL

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Brantford Grocers and Their Business Methods

One Maintains There are Too Many Grocery Stores in That City—Present Profits Smaller Than Formerly on Account of Competition—New Book Keeping Systems — Should Merchants Obtain Security From Creditors?

Staff Correspondence.

Brantford, June 16.—Are there too many grocery stores in Brantford? Are the profits now obtained more than they used to be?

J. T. Wallace, a Colborne St. grocer answers the first in the affirmative and the latter in the negative.

"Thirty-five years ago about the time I began business here," he told a representative of The Canadian Grocer," I was making better profits and more money than I am now."

"What is the reason for this?" was asked.

"Competition. Brantford has too many grocery stores for her population. The newspapers have all been telling about what a gold-mine there was in Brantford and the result is that dozens have flocked in here and opened stores. We have been overrated."

Mr. Wallace in giving figures stated the estimated population was 20,000 and to supply these people with the necessities of life there were 60 grocers. Calculation shows that the grocery stores supply an average of about 333 persons or about 50 families with an average of 6 persons.

"For instance, about 30 years ago we sold tea at $1.25 which cost between forty and fifty cents; now we sell the same tea for fifty-five cents and it costs us thirty cents. We used to sell eight lbs. of granulated sugar for a dollar now it's eighteen and 20 lbs. for the same money.

"Package goods have taken the place of bulk to a great extent and of course it means less work. We had more work to do years ago, but our profits were larger."

"But the assortment has extended," was ventured.

"Well, yes, but not very much," said Mr. Wallace. "There is probably a better assortment in breakfast foods which aids our sales but otherwise I don't think there is any great improvement.

"It's a good thing to advertise our city, but the papers shouldn't overrate it. A large number of those who were attracted here by rosy prospects have failed," was his passing comment.

Mr. Wallace's remarks are indeed interesting in comparison with those of some of the United States Senators, who complain that retailers now-a-days are the cause of any unreasonable prices to consumers.

New Bookkeeping Method.

Brantford is blessed by being a first-rate manufacturing centre in addition to being the hub of a good farming district. Eagle Place is practically built up of mechanics' residences and factories and several corner grocery stores are located there to catch that section of the trade.

J. Peachy is the proprietor of one of them and is modern in many particulars having three large show windows and handsome new bin fixtures equipped with several mirrors.

Mr. Peachy for a long time was troubled with delays inside the store in the payment of accounts by the mechanics on and after pay days in the factories. He had in vogue the "pass-book" system which meant that every purchaser from a family who had an account, had to bring the book every time a visit was made to the store. The purchases were marked in it and were also kept track of in the store.

"This got to be an awful trouble," explained Mr. Peachy. "Often they would neglect to bring the pass-books and we had to be careful in making out their accounts. The store used to be filled with people waiting to pay and besides several complaints were heard.

"The system I've got now, practically eliminates this. I use counter-check books, having one for every credit customer. The balance is always carried over to the next page when a new order is taken and totalled up with the amount of that order. In that way every customer knows exactly what he owes before coming to the store and if he doesn't have the paper with his last order the amount can easily be obtained from the duplicate in his check-book."

The counter-check books are arranged alphabetically in a large rack and little trouble is occasioned in looking after them. Mr. Peachy claims to be the first in Brantford to adopt this system. There are a few conservative customers who will not comply with these regulations and he allows them to do as they wish, but he finds the majority are well satisfied.

Favors Ontario Association.

Another enterprising corner grocery in Eagle Place is that of Huffman and Craig. The present proprietors have been there about three years and have worked up a good trade despite the fact that prior to their entering the store the business had changed hands three times in a year.

John Craig, one of the firm, is an advocate of the carrying of confectionery in suburban districts—districts that are located some distance from the exclusive confectionery stores. He is also a believer in associations, and thinks that a grocers' association for Ontario would tend to produce better trade systems and to procure more intelligent legal arrangements.

That little trade goes past Brantford grocers to the large mail order houses is the opinion of John Kew. Although young in years he has a splendid grocery and meat business in Eagle Place and it is all the more creditable since it has been built up through his own energy and enterprise.

He told of an incident connected with the mail order business which should be of interest to all retailers and which goes to show that service is sometimes lacking.

Recently a friend sent to the mail-order section of a Toronto departmental store for a coat ordered from the catalogue. The cash of course accompanied it, but for some days there was no sign of the coat. A "stirring-up" letter was dispatched, and the excuse mailed back that the order had been filled but that it had gone astray, presumably somewhere in Quebec. Eventually a coat did arrive, but it was not according to catalogue and was promptly returned with the request that the mail-order house do the same with the money.

Mr. Kew declares that Brantford grocers can sell just as cheaply as the Toronto department stores and that they do.

Are There Fools Among Grocers?

"I was talking to a banker the other day," remarked Geo. Bickell, another local grocer," and he happened to ask me about collections. I told him they were slow.

" 'Grocers are fools,' " he said " 'to give goods without security. Send them along to us and see if they can get money from the banks without the best of security,' and I think he is right.

"He maintained that the best course for grocers to follow was to give no credit to any who looked suspicious.

"This new collection system," said Mr. Bickell, "is scaring a few of the slow pays and a number have already paid old accounts to prevent a visit from the official collector."

Mr. Bickell carries soft drinks during the summer season and as his store is located some distance from the city's centre he does a good trade in these. He has a neat corner grocery with modern equipments in the manner of scales, book-keeping system, meat slicers, etc.

A Yearly Half-Holiday.

A half-holiday every week all the year round and constituted by the government is a proposal made by James Demming, manager of the grocery department of J. C. Struthers & Co. He claims that if such were in force universally just as much business would be done and a little respite from work would be secured. This would be appreciated by clerks who have to work to all hours on Saturday nights and tend to produce better service from them.

"Municipalities sometimes make laws to this but they are not binding," said Mr. Demming. "The government would have to pass the law."

Besides a grocery store J. C. Struthers & Co. carry dry goods, boots and shoes and meats. Mr. Struthers aims at giving good service to his customers and is always obliging. These he believes are necessary qualities to the successful salesman.

Every morning the delivery men of the Struthers' store take orders from their customers and the goods are sent in the forenoon. This is appreciated by many who do not care to visit the store and who have no telephones.

A. Coulbeck, president of the Brantford Retail Grocers' and Butchers' Association is much interested in the new collection system. He points out that the money is beginning to come in even before the collector commences his duties. The knowledge that an official had been appointed to do the work was no doubt the cause.

Selling by Weight Becomes Law in Some Plac e

Measures Discarded by Grocers and Scales Only Allowed to be Used in Selling Specified Articles—A Few Articles Struck Off the Original List at Jobbers' Request.

By John W. Lux, President Minnesota R. G. A.

Selling by weight is a proposition which the grocers of the Twin Cities, St. Paul and Minneapolis, have for some time considered and have felt to establish such system would prove desirable and useful. Retailers have in the course of their transactions found that buying and selling by measure afforded opportunities for certain annoying impositions, for which the only cure that seems practical is to change the system; to no longer buy or sell various commodities by measure, but in place of that to adopt a uniform method of using weights.

It is realized that "selling by weight" may have a tendency to very materially change the fabric and foundation of commercial enterprises, and that a movement to produce such changes and instal a different system ought not to be undertaken without serious and careful consideration. It has been suggested and agreed that a State law be secured, if possible, for the reason that a few dealers or communities would be powerless to effect a change from measure to weight that will reach and remove the evil. The general feeling has been found to be in sympathy with a movement that will not ask a procedure so radical as to demoralize or upset the course of the markets nor trench upon the rules and laws laid down to regulate inter-state commerce.

The assistance of our Minnesota State Association was invited and committees appointed from the local associations to confer upon the preparation of a bill for a State law to require selling by weight. After conferences by this committee a form for a "selling by weight" law was agreed to and given publicity through the newspaper. The first section of the bill is as follows:

Section 1. The following named vegetables, agricultural products, articles of food and other goods, wares and commodities, to wit: dry beans, dry peas, green beans, green peas, spinach, beets, carrots, parsnips, Irish potatoes, sweet potatoes, white turnips, rutabagas onions, tomatoes, butter, lard, sugar, tea, coffee, green apples, cranberries, bananas, wheat, oats, corn, hay, straw, mixed feed clover seed, broom corn seed, sorghum seed, rye, buckwheat, hemp seed, rape seed, barley, millet, Hungarian grass seed, timothy seed, coal, charcoal, blue grass seed, orchard grass seed, redtop seed, plastering hair, lime and cement, shall hereafter be marketed, bartered bargained for, vended and sold in the State of Minnesota by avoirdupois weights only; and no person, persons or corporations shall hereafter market, barter, bargain for, vend or sell any vegetable or vegetables, agricultural product or products article or articles of food or either or any of the goods, wares or commodities hereinbefore mentioned and described, in the State of Minnesota, in any other manner than by avoirdupois weights. Provided, however, that fresh vegetables with green tops may be sold by the bunch or count and shall not be required to be sold by avoirdupois weights.

Another section provides, as the penalty for violation of the act, $100 fine, or imprisonment not exceeding ninety days.

Wholesalers Favorable.

A number of the wholesale produce men were asked to give opinions on the idea of the "selling by weight" law and its classification of commodittes. All spoke favorably of the "selling by weights," saying that it was right in principle, but all the jobbers insisted that four of the items of the classification should be taken from the bill, these being green apples, cranberries, sweet potatoes and tomatoes. With those commodities stricken out of the State law, as national legislation could only deal with those articles, they were ready to co-operate with the retail dealers.

At the time of writing this statement the proposed "selling by weight" bill has not become a law, but there is the expectation that it will, with the omission from the classification of green apples, cranberries, sweet potatoes and tomatoes. At all events, the agitation in Minnesota for the adoption of the "selling by weight" system has called out responses which have come to our State Association headquarters, an incident showing that New York, Ohio, Wisconsin and other States are ready to accept the system as a relief, if it may be adopted under conditions that will benefit and impose no hardships.

It is evident that what has been done in Minnesota is practical as well as progressive; a movement that is welcomed as a relief from existing burdens, shutting the door against practices savoring of dishonesty and carrying into effect, by the law of the land, "the square deal" as a business maxim of the highest worth. That is what "selling by weight" will give the grocers of our State and everywhere it may be adopted, a chance will be afforded to live and do unto others as they wish to be done by.

None of the wholesale grocers of Toronto will be attending the convention of the Wholesale Grocers' Exchange in Victoria this month. The distance they claim is too far.

TO MAKE PRICES UNIFORM.

Grocer Suggests That Manufacturers Invoice Goods at Retail Prices.

By M.M.

As was announced recently, owing to the advance in wheat and flour, biscuit manufacturers have raised their prices one cent a pound. This means a good deal to the manufacturer, but how does this affect the retailer? Such little advances steal so quietly on the grocer that he may scarcely notice it, and yet this has recently occurred in so many of the goods he is handling, that he cannot afford to overlook them.

The difficulty the retailer meets with is the fact that it looks small to his customers to charge 1c more on a sale, and in many cases rather than do this he loses the 1 cent. These 1 cents, however, in a month's sales amount to considerable money and at the end of the year the profits are disappointing. Many articles which used to sell to the retailer at 80 or 90 cents a dozen, and which gave him a fair profit by selling at 10c each, are now costing him $1.00 a dozen and he still sells them at 10c.

Some of the retailers may raise the prices of biscuits 1c a pound, but others may continue to sell at the same prices, and unintentionally force his competitor to drop to the old figure. Would it not be better if the biscuit men, as well as other manufacturers would invoice their goods at retail prices and take off 20 per cent. discount for the retailer's profit. This would give the retailer a profit of 25 per cent. all round, and all would sell the goods at the same price.

This is a matter that might be considered by the retailers.

ANOTHER CO-OPERATIVE SOCIETY

The Canadian Provident Co-operative Society, with head office in Toronto has been given an Ontario charter to do a general merchandising business. The provisional directors are: John Douglas, laborer; Alexandria Easton, plumber; George Wylie, and Alexander Hope, teamsters; Walter Atkins, stoker; Andrew Law, tailor; William Worthington, carpenter, and James Nelson, mechanic.

CORN EXCHANGE BUILDING SOLD.

Robert Meighen, president of the Lake of the Woods Milling Co., Montreal, confirmed the story published in The Canadian Grocer recently, to the effect that the company had purchased the old Corn Exchange Building, on St. Sacrament Street, opposite the Board of Trade Building, for which $50,000 was paid. Mr. Meighen stated that another storey would be added to the building. The company will use the entire third floor for the accommodation of their office staff, but the rest of the building will be rented to business firms, and, perhaps, one portion of it to some business mens' club.

Increased Business from Price and Show Cards

Seldom is Anything Displayed in Lindsay Grocer's Store Without Them—Written Chiefly by the Clerk — Newspaper Space Used to Advantage—A Fruit Window Which Sold the Goods.

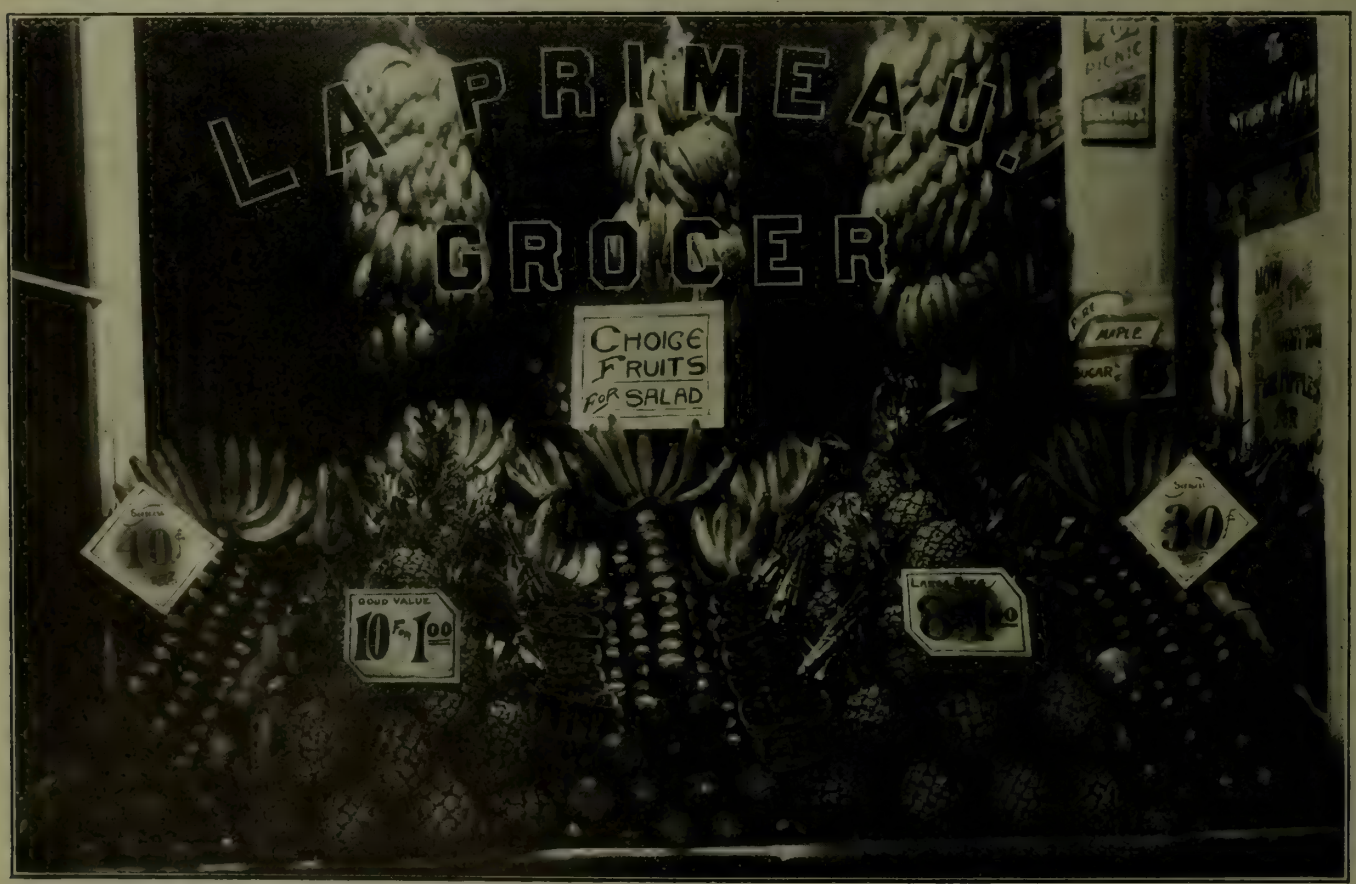
That price ticket and show card writing is rapidly taking hold of the present day merchants is a claim that needs no big demonstration to prove. The value of window and interior cards as selling assistants is becoming widely known and converts are being made every week.

"I honestly think that those cards are one of the best features I've got in my business," is the way that L. A. Primeau, a Lindsay grocer, describes their use.

For fruit displays in the window, Mr. Primeau always uses them and he does a splendid business in that line. Every Saturday in the fruit season he makes a special display and price tickets occupy prominent positions.

"You see," he said opening a drawer, "we keep all we write in there and replenish the lot whenever it is necessary to establish a new price. We have show cards which are handy for Easter, Christmas and other seasons of the year and they are always on hand. I find that passers-by invariably stop to read the show cards ; of course they look at the price tickets too and in that way I'm sure we get considerable trade which otherwise would pass by the door."

A show card which he recently showed in his window and which is here reproduced shows the ability of Mr. Primeau and his clerk to think out bright, catchy compositions. "Every cent counts if you buy your groceries at Primeau's," reads the card and at the same time the "saved coins" are dropping into the money bag. This card is easily made from ordinary card board and coarse screened cloth. The latter is pasted on over the rectangular hole in the card and the coins glued onto it. The lettering is done with paint in two colors—black and white—the hand and money bag being yellow.



Fruit Display in L. A. Primeau's Window, Lindsay, Ont., Showing Value of Price Tickets and Show Cards.

These tickets as the illustrations indicate are made at little cost. Mr. Primeau's clerk attends to providing them and all that is necessary are cardboard, some small brushes and different colored paints. The ability to write the tickets well can only be acquired with practice. Development comes rapidly and by comparison between some of the cards written recently and others a short time ago the development can easily be seen.

Mr. Primeau believes that price tickets should be used on nearly all goods displayed in the window and as many as possible inside the store.

Uses the Newspaper.

Mr. Primeau does not pin his faith entirely to price tickets for the development of his business. He uses newspaper space regularly and he finds that advertising there pays well.

He attends diligently to store equipment and contemplates adding silent salesmen for confectionery, etc. He recently added pastry and is working up a good trade in that line.

Window dressing is another feature of the Primeau store. Fruits are often displayed and the work is accomplished neatly and attractively, always resulting in increased sales and as this is the object to be obtained the right idea must have been secured.

TO CHECK PRICE CUTTING.

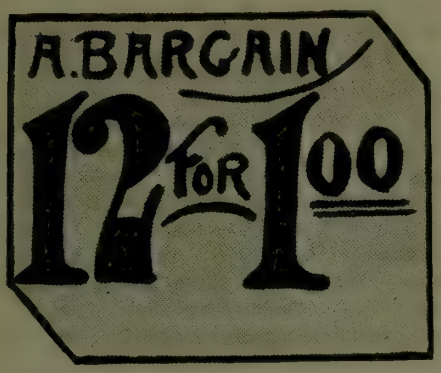
Limit the Minimum Selling Prices Says Convention Delegate.

Portland, O., June 15.—The claim that slashing of prices made retail failures was forcibly advanced at the convention here of the Retail Grocers' Association. Frank B. Connolly, chairman of the committee on "Maintenance of the Retail Selling Price by the Manufacturer" severely critized the average price cutter, stating that he was a creature of short life who leaves behind his failure many anxious creditors.

His report in part was as follows :

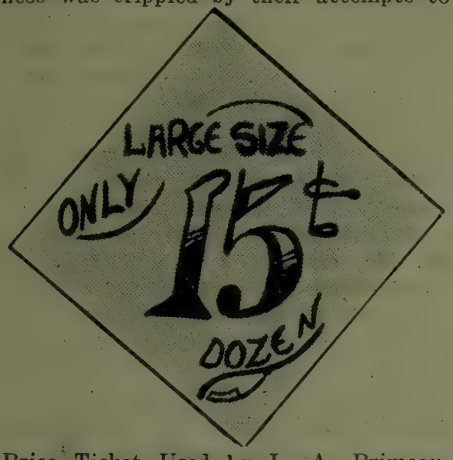
"Realizing that this plan is one of immense proportions and very far reaching in its effects, both immediate and because of possible resulting complications, your committee decided to proceed cautiously in explaining to the manufacturer the necessity of his protecting the legitimate retail grocer against the piratical price cutter.

"The price cutter in most instances enters a community and after a tempestuous existence of a few short years, goes out of business leaving be-



Price Ticket Used by L. A. Primeau, Lindsay, Ont.

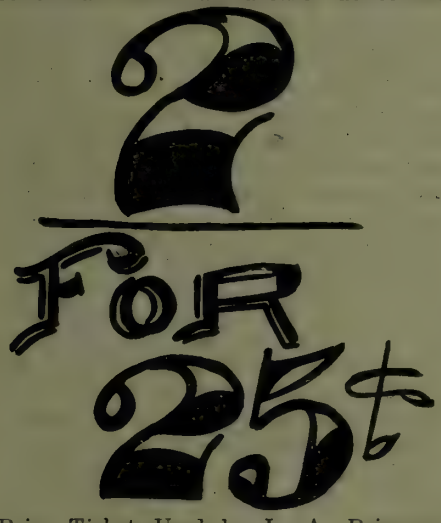
hind as a remembrance of his foolish methods an atmy of anxious creditors and hundreds of retailers whose business was crippled by their attempts to



Price Ticket Used by L. A. Primeau, Lindsay, Ont.

save their trade by meeting his dishonest competition.

"With that idea in mind we sought to educate the manufacturer as to his



Price Ticket Used by L. A. Primeau, Lindsay, Ont.

rights and obligations to the retailer who distributes his products each day, sometimes without enough compensation to cover the cost of doing business.

"As chairman of that committee I took an opportunity while in New York after the Boston convention to call upon several of the leading manufacturers of staple articles handled in many communities by the retail grocery trade at a loss, when the cost of doing business is considered and found them interested.

"The recent conference in New York city of representatives from the retailers, wholesalers and manufacturers accomplished a great deal as a preliminary towards bringing about a mutual understanding between all. It must be all understood that a manufacturer who makes a pretense of protecting the retail selling price on his goods is worse than the manufacturer who is not doing anything towards it, on account of the fact that he was misrepresenting his position to the retail trade and should be so notified.

"Price protection along these lines presents the only general, legal and practicable plan yet presented to the trade for insuring profits. It does away with illegal conspiracies and depends on business principles and not on good fellowship and mutual promises that are never any stronger than the weakest member of the association. Our national association can devote its efforts to no better cause for the benefit of the retail grocery trade of the United States than to urge its State and local associations in every section of the country to educate their members to make it worth while for the the manufacture to give them this protection."



Novel Show Card Which Attracted a Good Deal of Attention.

ANOTHER FALLS IN LINE.

Penetanguishene Merchants Adopt Collection System Similar to One in Guelph.

Penetanguishene, June 15.—The retail merchants of Penetanguishene have found for some years that they have been called upon to carry accounts and give credit to customers who make no aim to pay their accounts when rendered. During the winter months especially, these applicants for credit became numerous and the general result was that the merchant has been called upon to grant what is in many cases nothing more or less than charitable donations. While recognizing that "Charity covereth a multitude of sins," the merchants here have decided for the future to cultivate a deeper commercial instinct and endeavor to surround themselves with a more thrifty class of customers and it is believed that by doing away with the present wide open system of giving credit that in time the laboring man especially will become more thrifty by not having his weekly wage practically spent before it is earned as is now too often the case.

After holding several meetings which were well attended by all the most prominent merchants it was decided to invite D. A. Scroggie of Guelph, to come here and assist in forming a local organization. This gentleman came and on the evening of June 9th gave an instructive address on what was being done in many other places along the lines of merchants organizing for protection in the matter of giving credits.

As a result of this meeting it was resolved that an association be formed to be known as the Penetgnguishene Retail Merchants' Association, organized for the purpose more especially of regulating and curtailing of credits. The usual officers were elected and a systematic method will be adopted whereby it is hoped to minimize the loss the merchant has hitherto been put to by the unsatisfactory methods of giving credit in the past.

Chaput Fils & Cie., Montreal, will close their business place on Thursday, June 24, it being St. Jean Baptiste Day.

The Canadian Grocer

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INSIDIOUS FORM OF BLACKMAIL.

In a recent issue of a trade newspaper there was a report in one column, of a meeting of retailers at which a committee was appointed to wait upon the wholesale trade for donations to a picnic, which was to be held this summer. In the very next column of the same paper was a report of a meeting of retailers in another town in which strong exception was taken to the demands which were from time to time made upon them for donations to various organizations, which was designated as being "absolutely obnoxious."

What is sauce for the goose should be sauce for the gander. The whole system is wrong. Every tub should stand upon its own bottom. It is nothing but a species of hold-up. When a customer, be that customer either consumer or retailer, attempts to obtain donations to picnics and other social functions from those from whom they buy their supplies, the practice is an insidious form of blackmail.

With the retailer largely lies the remedy. Let him refuse either to hold up or to be held up.

THE RETAILER AS CULPRIT.

Under the above caption the Literary Digest in its issue of June 5, gives a summary of the discussion in the United States Congress, as well as in some of the newspapers on the question as to who is responsible for alleged high prices of commodities to consumers.

A few weeks ago Senator Hale asserted that "it is the jobber, the retailer, who puts up the price," and that "we are at the mercy of the middlemen and retailers." Senators Flint and Smoot and others later returned to the charge, asserting that the retailers and department stores of the country are making exorbitant profits.

In the face of the facts that the retail trade have no organization in which to fix prices and that competition is so strong, these statements by the Senators are nonsensical. It is plain that in order to establish unreasonably high prices for any line of commodities, combination and suppression of competition among sellers are absolutely necessary. Neither of these at present exist, so that little reasoning power is necessary to understand that the retail trade is not responsible for any undue prices that may from time to time be in vogue.

During the recent presidential campaign in the United States, both parties favored tariff reduction, but it seems that it is now a case of "drawing a red herring across their paths" by blaming the retailer in order to obtain excuses for increasing the tariff.

The retailers of the country are indignant, and are justified in being so, at this effort to make them responsible for conditions occasioned by the tariff, and as the Los Angeles Express points ont, "about to be made additionally unjust by an increase of 10 per cent. in its average ad valorem rates."

No one doubts that competition continues to rule with unabated force in the retail trade, making statements to the effect that this section is the cause for any unreasonable price, appear ridiculous.

THE MERCHANT AS BENEFACTOR.

In these times when retail merchants have to compete with the large departmental stores continually receiving favors from public officials and with the co-operative stores trying to push their way to the front, there is every reason for an educational campaign among the farmers and mechanics.

In former years when the country was in its younger days, when the pioneers were hewing houses from the standing forests and planting grain among the stumps, the merchants were their mainstay. Such is yet the case particularly in the northern districts which settlers have just begun to populate. One of the first men on the scene is the retail merchant. He supplied in the olden times and now supplies in these districts the necessities of life.

For years the retail merchant has carried the farmer and mechanic. Whenever a year of depression came and the farmer through failure of the crops had little money to spend he went to the merchant for credit. This is true in the present as well as in the past. If the grain yield this season should by any mischance become a failure merchants everywhere would again have to carry thousands of farmers. During the recent trade depressions many would have starved had it not been for the help of the retailers.

The retailer is the go-between, the money lender who gets no security on his loans. People to whom the bank or ordinary money lender refuses to lend, obtain credit from the merchant. He is the charity institution on the street corner. Yet when these same people have a little money they send it to the mail order houses leaving their benefactors in times of trouble and depression to obtain what they need to meet their accounts, the best way they can.

These same people will, when any co-operative store promoter comes along, spend their cash in taking stock expecting impossible dividends.

Unfair as this appears, yet it is actually the case and the only remedy lies in the merchant himself. Some have tried and triumphed. Every retailer has got to boom his own business by thoroughly acquainting the public with the quality and assortment of his goods. He must watch the competitor in the big city instead of the one across the road. He can educate by quiet talks where he knows the seed will fall on fertile ground. He has some splendid talking points and must make the best of them all.

In these days of competition he has got to be on the alert.

ST. JOHN IN BOASTFUL MOOD.

St. John, N.B., is in a rather boastful mood these days. It is over the result of the winter port trade for the season of 1908-09. This boastfulness is not without reason, for the winter port season, which ended in May, is a record one. According to a statement just issued by the Board of Trade the exports for the six months ending with that month were $24,546,840. This is not only over $1,000,000 larger than any preceding year, but it is about $14,000,000 in excess of the same period ten years ago.

No one begrudges St. John its success. The people of that city are enterprising and have not been satisfied with the assistance which the Federal Government gave them in order to improve the facilities of their port to accomodate ocean steamers, but they have put their hands in their own pockets and put them in deeply in order to bring about the desired end.

Business men who, like those in St. John, help themselves, are entitled to the assistance of the Federal Government, for the nation as well as the immediate locality derives benefit from a port like that of St. John.

ESTABLISHING FOOD STANDARDS FOR CANADA.

The Canadian Grocer learns upon highest authority that food standards are about to be established in Canada.

Consideration is being given to the whole matter at present by the Department of Inland Revenue, of the Dominion Government, which has charge of such affairs.

Chief Analyst A. McGill, who has been working upon the new standards for some time, is at present in Europe, but the work has advanced sufficiently to ensure its being carried through, and upon Mr. McGill's return, further definite action is likely to be taken.

Undoubtedly the idea of the Department of Inland Revenue in making this move is to protect the honest manufacturer and dealer, and the consumer, and the newly made standards will be very slearly defined, so that there can be no doubt as to what they mean.

Realizing the serious nature of the work undertaken, the Government worked, and is proceeding very cautiously in the establishment of the standards.

No changes which might be called radical in the extreme will be introduced, but, without a doubt, unscrupulous manufacturers will be forced to retire from the field, or to market goods of purity and honest value.

In short, the new standards will call for food products up to certain well defined, established tables. Practically all food stuffs is use to-day, will be covered, including meats, fresh, salted, pickled, smoked; oysters, canned meats, vegetables, fruits; dried fruits, sugar, molasses, syrups, teas, coffees, spices, lard, extracts, condensed milk and all other milk products, ice cream, dried vegetables, evaporated apples, jams, marmalades, jellies, pickles, catsup, maple syrup, maple sugar, confectionary, honey, cocoa vinegar, fruit juices, wines and liquors.

The objective of the Government is to secure for the honest dealer and the consumer, honest goods. In the past, any attempt at deception through various methods has been ever frowned upon, sometimes punished, but not always. In the fututre deception of any kind will be severely dealt with.

The danger which might be done to commerce by too strenuous action in the arranging of standards has been an ever-present thought with the Government, and with the idea of precluding any such disastrous consequences, the Department has been in close touch with the leading manufacturers in various lines. While the opinions of these business men will carry weight, they will not influence the Government in establishing standards which will accomplish the desired effect —the ensuring of honest goods.

One result of the new standards will be the dropping of the word "cream" as a name for evaporated milk, which will be forbidden, and "Evaporated Cream" will no longer be sold. Provided the milk product is properly labelled—"Evaporated Milk" it may be offered for sale.

Tea standards, in the sense they are understood by tea merchants, will not be established. The new ruling will provide that teas conform in kind and country of production to the names under which they are sold. Standards for individual grades from various places of growth will not be arranged, which is regrettable.

The use of standard preservatives will be allowed, but any which are at all injurious to the health, or which have not been proved beyond doubt to be harmless will be strictly forbidden, as will any preservative tending to deceive one as to the quality of the food.

The experience of other countries having food standards will be employed to the advantage of the Canadian People, and drastic changes which may have worked havoc elsewhere will be avoided, or very seriously considered, before action is taken.

If everything can be prepared in time, the law establishing the Canadian Food Standards will be enacted at the next session of Parliament.

AWNINGS AND WINDOW DISPLAYS.

Present-day retail merchants are few who will claim that window displays have no place in the modern store. They are recognized by those who have made a feature of them to be among the best advertisements possible, and no grocer can afford to neglect this portion of his publicity scheme. Examples can be supplied by the score relating to the successes merchants have made with their windows. They must be attractive and clean and if possible original. Selling power is the mark to be aimed at.

The complaint frequently is heard, especially from merchants in country districts, that window displays cannot be made use of on account of damage done by exposure of goods to the rays of the sun.

They are probably justified in not dressing their windows under these circumstances but they have an available remedy which should not be over-looked in view of the fact that window trimmings is practically a necessity. These merchants claim that the trouble lies in the fact that they have no awnings with which to protect their goods. But if window displays are going to give a prestige to the store, if they are going to improve its appearance and if they are going to enhance the sale of goods, there is only one course to follow—get an awning.

In addition to allowing windows to be dressed with goods that may be affected by the sun, an awning produces a more inviting appearance, especially on a hot sultry day, as it aids in keeping the store interior cool and refreshing.

The cost of an awning would be more than met by the benefits above mentioned.

A WIDE-AWAKE GROCER.

That readers of The Canadian Grocer benefit from our market reports is evidenced by the following from one of our correspondents:

> One of the subscribers in reading his Grocer noticed a forecast on the currant crop and at the first opportunity placed an order for a heavy stock. Needless to say the advance in price occurred and the subscriber, who reads his paper wore a broad smile that hasn't worn off yet. His profits on that one deal were well up in the three figures dollar column.

Market reports as they appear in The Grocer are secured from the best authorities—from those who are constantly in touch with both the foreign and home markets, and they can be relied upon. The greatest care is exercised in obtaining quotations and giving the market conditions. That these are correct is shown by the fact that our figures have been on various occasions used in the law courts as authentic and also taken by the governments. We advise a careful perusal every week.

MAINLY ABOUT OURSELVES.

During several years past The Grocer has found its circulation in South Africa increasing steadily, without any effort on our part. Now our readers form quite a considerable number of the most progressive class of merchants, and we have decided to open a subscription campaign very shortly that will cover this field systematically and thoroughly. The extension of The Grocer's circulation into South Africa, and many other countries as well, carries with it very material benefits for the firms doing an export business.



AYLMER

Tomato Catsup

Why pay fancy prices for imported Catsup when you can obtain as good or better quality at very much lower prices?

Aylmer Tomato Catsup

is the best value on the market.

Aylmer Tomato Catsup

has been for years, and still is, the standard for all Catsups.

CANADIAN CANNERS

LIMITED

Some Interesting Ontario Grocery Correspondence

Potatoes Cheaper in Lindsay—Peterboro Society Decides to Discontinue Soliciting Prizes From Merchants for Picnics—Grocers' Association in London Enter Protest Against School Book Contract Going to The T. Eaton Co.

PETERBORO.

June 16.—Sergt. Walter Moore, of the 57th Regiment, has had a varied experience since he purchased a small grocery shop a few months ago. He is an employee in the C. G. E. works, and in the early spring decided to go into the grocery business. He purchased a little business in a suburban part of the city and during the day his wife attended to the customers, who now and then came in, gradually more frequently. Then came an enticing offer to go with the Canadian team to Bisley. He had made the trip on a former occasion and came to the conclusion that if he went this year, it would mean the loss of his grocery business. He decided to give it his best attentions and to forego the trip to England. He has been progressing favorably, until one day during the past week his little son came home from school rather ill and it was later found to be rather serious. He himself is home from work. Circumstances of this nature would destroy the ambitions of the most optimistic, but it is likely that Mr. Moore will continue to conduct his small grocery business.

The price of potatoes on the market last Saturday was down to $1.00, practically its old price. It is likely that it will remain there until the new samples are received.

The merchants of Peterboro are pleased with the action of St. Peter's Total Abstinence Society in determining not to solicit prizes for their annual excursion. In former years the T.A.S. always received a large number of donations from the merchants, who generally have had to bear the brunt of excursions. The result was that their long list of sports was made possible by the generosity of the store proprietors. This picnic is undoubtedly the largest of the year, and is held on Dominion Day. There will be a change this year. The committee know that the soliciting is a practical holdup and have acknowledged it such. They will discontinue it, but will accept any gifts the merchants or business men wish to offer. The society has many friends and they do not want to refuse anything that may afford the donor a pleasure in giving.

Jas. R. Bell received the announcement of the convention of Retail Merchants to be held in Brockville this week. Mr. Bell was one of the most energetic of the local merchants to form an association in Peterboro, but for some reason his efforts have not been accompanied by permanent results. It cannot be attributed to his work, however. A spirit of apathy has been apparent in the attitude of many of the most influential business men.

Although Ald. Gillespie, of White & Gillespie, grocers, has not stated it directly, The Grocer's representative has the best of grounds for believing that the firm has made a success of their dairy supplies, which they handle extensively. This is really a sideline and yet it is considered a good one. The other day Mr. Gillespie stated that he had disposed of a large number of cream separators throughout the country and that this year there has been a tendency among the farmers to improve their dairy equipment. This has been very marked, and for that reason the firm has met with splendid success this year. They have depended upon their experience in the past and upon the good name they have won among the dairying section of the farmers by former business relations.

The confectionery season is now entering. It arrives with the lemon, banana, lime juice and other summer specials, which are now beginning to be largely demanded.

Capt. A. F. Holmes, representing E. W. Gillett Co., Limited, was in the city on Monday paying his regular business visit to the grocers.

The wife of H. J. Mountjoy who conducts a grocery store at 209 Stewart St., died suddenly on Saturday night. She had been in usual good health during the day but between 5 and 6 o'clock took a hemorrhage, passing away shortly afterwards. The family has been in Peterboro about a year. The remains were taken to Hampton for interment.

Olive C. Bissell, son of W. H. Bissell of Brockville, was united in marriage to Miss Irene Mallory, of Brockville, on June 3rd. Mr. Bissell is at present living in Peterboro, where he has his headquarters as the representative for the Ogilvie Flour Mills Co.

LINDSAY.

June 14.—Potatoes have been a strong feature lately on the local market. Prices eased this week and the farmers are now bringing their potatoes into town by the waggon loads to sell. Previously the farmers were too busy seeding, etc., to bring the "murphies" in, but they are not so busy just at present and the potatoes are plentiful. The result is that the price has dropped 15c and 20c per bag.

This has been a banner season for pineapples, and one merchant stated that he has sold more pineapples this season than any other season in history. The prices have been reasonable, and the quality of the pineapple the very best.

Thos. Brady has a window-full of various kinds of pickles, sauces, etc., which is attracting the eye.

Butter has taken a big drop during the last few days and is very plentiful.

Your correspondent asked J. E. Adams, of Adams' Bros., what he thought of the idea of weighing eggs and selling them by the pound. He did not commit himself, as he was aware of the fact that sometimes the merchants and also the customers had to pay the same price for small eggs as they did for the larger ones but at the same time did not know whether it would be feasible to inaugurate the method of selling eggs by the pound.

Hay by the bale is very scarce.

LONDON.

June 14.—Trade is fair in both wholesale and retail lines and there is not much change in prices. There is a little more demand for refined sugar, which will further increase with the advent of the strawberry season. There is a good wholesale demand for seeded raisins and prunes, both of which show an advancing tendency.

The matter of the new school readers was taken up at last week's meeting of the Retail Grocers' Association, and a motion was unanimously carried instructing the secretary to write the Minister of Education and the member for London, Hon. Adam Beck, protesting against T. Eaton & Co., being allowed to use the school books as an advertising medium, and declaring the association's opinion that the readers should not be used for advertising purposes. Certain wholesale houses being accused of selling to consumers, it was decided to advise them to keep out of the retail business. It was also decided to advance the price of lard 1 cent, which was fortunate, seeing that next day the wholesale price went up ¾c.

Robt. Tait, who for many years has been "on the road" for the McCormick Manufacturing Co., has been appointed manager of that company's Ottawa branch establishment. In view of his leaving this city, a number of his friends assembled in the rooms of the Western Ontario Commercial Travelers' Association, Masonic Temple, on Saturday and presented him with a handsome traveling bag. Wm. Turnbull presented and read an address, the presentation being made by Secretary Alf. Robinson. The address was signed by the following names: J. T. Green, F. E. Harley, R. E. Davis. W. Smithson, C. W. Nichols, A. J. Bean, Wm. Lind, E W. Hannah, A. E. Ferte, Wm. Pegler, Wm. Turnbull, H. J. Collamore, Wm. H. Harding, M. F. Irwin. W. L. Underwood, Wm. Gray, W. R. Grant, R. A. Brown, S. P. Allen, G. M. Adams, W. J. Taylor, Chas. H. Firth, J. T. Johnson, E W. B. Eardley, A. E. Barbour, P. M. Millman, Alf Robinson.

Fruit growers are looking for an immense crops of strawberries this year and the first instalment will be in the

grocery stores this week. Dealers say the berries now coming in from the United States are up to the average for this season of the year, but housekeepers seem to prefer the home-grown article. The vines are loaded and the fruit will be ready for picking any time this week. Give us not too much dry weather, with a sun not too hot, and there will be an overproduction of strawberries, said one dealer. It might be that berries would in some cases be found not worth picking, because of an oversupplied market.

Ed. and Wm. Masuret were tendered a complimentary banquet at the Grigg House on Wednesday night of last week. Col. A. M. Smith presided and on behalf of the Wholesale Grocers' Association of the city presented Ed. Masuret with a handsome traveling bag, and William Masuret with a gold-headed umbrella. The Colonel expressed his regret that they were retiring from business in London, and he hoped that wherever they located that they would be successful.

Flour went up another ten cents per cwt. wholesale, this week.

The game of baseball on Wednesday of last week between the grocers and policemen resulted in a tie. The peace preservers strengthened themselves for the occasion by ringing two old-time experts on the diamond—Harry Fowler of the Advertiser, and City Treasurer Bell. But for that the game would have been easy for the grocers.

TORONTO.

June 15.—Wrigley Bros., grocers, corner Bloor and Markham Sts., have sold their building and transferred their grocery stock to the store at the corner of Simcoe and Richmond Sts.

Vasey and Wilcox, grocers, have removed from the store they recently occupied on Bloor St. to 1102 Bloor St. West.

C. L. Dean, 496 Bloor St. has bought out Mr. Graham and with his methods is bound to have a share of the trade in that locality. A number of new stores are going up which, when all are occupied will make that a busy part of the city.

J. L. Casey who moved from Yonge St. to 638 College St. is pleased with his change. Business is coming his way and he knows how to take care of it.

Alex. Davis 462 Bloor St., thinks a great deal of good could be done just now if the Retail Merchants Association would send circular letters to every house in the city urging them to be more prompt in their payments to the retail stores, to enable them to meet their shorter terms of credit with the wholesalers.

B. A. Belyea, a veteran grocer of 38 years' experience, accompanied in business by his accomplished daughter, has come from Southampton and is now in possession of the store lately occupied by McLeod & Son, 698 Spadina Ave. Although ripe in experience, and not young in years, his alertness and active movements show that he is in the prime of his life and quite in his best to swing business his way. His great activity, cheerful disposition and his "Know how" will no doubt make him one of the leading grocers in that part of the city.

D. H. Dobbin has bought out G. H. Cooper, corner of Huron and Sussex Sts. Mr. Dobbin is a thorough grocer, having received his early training in the retail store with his father and afterwards spending eight years with the boys on the road representing Balfour, Smye & Co., of Hamilton, wholesale grocers. This gives him an excellent qualification to do a first class grocery trade, which will soon be appreciated in that part of the city.

There are still a few grocers who are so far behind the times that they actually, without seeing how others see them, with some degree of pride say that they have no time to read the "Canadian Grocer."

W. L. Brown, Sorauren Ave., is one of those who think the retailers should start a wholesale fruit business of their own.

J. Coad, 100 Sorauren Ave., is a new comer to the city and he may well congratulate himself in securing a store in that growing part of the city. His store is up-to-date in every respect, and with the push and skill which he is able to command, his business will soon measure up with any of his competitors.

A. Newland, is one of the lucky grocers who secured one of the new stores on Roncesvalles Ave. He comes from Church St. with three years experience and with his natural ability and pluck is bound to push to the front. He has every good quality required to make him a winner. He will keep choice groceries, fruits and confectionery with an ice cream soda fountain as an extra drawing card.

W. J. Snell, 2165 Queen St. East, known as "Snell's Grocery" is a marvel of excellence and beauty. Before you enter the store you are attracted by the taste displayed in arranging the window. Inside from the manager down to the smallest article everything seems to wear a smile, and dresses in its very best. With an ambition for higher attainments he has contracted for a new and elaborate electric sign, which will attract the thousands of people on their way to the park.

J. Skelton, 2012 Queen St. East, one of the east end grocers, thinks if he did not get the "Canadian Grocer" the "cob web would be over his door." With the help he gets from it, he can easily hold his own with any and all of his competitors and do his share of the business.

P. M. D. Whitelock, 1961 Queen St. East, claims to be the pioneer grocer of the east end. He is doing well and prides himself in allowing his name to go on the black list intentionally as a matter of principle. He is opposed to the blacklisting plan, he says.

Pizer & Smith, Queen St. East, have no time to read the "Canadian Grocer" as they are too busy looking after their own business. Up-to-date grocers know that this is not wisely looking after one's own interests for it is neglecting the most important needs in business.

B. G. Bell, 691 Broadview Ave., comes from Trenton, and secured his corner at a bargain. He has since been offered $500.00 advance, but he wants to make it his home. He spent his boyhood days behind the counter and the last 20 years on the road. He has had plenty of travel and now feels contented to stay at home, and do his best to give good service to his customers.

Furniss Bros. are opening a new store with entirely new goods at 747 Broadview Ave. These young men have had experience with several of the leading grocers in the city and therefore enter upon their new under taking with good prospects. They intend to handle groceries, provisions and flowers.

BRACEBRIDGE.

June 16.—Saturday the stores all looked tempting with large displays of fruits such as strawberries, pineapples, bananas, oranges, etc. Every indication points to a bumper crop in strawberries this season in this section.

Farmers throughout Muskoka are badly in need of rain and unless it comes soon the hay crop, which the farmers in this district greatly depend on, will be a failure.

The staff of Hutchison Bros., grocers, were entertained on Friday evening last on the lawn of D. T. Hodgson. One of the pleasing features of the evening was the solo rendered by George Hole, the accountant for that firm.

Prices on Saturday for farm produce were: butter 17c per lb.; eggs, firm at 20c per doz.; potatoes showing a reduction in price, selling at $1.00 per bag.

GUELPH.

June 16.—The annual excursion to the Ontario Agricultural College, which arrive daily during the month of June, are now in full swing; but as to whether the influx of visitors, which these excursions pour into the city, materially assist the trade or not is a matter for opinion. Of course the resturants do a flourishing business as also do the small ware stores. On Saturday, the ordinary buiness was augmented by the three excursions from Toronto and surrounding destricts and naturally a big day's business was the result. In fact some of our merchants go so far as to say that Saturday's turnover was the largest this year. The day was fine and some very pretty fruit displays were noticed. Geo. Williams, with California cherries, did a good business. He also had an effective window of preserved fruits and jams.

A. Groom and W. H. Fielding are each showing a good selling line of toilet soap. A. Groom has also a very nice array of lime juice, which he reports as selling well.

J. A. McCrea has an attractive window display of china.

CHATHAM.

June 16.—The urgent need of the recently inaugurated debt collection scheme is emphasized by the fact that accounts against over 400 different debtors have already been placed in the hands of the collector. Against many of these there is more than one account, the highest record against any single debtor being 11 accounts. This was the report presented at the R.M.A. meeting last Tuesday evening, after the collection scheme had been only a few weeks in existence. Though listing the accounts, mapping the city into routes and other incidentals have taken much time, the collector is already making regular calls, and has dates with 54 debtors, while about $30 has already been collected, in addition to amounts paid direct to merchants which will total far more. Some difficulty has been experienced in convincing debtors that the association is really in earnest, but this is only a temporary trouble. A difficulty in connection with disputed accounts was referred to the association, many debtors having claimed that the amounts were incorrect. It was recommended that in such cases the collector instruct the debtor to show his bona fides by calling on the merchant with a view to adjustment within a week. At the end of that time, if the debtor doesn't put in an appearance, the matter will be once more in the collector's hands. The feeling is that most of these "disputes" are merely devices to gain time. A means of effectively handling country collections was another difficulty. In many instances 75 per cent. of a merchant's bad debts will be outside city limits. It was ultimately decided to experiment with a mail system of dunning, though the point was effectively raised by Peter Cunningham that monthly dunners were useless, and that to show the debtor that business was meant, would require a series of probably seven letters, steadily increasing in sharpness, at intervals of about a week. President Westman was inclined to favor personal calls, and thought that by mapping out definite routes in the country the time and trouble involved could be reduced to a minimum, while the expense of horse hire, otherwise an insurmountable item, could be eliminated by individual merchants lending the collector the use of their horses and rigs time about. It was felt that the additional expense inevitable in any case would justify the charging of a small percentage on country collections. If the mail system doesn't work, further methods will have to be devised. A committee comprising Peter Cunningham, Paul Blonde, A. D. Westman, Harry Andrew and Wm. Anderson was appointed to take charge of the entire matter.

The past week has not been as busy as many grocers expected, owing to the failure of home grown strawberries to arrive. While late, the crop looks good. Though the handling of the berries is largely a matter of "turnover," the profit comes in the sale of sugars and jars. Incidentally, most of the imported berries have come in in boxes fitted with "false bottoms," and market vendors are protesting, claiming that owing to this fact the imported berries are not full measure, while the law requires them themselves to sell nothing but full boxes.

Notes from the Maritime Provinces and Quebec

Ship Orders Groceries From Halifax Retailer by Wireless Telegraphy—Ontario and Manitoba Flours at Same Price in New Brunswick.

HALIFAX.

June 15.—Business conditions are reported in a satisfactory state throughout the Province, and the prospects are excellent for their continuance. Enormous quantities of mackerel have struck in along the coast, and the fishermen in some districts are reaping a harvest. With fish plentiful lots of money is put in circulation and good times follow, as the fishermen spend their earnings liberally. So far this week nearly 200,000 fresh mackerel have been landed at Halifax and thousands of barrels have been iced and shipped fresh to the United States market. Besides large quantities are being put in cold storage for the fall trade. On the Cape Breton coast the fishing is also good. Besides large quantities of mackerel, the boats are bringing in good catches of haddock. The Lunenburg bank fleet have nearly all returned and the spring catch totals over twenty thousand quintals. Codfish are in better demand and the price has advanced. Last year codfish sold for $3.50 per quintal, while this year they are bringing $5.00, and may still go higher.

The Norwegian fishery this year is also reported to be good, the catch being much larger than last year.

The first big lobster shipment of the season to London and Havre, will go forward this week on the Furness line steamer Shenandoah, which will take from 15,000 to 20,000 cases.

Probably the first order for groceries ever received in Halifax by wireless telegraphy came to Hentzell's Limited, last week, when they received an order by the Marconi system for ships stores from a steamer inward bound, which at the time was several hours from Halifax, The goods were quickly hustled to the pier, and the steamer sailed again on the following morning with the supplies on board.

MONTREAL.

June 15.—The first annual meeting of the Dominion Orchards Company took place June 9, on the farm of the company, at Rougemont, Que. An encouraging report was presented to some twenty-eight of the shareholders who were present from Montreal. It was shown that the acreage in strawberries and raspberries had been materially increased. Fifty acres were now planted in these berries. Besides, seven acres were planted in tomatoes, four in celery and seven in wax beans. The strawberry patch was reported as being large enough to yield a carload a day during the height of the season, the first two weeks in July. It was decided to increase the size of the hothouse, which at present covers about an acre. Officers were re-elected by acclamation as follows: President, J. M. Fortier; vice-president, J. F. McLean; secretary, R. S. Bell; directors, Wm. Bell, J. P. Choquette, S. M. Luke.

Jas. B. Campbell, sales manager American Can Company, Montreal, was in Ottawa last week.

Fred Hodge, with Chase & Sanborn, Montreal, was in Ottawa and Collingwood the latter part of last week.

Wm. Galbraith, Montreal, was in Ottawa last week.

C. W. Gregory, sales manager W. D. McLaren, Limited, Montreal, makers of Cook's Friend Baking Powder, was in Three Rivers and other Quebec points this week.

S. T. Nishimura & Co., Montreal, recently renovated their offices, at 55 St. Francois Xavier Street, and are now in possession of handsomely fitted, modern quarters.

Robert Meighen, president of the Lake of the Woods Milling Company, Montreal, who has just returned from Europe, expresses the view that the business men of the Old Country are too prone to neglect business for the sake of sport, and he notices a tendency in the same direction among the youth, and even the older men, of Canada. Mr. Meighen thinks that while the old proverb: "all work and no play makes Jack a dull boy," may be true, there is, nevertheless, such a thing as overdoing the playing.

Lt.-Col. W. H. Schneider has gone to camp with his regiment, the 6th Duke of Connaught's Royal Canadian Hussars.

ST. JOHN.

June 15.—For the first time in the history of the grocery business in New Brunswick, Ontario and Manitoba flours have been selling at the same price. An advance of fifteen cents in Ontarios on Monday put the price exactly the same as Manitobas, $7.15 a barrel, wholesale, or $7.40 to $7.50 retail. Most of the local jobbers had pretty good supplies on hand before the advance started some time ago and they are consequently reaping a reward for their foresight. The price of biscuits, of all kinds, was advanced by the local manufacturers on Saturday, the 12th instant, the reason assigned being the increase in the price of flour and mixing ingredients.

In view of the proposed tariff changes in the United States, among which is said to be under consideration a proposal to increase the duty on potatoes, the announcement made a few days ago that the steamship service between this port and Havana, Cuba, will be resumed about September first, is of considerable interest. William Thomson & Co., shipping agents have announced that the steamer Mantinea, which is much larger than the steamer formerly on this route, will be put on the service and it is expected that trade between this province and Cuba will be given quite an impetus. Dr. E. S. Kirkpatrick, Canadian trade commissioner to Cuba, in writing to merchants here states that there is a good opening there for trade in potatoes, hay, oats, etc.

Authentic Information on Western Conditions

Short Weight Butter Discovered at the Coast — Potatoes go Higher Than Ever—Fifty-Pound Butter Packages in Export Form to be Exhibited in Winnipeg.

VANCOUVER.

June 15.—Short weight in one pound butter bricks has been discovered by the executive of the Vancouver Retail Grocers' Association, and James Roy the secretary, has sent out letters to the members of the Association, acquainting them of the fact and putting them on their guard. Over 60 different lots of butter, put up by creameries and grocers who brick their own butter, have been carefully weighed in about 20 different stores. They were weighed in three and four pound lots, and only two lots came up to the requirements. The worst cases were one of three pounds, which weighed two pounds, twelve ounces, and another of four pounds, which weighed three pounds eleven ounces. It is the intention of the Association to use every means to stamp out this injustice to the grocer and the consumer, and co-operation is asked. "I knew before we were up against it," a grocer remarked, "because it was impossible for any man to sell in three pound lots at the prices quoted unless he were losing money. Customers have stated that they could get butter at other places at a better price, and though I have hinted at short weight, they thought I was objecting only because I could not do as well. Now, I have this letter to show them."

Potatoes are up, away up. Asherofts are now quoted at $60 per ton, and locals at from $50 to $55. That is higher than any one thought they would reach, and even at that high figure, they are almost unobtainable. One grocer said that he went to the commission men and managed to get two sacks, when he had orders for many more. And these retailed at $3.50. This is something unheard of in the local market. What's more, it will be a month before good new potatoes are in at a price to even equal the high price of the old ones. A month or more ago when it was stated that new potatoes were behind their time, The Grocer was doubted, but the price now is almost double what it was then. New potatoes were as low as six pounds for 25c, and now they are retailed at three for 25c. Warm weather has now set in, and growth will be hurried along.

McLeod & Clarkson is the name of a new commission firm who have taken over the confectionary end of the business of the Standard Brokerage Co., which has several angencies. It is the intension of McLeod & Clarkson to make specialties of olives, jams and old country mustards and catsup, representing Farrow, of Peterboro, England.

A recent visitor was E. D. Morton, of E. and D. Morton, pickle and jam manufacturers, of London, England. On his way east, he was accompanied by the representative here G. A. Stone, who is now in western Alberta.

Wes. Moffatt, until recently a clerk in the grocery department of W. R. Megaw's store, Vernon, has left for Calgary, where he will remain a short time before proceeding East.

There is a very large call for British Columbia strawberries from the prairie provinces, but there is not enough fruit to supply the demand. Orders have been received in Revelstoke for 1,000 boxes from Calgary and Edmonton, while the Victoria Fruit Exchange has contracted for three carloads. Prices to-day are high, the lowest retail figure being 25c per box or two for 45c. Last year the local growers averaged about ten cents per pound, and this year much higher will be netted, though the final returns may not be more, since the amount is not so large.

J. B. MacEwan, cheese and butter exporter of Wellington, New Zealand is on the coast, with a view to increasing the trade between Canada and New Zealand. As pointed out in these columns before, what is first necessary is cold storage accommodation in the boats, but this cannot be secured without a subsidy to the operators of the steamship line Mr. MacEwan states that New Zealand could supply Canada with mutton, butter and cheese, as well as beef products, but development of the trade is prohibited, since proper shipment facilities are not obtainable. Mr. MacEwan is a Canadian, hailing from Stratford, Ontario, and will revisit his old home. He settled in New Zealand fifteen years ago.

WINNIPEG.

June 15.—An interesting exhibit in the butter department at the Winnipeg industrial exhibition, to be held from July 10 to 17, will be that of two packages of creamery butter of not less than fifty pounds each, to be put up in export form. This butter is to be shipped to Winnipeg from outside points to arrive not later than June 18, when it will be placed in cold storage until July 11, then moved to the grounds and judged. Special consideration will be taken as to the condition of the package, and a first prize of thirty dollars is offered. It is obvious that this prize is given in order that the standard quality of export butter might be raised. Considering the fact that much damaged butter has been delivered on foreign markets, and also, that many creameries have been built all over western Canada during the past two years, it is timely that such a contest as this should be inaugurated. It is hoped that many butter exporters will take advantage of this exhibit, and that the worthy purpose of the donor of the prize will be realized.

A business deal of importance was consummated at Rapid City, Manitoba, on June 9, when the grist mill formerly owned by George McCulloch & Sons, of Souris, was taken over by a company from Brandon. The purchase price was in the neighborhood of $25,000, and in future the firm will be known as W. J. Lindsay & Co. The new proprietors contemplate making considerable improvements. In addition to the flour milling they propose to establish an oatmeal mill and general elevator business, and may build a spur from the railroad to facilitate shipping.

MANITOBA MARKETS

(Corrected by Telegraph).

POINTERS—
Apricots—Very scarce.
Dates—Reduced.
Pork and Beans—Advanced.
Currants—Scarce.

Winnipeg, June 17.—The local trade was never in a more flourishing condition. Wholesalers have been pressed with orders for several weeks and they are preparing for a heavy seige during the exhibition when it is expected that many merchants will come in from various points in the west. The beautiful weather has been a splendid asset to the retail trade, and the counter custom has greatly increased. Green fruits and vegetables have been selling heavily during the past week, and the market prices are slightly changed. We quote an advance in some pork and beans which is the second advance within ten days.

SUGAR—The B. C. refineries seem to be endeavoring to monopolize the markets in sugar at present. The following prices prevail, but a decline may be expected soon.

Montreal and B.C. granulated, in bbls	5 90
" " in sacks	4 95
" yellow, in bbls	4 80
" " in sacks	4 85
Wallaceburg, in bbls	4 90
" in sacks	4 90
B.C. gunnies granulated, 5-lb's to bale, per cwt	4 95
" " 5-2o's " "	4 95
" icing	5 60
bar sugar	5 60
Icing sugar in bbls	5 60
" " in boxes	5 80
" " in small quantities	6 00
Powdered sugar, in bbls	5 35
" " in boxes	5 55
" " in small quantities	5 85
Lump, hard, in bbls	5 90
" " in ½-bbls	6 00
" " in 100-lb cases	5 [illegible]

SYRUP AND MOLASSES—The market on molasses has become much firmer. Syrup as usual is quite firm and sales continue good.

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 35
" " 5-lb tins, per 1 "	2 80
" " 10-lb tins, per ½ "	2 65
" " 20-lb tins, per ¼ "	2 70
" " ½ barrel, per lb.	0 04
" " Sugar syrup, per lb.	0 04
Beaver Brand, 2 lb tins, per 2 doz case	3 30
" 5 " " 1 "	3 80
" 10 " " ½ "	3 50
" 20 " " ¼ "	3 40
Barbadoes molasses in ½-bbls, per lb	0 04½
Porto Rico molasses in ½-bbls., per gal	0 60
Beaver Barbadoes molasses, ½ bbl., per gal	0 55
Gingerbread molasses, ½ bbl., per gal	0 40
New Orleans molasses, ½-bbls, per gal	0 36

FOREIGN DRIED FRUITS. — Currants and apricots are very scarce on local market, and the prices are firm. Dates have declined from 7c to 5½c per lb.

Smyrna Sultana raisins, uncleaned, per lb	0 07
" " " cleaned, per lb	0 08½
Trenor's Valencia raisins, f.o.s., per case, 28's	2 05
" " " 14's	1 00
" selects " 28's	2 25

" " " " 14's	1 15
" " layers " 28's	2 25
" " " " 14's	1 25
California raisins, choice seeded in 1-lb. packages per package	0 05½
" " fancy seeded in 1-lb. packages per package	0 05½
" " choice seeded in 1-lb packages per package	0 06½
" " fancy seeded, 1-lb. packages, per package	0 07½
Raisins, 3 crown muscatels, per lb	0 05
" 4 " "	0 06½
Prunes 90-100 per lb	0 04½
" 80-90 "	0 05
" 70-80 "	0 05½
" 60-70 "	0 06½
" 50-60 "	0 08½
" 40-50 "	0 08½
" 30-40 "	0 09
Silver prunes	0 09
Currants, uncleaned, loose pack, per lb	0 07½
" dry cleaned, Filfiatras, per lb	0 08
" wet cleaned, per lb	0 08½
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 08½
Pears, per lb	0 08½
Peaches, standard, per lb	0 07½
" choice	0 08
Apricots, standard, per lb	0 13½
" choice, per lb	0 15½
Plums, black pitted, per lb	0 11½
Nectarines, per lb	0 09½
Dates, new, per lb	0 05½

MAPLE PRODUCTS—Stock is getting low in syrup. The market is firm in syrup and weak in sugar.

Sugar, per lb	0 13½
Syrup, gallons. ½ doz. to case, per case	6 60
" ½ " 1 doz. to case, "	7 10
" ½ " 2 doz. to case "	7 50

POT AND PEARL BARLEY—Prices are firm this week.

Pot barley, per sack	2 10
Pearl barley, per sack	3 90
" per ½ sack	2 05

QUAKER OATS—The following prices prevail. Sales are heavy.

Family size	5 00
Quaker oats, 36 packages	3 50
Quaker toasted cornflakes, 24 pkgs	2 00
Pettijohn breakfast food, 18 pkgs	2 25
Puffed rice in bbls., per lb	0 22

CORNMEAL—The market shows a slight weakness at present. The half sacks in some instances have sold for $1.05. We quote the advanced price of last week.

Cornmeal, per sack	2 10
" per ½ sack	1 10
" per bale (10, 10's)	2 40

ROLLED OATS—On account of the competition among the millers a slight break has been made in the prices this week. The prices reached the point where outside millers found they could profit by shipping in, and local millers were compelled to reduce.

Rolled oats, 80 lb sacks, per 80 lbs	2 50
" 40 " " 80	2 55
" 20 " " 80	2 60
" 8 " " 80	2 90

WALNUTS—Prices are firm.

Shelled Walnuts, in boxes, per lb	0 26
" " small lots, per lb	0 28
" Almonds, in boxes, per lb	0 28
" " small lots, per lb	0 30

HONEY—The market is weakening.

Honey, 2½ lb. tins, in case 24	8 85
" 5 " " 12	8 75

TUBS—These prices are firmer than they have been for some weeks.

Eddy's tubs, No 0, per dozen	11 25
" " " 1 " "	9 10
" " " 2 " "	7 50
" " " 3 " "	6 40
" " nests of 3, No. 0, 1, 2, per nest	2 35
" " 3, No. 1, 2, 3, per nest	1 95
" " " 4, No. 0, 1, 2, 3, per nest	2 85

BEANS—Prices are very firm and there is a marked scarcity of the white variety.

3-lb picker, per bushel	2 67
Prime white, per bushel	2 50

RICE AND TAPIOCA—Market continues weak.

Japan rice, per lb	0 04½
Patna " "	0 04½
Rangoon rice, per lb	0 03½
Tapioca, per lb	0 04

CANNED GOODS — The advanced price of apples remains firm. The market is quite weak in almost all other lines.

GREEN FRUITS AND VEGETABLES—The trade has been heavy and markets are good. Prices are somewhat lower this week.

Tomatoes, Mississippi, per case	1 50
Lettuce, per doz	0 30
Radishes, per doz	0 30
Parsley, per doz	0 30
Oranges, per box	3 50 4 00
Lemons "	4 50 5 50
Bananas, per bunch	2 50 3 50
Strawberries, per case, 24 qts	3 50
Pineapples, per crate	3 50
Rhubarb, per box	2 00

MEATS—We quote a further advance on pork and beans. The meat market is firm.

EGGS—The demand for eggs has been heavy and the price has been kept up. It was expected that the Manitoba fresh laid would be as low as 16½ cents according to the production. Today they are jobbing at 19½ cents.

BUTTER—We quote creamery at 22c being 1c lower than last week. The dairy product is not marketing well. This week it has been about 13c per pound.

QUEBEC MARKETS

Montreal, June 17, 1909.

Beans continue to be the feature of the market, further advances having been recorded since last week. Prices have now reached the level which puts beans among the luxuries of life. Peas are steady this week. Tapioca is slightly firmer, but no advance has occurred locally. Black and white peppers are reported as being higher abroad, but no changes have been made by local houses. Prices submitted to agents by California packers would indicate that the trade will be supplied with apricots this year at higher figures, while peaches will be lower. Butter has advanced. Canned goods are being cleared up gradually, tomatoes, strawberries and raspberries being practically the only lines now held in quantity. Some nominal figures have been quoted by salmon packers, but prices are not yet out. Sugar is steady the local market not having followed recent New York fluctuations. Molasses is quiet.

Trade on the whole is not as brisk as it should be at this time of year. With navigation open everywhere, good roads, and indications of a fine crop, business should be much more satisfactory than it is. It is difficult to account for the present state of affairs, unless through the fact that prices are high on almost all lines.

SUGAR. — Changes in the United States markets have not been followed by the Canadian refiners, prices having been quite steady. Business being transacted, while not up to expectations, is satisfactory. A considerable quantity of Scotch and beet sugars is being disposed of among the trade at present.

Granulated, bags	4 55
" 20-lb. bags	4 65
" Imperial	4 20
" Beaver	4 20
Paris lump, boxes, 100 lbs	5 45
" " 50 lbs	5 55
" " 25 lbs	5 75
Red Seal, boxes	0 35
Crystal diamonds, bbls	5 35
" 100 lb. boxes	5 45
" " 50 lb. "	5 55
" " 25 lb. "	5 75
" " 5 lb. cartoons	0 37½
Extra ground, bbls	5 00
" " 50-lb. boxes	5 20
" " 25-lb. boxes	5 40
Powdered, bbls	4 80
" 50-lb. boxes	5 00
Phoenix	4 55
Bright coffee	4 50
No. 3 yellow	4 40
No. 2 "	4 30
No. 1 " bags	4 15

Bbls. granulated and yellow may be had at 5c above bag prices.

SYRUPS AND MOLASSES—Jobbers report fair business in syrups. Recent advances, some say, have resulted in a falling off in business. Other houses do not find sales lower, but larger, on the contrary. Old orders for molasses are being filled from recently arrived cargoes, but thee is not a great deal of new business passing. Price slaughtering which was so common a few weeks ago, resulted in everybody becoming well supplied, making present transactions small.

Fancy Barbadoes molasses, puncheons	0 38 0 40
" " " barrels	0 41 0 43
" " " half-barrels	0 43 0 45
Choice Barbadoes molasses, puncheons	0 41 0 43
" " " barrels	0 44 0 46
" " " half-barrels	0 46 0 48½
New Orleans	0 22 0 32
Antigua	0 30
Porto Rico	0 40
Corn syrups, bbls	0 03½
" ½-bbls	0 03½
" ¼-bbls	0 03½
" 35½ lb pails	1 75
" 25 lb pails	1 25
Cases, 2 lb tins, 2 doz per case	2 40
" 5-lb. " 1 doz. "	2 75
" 10-lb. " ½ doz. "	2 65
" 20-lb. " ¼ doz. "	2 60

DRIED FRUITS.—Some house have sent quotations, to local agents, on California apricots and peaches. Apricots, according to these figures, will be higher this year, while peaches will be very low. It is likely that quotations will be made to the trade next week. Other lines are quiet, dealers being anxious for the opening up of the active season, in August.

TEA.—The first arrivals of new Japans, small though they were, were quickly taken up. Jobbers, in some instances, did not feel interested, owing to the prices asked being too high, but, on the whole, no trouble was encountered in placing the quantities which came in. A fair volume of business is being transacted in all teas.

Choicest	0 40 0 50
Choice	0 35 0 37
Japans—Fine	0 30 0 35
Medium	0 25 0 28
Good common	0 22 0 25
Common	0 20 0 21
Ceylon—Broken Orange Pekoe	0 21 0 40
Pekoes	0 20 0 22
Pekoe Souchongs	0 20 0 22
India—Pekoe Souchongs	0 19 0 20
Ceylon greens—Young Hysons	0 20 0 25
Hysons	0 20 0 23
Gunpowders	0 19 0 22
China greens—Pingsuey gunpowder, low grade	0 14 0 18
" " pea leaf	0 25 0 30
" " pinhead	0 30 0 50

COFFEE.—A good summer business is being transacted in coffee at unchanged prices.

Mocha	0 18½ 0 25
Rio, No. 7	0 09 0 11
Santos	0 13 0 15

SPICES.—Black and white Singapore pepper is firmer, though no advances locally have occurred. Other spices are rather quiet.

	Per lb.
Peppers, black	0 14 0 20
" white	0 20 0 27
Ginger, whole	0 15 0 20
" Cochin	0 17 0 20
Cloves, whole	0 18 0 30
Cloves, ground	0 20 0 25
Cream of tartar	0 23 0 35
Allspice	0 13 0 15
Nutmegs	0 30 0 60
Cinnamon, ground	0 15 0 19
" whole	0 14 0 16

The Increase of Home Consumption of Cheese

Insufficient Curing Claimed To Be The Cause Of The Slow Demand From Canadian Consumers—Difficulties To Overcome To Remedy Conditions.

By J. W. Wheaton.

Canadians are not cheese-eaters. Cheese with them is more of a luxury than a staple article of food. The average consumer in the city buys cheese in small quantities, a pound being considered a pretty large portion to secure from the grocery at one time. If the family is not large and its members are not fond of cheese, this pound of cheese will often become dry and unpalatable before it is eaten. This lessens the desire to buy more cheese, and in other ways the consumption of cheese is not encouraged.

In Great Britain, where the great bulk of Canadian cheese is consumed, it is used as a staple article of food by many people, chiefly the working classes, though the lower prices for meat, consequent upon the large importations of dressed meats from the United States and other countries, has induced more consumption of this food by the lower classes, which is taking the place of cheese to some extent. There is still, however, a good demand for cheese, as is shown by the high prices that have ruled for the past year or two. Though meat prices have been lowered, it is doubtful if they are sufficiently low to place meat on a par with cheese, if the food value of the two products are compared.

A quart of good milk is claimed to be equal in food value to a pound of meat, and one pound of well-ripened cheese contains as much nourishment for the human body as two and one-half pounds of the best beef steak. On this basis, milk at 12c a quart and cheese at 20 cents a pound are among the cheapest of foods. And yet the average consumer in Canada will cheerfully pay 18 and 20 cents for a pound of steak and grumble if he has to pay 15 or 16 cents for a pound of cheese. If the food value of the two products were considered in the buying, a pound of cheese should be worth 50 cents, when good beef steak sells at 20 cents a pound.

Home Consumption Slow.

With these facts as to the food value of cheese before us why is it that its consumption is not increasing more than it does in Canada? There has been some increase during the past few years, due to increase in population and the immigration of so many people from the old land, who have been accustomed to use cheese in large quantities. But the amount consumed by the average Canadian has not increased very much.

It is estimated that we consume in Canada in the shape of milk, butter, cheese and condensed milk over two-thirds of our total dairy production. The amount of cheese consumed is hard to ascertain, but we may conclude that it is only a small proportion of this estimated total. It should and can be greatly increased. Moreover, it is important that it should be increased. Had Canada's exports of cheese during the past couple of years kept up to the same level of a few years back, it is safe to say that the market would have been overdone and more or less demoralized.

The consumption of cheese in Great Britain is not increasing and excepting, perhaps, the past year, Canada has been sending over as much cheese as can be well taken care of. Any large increase in the make, therefore, means more cheese than the export market can handle to advantage.

Dairymen are looking to the home market for an outlet and if the consumption of cheese were what it ought to be, they should not look in vain. By increasing home consumption of cheese an industry is being fostered that is bringing in millions of dollars every year in to this country.

Improper Curing One Cause.

Aside from the average Canadian being naturally not a cheese-eater, there are other reasons why home consumption has not largely increased. One of them is the class of cheese that is placed on the home market. One general fault that it has is that it is not efficiently cured. The average age of the cheese found on the consumer's table, is from one to two months. It is often newer than this during the summer months, when only a few weeks elapse between the time when it is made and when it is sold out in small quantities over the grocery counter.

Such stuff does not deserve the name of cheese. It is tough, curdy and hard to digest. No matter how well made it may be, it is not a wholesome food at this stage. A well-made cheese, properly cured and cared for in the interval, is not at its best till it is at least a year old. It then has that fine mellow texture and is in a condition to be eaten by even a chronic dyspeptic without doing him any harm. Its nourishing qualities are at the best and cheese at this age becomes an article of food that the more one consumes the more one wants to consume.

Many people have a wrong impression about old cheese. They have bought cheese that was old and were almost overcome by the sharp taste and strong flavor it had. The trouble has been that much of the cheese sold on the home market, has been the "culls" of the factories, or cheese that had some defect and were not suitable for the export trade. This cheese, if too moist or made from bad-flavored milk will often develop a rank, strong flavor when old. In the past there has been much of this class of cheese on the home market and many consumers have the impression that all old cheese has the same characteristics. A well-made, well-cured cheese properly cared for will not have a strong rank flavor or taste. It gets better the older it becomes, up to two or three years. In fact, many cheese con-

WHEN YOU HAVE MADE A BAD INVESTMENT.

One of the hardest things a business man is called upon to do is to accept a great loss when he has made a mistake without trying to get his money back by the same means that he lost it. He says to himself, "Well, I am going to keep that thing up long enough to get my money back, and then I'll quit." But as a rule it is a mistake to continue in a thing which your judgment condemns.

When you are convinced that you have made a mistake, that you have entered into some business relationship or have gone into something which you should have kept out of, cut it off as quickly as possible.

Many a man has made the fatal mistake of continuing in a bad venture trying to get his money back. Most business men find that when they make a mistake, no matter how great the loss or how unfortunate, the best thing to do is to apply the heroic treatment, amputate the diseased limb, not try to palliate the symptoms with medicine.

A New York business man told me that he made an investment outside of his own business a few years ago, and that it did not turn out well, but that he was so determined not to lose any money, and to make it win, although it was a business which he knew practically nothing of, that he kept putting in more and more until he found that he had over two million dollars in the venture. He had made this money in his own business, which he knew all about, and after he found he had made a mistake in the new venture, when people laughed at him for his failure, his pride was touched, and he determined to show them that he could win out even in a business which was foreign to his training.

He said that his experience had taught him two lessons: to keep out of things which he knew nothing about; and when he found he had made a mistake, no matter how great the loss, to take his medicine and quit immediately.—Success Magazine.

noisseurs consider a cheddar cheese not at its best until two years old. It then has a fine rich taste and mellow texture that makes it one of the most palatable and nourishing foods on the market.

Improvement Noticeable.

The quality of the cheese offered on the home market has, however, very much improved of late years due to improved methods of making and the fewer inferior cheese that are being produced in the factories. One rarely finds in the grocery to-day the bad-flavored and badly made cheese of a few years back. The general quality is much better. One thing it lacks and that is sufficient curing. If it were kept in the factories a few months longer or better still, if it were cured under proper conditions in the factory for a month and then boxed and placed in some cool storage for six months or a year before using, the average cheese retailed over the counter to-day would be much more wholesome and palatable. But the trouble is, who is to bear the expense of holding the cheese for several months until it is ready for market? The average factory is not in a position to do so excepting it be the last month's make of the season, which can be kept for considerable time providing conditions are favorable, which they are not in many factories. During the making season, most factories are obliged to ship cheese when a month or two old to make room for the new product, which is continually being made.

The solution of the difficulty seems to be with the wholesale produce dealer. But will it pay him to buy cheese and hold it for six months or a year before distributing it to his customers? On April 30, cheese was quoted on the country cheese boards at 11¼c to 11 5-16c per lb., on the same date dealers in Toronto were quoting new cheese to the trade at 13c and 13¼c per lb. Is this margin of 1¾c to 2c, between the buying and selling price, sufficient to enable the wholesale distributor to hold cheese in storage for several months till it is properly ripened? Measured by the margin which the middleman in Great Britain gets, it is. Of course, he handles much larger quantities, and, therefore, can do it on a smaller margin of profit.

Then there is the question of the ups and downs of the market. Cheese bought to-day may cost a cent or two more than it will a few months hence, and then again it may cost less. There is a chance about it that may work both ways.

There is this to be said, however, that if some system of holding cheese until it is properly cured were devised the consumption of cheese on the home market would be largely increased and the dealer would, in the long run, be able to handle much larger quantities. It is true that many people, prefer new cheese, due largely to their experience with the so-called old cheese that has been on the market, not being satisfactory. But this prejudice would soon be overcome if the right kind of old cheese were put on the market, and a permanent and increasing demand for this class of food would gradually be developed. The time seems opportune for some enterprising dealer to take up this proposition. By being first in the field he would eventually command the trade.

Relative Values of Cheese.

It has been the custom in the past to buy fall made cheese for holding for the winter's trade. While cheese made during September and October is always of good keeping quality, it usually sells at a higher price than any other month's make of the season. June cheese is invariably of good quality, and if properly cared for can be held for considerable time. The cows are on full grass, there is the largest flow of milk of the season, and the price, considering the quality is usually lower than for any other month's make. When the hot weather of July and August comes, clean flavors are hard to get. April and May cheese made largely from fodder-fed cows has not the good keeping qualities of the other months. But well-made June cheese, properly cured, can be stored to good advantage and would be in its prime about Christmas time.

We know more about curing cheese and holding it for future use than we did a few years ago. With proper storage facilities there is not much risk in the undertaking. Cured under modern cool-curing condition, the percentage of shrinkage is reduced to a minimum, and the quality of the product improves with age. If more cheese of this character were put upon the market, there would be less consumption of fancy imported cheese, and an important home industry would be strengthened.

SALES BY MEASUREMENT.

United States Paper Considers This An Ancient System.

In view of the article which appeared in the special number of The Grocer, on the substitution of the weigh scales for measures, the following from the Toledo Blade will be read with interest:

"It is remarkable that commerce, ordinarily so sensible and so ready to welcome savings of time and energy and money, should stick so closely throughout the centuries to the ancient systems of measurement. To sell articles by the bushel when solemn court rulings are necessary to define what a bushel is, by the barrel when trade associations have heated discussions before they can agree on the proper size of a barrel, by the basket when a city inspector must watch the baskets in the market place with suspicion—all this seems not merely ridiculous, but wasteful and unbusinesslike.

"The sellers of this State—and doubtless of all the States are agreed that the commodities of the food markets, with the possible exception of berries, should be sold by weight. This is the only reasonable method of sale, saving that constant fluctuation between the purchases of yesterday and those of to-day, between the bushel of Jones and the bushel of Smith. The inconvenience of an alteration in method could be only temporary. The benefits apparent ought to make market people and commission men, farmers and consumers, eager to accept the momentary confusion and have it over with."

Wm. Nimmo, general merchant, Ravenswood, Ont., is advertising his business for sale.

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are cheaper than any other meat foods offered in to-day's markets. Beef is very scarce, and is going to be higher. The Boneless Bacon which we are curing to-day is reasonable in price, taking into consideration the very high value of all food products. There is absolutety no waste, and it forms one of the most economical and nutritious foods that you can offer your customer or use yourself.

MADE UNDER GOVERNMENT INSPECTION.

F. W. Fearman Co.

LIMITED

HAMILTON

Every Man, Woman and Child in Canada



Knows

REINDEER

It stands for the Purest, Richest Condensed Milk.

It carries the most Businesslike and attractive proposition.

It will pay you to get it.

The Truro Condensed Milk Co., Ltd., Truro, N.S.

YOU ARE NOT

Gambling

When you order our

Hams

Rolls

Backs

Breakfast Bacon

They bring repeat orders

The Wm. Ryan Co.

LIMITED

70-72 Front St. East Toronto

Produce and Provision Situation of the World

Hog Prices Again Higher and Products Advance — Butter Plentiful and Prices are Easier—New Cheese Coming on the Market.

The slight decline in the price of hogs didn't last long and the figures have again returned to their former height. Hogs are firm at $11.00 for dressed and $7.75 live weight f.o.b. at country points. The farmers hold the situation and the moment packers drop the price, they hang on to their pigs. The local demand, as well as for export is active with a very firm feeling. Liverpool quotes lard 3d. and bacon 6d. higher. By all appearances the lovers of the favorite breakfast bacon, and for ham and eggs will have to pay long prices for some time. There is nothing cheaper in sight.

Butter is plentiful and one thing at least that can be bought at a reasonable price. Large quantities are going into cold storage. This has the effect of regulating the market, and from causing a slump.

Eggs are keeping firm, with no sign of a decline in sight.

The new make of cheese is coming on the market, but it trickles in very slowly and is not sufficient in quantity to affect the firmness in prices.

MONTREAL.

PROVISIONS.—A very strong feeling in the provision market is evidenced by the advances which are recorded this week. Hogs continue scarce, and the receipts being so light makes it difficult for packers to fill orders for all the products of hogs, hence the advanced quotations.

Compound Lard—	
Tierces, 375 lbs	0 10½
Parchment lined boxes, 50 lbs	0 10¼
Tubs, 50 lbs	0 10½
Wood pails, 20 lbs. net	0 11
Tin pails, in cases	0 11
Heavy short cut pork, in bbls	25 00
Selected heavy clear fat back pork	26 50
Very heavy clear pork	25 00
Plate beef, 100-lb bbls	8 00
" 200 "	15 50
" 300 "	22 50 23 00
Pure Lard—	
Tierces, 375 lbs	0 13½
Boxes, 50 lbs., grained	0 13¾
Tubs, 50 lbs., "	0 14¼
Pails, wood, 20 lbs., parchment lined	0 15
Tin pails, 20 lbs., gross	" 14¼
Cases, tins, 10 lbs. each	0 15¼
" " 5 "	0 15¼
" " 3 "	0 15¼
Dressed hogs, fresh killed	12 :0
Br. bacon	0 16¼
Windsor bacon	0 17½
Roll bacon	0 15¼
Prime hams	0 15¼

BUTTER.—A firm tone in the butter market is noticeable this week. Creamery prices are a little higher than they were a week ago. On two boards last Saturday, St. Hyacinthe and Cowansville, 4,000 packages changed hands. Local demand is good.

Creamery, solids, lb	0 23
Creamery prints	0 23½
Dairy, tubs, lb	0 17 0 17½

CHEESE.—There is a little old cheese left, which is being used up gradually by the local merchants. New cheese is arriving in larger quantity every week. Prices rule steady.

New cheese, large	0 12½ 0 12¾
" twins	0 12¾ 0 13
Old cheese, large	0 15½ 0 16
" twins	0 15½ 0 16
" small	0 15½ 0 16

EGGS.—Receipts are increasing weekly, but warmer weather would be welcomed, as it is still a little too cool for large shipments to be expected from the country. Prices are steady, with demand satisfactory.

New laids	0 19 0 19½
No. 2	0 15 0 16

HONEY.—No change in prices has occurred. The market is dull.

White clover comb honey	0 13 0 15
Buckwheat, extracted	0 08 0 09
Clover, strained, bulk, 30 lb. tins	0 10 0 11

TORONTO.

PROVISIONS.—The slight drop in the price of hogs last week has fully recovered, and the market is keen with a short supply. The local demand still continues to absorb about all that is available and very little is left for export.

Long clear bacon, per lb	0 13 0 13½
Smoked breakfast bacon, per lb	0 15½ 0 16
Roll bacon, per lb	0 12 0 12½
Light hams, per lb	0 15 0 15½
Medium hams, per lb	0 15 0 15½
Large hams, per lb	0 13 0 13½
Shoulder hams, per lb	0 11 0 11½
Backs, plain, per lb	0 17 0 17½
" pea meal	0 17½ 0 18
Heavy mess pork, per bbl	21 00 21 50
Short cut, per bbl	24 50 25 00
Lard, tierces, per lb	0 13½
" tubs "	0 13½
" pails "	0 14
" compounds, per lb	0 08½ 0 11
Dressed hogs	11 00
Live hog, f.o.b.	7 75

BUTTER.—The best butter in the year is usually made in June and this year on account of the cool weather the quality is excellent, and the yield large. With the splendid cold storage equipments, all the surplus goes into cold storage, where it is held in good condition for later use. Owing to the large receipts prices are about 1 cent lower.

	Per lb.
Fresh creamery print	0 21 0 22
Farmers' separator butter	0 19 0 20
Dairy prints, choice	0 17 0 18
Large rolls	0 16 0 17
Baking butter	0 13 0 15

CHEESE.—The cheese market is firm, but no visible change in prices. The make is large, but the feeling is that prices will be maintained.

Cheese, large, prime	0 14
" twins	0 14½
" new	0 13

POULTRY.—The supply of poultry is increasing, and prices are lower. Spring chickens are now selling at 30c a lb. This looks cheap, but a few years ago would have been entirely out of reach. Fowl arrive in good condition and at a slight decline are picked up quickly.

Early spring chicken, alive per lb	0 30 0 35
Young chicken, dressed, per lb	0 16 0 18
Hens, per lb., dressed	0 14 0 15
Turkeys, per lb., large	0 15 0 16
" medium young	0 16 0 17
Ducks	0 15

EGGS.—In spite of the larger shrinkage, dealers are keeping up their prices firmly, in the country, in order to secure the immense quantities required for present use and at the same time to put in cold storage for next winter.

Fresh eggs	0 30

MAPLE SYRUP.—This article is not receiving any attention, in fact, is out of season. Honey will soon take its place, but it is too early to know anything about the coming crop. Some interesting information may be expected shortly.

Maple syrup, in bulk, imperial gallon	0 80 0 90
" " in tins, " "	1 00 1 10
" sugar, per lb	0 09

A LOSING GAME.

Investigating Wall Street, Gov. Hughes' committee found plenty of difference of opinion about remedies, and even about facts, but some of the testimoney to which they listened has a decided general interest for the country. A Stock Exchange member of 40 years' standing stated that every one who enters Wall Street, except as a broker, loses. In a partnership contract to preclude a junior's speculating, this man made a bona fide offer of $5,000 for the name and address of every verified wining customer of any Wall Street house —provided only that the customer had so traded for two years as to make his account an "active" one. Another, for 12 years a member of a prominent brokerage house, stated that in all this time, after very broad operations, not a single customer ever took out a dollar of net winnings. An ex-broker stated that a 10-year search covering scores of trading friends and acquaintances, as well as the records of five brokerage houses and one bucket shop, failed to find a single net winner. Most brokers estimate that betweent 90 and 98 per cent. of customers lose. As practicallv every marginal trader loses, every bucket-shop and Wall Street house has a complete new list of customers in from three to five years.—Collier's Weekly.

APPRECIATION OF THE SPECIAL GROCER.

The annual spring number of The Canadian Grocer has just been published and has been received by the many Peterboro customers of this popular trade journal. From the cover through to the last pages this number is entertaining to the average reader and particularly profitable to the grocers for whom it is intended. The cover design has been chosen with taste and is very effective. The articles in the spring number are nearly all of a special nature, and in most cases are stories of how grocers have made successes of their business, or of some particular lines of it. There are two stories of Peterboro men, Messrs. R. C. Braund, White and Gillespie. Peterboro grocers have expressed themselves as much pleased with the special number.—Peterboro Examiner.

Canadian Trade Changes of Recent Occurrence

Merchants Who Have Bought and Sold During Past Few Weeks —Assignments and Meetings of Creditors.

Ontario.

G. H. Cooper, grocer, Toronto, has sold to B. H. Dobbin.

A. B. Meriless, merchant, Almonte, Ont., has assigned.

Jas. Gingras, merchant, Hespeler, Ont., has assigned.

S. L. Squire, general merchant, Villa Nova, Ont., was burned out recently.

Geo. McTavish, general merchant, Lavalee, Ont., is retiring from business.

Wm. Nimmo, general merchant Ravenswood, Ont., advertises his business for sale.

C. F. Eedy, grocer and flour & feed merchant, London, has been succeeded by J. W. Eedy.

The stock of the estate of Gardner & Co., general merchants Kenora, Ont., has been sold.

J. R. Croft, grocer and hardware merchant, Limehouse, Ont., has sold to G. E. Polkinghorue.

W. Hubbert, wholesale and retail provision merchant, Toronto, has sold his business by auction.

A meeting of the creditors of Tisdall & Co., baker and confectioner, Peterborough, is called for the 17th inst.

J. A. Smith, who for several years has been leading salesman for Hume Bros., Campbellford, Ont., and George Haig, who has held a similar position in P. Corkery's store, have purchased the grocery stock and business of the late R. S. Shannon, of that town.

Quebec.

The Castle Blend Tea Co., Montreal, have dissolved.

Jos. Naulin, general merchant, Levis Que., has assigned.

J. A. Tremblay, general merchant, Bic, Que., has assigned.

J. A. Arseneau, general merchant, Ruisseau Leblanc, Que., has assigned.

J. B. Chartrand, general merchant, Ste. Marthe, Que., has compromised.

Vezeau and Frere, general merchants, Cheneville, Que., meeting of creditors.

S. J. Carter & Co., wholesale grocers, Montreal, have registered.

Isaac Smilovitch, grocer, Montreal, had his stock damaged by fire recently.

Godbout & Co., wholesale grocers, Chicoutmi, Que., has obtained a charter.

Haddock Bros., general merchants, Barnston, Que., have dissolved partnership.

A. Nault & Sons Co., general merchants, Maniwaki, Que., has obtained a charter.

J. R. McQuat, general merchant, Lachute, Que., is offering his business for sale.

D. W. Ayer, Moes River, Que., general merchant, sustained loss by fire last week —insured.

The assets of J. A. Tremblay & Co., general merchants, La Tugue, Que., have been sold.

Western Canada.

The Calgary Grocery Co., has sold to J. Inglis.

Pacific & Eastern Tea Co., Montreal, have dissolved.

H. Allnut, grocer, Victoria, B.C., has sold to E. Millar.

Cooper Bros., grocers, Vancouver, have sold to P. Grant.

Williams & Scott, grocers, Nokomis Sask., have dissolved.

Pennington & Woodward, grocers, Victoria, B.C., have dissolved.

J. & B. Gadsden, general merchants, Winnipeg, have closed their store.

The assets of J. A. Plourde & Co., grocers, Montreal, have been sold.

Carr Bros., general store, Parksville, B.C., has sold to T. T. M. Custance.

R. Scharffe, grocer and fish dealer, Vancouver, B.C., has sold to W. Blair.

Freeman & Sutton, Vermilion, Alta., have bought stock of W. F. H. Thompson.

Wm. Binning, general merchant, Lumsden, Sask., has sold to H. T. Baker & Co.

J. Hourie, baker & confectioner, Prince Albert, Sask., has sold to Roy Taylor.

Geo. Gray, general merchant, Graysville, Man., has been succeeded by Chas. Murray.

T. D. Carmichael, general merchant, Fort Coulange, Que., was burnt out recently.

J. Hanasek, Leofield, Sask., general merchant, has been succeeded by Paul Wilde.

Wylie Bros., Leslie, Sask., general merchants, have been succeeded by L. A. Wylie.

Golstein Bros., general merchants, Canora & Raddisson, Sask., have sold their stock.

A. H. Wylie general merchant, Theodore, Sask., has sold his Leslie branch to L. A. Wylie.

A. Mather & Son, general merchants, Asquith, Sask., contemplates retiring from business.

A meeting of creditors has been held of Kelly Bros., general merchants, Watertown, Sask.

F. Fowler & Co., grocers and butchers, Moose Jaw, Sask., have been succeeded by Edmondson & Best.

The Dominion Trading Co., general merchants, Dominion City, Man., are succeeded by Pearlman & Weingarden.

The Stuartburn Trading Co., general merchants, Dominion City, Man., has been succeeded by the Dominion City Trading Co.

BASKETS

You can make money as well as oblige your customers if you handle our

Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

The Oakville Basket Co.,
OAKVILLE, ONT.

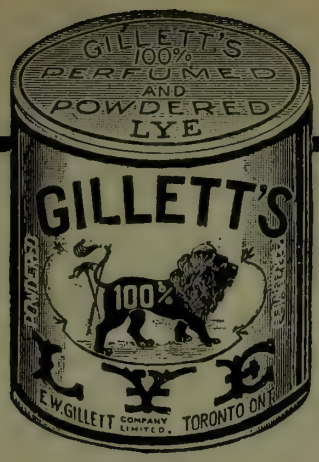
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One car of each cheap
Quality guaranteed the finest
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BARRELS
For Flour, Butter or packing any kind of merchandise, manufactured and for sale by
H. CARGILL & SON
CARGILL, ONTARIO

SALT
Car lots of Fine, Medium or Coarse, in Barrels, Sacks or Bulk.
TORONTO SALT WORKS
128 Adelaide Street E., Toronto

SPRAGUE
CANNING MACHINERY CO.,
CHICAGO, ILL., U.S.A.

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The Irish Grocer, Drug, Provision and General Trades' Journal,
10, Garfield Chambers, Belfast, Ireland



Just Read the Directions!

GROCERS—

get familiar with the many uses of

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and recommend it to your customers for making soap, cleaning of all kinds, and as a disinfectant. It's a sure trade bringer. REFUSE SUBSTITUTES and the various "Just as good" kinds. They may cost you a few cents less per case, but do they pay you as well as the old reliable—the standard—**GILLETT'S LYE?**

E.W.GILLETT COMPANY LIMITED
WINNIPEG. TORONTO, ONT. MONTREAL.

GILLETT'S CHEMICAL WORKS ESTABLISHED 1852.

Beans Have Doubled in Price

during the past few years, as every dealer knows.

This has made the slight increase in cost of

CLARK'S Pork and Beans

necessary. Farmers and others understand this and the sale of these goods will go on just as freely as ever.

ONLY EXPLAIN TO THE CUSTOMER who does not understand WHY the price has been increased.

Wm. Clark, Montreal

Manufacturer of

HIGH-GRADE FOOD SPECIALTIES.

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BOVRIL

is invaluable in the kitchen in the summer

It saves time, labor and fuel and also provides many nourishing and appetising dishes.

A one pound bottle is a nice addition to an order and a timely suggestion will often secure it. ***Bovril*** is especially useful in the country house, the camp, picnics, etc.

In order to ensure ample supplies of prime beef for our needs we have just acquired 9,261,400 acres of pasture land in the northern territory of South and Western Australia and 438,076 acres in the Argentine Republic. We have now over 200,000 head of horned cattle on these estates and that number will be largely increased.

The estates are more than half the size of Nova Scotia.

BOVRIL LTD.

27 St. Peter St., - MONTREAL

Western Travelers Seek Lower Railway Rates

Several Reforms to be Requested by the British Columbia Knights of the Grip—Baggage Rates, Hotel Accomodation, Including Fire Escapes, Discussed and Resolutions Passed.

Vancouver, B. C., June 11.—This was commercial travelers' week, the first time that the wholesale houses have given their men seven days off at the same time. It was inaugurated on Monday with a luncheon tendered by the wholesale men and returned with a smoker by the travelers, at which many matters of mutual interest were discussed. On Thursday, nearly all the travelers and many others took the steamer Makura to Seattle to attend the Fair, returning on Sunday.

H. A. Stone, of Gault Bros., Limited, President of the Board of Trade, occupied the chair at the luncheon, when about 150 were present. Speaking as an employer, he stated that the Commercial Travelers' Association had done much good for the wholesale men. The cause of the traveling men in nearly every case became the cause of the wholesalers, and when unity was effected, strength came also.

R. E. Jamieson, of the Canadian Rubber Company, introduced the first resolution, calling for the appointment of a committee to secure lower transportation charges for British Columbia travelers. He pointed out that Toronto travelers coming westward could go through to Victoria at two cents per mile, ordinary tariff, while the British Columbia man had to pay three cents. On a trip of 6,000 miles, the Ontario traveler had a $60 advantage over the Coast drummer, the Manitoba man $45, and the Alberta and Saskatchewan traveler, $30. Taking into consideration the fact that there were 1,000 travelers doing business in British Columbia towns, this meant a large financial difference. Moreover, in six months of the year, the Eastern man had a special advantage in the tourist rates and could travel at 1¼ to 1½ cents per mile. Besides, he had full stop-over privileges, an added advantage over the Coast traveler, who is without this benefit. A. R. Macfarlane seconded the resolution.

The question of excess baggage rates was brought up by E. B. McMaster, of McMaster & Sons, wholesale clothiers. This also threw the eastern and western men into comparison, much to the advantage of the former. Mr. McMaster stated that the excess rate on baggage was 12½ per cent. on a first-class fare, that is to say the Eastern man pays 12½ per cent. on a two cent rate, while their western confreres are assessed the same percentage on a four cent rate. His resolution was to the effect that the wholesale men be asked to lay the question before the Railway Commission, in conjunction with the Vancouver Board of Trade. F. J. Lumsden, was seconder.

Hotel Accommodation.

E. F. Gerster proposed that the Association name a committee to draw up a progressive policy regarding hotel rates and accommodation. The objection in this case was that in some of the outlying towns third-class accommodation was given, but the rates were for first-class or even higher. This committee could receive the complaints from the men affected and then deal with the hotels. He hoped the wholesalers, who were also affected, would assist.

In seconding the resolution, E. J. Stollard dealt with the fire escape question, showing that while the licence act expressely called for their instalment, in very few cases was it obeyed. Fire escapes were made compulsory in Saskatchewan and Alberta, and he would like to see the same done in British Columbia.

Livery and transfer charges were handled by A. R. Macfarlane, who moved a resolution calling for action by a committee with a view to remedying the evil. J. R. McIntosh was seconder. Mr. Macfarlane gave instances of excessive charges in Greenwood, where a charge of $7.50 was made for a drive of four miles to Phoenix, and $5 for a trip down the hill. In Cariboo, $10 a day was charged for a single rig, and in Ashcroft $1 was charged for taking a trunk across the street and back.

These resolutions went over to the evening session, when they were unanimously adopted after short discussions, and will be handled by the following joint committee: W. J. McMillan, wholesale grocer; R. P. McLennan, wholesale hardware; Henry A. Stone, wholesale dry goods; travelers, William Burke, H. M. Burritt, E. B. McMaster and R. E. Jamieson.

The smoker proved enjoyable, among the items on the programme being: comic songs, T. Jones; recitation, H. McKelvie; song, J. Collins; costume song, E. Dwyer; blindfold boxing, A. R. Kelly and R. Douglas; song, H. M. Burritt; Chinese monologue, H. McKelvie. A bread race, participated in by several of the travelers, was a feature of the evening. At the conclusion of the smoker, supper was served to the hundred odd present.

SUCHARD'S COCOA

This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guaranted SUCHARD'S cocoa against all other makes Delicious in flavor; prices just right.

FRANK L. BENEDICT & CO., Montreal Agents.

CIE FRANCAISE des PATES ALIMENTAIRES

Macaroni, Vermicelli, etc.

Strictly French Manufacture Guaranteed

Manufactued at

92 Beaudry Street MONTREAL

OPEN TO BUY

From 5 to 10 Cars Choice Cooking Peas

Clean and White

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Almond Paste



Cocoanut

SATISFIES EVERYBODY

W. P. DOWNEY

MONTREAL

Ten Good Reasons why you should push Christie's Biscuits—

1. Because you know Christie's Biscuits are the best.
2. Because the people of Canada know they are the best.
3. Because we are telling the people, through our advertising, just why they are the best.
4. Because the goods will stand behind, and justify, any claims that we can make to you, or you to your customers.
5. Because, for the sake of your reputation, you cannot afford to recommend any but the best goods.
6. Because Christie's give you a larger turnover, and greater aggregate profit, in your biscuit department.
7. Because Christie's Biscuits sell much easier than any others—and satisfy your customers better.
8. Because Christie's are, and always have been, the standard line in Canada.
9. Because Christie's Biscuits draw the particular trade—and hold it.
10. *Because Christie's Biscuits sell more than biscuits.*

Christie, Brown & Co., Limited

DAILY CAPACITY 30,000 LBS.



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BISCUIT MANUFACTURERS

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"LUCERNA"

IMPORTED

Swiss Milk Chocolates

will surely please your customers.

To buying agents for certain districts special terms are offered.

Write us for samples prices, etc.

LUCERNA ANGLO SWISS MILK COHOCLATE CO.

214 Princess Street, - - Winnipeg



Family trade is more desirable than transient custom. In handling

CARR & CO.'S BISCUITS

you are assuring yourself of the confidence of your best trade. These biscuits are unapproachable in every respect of superior quality.

ASK OUR AGENTS FOR THEM.

CARR & CO., CARLISLE, ENGLAND

AGENTS:

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T. A. MacNab & Co.,	St. John's,	Newfoundland

You Can Very Easily Work Up a Snug Little Trade in

Cowan's
Cake Icings

Just get your customers who are not already using them to try a single package.

That will be pretty sure to make them regular users, to their satisfaction and your profit.





SOFT MINTS—5c. boxes.

ACME PELLETS—5-lb. tins.

M. & R. WAFERS—5c. bags.

and a complete line of **LOZENGES, ETC.**

Hard and Soft Licorice Specialties

Appropriate for the confectionery, grocery and drug trades.

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NELSON'S
POWDERED GELATINE

is a perfectly pure Gelatine in powder form, ready for immediate use, without soaking.

NELSON'S
Gelatine and Liquorice
LOZENGES

Should be in your confectionery department.

G. NELSON, DALE & CO., Ltd.

EMSCOTE MILLS, WARWICK, ENGLAND

The above can be had from any of the following agents:
The Smith Brokerage Co., Ltd., St. John, N.B.
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CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

All the year round

Mott's
"Diamond" and "Elite"
brands of
Chocolate

are the grocer's most ready sellers. Uniform quality and absolute purity have made this possible.

EVERY JOBBER SELLS THEM

John P. Mott & Co.
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SELLING AGENTS:
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Arthur M. Loucks, Ottawa — R. G. Bedlington, Calgary

Flour, Cereals and Confectionery Department

Confectionery Season in Full Swing—Cereals Firm in Price—Advantages Gained in Maintaining Proper Storehouse for Flour.

The confectionery season has now arrived in earnest and as most grocers are now handling it they should make hay while the sun shines. Those who feature it in their business are just now displaying it in their most attractive methods using handsome showcases and selling quality goods.

The cereal market is again on the verge of an advance. With scarcely half a dozen car loads of wheat in Ontario and a scarcity in the west there is little wonder. Oats have reached the phenomenal figure of 62 cents (Toronto), so that rolled oats are firm.

Those grocers who deal in flour and cereals will be interested in advice given by a professor in the Iowa State College on storerooms. He says: "In your warm, damp storerooms and cool, damp storerooms your best floor deteriorates at the rate of 1 to 2 per cent. per month. Your poorer flour deteriorates at the rate of 3 to 4 per cent. per month. Flour stored in such places becomes sourer as time goes on, and the rubbery nature becomes dead, or the dough is rotten in texture. It is not the miller's fault this time, but the fault of your storehouse where too much acid is formed, and increased acid breaks down the quality of your flour by destroying the proteids of it. The effect that storage under such conditions has upon the starches of flour has not yet been satisfactorily determined, but doubtless these important components of flour are equally affected. But what does this actually mean to the baker? It means that where he should get 320 sixteen-ounce loaves to the barrel of flour he gets only about 300 loades. Such a state of returns will materially reduce his net profits out of a quantity of stored flour.

MONTREAL.

FLOUR—There has been another advance in flour since last week, and the present very high quotations tend to keep down the volume of business, which is not large anyway. Export business is very slight.

Winter wheat patents	6 80	6 85
Straight rollers	6 50	6 60
Extra	6 00	6 10
Royal Household		6 50
Ogilvie		6 00
Manitoba spring wheat patents		6 30
" strong bakers		5 80
Five Roses		6 30
Harvest Queen		5 80

ROLLED OATS—No changes have occurred. Some wholesalers are still selling at old figures, despite the recent advances, in order to reduce their stock for the summer months. There will not be a great deal done in this line until the fall now.

Fine oatmeal, bags	3 15
Standard oatmeal, bags	3 15
Granulated " "	3 15
Golddust cornmeal, 98-lb bags	2 10
Bolted cornmeal, 100 lb. bags	1 85
White cornmeal	2 00 2 05
Rolled oats bags	2 90
" bbls	6 05

FEED—Business is quiet, and prices have not changed.

Ontario bran		22 00
Manitoba shorts		24 00
" bran		23 00
Moullie, milled		28 00
" straight grained		32 00
Feed flour	1 85	1 85

TORONTO.

FLOUR—Although no advances are quoted in flour this week the market is strong in view of the figures at which wheat is standing. Wheat during the week was an uncertain commodity. Last Friday in Winnipeg it opened at $1.34¾ going up to $1.39 and closing at $1.35. On Monday and Tuesday similar up-and-down conditions prevailed so that millers scarcely knew where they were at. The local demand for flour is keeping up well although sales are made in small lots. There is some demand from the old country but little from the Maritime Provinces. Millers say there is not much money in flour these days. Wheat is scarce in Ontario and one miller believed that there couldn't be scraped up five car loads in the whole province. Prospects for a good yield this year are splendid.

Manitoba Wheat.		
1st Patent	6 20	6 40
2nd Patent	5 90	6 10
Strong bakers	5 70	5 90
Winter Wheat.		
Straight roller		6 20
Patents		6 40
Blended		6 00

CEREALS—On account of manufacturers being practically unable to obtain wheat in large quantities prices of rolled wheat are likely to advance. One manufacturer advanced prices on Monday 10 cents a barrel and more may be expected. Oats have reached the high price of 62 cents delivered in Toronto so that rolled oats are firm at prices quoted with the prospects for an advance. Demand for both these products is good but for oatmeal it seems to have fallen away somewhat with the warm weather.

Rolled wheat, car load	3 50
" oats "	2 75
Oatmeal, car load	3 00
Rolled wheat in barrels, 100 lbs	3 70
" oats in bags, per bag 90 lbs	2 90
Oatmeal, standard and granulated, in bags 98 lbs.	3 20

FEATURES POTATOES.

C. M. McCollum, Brampton, Ont., succeeded Mr. McDevitt some time ago and in May last purchased the building for $6,400 cash. He also purchased the flour and feed business carried on by McKellar across the road from his grocery store. He carries the best stock in Ontario and Manitoba flours and is making a good success out of his business. His store is a handsome one and well equipped. Mr. McCollum features potatoes and the sales in this line amount to an enormous quantity per year.

Jas. Dresser, grocer, Winnipeg, has been succeeded by Owen Hughes.

W. E. Graham general merchant, Broderick, Sask., has assigned to Chas. Garton.

The Hedley-Shaw Milling Company has been granted a lease of the East Elevator dock at Port Colborne, Ont., and will commence the erection of a large mill in the near future.



Step by Step have these goods won favor with the People. They are great trade and profit makers

The Mooney Biscuit and Candy
COMPANY, LIMITED
STRATFORD, - CANADA



COX'S GELATINE

When asked for GELATINE supply COX'S and you cannot go wrong. it is PURE and will do its work WITHOUT FAIL.

Canadian Agents
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D. Masson & Co., "
A.P.Tippet & Co., "

J. & G. Cox, Ltd.
Gordie Mills
EDINBURGH.

HINTS TO BUYERS.

The vast majority of people regard

Information supplied by sellers but for which the editors of The Grocer do not necessarily hold themselves responsible.

An industry which while not new is yet in its infancy in Canada is the manufacture of those waxed papers which are used in the wrapping of candies, gums and confections. Most people hardly give the wrappers a second glance when unravelling them from purchased sweetmeats, but the making of the paper is quite an interesting and intricate process, and commands as much attention as the manufacture of the sweetmeats themselves. There are but three factories making these papers in Canada, and all of them are located in Toronto. Probably the largest is that of I. D. Bradshaw & Co., who claim to supply 75 per cent. of the waxed papers used in the Dominion. Waxed papers are made from the best qualities of tissue, imported from Britain, because the mills of Canada and the United States do not as yet turn out such high grade stock. The tissue comes in webs like the stock for a newspaper. Formerly it was the custom to employ a number of girls to do the waxing by hand, but now an almost lifelike machine does the work automatically. The paper is fed through the waxer much similar to a printing-press. From the web the tissue passes through two rollers which straighten out all wrinkles; through a pan of hot wax, in which it remains for five seconds, through a set of cold steel rollers, which crush out the superfluous wax and at the same time cools and hardens it; and then over an air roller which thoroughly hardens it. At the other end of the machine the waxed paper is rolled in a web exactly as when it entered the waxer. The paper is now ready for the printing press, which is a combination web and Gordon. The paper passes off the web, halts a moment to get the impression and then passes on. Another machine takes the printed webs, cuts them into cross sections; and a third machine cuts these sections into the small squares ready for the candy wrapper. The enormous capacity of these machines may be judged by the fact that a couple of them turn out at a very low cost a million of these little printed waxed sheets in a day.

HOME OF OLIVE OIL.

Editor Canadian Grocer,—Referring to the issue of The Canadian Grocer of the 7th ultimo, we notice on page 30 a paragraph referring to olive oil under the heading of "Dishonest Macaroni Labels." From the statement made a reader might conclude that olive oil which cannot be legitimately labeled "Lucca" is of an inferior quality but this not a fact although it may be quite true that in the remote past the oil produced at Lucca was better prepared than at other places but for many years it has been considered that the very finest olive oil made is the "Huile de Provence." In support of the claim to superiority of this oil, we may point to the fact that many well known producers quote higher prices under the description of "Huile de Provence" than for "Lucca."

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MANCHESTER and LONDON, ENG.
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Shoe Polishes
Dominion Agent
SIDNEY LEAR, 77 York St., TORONTO

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Buy your
Whole Spices,
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"Repeat Orders the Rule"
Quality always right Shipments prompt
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" TORONTO, Mr. James Haywood.
" HAMILTON, Messrs. John W. Bick. & Greening.
" LONDON, Mr. Geo. H. Gillespie.
" WINNIPEG, Mr. W. H. Escott.
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LEITCH ANCHOR BRAND OAK LAKE
Holidays

Users of ANCHOR BRAND FLOUR always enjoy an outing, because they do not fear return to HOME DUTIES; its quality invites work and makes BAKING DAY a pleasure. 12
Anchor Brand Flour
Manfd. by Leitch Brothers Flour Mills, Oak Lake, Manitoba.

WILSON'S
FLY PADS

Annual sale many times larger than all other Fly Poisons combined.
RETAILERS' PROFIT VERY LARGE.

THE PEOPLE OF
JAMAICA
are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the
KINGSTON
"GLEANER"
might bring inquiries. Better write for rates to
I. C. STEWART, Halifax

When is Flour Efficient

From the Retail Standpoint?

AN EFFICIENT man must do more work than he is paid for.

¶ If a man does $2,000 worth of work a year and earns $1,000, *he is efficient.* If he only does $800 worth, he is an *inefficient* machine and will come to grief—likewise the store that employs him.

¶ You see, it is not the *price* of a man, or of a flour, or of anything else that matters. It's the *dividends* earned on the price paid.

¶ The *real* cost of a flour is not merely what you pay the miller. It is *that* plus selling expenses and other fixed charges often lost sight of. Therefore, a flour brand that only clears cost is not *good* flour. Its efficiency is z-e-r-o, *its consumption being equal to its output.*

¶ If FIVE ROSES takes a trifle more a barrel to reach your counter, but once in your store pays in *profit and good-will* 50 per cent. additional in the annual turnover—is it not a better investment than "near good" stuff, which, in spite of *lower first cost,* barely clears *actual cost,* while failing uterly to realize the mighty claims of the seller or the expectations of the buyer?

¶ Which, think you, is the more efficient?

¶ Believe us, it is not a question of price *nowadays*—it never is. Price may bring a "one-time" customer to your store, but there's only one magnet to draw that customer back—*value received.* And when she gets to know FIVE ROSES' excellence, the keenest bargain hunter in your district wouldn't take any other flour, not even as a gift.

¶ Just as a stitch in time saves nine, FIVE ROSES in time will save nine times its cost — and the time is *now,* isn't it, Mr. Grocer?

Lake of the Woods Milling Co.
LIMITED
MONTREAL AND WINNIPEG

FIVE ROSES FLOUR

Troubles Experienced in Debt Collecting

Lack of Promptness The Outstanding Abuse—An Actual Instance of a Collector's Series of Visits To Secure Payment on a Small Undisputed Account—Value of Co-operation in Settling Trade Disputes.

By M. Moyer.

In my last article I made the statement that lack of promptness was the chief abuse of the credit business. The actual losses through uncollectable accounts amount to comparatively little when compared with the loss of time, which is wasted through this depraved and infamous habit.

I will now give an instance of a retail merchant as it actually happened in Toronto.

The bill of an account less than $5.00 was handed to a grocer for payment. He took it and made the promise that he would attend to it. In about three weeks after, the same account was presented again. This time he made an apology and requested the collector to call on Thursday the following week. Promptly on time the latter was there. With an innocent smile, the grocer made the excuse that he had forgotten about it, and that he should call the following Tuesday. Again promptly on time the collector made his appearance.

This happened to be a day after a holiday and for that reason he decided that the collector must call again; he was then asked to call any time he happened to come around that way. The next visit was on a Saturday morning, and he found the grocer sitting on a box with apparently nothing to do, and not a customer in sight. As soon as he entered the door the grocer called his attention to the fact that this was Saturday, and therefore too busy to pay an account.

The next trip happened to bring the collector there on the following Friday at about 5 o'clock P.M. This time he was a little ruffled and told the collector that he should know better than to come at that time of the day when grocers were always busy. He was therefore indignant and somewhat annoyed and quite naturally the collector who had made six trips already begged his pardon for trespassing on his valuable time and left to call again. The account is not paid yet but it is promised to be paid next Monday.

Causes Immense Losses.

Now this man is not a dead beat, he does not dispute the account. He is not a poor man; he has the money to pay it, and he is willing to pay it at some other time, but not now. How much of that small account is left after the time is considered during which he spent in calling for it? But this is only the first loss. This man who was trying to collect this account may have owed somebody else and not being able to collect it, had to disappoint his creditor as well. When one comes to figure out the losses through this detestable practice it runs into figures beyond comprehension.

Why then should such a state of affairs continue? Is the Toronto Wholesale Fruit, Produce and Provision Association right in taking action against this expensive monster and adopting stringent methods to put a stop to it? It must be admitted that they were justified in attacking this evil, but it is possible they may have made a mistake in antagonizing those who were prompt in their payments. We shall leave that with themselves.

Business men, however, should learn that where two interests are concerned, both parties should be consulted, especially when they are dependent on each other. If this were always done there would be less trouble experienced in the trade in general.

Enforcing of Promptness.

The difference between cash and credit is simply the difference in the method of enforcing promptness. In selling for cash one takes no chance but enforces promptness on the spot before he allows the goods to leave the store.

Some sell on credit, but in order to force the buyer to be prompt he holds a lien on the goods. But with decent people this is not necessary. Their word is taken as sufficient. If a man therefore obtains credit on his decency, he should be voluntarily prompt, or he has no right to that privilege and his credit should immediately cease. Disappointments may happen, that a man may not be able to meet his obligation, but that does not prevent him from being prompt to meet the case in a businesslike manner.

ALL ABOARD
GET READY TO SUPPLY THE DEMAND FOR
GREAT WEST
CUT PLUG
SMOKING and CHEWING TOBACCO
SALES INCREASING DAILY

CLAY PIPES
Those made by McDOUGALL are peerless. Insist upon having them.
D. McDOUGALL & CO., Glasgow, Scot.

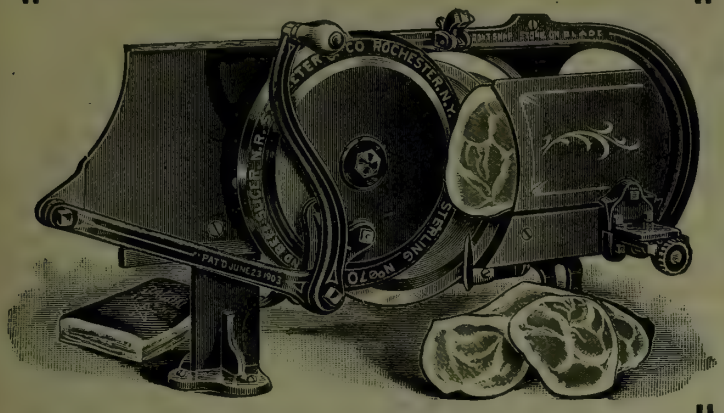
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The Big Black Plug Chewing Tobacco.
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SLICES PERFECTLY

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and all boneless meats

The only machine that cuts the ends. Over 500 sold in Canada last year. Every grocer and butcher should have one. The price is low. Sold on monthly payments,

Write us for illustrated booklet of testimonials.

HOWARD BROS.

Canadian Agents — Brantford, Canada



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By

WALTER D. MOODY

¶ Mr. Moody analyzes the science of his profession with precision.

¶ He indicates the weak points which the salesman is heir to.

¶ He suggests ways to overcome them.

¶ He shows how to cultivate the essential qualities of a salesman.

¶ His title to proficiency in this subject is backed by an abundance of native business acumen, ripened by Twenty years of observation and experience as Travelling Salesman, European Buyer, Sales Manager and Employer.

¶ He has recently been made Business Manager of the Chicago Chamber of Commerce; the largest body of business men in the world.

¶ While the supply lasts we will mail a cloth bound copy of "Men Who Sell Things" to anyone sending us one new paid-in-advance subscription to this paper.

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Are You Keeping Your Tobacco Stock Up-to-Date ?

IF NOT WHY NOT?

"Tuckett's Special"

the new 10c. plug is the latest

Order from Your Wholesaler

Manufactured from **Imported Leaf Exclusively**

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

Strawberries

A few cases Canadians, coming forward. Next week will see quite heavy arrivals—crop will be heavy and good. Send in your orders.

California Navels are about done—will now be receiving Late Valenicas, and from all our reports, crop is of fine quality and prices lower than ever before—expect trade will take them in large quantities, as keeping qualities are good.

Have, as usual, full stock of Cuban and Florida Pines, Tomatoes, Cabbage, Beans, Potatoes, etc.

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25-27 CHURCH ST. - TORONTO

1881

28
Years and

St. Nicholas
Home Guard

continue
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Lemon Perfection.

AGENT:
J. J. McCabe
32 CHURCH ST.,
TORONTO

Canadian Fruit, Vegetable and Fish Markets

California Fruits Auctioned in Montreal — Seventy-Two Carloads Arrive in Toronto in Three Days—First Canadian Strawberries on the Market—Potatoes Easing off in Price — Fish Trade Good.

MONTREAL.

GREEN FRUITS. — New California fruits are the feature of the market this week. A couple of cars, the first of the season, arrived Monday and were auctioned off to the wholesale fruit dealers. Prices were not high, considering that the fruits were the first to arrive. Peaches, apricots and plums made up the cars. California pears are not yet in season, but should be here about July 1. Lower prices on California cherries are expected next week. Half a car is due to arrive at the end of this week which should result in a drop of 50c or 75c in prices, as this supply will be on the market for next week's demand. Those watermelons which were awaited for so anxiously have arrived and are moving out satisfactorily. Bananas are a little firmer this week. Home strawberries will be shipped into Montreal, beginning on Monday. These will come from all points in the Niagara Peninsula and as far west as Windsor. Grape fruit is scarce and high. Georgia peaches are now quoted, $4 a crate. Oranges are steady. Lemons are still quoted at old figures, with demand slow, owing to the weather being too cool.

Oranges, California navels	2 50	3 00
" " bloods		4 25
" " late Valencias	3 50	3 75
" Valencias	4 50	5 00
" Cubans	2 25	2 50
Lemons, crate	2 00	3 00
Peaches California, box		2 00
" Georgia, per crate		4 00
Apricots, California, per crate	1 75	2 00
Plums California, per crate	2 25	2 50
Cherries, California black, per box	2 75	3 00
" " white, "		2 75
Strawberries, imported, per basket	0 12	0 17
Watermelons, each		0 40
Grape fruit, per box	3 25	6 00
Bananas crated, bunch	1 60	2 25
Pineapples, Cuban, crate	2 15	2 40
" Florida, crate		2 25
Cranberries, per crate		4 75
Apples, Spies, XXX, bbl	7 00	7 50
Cocoanuts, bag		4 00
Limes, per box		1 00

VEGETABLES.—Texas tomatoes are now on the market, replacing Floridas, the last of which have arrived. The quality and price of the Texas ranges about the same as for Mississippi. Tomatoes, cabbage and cucumbers are occupying chief attention. The price of cucumbers has declined very considerably, as will be noticed. Increased receipts of Bermuda onions has resulted in a drop in the price of them. New carrots, Montreal, are now on the market. Rhubarb, lettuce and radishes are very plentiful. Canadian spinach is quoted this week. 50c a box.

Mushrooms, lb		0 75
Cucumbers, basket		2 50
New carrots, dozen		1 00
Florida tomatoes, crate	2 25	2 75
Mississippi tomatoes, small flats	0 85	1 00
Leeks, dozen		1 50
Parsnips, bag		1 00
Green peas, basket		3 50
Asparagus, doz	3 00	5 00
Canadian asparagus, basket	1 50	1 75
Cauliflowers, doz	2 00	4 00
Parsley, doz		0 75
Sage, per doz		0 60
Savory, per doz		0 50
Celery, doz	1 25	1 50
Water cress, large bunches, per bunch doz		0 75
Canadian spinach, box		0 50
Green peppers, crate		3 50
Beets, bag		1 25
Carrots, bag		2 00
New carrots, dozen bunches		1 00
Lettuce, early		0 40
Radishes, doz		0 10
Horse radish, per lb		0 15
Montreal potatoes, bag		1 15
Boston lettuce, (Montreal)		1 00
New Brunswick potatoes		1 20
P. E. I. potatoes, bag	1 10	1 20
New potatoes, bbl		5 50
Onions, large bag, lb		0 3½
" Egyptian		0 03
" Bermuda, 50 lb. crates		1 25
Turnips, bag	0 60	0 70
String beans, basket		2 50
New cabbage, crate	1 75	2 00
Shallots, doz. bunches	0 05	0 10

FISH. — Fresh mackerel is arriving very freely and lower prices, by 2c, rule this week. This is the season when they are most plentiful. Gaspe salmon is also coming into the city in quantity, and the market for it also is easier. Among the other lines which are easier in price might be mentioned shad and brook trout. Brook trout is coming in quite freely these days. Dressed bullheads and perch are very scarce, owing to the fact that the season for them is practically over. Perch is not quoted now. Halibut is still arriving in quantity and the market is steady. Haddock and cod are low, too. Plenty of lake fish are offering. Grass pike and sea trout are up in fresh fish, and live lobsters and soft shell crabs have also advanced. All frozen salmon is higher.

FRESH

Haddock, shore, per lb	0 04
Steak cod, per lb	0 05
Grass pike, round	0 08
Halibut, per lb	0 09
Dressed perch	0 10
Dore	0 10
Mackerel	0 08
Sea trout	0 10
Lake trout	0 10
White fish	0 10
Dressed bullheads (Barbotte), per lb	0 10
Sea bass, per lb	0 10
Gaspe salmon	0 17
Roe shad, each	0 40
Buck shad, each	0 25
Brook trout	0 20
Flounders	0 10

SMOKED

Haddies, 15 lb. bxs., per lb	0 07½
Kippered herring, per box	1 10
Large bloaters, per box	1 10
Smoked herring, small boxes	0 12
Smoked salmon, sugar cured, per lb	0 25

SHELL FISH

Select bulk oysters, per gal	1 50
"Sealshipt" selects, per gal	1 90
Live lobsters, per lb	0 11 0 14
Boiled lobsters, per lb	0 12
Soft shell crabs, doz	1 25

FROZEN

Steak cod, lb	0 04
Halibut, per lb	0 08
B.C. salmon, red, per lb	0 10
Qualla salmon, per lb	0 09
Fall salmon, per lb	0 08
Dore, round, winter caught, per lb	0 08
Large whitefish, per lb	0 08
Small " "	0 06

SALTED AND PICKLED

Labrador herrings, half barrel	2 80
B.C. salmon, half brls	9 00
No. 1 mackerel pails	2 00
No. 1 mackerel, half bbls	8 00
Labrador sea trout, brls	12 50
Labrador sea trout, half bbls	6 50
Skinless cod, 100 lb. cases	5 25

Boneless cod, in blocks, 5½, 6, 8, 9 and 10 cents per lb.

TORONTO.

GREEN FRUIT.—The fruit market is certainly humming. The days are not half long enough in which to do the business. Five cars of fruit are sold to every one last year at this time of the year. Seventy-two cars arrived in three days last week, and all were handled and disposed of. Never were pineapples so cheap and this accounts for the enormous consumption. Cars and cars of strawberries have been sold before ours are ripe. From 1½ to 3c a box is paid to the Government for the privilege of eating "American" berries. A few baskets of Canadian berries have arrived, for which 25c a box was asked, but they were not sold at that. Within a week or ten days our own strawberries will be in abundance. A car of California pears, peaches, apricots and plums is on the way and will arrive here within a few days.

Apples, Spies	6 50	7 50
" Russets	3 50	4 00
" Baldwins	4 00	5 00
" Greenings	4 00	5 50
Oranges, Cal. Valentia	2 75	3 0
" California navels	3 00	3 50
" Mexican	2 00	2 50
" Palermo bloods, half cases		2 25
Lemons, Messina	3 25	3 50
Bananas	1 75	2 25
Grape Fruit, Florida, box	5 00	5 50
Pineapples, Florida, crate	2 00	2 25
Strawberries, Maryland	0 13	0 15
Cherries, Cal	3 00	3 25

VEGETABLES.—Vegetables of every description are ariving in large quantities. Tomatoes and cabbage are the principal lines. Lots of new potatoes are here which on account of the abundance of old potatoes are selling slowly at $5.50 to $6.00 a barrel. Old potatoes are a little easier, but the market is unsettled. Dealers are trying to find out what quantities are still held by the farmers, on which depend the prices until the new crop comes in. One of the strong indications that potatoes will be lower, is the fact that the cars which are contracted

MR. DEALER,—

If you wire, phone or mail us your orders for

Canadian Strawberries

which are

NOW IN SEASON

you can depend upon having your order filled at lowest market prices **promptly and carefully,** as we exercise greatest of care in the selection of this most luscious fruit from the choicest berry patches of the Hamilton fruit district.

Stevens & Soloman

Shippers of Canadian Fruits, etc.

Hamilton, - Ontario

Phones 2700 and 690

CALIFORNIA

APRICOTS PEACHES

PLUMS CHERRIES

We Expect Our First Car to Sell at Auction Early this Week. Expect Prices to be Reasonable.

WHITE & CO., Limited

Wholesale Fruit and Produce

TORONTO



VERDELLI

My Packing and Grading of Lemons are unexcelled. Last car Fresh Cut just in, fine quality. Verdelli arrive first week in July. For general satisfaction mention my name when ordering Lemons.

"BUSTER BROWN"

FOLLINA BROS., Packers W. B. STRINGER, Agent

PINEAPPLES

Fancy Colored Fruit, All Sizes
PLENTIFUL and CHEAP

FANCY { RIPE TOMATOES / RIPE BANANAS

NAVEL and MEXICAN ORANGES

Quality Excellent

Send us your orders. PRICES RIGHT.

HUGH WALKER & SON

GUELPH ONTARIO

for, are all overloaded. An ordinary car of potatoes is about 400 bags, but if they are brought just before an expected drop they come in with about 600 bags and if they are bought before a rise they come with from 200 to 300 bags. These are among the "tricks of the trade." The first car of watermelons have arrived and sold at 50c each.

Beets, Canadian, old, per bag	0 45	0 50
" Florida, new, per dozen	1 00	1 20
Parsnips, per bag	1 00	1 25
Potatoes, Ontario, per bag	1 00	1 10
" Bermuda, per bushel	2 00	2 50
" " per barrel	7 25	7 50
" Texas, "	5 50	6 00
Onions, Canadian, dried, bag	1 35	1 50
" Spanish, crate	5 00	5 50
" Bermuda, per case		1 50
" Egyptian, per sack of 112 lbs	3 50	3 75
Tomatoes, Floridas, per crate 6 baskets	2 50	3 00
" Mississippi per crate 4 baskets	1 00	1 10
Carrots, per bag		1 00
" new, per bunch		1 20
Cabbage, Florida, new	1 50	1 75
Turnips	0 50	0 60
Radishes, per dozen	0 40	0 45
Lettuce, per doz		0 30
Spinach, per bushel		0 75
Egg plant, per doz		3 00
Green peppers, per doz		1 00
Cucumbers, per hamper	2 00	2 25
Asparagus, per basket	1 50	1 75
Green onions		0 25
Rhubarb	0 25	0 30
Beans, green		1 25
" wax		1 75
Peas, per hamper		2 00
Corn, per dozen		0 30
Cress, per basket		0 75

FISH.—The fish market is steady with a good demand. Fish arrives in good condition, but scarcely enough to meet the demand. Trade is active and quite satisfactory.

Herring, medium, per lb., fresh caught	0 05	0 06
Whitefish fres caught		0 10
Trout, "		0 10
Cod, fresh caught		0 08
Halibut, fresh caught	0 10	0 10
Haddock, fresh caught		0 07
Pike		0 06
Perch		0 07
Carp		0 03
Yellow pickerel		0 09
Sea salmon		0 17
Mackerel, each		0 25

HIGH PRICE AGITATION.

Winnipeg Press Blames Wholesalers and Retailers For Existing Fruit Prices.

Winnipeg, June 15.—Considerable agitation has been aroused by the local press during the past few weeks, over the high price of fruits and vegetables on the western markets.

It is to be regretted that the press did not use its valuable space to better advantage than to attack wholesalers and retailers for making an undue profit on these lines. The press had an excellent opportunity to agitate for lower transportation rates and a reduction in duty, but such a thing was not attempted. The wholesale fruit men of the city have been negotiating for some time to have the duty on strawberries reduced during certain months of the year, and it is expected that this will be effected next year. It is expected also that cheaper transportation will be brought about for next year and if these two reductions are made strawberries may be cheaper to the consumer in future years. At present it will be impossible to get cheaper berries. On Saturday they were jobbing at $3.50 per case of 24 quarts and the quality is the poorest that retailers handle.

The Hood River berries will shortly be on the market and these are the best berries grown on the continent. It will be surprising if these berries sell for less than $4.00 on the local market. British Columbia berries will soon be coming, but the quantity produced is so limited that very few will reach Winnipeg, and certainly not at a lower figure than the southern grown. Neither is the quality of the B. C. berry tempting enough to warrant any competition among local buyers in order that a cheaper berry might be put on the market.

It is surprising also that the press did not refer to the successful attempts made to grow fruits in this province. This is the real secret to the cheaper fruit problem. It is not impossible to grow strawberries in this province as many people think, and reports from the horticultural societies throughout the province show that a good crop of strawberries will be harvested this year in Manitoba. As the science of fruit cultivation advances it will be possible to produce berries much earlier in the season than they are being produced at present. However the market for southern grown berries will always be good in the early spring months.

Another reason why import berries or fruits of any kind will not be easily cheapened, is the fact that consumers here demand the very best fruit that is produced. It is possible to get southern berries that will job at three dollars and less, but the consumers would not lift them. The same is true of bananas. Local retailers will not handle anything but the very best bananas grown. It is certainly a credit to the trade that this is so, but the point remains that if the consumer wishes the best he must be willing to pay for it.

It is safe to say that there is a better quality of fruits and vegetables on the Winnipeg market, than in any other city in Canada, and it is doubtful if the same quality of fruits which are handled here would be cheaper on any other market in this country.

TRADE NOTES.

The assets of J. A. Plourde & Co., grocers, Montreal, are advertised for sale.

Gray Bros., Lakefield, Ont., have sold their grocery business to D. Cain formerly of Bobcaygeon, Ont., who took possession on June 16th.

The American Sugar Refining Company last week sold its coffee business, known as the Woolson Spice Co., to Herman Sielcken, of Crossman & Sielcken, coffee importers, New York. The Refining company had taken over this business 12 years ago to compete in the coffee trade with the Arbuckles who had entered the sugar business.

SEASON 1908-9

Dried Apples

Shipments Solicited
Settlements Prompt

W. A. GIBB COMPANY
HAMILTON
JAMES SOMERVILLE, Manager

If you have any FRUIT or other Produce to dispose of ship it to us; we can net you good prices.

THE DAWSON COMMISSION CO., TORONTO



The height of perfection in canned Sardines. Their high quality and popular price ensure steady sales.

THE BRAND FOR YOU TO PUSH

Canadian Agents: C. A. Chouillou & Cie., Montreal; Green & Co., 25 Front St. E., Toronto; D. C. Hannah, London, Ont.; Jos. Somerville, Hamilton: Boivin & Grenier, Quebec, Que.; H. M. McBride, 312 Ross Ave., Winnipeg, Man.

BALAKLAVA SARDINES

The Eastern Canning Company
PORT CANADA, N.B.

Are Your Sales of Domestic Sea Foods Increasing?



IF NOT, WHY?

Perhaps you are not handling a brand known and celebrated for its quality. Try the

Celebrated Brunswick Brand



HERE IS A LIST OF WHAT THEY EMBRACE:

1-4 Oil Sardines, 3-4 Mustard Sardines, Kippered Herring, Herring in Tomato Sauce, Finnan Haddies, both oval and round tins, Clams, Scallops. :: :: ::

STOCK YOUR SHELVES WITH THEM — THEY ARE A REMUNERATIVE LINE FOR YOU
THEY WILL GIVE YOUR CUSTOMERS PERFECT SATISFACTION

ALWAYS DEPENDABLE

CONNORS BROS., Limited, Black's Harbor, N.B.

AGENTS—Grant, Oxley & Co., Halifax, N.S.; C. H. B. Hillcoat, Sydney, C.B.; J. L. Lovitt, Yarmouth, N.S.: D. Rattray & Sons, Quebec: Leonard Bros., Montreal; Arthur M. Loucks, Ottawa; C. De Carteret, Kingston; James Haywood, Toronto; Chas. Duncan, Winnipeg; R. G. Bedlington & Co., Calgary; J. Harley Brown, London, Ont.



BRAND

Lobster

Our sole attention is given to the production of a choice canned lobster. We have no other business. If we cannot give you the regular quality you require, no other packer can.
1909 prices now out for Europe and America.

Fred Magee
PRODUCER
Port Elgin, N.B., and Pictou, N.S. Canada

"A Rose by any other name may smell as sweet"



By Special royal permission.

may be all right in poetry but if you didn't call it a **rose** you couldn't get the price.

So With Imitation Sardines.

The Famous "KING OSCAR" Brand

Norwegian Sardines has established he reputation as the purest, sweetest, finest and best packed Sardine on the market.

That is all, but it's enough to make them sell.
STOCK "KING OSCAR" SARDINES

J. W. Bickle & Greening

(J. A. HENDERSON)
Canadian Agents, HAMILTON, ONT.

AN ENTERPRISING GROCER.

Peterborough Merchant Pleases His Customers and Makes Good Money Out of Sprouting Onions.

By J. M. Donovan.

If it may be any advantage to retail merchants I shall explain a scheme that I have more than doubled my money on and while it may not be timely for this year it may, nevertheless, be interesting and of some value to those in the grocery business. At any rate I wish some one had told me of it some years ago.

We all have more or less loss from onions sprouting early in spring, if in a warm or damp place and many are piled together. They become soft and mushy and are not saleable and, of course, must be thrown away. Now how the idea came to me is that I have a small garden in rear of my shop property and last spring as usual I threw out many onions. A little latter on as the weather got fine enough, so as to permit putting anything in the ground I put out some of my sprouted onions, and to my surprise in a week or two, I had some delicious and tender young green onions.

The large part of the onions peeled off easily, and the larger the onion the more prolific. I have got as many as six nice green onions from one and they were far superior to the first green onions on the market, they being too tough. The next to follow are the green potato onions, that are not in it with the ones I speak of for tenderness.

The value to me is easily understood when how I came by them and the money I made is taken into consideration. Three or four large onions make a nice 5c bunch, which otherwise is a total loss.

I had these onions two months ago and my customers were delighted with them, they being a treat at that time of the year. I still have them, but wound up my last box this week it holding about half peck of the sprouted onions and netted me about 40c. I have replanted them four or five times and have kept three boxes on the go since I started.

I now come to the most interesting part of the scheme. You might ask how it would be with a person having no garden. I claim he doesn't need any. I did not use mine this spring for that purpose. I think they do better inside at a window. Last fall before the frost set in, I put inside a box full of garden earth to try the inside plan this spring. I thought last fall that onions were going to be scarce, the season being so dry. I laid in a large supply and they proved to be a better crop than was anticipated. Not having a good place for onions, I had more than ever sprout, having a larger quantity. I started cutting the sprouted tops off the more firmer ones and planted the softer ones. They were sprouting so fast I had to get the third box. I find the marmalade boxes best, they not being very deep, and about the time the third box is planted the first is almost ready to pull and when all is out of the first box and I have more onions to go in, I fill it up again after taking out some of the earth first to throw around the onion after it is set on the loose earth.

By doing this I have not lost one onion and now wish I had more sprouted ones to put in as they come up very fast after they are sprouted and my money comes back quicker and more of it than if I were obliged to sell them at 25c per peck, which was the case the first winter.

EXCELLENT FOR MANUFACTURERS.

(From Printers' Ink.)

For those manufacturers who sell only through jobbers, however, there is a most excellent way to assert their individuality,—by advertising to the trade through good trade papers, as well as to the consumer. This method is bound to be used more and more. It is a business-like co-operative plan which the jobber cannot but welcome.

Good Lobsters Always Sell ::

But if they are of indifferent quality they stick on the shelves and, when they are finally sold, they hurt the reputation of the vendor.

It is a simple matter to get the best lobsters when you buy, selected, the delicious, firm meat so delectable always. Just specify

Golden Crown Lobsters
or
Golden Key Lobsters

YOUR JOBBER HAS THEM

W. S. LOGGIE CO., LIMITED
SOLE PACKERS
Chatham - - - - - New Brunswick

I OFFER

200 BAGS SPANISH SHELLED PEANUTS

For Prompt Shipment from origin.
Prices and Samples on Request.

Andrew Watson, Importer
91 Youville Square, Montreal



Talking to the Point

CLASSIFIED WANT ADS get right down to the point at issue. If you want something, say so in a few well-chosen words. Readers like that sort of straight-from-the-shoulder-talk, and that is the reason why condensed ads are so productive of the best kind of results.

CLASSIFIED WANT ADS are always noticed. They are read by wide-awake, intelligent grocers, who are on the look-out for favorable opportunities to fill their requirements.

TRY A CONDENSED AD IN THE CANADIAN GROCER.

THOS. UPTON.
PRESIDENT AND GENERAL MANAGER

W. J. BRIGGER.
SECRETARY-TREASURER.

THE T. UPTON CO., LIMITED
MANUFACTURERS OF
JAMS, JELLIES, MARMALADES, ETC.

FACTORY, 19 TO 37 DELAWARE AVENUE.

TELEPHONE No. 495.

HAMILTON, ONT., May 21, 1909

The Canadian Grocer,
Toronto, Ontario.

Dear Sirs:

We have been advertising in the Canadian Grocer for a number of years but never realized the good work you are doing until last Fall when the writer took a business trip through the North West and British Columbia.

Your journal seemed to be well thought of by the retail grocers, and many of them, especially in Vancouver and Victoria, took the trouble to mention that they had seen our ad in the Grocer.

This was appreciated by us as it is rather difficult to know just what class of advertising is giving us results. However we are now satisfied that your journal is an excellent medium for any manufacturer to use who wants to talk business to the wholesale or retail grocer of Canada.

Yours truly,
The T. Upton Co., Limited

per W. J. Brigger

THE MAXIMUM OF EFFICIENCY IN THE GROCERY

is within the reach of every practical merchant who will carefully study the particular requirements of his trade.

"WALKER BIN" FIXTURES WILL HELP WONDERFULLY

as they provide every modern facility for the handling of a special or general grocery stock. They will

ADD TO YOUR { BUSINESS PROFITS PRESTIGE

Write for Illustrated Catalogue: "Modern Grocery Fixtures"

The Walker Bin and Store Fixture Co.,
LIMITED

BERLIN, ONTARIO

Designers and Manufacturers of Modern Store Fixtures

REPRESENTATIVES:
Montreal; Kenneth H. Munro, Corlstine Building
Manitoba; Watson & Truesdale, Winnipeg, Man.
Saskatchewan and Alberta; J. C. Stokes, Regina, Sask.

?

Ask yourself these questions.

Do you want

—a grocery clerk

—a driver

—to buy a store

—to sell your own business

—any new fixtures, showcases, counters, scale or desk

—a position as clerk

—as manager, buyer

—a position as traveller?

Try a want ad. in

The Canadian Grocer

It costs you only 2 cents per word for first insertion, 1 cent per word for subsequent insertions.

COMMON SENSE SAYS
Use 'em

A man wants credit. If you think he is good give him a $10 Allison Coupon Book. Have him sign the receipt or note form in the front of the book, which you tear out and keep. Charge him with $10—no trouble. When he buys a dime's worth, tear off a ten cent coupon, and so on until the book is used up. Then he pays the $10 and gets another book. No pass books, no charging, no lost time, no errors, no disputes.

ALLISON
COUPON BOOKS

Manufactured by
ALLISON COUPON COMPANY, Indianapolis

Order them from your jobber.

They enable you to handle credit customers with scarcely any risk and make disputes and misunderstandings impossible. They cost very little and pay for themselves many times over. Can you afford to do without them?





ABSORBINE

Removes Bursal Enlargements, Thickened, Swollen Tissues, Curbs, Filled Tendons, Soreness from any Bruise or Strain, Cures Spavin Lameness, Allays Pain. Does not Blister, remove the hair or lay the horse up. $2.00 a bottle, delivered. Book 1 D free.

ABSORBINE, JR., (mankind $1.00 bottle.) For Synovitis, Strains, Gouty or Rheumatic Deposits, Varicose Veins, Varicocele, Hydrocele. Allays pain. Book free.

W. F. YOUNG, P.D.F., 204 Temple St., Springfield, Mass.
LYMANS Ltd., Montreal, Canadian Agents.

When writing to advertisers, kindly mention having seen the advertisement in this paper.

The Beardwood Agency

enjoys the entire confidence of most of the large wholesale houses in Eastern Canada.

What we are doing for them we can do for you.

Send us your Overdue Accounts and let us prove our superiority.

The Beardwood Agency

313 New York Life Building
MONTREAL

BOY WANTED

TO START IN BUSINESS FOR HIMSELF.

We will establish YOU in a good-paying business of your own.
Profits right from the start, and Prizes.
No money required to begin.
We will mail to you FREE 5 copies of our publication.
These can be sold and will provide the capital for the next week's supply.
The work is easy.
You be sure to write at once and we will send you 5 copies for next week and everything necessary.

The MacLean Pub. Company

10 Front Street East, TORONTO, CANADA

—BUY—

Star Brand

COTTON CLOTHES LINES

—AND—

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For Sale by All Wholesale Dealers.

SEE THAT YOU GET THEM.

TEA LEAD

Best Incorrodible

Buy "PRIDE of the ISLAND" Brand

as extensively used for years past by most of the leading packers of Tea in Canada

ISLAND LEAD MILLS LIMITED,

Tel. Address: "Laminated," London. A.B.C. Codes used 4 h and 5th Editions.

LIMEHOUSE, LONDON, E., ENG.

Canadian Agents: ALFRED B. LAMBE & SON, TORONTO. J. HUNTER WHITE, ST. JOHN, N.B. CECIL T. GORDON, MONTREAL.

Fisher Electric Coffee Mills



are made in Canada and are under a Canadian guarantee. They are beautiful in style and finish, simple in construction, efficient and inexpensive in operation, easy to install—and in a few words—cheaper and better than any Electric Mill on the American Continent.

Manufactured by

The A. D. Fisher Co.

Toronto Limited



¼ to 10 lb. BAGS

McGREGOR'S

PATENT BAG HOLDER

Holds all sizes. Get our prices.

KILGOUR BROS.

19 Wellington St. West, - TORONTO



NEED A COFFEE MILL?

Why Pay FANCY PRICES For One!!

Elgin National COFFEE MILLS

40 STYLES

COST LESS.
GRIND FASTEST.
MOST SIMPLE AND EASY TO RUN.
HAVE FORCED FEED AND STEEL GRINDING PARTS.
BEAUTIFULLY FINISHED.

A HIGH GRADE MILL AT LOW COST.

Ask any of the following Jobbers for our Catalogue,

WINNIPEG—G. F & J. Galt (and branches); The Codville Co. (and branches); Foley Bros. and Lanson (and branches).
VANCOUVER—The W. H. Malkin Co. Ltd.; Wm. Braid & Co.
HAMILTON—Jas. Turner & Co.; Balfour Smye & Co.; MacPherson, Glassco & Co.
TORONTO—Eby Blain Ltd.
LONDON—Gorman Eckert & Co.
ST. JOHN, N.B.—G. E. Barbour Co.; Dearborn & Co.

MANUFACTURED BY

Woodruff & Edwards Co.

ELGIN, ILL., U.S.A.

Wolverine

Show Case



The best show case made in America for the money.

Price, $4.50 per foot f.o.b. Detroit

W. H. ESCOTT

141 Bannatyne Avenue, Winnipeg, Selling Agent

No. 100.

This case is finished in golden oak—Beveled plate top —Shipped K.D.—

Made by

Michigan Show Case Co., Detroit, Mich.

A Bunch of Hotness!

Sunshine attracts—except in the warm days of the "good old summer time." Then it is shade that draws one.



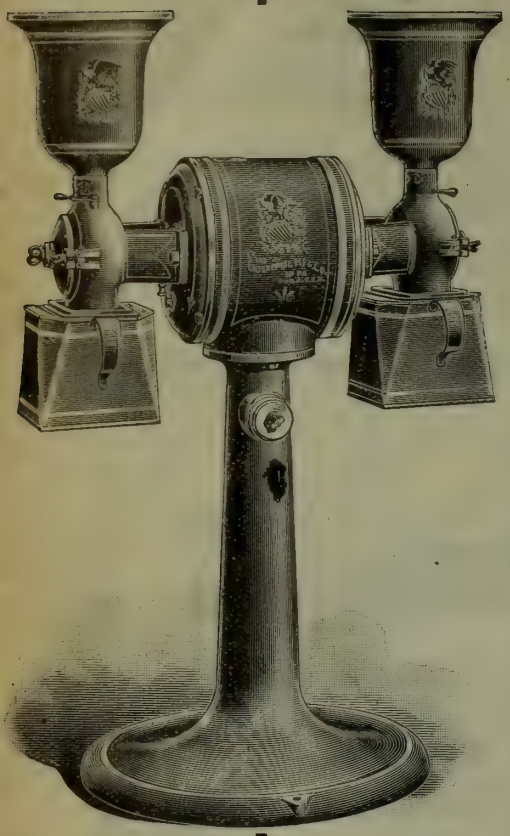
If you have a neat awning shading your store front the cool, inviting appearance of your place will attract trade. A dealer who is up-to-date in matters of this sort will be particular about his groceries. That's how people reason.

For Prices on Awnings ask:

THOS. SONNE, Sr.

193 Commissioners Street

MONTREAL



The LATEST "Enterprise" Electric Mill

New ideas applied to rapid grinding of coffee by electric power make these new "Enterprise" Pedestal Mills *by far the best on the market to-day.* They are **Direct Connected.** They lose no power in transmission. The grinders are on the motor shaft. The double Mill shown here, No. 0852, is for alternating current; can also be furnished for direct current. One Mill is fitted with tooth grinders which *cut* the coffee, the other mill fitted with ribbed grinders for pulverizing. Each hopper holds six pounds. The Mill will granulate 3 pounds of coffee per minute, and pulverize ½ pound per minute. The cans or receivers are enclosed as a protection against dust. The Mill is self-cleaning. This compact, graceful 1 H.P. Mill is already in great demand. We invite correspondence and will send facts, illustrations and prices of our 45 sizes and styles of Rapid Grinding and Pulverizing Mills on request.

We supply grocers also with Meat and Food Choppers, Self-Measuring Pumps and Faucets, Smoked Beef Shavers and other "Enterprise" Specialties. You should have our latest catalogue. If you haven't it, write.

The Enterprise Mfg. Co. of Pa. Philadelphia, U.S.A.

21 Murray Street, New York — 438 Market Street, San Francisco



CUT BRASS STENCILS

Stencil Inks — Stencil Brushes

Crayons and Marking Pencils

Rubber Stamps

EVERYTHING FOR THE SHIPPER

Oil Board

Fibre Board for Bradley Stencil Machines

PROMPT SERVICE — BEST VALUES

Hamilton Stamp & Stencil Works, Ltd.

HAMILTON, ONTARIO

Canada Agents

BRADLEY STENCIL MACHINES



EUREKA

The word stands as an expression of triumph and discovery in a

REFRIGERATOR

since it stands for the best and most economical make on the market and one which certainly

LEADS THEM ALL

for perfect dry air circulation, style, finish, convenience and appearance.

WRITE US FOR PRICES AND CATALOGUE. **DO IT TO-DAY**

EUREKA REFRIGERATOR COMPANY, LIMITED

54-56 NOBLE ST, TORONTO, CANADA

QUOTATIONS FOR PROPRIETARY ARTICLES

Baking Powder.

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
2-doz.	5-oz.	1 75
1-doz.	12-oz.	3 50
½-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
¼-doz.	5lb.	19 75



MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 55
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 80
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	



ROYAL BAKING POWDER

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ¼ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb	22 75

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ¼ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
3 lb.	13 20
5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

WHITE SWAN SPICES AND CEREALS LTD.

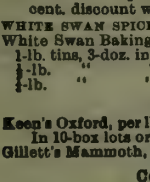
White Swan Baking Powder—

1-lb. tins, 3-doz. in case, per doz.	2 00
½-lb. " " "	1
¼-lb. " " "	0 8

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Gillett's Mammoth, ½ gross box	2 00

Cereals



WHITE SWAN SPICES AND CEREALS LTD.

White Swan Breakfast Food, 2-doz. in case, per case, $3.00

The King's Food, 2-doz. in case, per case, $4.80

White Swan Barley Crisps, per doz., $1.

White Swan Self-rising Buckwheat Flour, per doz., $1.00.

White Swan Self-rising Pancake Flour, per doz., $1.00.

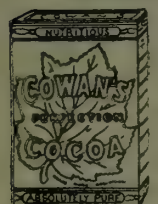
White Swan Wheat Kernels, per doz., $1.40.

White Swan Flaked Rice, per doz., $1.

White Swan Flaked Peas, per doz., $1.

Chocolates and Cocoas.

THE COWAN CO., LIMITED.



Cocoa—	
Perfection, 1-lb. tins, per doz.	$1 50
Perfection, ½-lb. per doz.	2 40
Perfection, ¼-lb., per doz	1 30
Perfection, 10c size	0 90
" 5-lb. tins per lb.	0 37
Solu le, bulk, No. 1, per lb.	0 20
Soluble, bulk, No. 2, per lb.	0 16
London Pearl, per lb.	0 22

Special quotations or Cocoa in bbls., kegs, etc.



Fly Pads.

Wilson's Fly Pads, in boxes of 50 10c. packets, $3 per box, or three boxes for 2 80.

5 boxes.... 2 75

	Per lb.
Unsweetened Chocolate—	
Plain Rock, ½'s & 1's, cakes, 12-lb. bxs	0 36
Perfection chocolate, 20c size, 2 dozen boxes, per dozen	1 80
Perfection Chocolate, 10c size, 2 and 4 dozen boxes, per dozen	0 90
Sweet Chocolate—	
Queen's Dessert, ½'s and 1's, 12-lb. bxs., per lb.	$0
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ½-lb., 12-lb. boxes, per lb.	0 35
Parisian, 8's	0 30
Royal Navy, ½'s ¼'s, boxes, per lb.	0 30
Diamond, 7's, 12-lb. boxes, per lb.	0 24
" ½'s " " "	0 25
" 8's " " "	0 28

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., 2-doz. in box, per dozen	0 90

Confections—	Per lb.
Milk chocolate wafers, 5-lb. boxes	0 38
Maple buds, 5-lb. boxes	0 36
Chocolate wafers, No. 1, 5-lb. boxes	0 30
Chocolate wafers, No. 2, "	0 25
Nonpareil wafers No. 1, "	0 30
Nonpare l wafers, No. 2, "	0 25
Chocolate ginger, 5-lb. boxes	0 30
Milk chocolate, 5c bundles, per box	1 35
Milk chocolate, 5c cakes, per box	1 35

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

10c. tins, 4 doz. to case				per doz. $ .90
¼ " " 4	"	"	"	2.40
½ " " 2	"	"	"	4.75
1 " " 1	"	"	"	9.00

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

JOHN P. MOTT & CO.'s.
R. S. McIndoe, Agent, Toronto.
Arthur M. Loucks, Ottawa.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
R. J. Bedlington & Co., Calgary, Alta.
Standard Brokerage Co., Vancouver, B.C.

Elite, 10c size (for cooking), doz	0
Prepared cocoa, ½'s	0 28
Prepared ½'s	0 28



Mott's breakfast cocoa, 10c. size	90 per dz.
" breakfast cocoa, ½'s	0 38
" " " ¼'s	0 38
" No. 1 chocolate, ½'s	0 32
" Navy " ½'s	0 29
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 24
" Plain choice chocolate liquors	0 32
" Sweet Chocolate Coatings	0 20

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, ½ and ¼-lb. cakes	$0 38
Breakfast cocoa, 1-5, ½, ¼, 1 & 5-lb. tins	0 41
German Sweet chocolate, ½ and ¼-lb. cakes, 6 lb. boxes	0 28
Caracas Sweet chocolate, ½ and ¼-lb. cakes, 6-lb. boxes	0 35
Auto Sweet chocolate, 1-6 lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins	0 47
Soluble cocoa (hot or cold soda 1-lb. tins	0 38
Cracked cocoa, ½-lb. pkgs., 6-lbs. bags	0 34
Caracas tablets, 100 bundles, tied 5s, per box	3 00

The above quotations are f.o.b. Montreal

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—5c., 10c., 20 and 40c. packages packed in 15 lb. and 30 lb. cases.

	Per lb.
1 lb. packages	0 26
lb "	0 27
lb. "	0 28
1 and ½ b. packages assorted	0 26½
½ and ¼ b. " "	0 27½
¼ lb. packages assorted in 5 lb. boxes	0 28
½ lb. "	0 29
¼ lb. " in 5, 10, 15 lb. cases	0 30

Bulk—

In 15 15 lb. pails and 10, 25 and 50 lb. boxes.	Pails.	Tins	Bbls.
Best Shredded	0 18	....	0 16
Special Shred	0 17	....	0 15
Ribbon	0 19	....	0 17
Macaroon	0 17	....	0 15
Desiccated	0 16	....	0

White Moss in 5 and 10 lb. square tins, 21c.

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Cocoanut—	
Featherstrip, pails	0 16
Shredded	0 18
In packages 2-oz., 4 oz., 8-oz., lb.	0 28

Condensed Milk.

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
"Eagle" brand (4 doz)	$6 00	$1 50
"Gold Seal" brand (4 doz)	5 00	1 25
"Challenge" brand (4 doz)	4 00	1 00
Evaporated Cream—		
"Peerless" brand evap. cream	4 70	1 20
" hotel size	4 90	2 45





TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 00
Reindeer" brand per case (4 doz.)	5 00





Coffees.

EBY, BLAIN CO. LIMITED.

Standard Coffees.

Roasted whole or ground. Packed in damp-proof bags and tins.

Club House	$0 32
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" " " ground	0 17½
Golden Rio	0 14
Package Coffees	
Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, ½ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

	THOS. J. LIPTON retail	wholesale
Lipton's "Special" blend coffee, 1 lb. tins, ground or whole	0 40	0 30

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Blend.



1-lb. decorated tins, 32c. lb

Mo-Ja, ½-lb. tins 30c. lb.

Mo-Ja, 1-lb. tins 28c. lb.

Mo-Ja, 2-lb. tins 28c. lb.

Cafe des Epicures—1-lb. fancy glass jars, per doz., $3.60.

Cafe l'Aromatique—1-lb. amber glass jars, per doz., $4.

Presentation, with 2 tumblers, $10 per doz



THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy lithographed canisters	0 30

Cheese —I

Large size jars, per doz.	$8 25
Medium size jars, "	4 50
Small size jars, "	2 40
Individual size jars, per doz.	1 00

Imperial holder—

Large size, doz.	18 00
Med. size "	17 00
Small size "	12 00

Roquefort—

Large size, doz.	2 40
Small size, "	1 40



Confections

THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box, "	1 35
" " 10c cakes, 36 in box "	2 55
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
" " No. 2, " "	0 25
Maple Buds, 5-lb. boxes, lb	0 36
Nut Milk Chocolate, ½-lb. cakes, 12-lb. box, lb.	0 40

These prices are F.o b. Toronto.

MACLAREN'S IMPERIAL CHEESE CO. LTD

Imperial Peanut Butter "Bobs," the Perfect Confectionery.

Large size, cases, 25 cartons	$3.50 each
Small " " 50 "	3.60 "
Assorted, cases, 26 small, 12 large	3.55 "

Net 30 days.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Ltd. Toronto. C. O. Beauchemis & Fils. Montreal

$2, $3, $5, $10, $15 and $20.

All same price one size or assorted.

UN-NUMBERED

Under 100 books	each 04
100 books and over	each 03½
500 books to 1000 books	03

For numbering cover and each coupon, extra per book ½ cent.

Cleaner.



	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agents

The Davidson & Hay, Limited, Toronto

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.

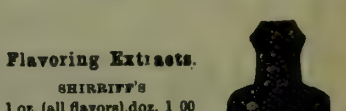
'Vita" Pasteurized Extract of Beef. Per case

Bottles	1-oz.,	case of 2 doz		$3 20
"	2 "	" 1	"	3 00
"	4 "	" 1	"	4 50
"	20 "	" ½	"	4 75
"	20 "	" 1	"	9 00

Infants' Food.

Robinson's patent barley ½-lb. tins	$1 35
" " 1-lb. tins	2 75
" groats ½-lb tins	1 [illegible]
" " lb tins	2 35

"Mephisto" and "Purity" Canned Lobsters.



Flavoring Extracts.

SHIRRIFF'S

1 oz. (all flavors), doz.	1 00
2 " " "	1 75
2½ " " "	2 00
4 " " "	3 00
6 " " "	3 75
8 " " "	5 50
16 " " "	10 00
32 " " "	18 00

Discounts on application.



Jams and Jellies.

BATGER'S WHOLE FRUIT STRAWBERRY JAM
Agents, Rose & Laflamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz	2 20

THOMAS J. LIPTON

Prices on application.

T. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case per lb.	07½
5 and 7-lb. tin pails, 8 and 9 pails in crate per lb.	0 07
7 wood pails, 6 pails in crate, per lb	0 07
30-lb. wood pails "	0 06½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb.	0 07½
7 wood pails, 6 pails in crate, per lb.	0 07

Friends—Not Growlers



RISING SUN Stove Polish in Cakes never comes back to you with growls from the housekeeper. It is always made up to the same high standard, maintained for forty years, and it is always just right. That's why we have the thousands upon thousands of grocers pushing it everywhere. Grocers don't wish to run the risk of losing a good customer by passing out an inferior stove polish, which is wrong more often than it is right. RISING SUN makes friends for you and for us in every household where you put it.

MORSE BROS., Props. - Canton, Mass., U.S.A.

Every Progressive Grocer Handles this Shoe Polish



2 in 1

The General Public Buys It more and more for Its Worth, Wear and Brilliancy.

The F. F. Dalley Co. Ltd. Hamilton, Ont. Buffalo, N.Y.

BLACK JACK

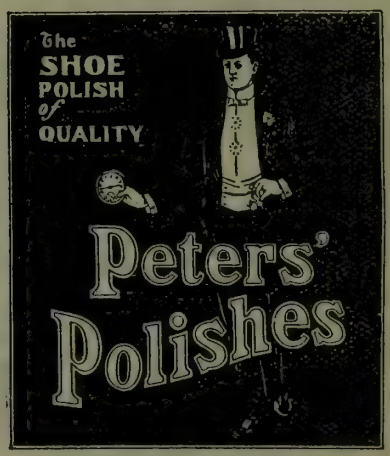
"THE WONDERFUL PASTE FOR FAMILY USE."

TRY IT.



SOLD BY ALL JOBBERS

¾-lb. tins—3 doz. in case.



PETERS' POLISH

A line of shoe polish that has created great enthusiasm among those selling and using it.

Write and get the sale of it for your district. It is a money maker.

M. Peters,
617 Queen St, West
Toronto

STILL TO THE FRONT

BLACK LEAD, THE OLD RELIABLE FORM OF STOVE POLISH

"JAMES DOME"

the best brand on the market. An article of real merit. All Lead. No Dirt or Dust. Gives a lasting, brilliant, easy shine.

W. G. A. LAMBE & CO., Canadian Agents

BANISH "BLUE MONDAY"

SELL

SUNNY MONDAY

to customers and make them **YOUR** customers.

Your stock is not complete without our new LAUNDRY SOAP

SUNNY MONDAY

SUNNY MONDAY is made almost entirely from vegetable oils with enough ammonia incorporated to make it cleanse quickly and thoroughly, with less rubbing than ordinary laundry soaps.

YOUR CUSTOMERS should try it and avoid the aching backs which cause "Blue Monday."

SUNNY MONDAY
SAVES LABOR, TIME, CLOTHES
FUEL, TEMPER, MONEY

THERE IS PROFIT IN IT FOR YOU

"SUNNY MONDAY BUBBLES WILL WASH AWAY YOUR TROUBLES."

Per lb.
3-lb. wood pails 0 06½
Pure assorted jam, 1-lb. glass jars, 2 doz in case 1 75

Jelly Powders

IMPERIAL DESSERT JELLY



Assorted flavors—gross 10.75.
MacLaren Imperial Cheese Co., Limited.

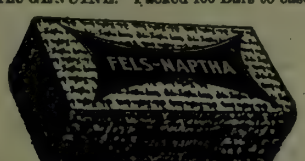


Assorted Case,	Contains 4 do	$3.60
Assorted Case,	Contains 2 doz.	$1.80
Lemon	(Straight) Contains 2 doz.	$1.80
Orange	(Straight) Contains 2 doz.	$1.80
Raspberry	(Straight) Contains 2 doz.	$1.80
Strawberry	(Straight) Contains 2 doz.	$1.80
Chocolate	(Straight) Contains 2 doz.	$1.80
Cherry	(Straight) Contains 2 doz.	$1.80
Peach	(Straight) Contains 2 doz.	$1.80

Weight 7 lbs. to case. Freight rate, 3d class.

Soap

The GENUINE. Packed 100 Bars to case.



Prices—Ontario and Quebec:

Less than 5 cases	5 25
Five cases, or over	5 15



List price

'Shirriff's" (all flavors), per doz. 0

Discounts on application.

THE ROBERT GREIG COMPANY.

White Swan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.



Lard.

N. K. FAIRBANK CO. BOARS HEAD LARD COMPOUND.

Tierces	$0 10½
½-bbls.	0 10½
Tubs, 60 lbs.	0 10½
20-lb. Pails.	2 20
20-lb. tins	2 10
Cases 3-lb.	0 11½
" 5-lb.	0 10½
" 10-lb.	0 10½



F.O.B. Montreal.



GUNNS "EASIFIRST" LARD COMPOUND.

Tierces	0 1[illegible]
Tubs	0 10½
20-lb. pails	0 10½
20-lb. tins	0 10
10-lb. "	0 10½
5-lb. "	0 11
3-lb. "	0 11

Li[illegible]

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper....per lb.	0[illegible]
Fancy boxes (25 or 50 sticks)....per box	[illegible]
"Ringed" 5-lb. boxes.....per lb.	0 45
"Acme" pellets, 5-lb. cans....per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans.....per can	2 00

Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" " 120 sticks	0 95
Dulc[illegible] large cent sticks, 100 in box	[illegible]

Lye (Concentrated)

GILLETT'S PERFUMED.

	Per case
1 case of 4 dozen	$3 60
3 cases of 4 dozen	3 50
cases or more	3 40

Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case .. per doz	$1 00
16-oz. glass jars, 2 doz in case "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Pint Sealers (24 oz.), 1 doz in case, per dozen	2 00

SHIRRIFF BRAND

"Imperial Scotch"—	
1-lb glass, doz.	1 55
2-lb. " "	2 80
4-lb. tins, "	4 65
7-lb " "	7 35
"Shredded"—	
1-lb. glass, doz.	1 90
2-lb. " "	3 10
7-lb. tins, "	8 25



THOMAS J. LIPTON
Prices on application



SPRATT'S PRICE LIST

Mixed Bird Seeds, 1-lb pkts., 3 dozen cases per doz	$0 85
Parrot Food, ½ lb pkts., 1 doz cartons	1 45
Parrot Food, 2-lb. pkts	1 35
Bird Cage Sand, about 1½-lb. bags, ½-gross cases, per doz	0 30
Bird Cage Grit, about 1½-lb. bags, ½-gross cases, per doz	0 30

Mince Meat

Wethey's condensed, per gross net	$12 00
" per case of 2 doz net	3 00



ST. CHARLES CONDENSING CO

PRICES:

St. Charles Cream-family size, per case	$4.70
Ditto, hotel,	4.90
Silver Cow Milk	5.00
Purity Milk	4.70
Good Luck	4.00

Mustard

COLMAN'S OR KEEN'S

D.S.F. ¼-lb. tins	per doz.	$ 1 40
" ½-lb tins	"	2 50
" 1-lb. tins	"	5 00
Durham 4-lb. jar	per jar	0 75
" 1-lb. jar	"	0 25
F.D. ¼-lb. tins	per doz.	0 85
" ½-lb. tins	"	1 45

Olive Oil

LAPORTE, MARTIN & CIE., LTD.

Minerva Brand—	
Minerva, qts. 12's	$ 5 75
" pts 24's	6 50
" ½-pts. 24's	4 25

Sauces

PATERSON'S WORCESTER SAUCE

Agents, Rose & Laflamme, Montreal and Toronto

½-pint bottles, 3 & 6 doz., per doz.	0 90
pint " 3 doz	1 75

THOMAS J. LIPTON
Prices on application

Soda

COW BRAND



Case of 1-lb. containing 60 packages, per box, $3 00
Case of ½-lb. containing 120 pkgs. per box, $3.00
Case of 1-lb and ½-lb containing 30 1-lb. and 60 ½-lb. pkgs per box $3.00
Case of 5c. pkgs. containing 96 pkgs. per box, $3.00

MAGIC BRAND

	Per case
No. 1, cases 60 1-lb. packages	$ 2 7[illegible]
No 2, " 120 ½-lb. "	2 75
No. 3, " 30 1-lb. "	2 75
" 60 ½-lb. "	
No. 5 Magic soda—cases 100—10-oz. pkg	
1 case	2 75
5 cases	2 75



Wood's "Canadian Souvenir" Canister Coffee

Roasted in Bean or Roasted and Ground

Cases of 48 lbs., 1 lb. cans, $14.40 per case

THIS COFFEE has found a welcome in thousands of homes.
If you are not selling it you are missing a pleasure.
It is of unequalled quality as a popular, rapid-selling line.
THE CANISTER is lithographed on the tin in rich, delicate colouring.
It has a permanent usefulness every housekeeper prizes.
It sells and it suits! We solicit your orders.

THOMAS WOOD CO. LIMITED

No. 428 St. Paul St. Montreal

Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross	$10 80
" " black.....	"	15 30
Oriole soap.....	"	19 20
Gloriola soap.....	"	14 40
Straw hat polish.....	"	14 40



3 doz. to box..... $3 45

6 doz. to box $6 90

30 days.



1 Box Price $4.00

5 Box Price $3.90

Freight paid on 5 box lots.

Starch

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb
No. 1 White or blue, 6-lb. jar	$0 07
No. 1 " " 3-lb. "	0 07
Canada laundry.....	0 06
Silver gloss, 6-lb. draw-lid boxes.	0 08
Silver gloss, 6-lb. tin canisters....	0 08
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal....	0 07
Benson's satin, 1-lb. cartons.....	0 7½
No. 1 white, bulk, and kegs.....	0 06½
Canada White gloss, 1-lb. pkgs.	0 6½
Benson's enamel....per box 1 50 to	3 00
Culinary Starch	
Benson & Co.'s Prepared Corn	0 07½
Canada Pure Corn	0 06½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
" " 1 " or blue,	

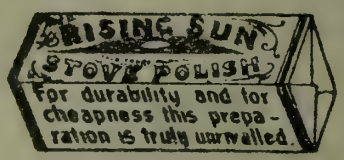
BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb	$0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb ...	0 6½
Finest Quality White Laundry—	
3 lb. Canisters, cases of 48 lb ...	0 06½
Barrels, 200 lb.....	0 7½
Wans 100 lb.....	0 07
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 08
6-lb. toy trunks, 8 in case.....	0 08
6-lb. enameled tin canisters, 8 in case.....	0 08
Kegs, ex. crystals, 100 lb.....	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.....	$0 08
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	3 00

Stove Polish.

	Per gross
Rising Sun, 8-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 8-oz. cakes, gross boxes	4 50
Sun Paste, 10c size, ½-gross boxes....	10 00
Sun Paste 5c. size, ½-gross boxes...	5 00



JAMES' DOME BLACK LEAD

	Per gross
6a size	$2 40
2a "	2 50

Syrup.

EDWARDSBURG STARCH CO., LTD.

"Crown" Brand Perfection Syrup.

Barrels, 700 lbs.....	0 03½ per lb.
Half-barrels, 350 lbs...	0 03¾ "
¼-barrels, 175 lbs.....	0 03¾ "
Pails 25 lbs.....	1 30 each
" 38½ lbs.....	1 80 "

Plain tins, with label—	Per case
2 lb. tins, 2 doz. in case.....	2 50
5 " 1 " "	2 85
10 " ½ " "	2 75
20 " ¼ " "	2 70

(5, 10 and 20 lb. tins have wire handles.)

Teas



THE "SALADA" TEA CO.

	Wholesale	Retail
Brown Label, 1's and ½'s	$0 25	$0 30
Green Label, 1's and ½'s	0 27	0 35
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, 1's and ½'s..	0 44	0 60
Red-Gold Label, ½'s.....	0 55	0 80



EMPIRE PACKAGE TEA

Cases 30 and 50 lbs. each—Black, Mixed, and Green Ceylon.

25c..... ....1s, 20c.; ½s, 21c.	
30c..... .....1s and ½s, 23c.	
40c..... .... 1s and ½s, 28c.	
50c..... ..... 1s and ½s, 35c.	
75c.....1s and ½s, Vulcan, 50c.	

100 lb. lots freight paid.



Blue Label, ½'s.....	0 21	0 26
Orange Label, 1's and ½'s	0 23	0 40
Sun Label, 1's	0 20	0 25
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s.....	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—	
Victoria, hf-c, 80 lbs	0 25
Princess Louise, hf-c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs.....	0 19



BLUE RIBBON TEA CO., MONTREAL

	Wholesale	Retail
Yellow Label, 1's.....	0 20	0 25
" ½'s.....	0 21	0 25
Green Label, 1's and ½'s.....	0 24	0 30
Blue Label, 1's and ½'s.....	0 25	0 35
Red Label, 1's, ½'s and ¼'s..	0 30	0 40
White Label, 1's, ½'s and ¼'s..	0 [illegible]	0 50
Gold Label 1's and ½'s.....	0 42	0 60
Purple Label, ½'s and ¼s.....	0 55	0 80
Embossed, ½'s and 1's.....	007	1 00



	Wholesale	Retail
Pink Label 1's and ½'s	30c.	40c.
Gold Label 1's and ½'s	35c.	50c.
Lavender Label 1's and ½'s	42c.	60c.
Green Label 1's and ½'s	50c.	75c.

Canisters			
Gold Tins, 5's	35c. 1.75	50c. 2 50	
Gold Tins, 3's	35c. 1.05	50c. 1.50	
Gold Tins, 1's	36c. each	50c. each	
Gold Label, ½'s	18c ea. 36 lb.	25c ea. 50 lb.	
Red Tins, ½'s	35c ea. 70 lb.	50c ea. 1 00 lb.	
Red Tins, ½'s	18c ea. 72 lb.	25c ea. 1.00 lb	

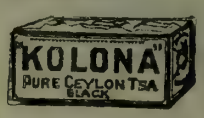


MELAGAMA TEA.

MINTO BROS., 55 Front St. East

	Wholesale	Retail.
Black, green, mixed, ¼s.....	0 70	1 00
" " ½s.....	0 55	0 80
" " ¼s	0 44	0 60
" " 1 lbs. & ½s.	0 40	0 60
" " ¼s. 0 38		0 50
" " 1 lbs, & ½s.	0 35	0 50
" " 1 lbs,. ½s....	0 30	0 40
" " ¼s....	0 32	0 40
" " ½s.....	0 25	0 30
" " 1 lbs.....	0 24	0 30

We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.....	$0 20	
" " ½-lb., " "	0 21	
Blue Label, retail at 30c.....	0 23	
Green Label " 40c.....	0 30	
Red Label, " 50c.....	0 35	
Orange Label, " 60c.....	0 42	
Gold Label " 80c.	55	

RIDGWAYS.

London, Vancouver Winnipeg and Ceylon.



	Wholesale.	Retail.
Imperial Household, 1's and ½'s	0 30	0 38
Old Country, 1's and ½'s.....	0 35	0 42
5 o'clock, 1's and ½'s.....	0 42	0 50
H.M.S., 1's and ½s.....	0 75	1 00

Ridgway's Standard Bulk Blend in stock at all our branches in Canada.



THOMAS WOOD & CO.

Montreal and Boston

	wholesale	retail
Wood's Primrose, per lb.. ..	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis.....	0 30	0 40

Pack in ½-lb. tins. All grades—either black, green or mixed.

Tobacco.

IMPERIAL TOBACCO COMPANY OF CANADA, LIMITED—EMPIRE BRANCH.

Chewing—Black Watch 5s.....	36
Black Watch 11s	38
Bobs 5s and 10s.....	38
Bully 6s.	44
Currency 5½s. and 10s.	38
Stag 5s.....	38
Old Fox 12s.....	44
Pay Roll Bars 7½s.....	56
Pay Roll 7s.....	56
Plug smoking—Shamrock 6s., plug or bar	45
Rosebud Bars 8s.....	45
Empire 5s, and 10s.....	36
Amber 8s. and 3s.....	60
Ivy 7s.	50
Starlight 7s	50
Cut Smoking—Great West Pouches, 7s..	51

JOS. COTE, QUEBEC.

Cigars	
St. Louis (union), 1-20.....	$33 00
St. Louis, 1-40.....	35 00
St. Louis, 1-100.....	35 00
Champlain, 1-20.....	35 00
Champlain, 1-40.....	36 00
El Sergeant, 1-20.....	55 00
El Sergeant, 1-40	55 00
El Sergeant, 1-100.....	55 00
Cut tobaccos.	
Petit Havana, ½, 1-12—1-6.....	0 40
Quesnel, 1-4, 1-2	0 65
" 1-9	0 [illegible]
Cote's Choice Mixture, ½-lb tins.....	0 75
" " ¼-lb "	0 70
" " 1-lb "	0 60

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz.....	$12 00
Absorbine Jr., per dozen.....	6 00

Yeast.

Royal yeast, 3 doz. 5 cent. pkgs	$1 10
Gillett's cream yeast, 3 doz. in case ..	1 10

For charges for inserting quotations in this dept. apply to Advt. Manager, The Canadian Grocer, at our nearest office.

Sell Seeds That Feed—

SPRATT'S MIXED BIRD SEEDS

Comprise only such seeds as are known to be adapted for songsters to improve their health and develop their singing powers. They are properly cleaned and correctly balanced; always give the highest satisfaction, and the thoroughly satisfied customer is the most profitable one that a dealer can have.

Ask your jobber for them. Packed in boxes containing 3 dozen 1-lb. packets.

SPRATT'S PATENT, Ltd., LONDON, ENG.

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For Hand Filled Goods

Tomatoes, Stringless Beans, Asparagus, Spinach, Etc., Apples, Peaches, Pears, Plums, Etc.

Sanitary Enamel Lined Cans

For Color Fruits and Goods of Strong Acidity

Strawberries, Red Raspberries, Black Raspberries, Blackberries, Sour Cherries, Blueberries, Beets, Rhubarb, Etc.

"The Can Without The Tap Hole"
"Bottom Like The Top"

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Niagara Falls, - - Ontario

When your customers appeal for your advice and judgment, or, in other words, "leave it to you"—it is always safe to tell them that



"COW" BRAND BAKING SODA

is undoubtedly the purest, strongest, best and most economical baking soda put up. Our reputation is behind every package.

Every jobber sells it.

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OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

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Manufacturers of

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Agent:

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GIVES PERFECT LIGHT

The most economical high-grade oil ever sold in Canada.

FOR SALE EVERYWHERE

Haying not far off
A big crop likely

SALT

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How is your Stock?

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LIMITED
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Canned Fruits

The quality of

WETHEY'S
LAUREL
BRAND

speaks for itself.

Do not buy without consulting us.

Get our prices.

J. H. Wethey, Ltd.
ST. CATHARINES, ONT.



PICKLES AND OLIVES

Empire Brand

4
Free Phones
Use
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A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

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VOL. XXIII. PUBLICATION OFFICE: TORONTO, JUNE 25, 1909. NO. 26.



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Experience has taught her that of all laundry blues Keen's Oxford Blue is the most reliable. To encourage this means money for you.

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Jams, Jellies and Orange Marmalade

are made by Canadians for Canadians

Canadian fruit is second to none, no matter in what part of the world it is grown. Sugar refined in Canada from the raw cane has a higher standard of purity than any other



U P T O N' S



U P T O N' S



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when you handle our lines. YOU get value—your customers get honest value for their money. YOUR profit is good and sure, because the goods SELL. What is more, you get satisfaction; because UPTON'S appeal to your customers as no other preserve will, and as a Canadian you build up your trade in Canadian lines.

When you ask your jobber for Upton's Jams, Jellies or Marmalade be wary of the "just as good," insist and you can get the real thing.

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SARDINES

In Pure Olive Oil

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"Albatross" "Ambrosia"

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Are prepared from

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Whole Fruit

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SEEDLESS RAISINS

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All Full Weight



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Established 1885.

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Agents for Grocers' Specialties and Wholesale Grocery Brokers
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1 CAR FINEST ENGLISH GLUCOSE
Testing 45 degrees.
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Good track storage.
Advances made on consignments.
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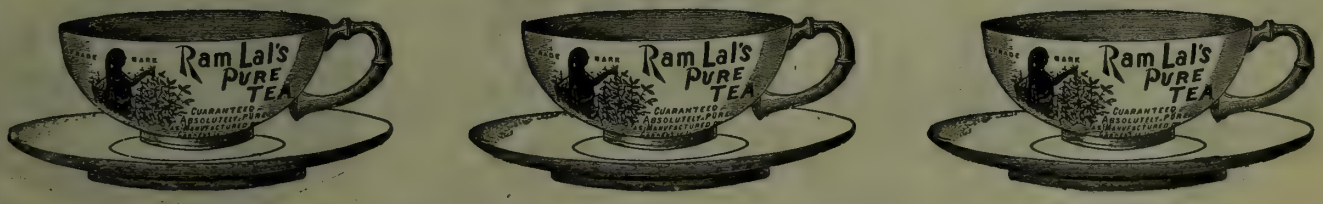
All ready to hand out in 1 and 2 lb. sealed tins.

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TORONTO **CANADA**

A PHENOMENAL SELLING LINE



40c.	Grade	costs you	30c.	per lb.	in lead packages.
50c.	"	"	35c.	"	"
50c.	"	"	35c.	"	in 5lb and 3lb fancy tins.
50c.	"	"	36c.	"	1lb and ½lb " "
60c.	"	"	42c.	"	in lead packages
75c.	"	"	50c.	"	" "
1.00	"	"	70c.	in ½ lb	fancy tins
1.00	"	"	72c.	" ¼ lb	"

In the 40c and 50c grades (lead packages only) we can supply you in Black, Green or Mixed; other grades all Black.

A card to us will bring you all the information required.

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266 St. Paul St., MONTREAL

There's a Feeling of Solid Satisfaction



Contractors to the
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It's a good thing when there is satisfaction on both sides of the counter. Vinegar business prospers under such conditions. Let us help your prosperity by shipping a little lot of our Natural Malt Vinegar.

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That handles your accounts with the **least** expenditure of **time**,
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Nothing to compare with it.
We would be pleased to have you investigate.

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If you have, you have tried it.

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The delicacy of the season. Now on the market.
Order through your jobber or direct from

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ARE THE BEST

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Picton, - Ontario

is one of the best known, progressively managed, clean, thriving and discerning establishments in the fertile and famously fruitful county of Prince Edward, which raises apples, pears, plums, cherries and vegetables that are surpassed nowhere on the American Continent, We get the finest raw products; and from the garden and farm to the can everything is transferred in a manner that preserves the full natural flavor, strength, taste and nutriment. Our factory is a model of perfect processing and scientific sanitation and its pure products are the

OLD HOMESTEAD BRAND

Canned Fruits and Vegetables



E. D. S. Brand
Unexcelled

Jams & Jellies
Excellence

Whenever you see one of these jars, Mr. Grocer, you know that it always represents five things:

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PERMANENCE IN TRADE — PERFECTION IN PRODUCT
PATRONAGE THAT STAYS

E. D. Smith's Fruit Farms, Winona, Ont.

W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; R. B. Colwell, Halifax, N. S; J. Gibbs, Hamilton.

A GOOD REPUTATION

like a good permanent business, is built up only by honesty, worth and intelligence.

The RIVERDALE BRAND

of canned fruits and vegetables have a reputation and standing that bring high-class trade and satisfactory profits. They are sound in quality and purity.

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Mr. Grocer:—

Do you prefer booking your order for

OLD CANNED GOODS at low prices

OR

NEW CANNED GOODS at FAIR prices?

WE ARE COMPLETELY SOLD OUT OF 1908 PACK

If you decide on handling only FRESH PACKED, CLEAN, WHOLESOME GOODS, BUY

"ESSEX BRAND" EVERY TIN GUARANTEED

For the sake of a few cents immediate profit don't risk trying to hold your best customers by stocking up with inferior and STALE goods.

PAY A FAIR PRICE AND KEEP UP YOUR REPUTATION. It will pay in the end.

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ESSEX, ONTARIO

CRYSTAL SUGARS

Retailers throughout Canada handle them.
You deal direct with the factory.
Standard, Fine, Coarse, Berry, Powdered.
The best for PRESERVING.
Always the same, the best.
Let us send samples with quotations.

Sugars that always satisfy.
Uniform Grain.
Gains customers for you.
A trial convinces.
Remember! It is dollars in your pocket.
Sold strictly on the merits.

MANUFACTURED BY

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Wallaceburg, Ont.

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Perhaps you do not know how good SNAP is, Mr. Grocer. Well, open a box, use part of it and let us hear your verdict. We know what your answer will be.

SNAP  SELLS

When you feel and know the merit of your goods it makes you a better salesman. That is the reason we want you personally to be first convinced of what we say of and claim for Snap, and that is—There is no substitute one half as good.

Order from your Jobber

THE SNAP CO., Limited

MONTREAL CANADA

To the Trade:

When You Are Selling

CEYLON TEA

It is Absolutely Necessary that You Should Lay Particular Stress on the Fact that it

MUST BE JUDGED BY CUP QUALITY

And You Should Show Customers

HOW TO PREPARE IT

So as to Fairly Test This

The Tea's appearance won't especially commend it; nor will a poorly made infusion.

Don't Allow Yourself to be Misled

Chocolate "Bordo" (formerly Bordeaux) will hereafter be sold under the new registered name. Many manufacturers are trying to make this specialty, but the nearest they have yet come to it, is to copy the old name.

Remember there is as much difference between "Chocolate Bordo" and these imitations as there is between Cucumbers and Bananas. It isn't the way they are shaped or wrapped, it's the way they are made; that inimitable flavor and consistency which has made Chocolate "Bordo" such an overwhelming success.

Remember this fact when the imitators offer you a substitute.

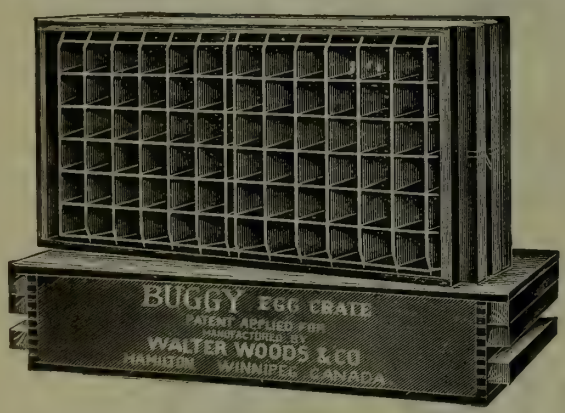
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Manufacturers of BISCUITS AND CONFECTIONERY

Ask any leading jobber in Canada for this Specialty or write us direct.

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Everybody Says So:

"Just the thing" "Been looking for this"
"Well, how simple" "So handy"

Every Dealer Should Have Them

Walter Woods & Co.

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What Mr. Kramer Says



The best mill in the world at the least cost to you

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"We would not part with our mill for double its value. Have seen a great many coffee mills, but I have not come across one that gives the service the ROYAL does, and I do not see how any well-regulated store can do business without a ROYAL."

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THE PUREST AND BEST

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ALWAYS READY—NEVER FAILS

A QUICK SELLER

EVERY CAN GUARANTEED

Manufactured by



St. Charles Condensing Co.

INCERSOLL, ONTARIO

CANADA



Old Friends Are Best

An old friend that has stood the test of years is

Cooper Cooper's Delicious Tea

"Tea Plant" Brand
Packed in ½ lb. sealed canisters

at 40—50—60 cents per lb.

You MUST Stock Cooper Cooper's Tea if you stock the BEST

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Sour mixed and chow-chow in 1s, 2s, 3s, 5s and 10-gallon pails.

There's no gainsaying the statement that these are "unquestionably the best value ever offered".

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MASON'S O.K SAUCE

The one sauce possessing that piquancy of flavor and uniform quality that makes it always the same. Splendid profit for the dealer, 33⅓%.

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is without a peer in the Canadian market.

No tea is more extensively advertised or better known.

Good tea is a magnet which always draws trade.

Ridgway's Tea will be a trade winner for your store.

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It dries them up **Common Sense**

KILLS { *Roaches and Bed-Bugs* / *Rats and Mice*

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Dealers find Common Sense a very good seller, for the reason that it gives general satisfaction and each customer tells others about same. Write for prices.

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THE OLDEST CORSICAN MAKERS OF

CANDIED PEELS

Specialities

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Its History and Mystery

BY

JOSEPH M. WALSH

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This is a practical, exhaustive work containing valuable information about Tea. It should be in the hands of every enterprising Grocer and Tea Dealer in the country.

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THE DUSTLESS SWEEPING COMPOUND

The article that has proved a good seller.
Sold by your wholesaler or

THE HARNETT-RIDOUT CO.,
MANUFACTURERS, TORONTO

EASTERN SALES AGENTS
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200 BAGS SPANISH SHELLED PEANUTS

For Prompt Shipment from origin.
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A Few High-Class Specialties to Consider:

Diamond Finish, No. 1, - - Liquid
Diamond (small) No. 2, - - "
Boulevard Dressing, - - - - "
Peerless Black, - - Combination
Royal Russet, - - - - - "
Royal Ox Blood, - - - - "
Eureka (Black and Tan) - "

AND THIS ONE, THE BEST OF ALL

Diamond Shoe Polish

BLACK, TAN, RED

Have you a stock of

Diamond Harness Dressing

PINTS AND HALF PINTS
A GREAT SELLER

Crown Stove Polish

ANOTHER OF OUR LEADERS.

American Dressing Co., Ltd.

MONTREAL



"Gentlemen, it's Quality."

WE HAVE THE GOODS— THEY ARE RIGHT

and give you a sure and large margin of profit.

TWIN BLOCK MAPLE SUGAR

(Per Case, $3.00)

IS MORE POPULAR THAN EVER

CONFECTIONERY SPECIALTIES

Twin Block Maple Sugar is only one of our high-class lines. We have other particularly attractive specialties, all winners, quick sellers. Each and every one fully described in our catalogue, FREE for the asking.

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Good Coffee

Coffee better than the average.
Coffee superior to others.
Coffee so exquisite in flavor.

That people want it again—and again. That's what

Aurora Coffee

is. The best money can buy. It retails at 40 cents and leaves you a margin for yourself that is worth while—something to justify your buying the brand and introducing it to your customers. Don't lose this chance.

W. H. GILLARD & CO.

Wholesale Grocers *Coffee Importers*

HAMILTON

Branch House—Sault Ste. Marie

BEST

according to Webster's Dictionary means

EXTREME OF GOOD

Applied to **Molasses** it means

GINGERBREAD

In Tins, 2's, 3's, 5's, 10's

ALSO IN BULK

There are plenty of Goods nearly as good, but remember there is only one BEST.

It requires very little extra effort to specify Gingerbread when ordering from your wholesaler, but it means a lot to your customers in extra quality.

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Halifax, - Nova Scotia

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The Most Sparkling—The Most Effervescent of the Vichy Basin

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2, 4, 6 & 8 DeBresoles Street, Montreal

ROWAT'S

still hold the Premier Position for

Imported Pickles and Olives.

Enquire of your wholesaler for our **New 12 oz. Bottle Pickles** which retails at 10c.

ROWAT & CO.

GLASGOW SCOTLAND

AGENTS IN CANADA:

Snowdon & Ebbitt, 325 Coristine Building, Montreal Ontario and Quebec.
F. K. Warren, Halifax, N.S.
F. H. Tippett & Co., St. John, N.B.
C. E. Jarvis & Co., Vancouver, B.C.
Nicholson & Bain., Winnipeg, Edmonton, Calgary.

SPECIAL OFEER

75 Cases Singapore Pine Apples,
" Prince Brand," Rep. 2's, talls, sliced, at $1.10 doz.

30 Cases Singapore Pine Apples,
" Prince Brand," Rep. 2's, flats, cubes, at $1.10 doz.

EACH CASE CONTAINING 4 DOZEN
— SUBJECT TO PREVIOUS SALE —

S. J. Carter & Co.

Wholesale Grocers and Tea Importers

58 McGILL STREET :: :: MONTREAL



Talking to the Point

CLASSIFIED WANT ADS get right down to the point at issue. If you want something, say so in a few well-chosen words. Readers like that sort of straight-from-the-shoulder-talk, and that is the reason why condensed ads are so productive of the best kind of results.

CLASSIFIED WANT ADS are always noticed. They are read by wide-awake, intelligent grocers, who are on the look-out for favorable opportunities to fill their requirements.

TRY A CONDENSED AD IN THE CANADIAN GROCER.

H.P. SAUCE

—good for Customers—good for You!!

H.P. Sauce is such capital value and we spare no pains to acquaint the public with this fact.

It is in big and constantly growing demand.

And offers you a generous profit—That's why it is certainly

THE SAUCE FOR YOU

W. G. Patrick & Co., Toronto and Montreal. R. B. Seeton & Co., Halifax, N.S.
W. H. Escott, Winnipeg and West. Ellis & Co., Ltd., St. John's, N.F
Kelly, Douglas & Co., Ltd. Vancouver, B.C.

MIDLAND VINEGAR CO., Ltd. **BIRMINGHAM AND LONDON, ENG.**



When everybody is talking salmon you holler:

Quaker Brand Salmon!

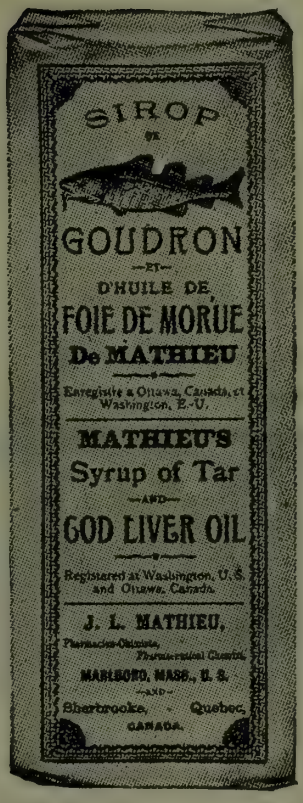
You can be quite sure that you will get the best, because only the finest salmon from the Fraser and Skeena rivers find their way into the tins bearing the Quaker Brand label.

PRICES FROM

Mathewson's Sons

Wholesale Grocers

202 McGill Street - - Montreal



WHY YOU SHOULD SELL

MATHIEU'S SYRUP

of Tar and Cod Liver Oil

REASON NO. 1

Nine out of every ten people when troubled with a cough or cold call for Mathieu's Syrup.

Hence there is no time wasted in selling it. It almost sells itself. This is the result of its exceptional curative properties in all chest and throat complaints — backed up by good advertising.

This advertising consists of

1. Our newspaper campaign.

2. One person recommending it to another, and probably telling him that he got it at your store.

3. Dealers who know a good article when they see it and gladly recommend it to their customers and friends.

Let us have an order from you to-day.

J. L. MATHIEU CO., Props., SHERBROOKE, P.Q.

Sold by wholesale trade everywhere
Distributors for Western Canada:

Foley Bros., Larson & Co., Wholesale Grocers and Confectioners, Winnipeg, Edmonton, Vancouver.

L. Chaput, Fils & Cie., Wholesale Depot, Montreal.



Pure Milk is Hard to Obtain and Impure Milk is Dangerous

Customers and citizens recognize this and are asking for what is guaranteed pure.

Canada First Evaporated Cream

It is sterilized. It is wholesome. It is unsweetened. It is digestible.

NO DEAD STOCK ON YOUR SHELVES.

Manufactured by

AYLMER CONDENSED MILK CO., Limited

AYLMER, - ONTARIO



IF a woman of discrimination goes into your store for the first time, and sees that these two lines are brought prominently to the front, you have gone a long way toward winning her confidence. The successful merchant always features standard goods like

Borden's Eagle Brand Condensed Milk and Peerless Brand Evaporated Cream

---

WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man. Shallcross, Macauley & Co., Calgary, Edmonton, Vancouver and Victoria, B.C.

BANNER BRAND
CONDENSED MILK



The demand for
BANNER and PRINCESS
Brands of CONDENSED MILK
is steadily increasing on account of their fine flavors.
You have tried the rest
Now try the best.
We sell direct to retailers.
WRITE FOR PARTICULARS

John Malcolm & Son
ST. GEORGE, - - - - - ONTARIO

YOUR CUSTOMERS ALL
Know This Package



It is in your own interests to have it in stock.

The Canadian Condensing Co.
CHESTERVILLE, ONT.

GENERAL SALES AGENTS:—S. H. Ewing & Sons, MONTREAL

Tartan BRAND

SIGN OF PURITY
'Phone 596
Write or wire for information.
Mail Orders promptly executed.

You always have the best and highest quality of **Canned Goods** when you handle **Tartan.** All goods under this brand **fully guaranteed** by

BALFOUR, SMYE & CO.
Wholesale Grocers HAMILTON

PANCAKE FLOUR SALES

ARE NOW IN ORDER

THE CONSUMER PREFERS

WHITE SWAN BRAND

MADE UNDER A SPECIAL FORMULA FROM CHOICE RICE, WHEAT AND CORN. FAR SUPERIOR TO OTHER BRANDS AND JUST THE THING FOR SUMMER USE.

ORDER NOW

WHITE SWAN SPICES & CEREALS, LIMITED
TORONTO

WAGSTAFFE'S

Fine Old English
Pure Orange Marmalade

Season 1909, now ready.

WAGSTAFFE'S
Jams, Jellies and Sealed Fruits

are better than the imported.
Once tried, always used.

WAGSTAFFE, Ltd.
Pure Fruit Preservers
HAMILTON

JAPAN TEAS

New Crop Teas are Now on Hand

S. T. NISHIMURA & CO.
MONTREAL and JAPAN

If you want the best in Domestic or Imported

VINEGAR

we have it.

The Davidson & Hay Ltd., Wholesale Grocers **Toronto**

Important Trade Announcement

In order to more largely distribute and insure the introduction of

St. Lawrence Crystal Diamonds

to all Retail Merchants, we have decided, until further notice, to sell this high-class table sugar at the ordinary advance over Granulated. This now brings to the front CRYSTAL DIAMONDS at popular prices, the perfection of lump sugar in quality, color, and also uniform in shape.

SOLD BY ALL WHOLESALE GROCERS

The St. Lawrence Sugar Refining Co., Ltd.

MONTREAL

The Name is the Guarantee

Redpath

Granulated Sugar

Manufactured by

The Canada Sugar Refining Company, Limited

MONTREAL, QUE.

FOR THE DOG DAYS—

Just what you want to please your customers and to reap you fine profits is a stock of our famous **COLD SPRING LEMONADE POWDER.**

Everybody feels like drinking Lemonade these warm days. This preparation is the one to use for Quick Results.

Addition of cold water only, makes Delicious Lemonade.

GET A SAMPLE AND PRICES FROM

Put up in attractive 8 oz. and 4 oz. tins to sell at 20c. and 10c.

S. H. EWING & SONS, Montreal and Toronto

SALESMAN

WANTED—An energetic Salesman for Toronto City and principal points in Ontario. Must be a hustler and have good references. Salary at start $75.00 a month. A satisfactory man will find rapid advancement.

Applications to be considered must be by letter, with copy of references and full particulars.

WM. H. DUNN,
396 St. Paul St., Montreal

THIS IS

About 3-ft. Long.



Half Actual Size.

"IT"

THE FLYCATCHER THAT EVERYBODY IS TALKING ABOUT NOW!

OF ALL JOBBERS OR FROM

T. A. MacNab & Co., St. John's, N.F.

W. S. Clawson & Co., St. John, N.B.

MacLaren Imperial Cheese Co., Toronto.

Wingate Chemical Co., Notre Dame St. W., Montreal.

G. C. Warren, Regina, Saskatchewan.

Standard Brokerage Co., Vancouver, B.C.



In CORNETS and ICE CREAM SPECIALTIES

We are ready to fill your orders promptly.

The DOMINION WAFER CO.

Importers from the largest factories in the world.

42 St. Vincent St., Montreal

Tel. Bell, Main 1310



CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat Put up in ¼ gross cases

Bulk in 7-lb. Pails, ½ doz. in crate.

25-lb. Pails and 75-lb. Tubs.

Capacity one ton per hour. Sold by all wholesale dealers.

The CAPSTAN MFG. CO., - Toronto, Ont.

Leave it to Your Customers

Just order a small lot of John Gray's Scotch Marmalade. (You can assort, buying some Jam as we'l). Then leave it to your customers to say what they think of the goods. You will have no trouble in disposing of a couple of dozen trial jars.

WE'LL ABIDE BY THE VERDICT

GET THE TRIAL LOT FROM

SNOWDON & BORLAND,
AGENTS

34 GUARDIAN BUILDING - - MONTREAL.

McLEAN'S WHITE MOSS COCOANUT



The package with the monkey on it—that's what the people are asking for.

YOU should be able to supply them with it. ARE you?

Made only by

The Canadian Coooanut Co., Montreal



THE

EUREKA REFRIGERATOR

This cut shows style No. 014, 14 and 15, and is suitable for grocers, restaurants and hotels.

It is made of ash wood, antique finish. Shellacked and hard oil varnish. Double door, with inside door to ice chamber. Two sliding windows, hung with weights Double glass. Shelf in front five-inch projection. Two doors at bottom. Interior divided in centre, making two separate compartments. The shelves are all movable. The bottom is for tubs and other heavy articles. Ball-bearing casters. Solid brass catches.

WRITE US FOR PRICES AND CATALOGUE.

EUREKA REFRIGERATOR COMPANY, LIMITED

54-56 NOBLE ST., TORONTO, CANADA

Near Queen St. Subway

Classified Advertising

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

Yearly Contract Rates.

100 words	each insertion,	1 year.....	$30 00
"	"	6 months...	17 00
"	"	3 months...	10 00
50	"	1 year.....	17 00
"	"	6 months...	10 00
25	"	1 year.....	10 00

PERIODICALS.

ADVERTISING writers and business men interested in good printing should subscribe to Canada's only printing trade paper, THE PRINTER AND PUBLISHER. Subscription price $2 per annum. Address, 10 Front Street East, Toronto.

CANADIAN MACHINERY AND MANUFACTURING NEWS, $1 per year. Every manufacturer using power should receive this publication regularly, and also see that it is placed in the hands of his engineer or superintendent. Every issue is full of practical articles, well calculated to suggest economies in the operation of a plant. Condensed advertisements for "Machinery Wanted" inserted free for subscribers to the GROCER. "Machinery for Sale" advertisements one cent per word each insertion. Sample copy on request. CANADIAN MACHINERY, 10 Front St. East, Toronto.

COMPLETE information on books, stationery, fancy goods, music, photo supplies and kindred lines is given each month in THE BOOKSELLER AND STATIONER, of Canada. Subscription price $1.00 per annum. Address, 10 Front Street East, Toronto.

THE BUSY MAN'S MAGAZINE is the most popular periodical of its kind. Why? Because each issue contains a strong list of original articles of interest to every Canadian. It also reproduces the most timely, instructive and interesting articles appearing in the other magazines and periodicals of the month. The cream of the world's periodical press is too valuable to overlook. BUSY MAN'S is on sale a. all news-stands. Better still, send $2 for one year's subscription. Mail it to-day. THE BUSY MAN'S MAGAZINE, Toronto.

THE market reports make HARDWARE AND METAL a necessity to every hardware merchant, paint and oil dealer in Canada. It is mailed every Friday. Subscription price is $2 per year. Address HARDWARE AND METAL, Montreal, Toronto or Winnipeg.

WANTED.

MEN selling on commission, or men whose time is not fully employed, should become our agents. The Canadian Grocer, Dry Goods Review, Hardware and Metal, Printer and Publisher, Bookseller and Stationer, Plumber and Steamfitter, Canadian Machinery and Power House are all well known and highly regarded trade papers, with a large circulation throughout Canada, United States and Great Britain. The circulation must be maintained and increased. We pay large commissions to men who push for new subscribers. If you can do anything in this way write the Circulation Department, giving references. The MacLean Publishing Co., Toronto.

WANTED Industrial agent for thriving western town. Must be a capable organizer, able to inspire big commercial ventures and to write literature that will attract attention. A newspaper man would be preferred, but only high class applications will be considered. Salary $2,500 to start, $3,000 second year and there is practically no limit to money provided the man can "make good." Answer in confidence, "G. H.," care the MacLean Publishing Co., Montreal. (26p)

ADDING MACHINE.

ELLIOTT-FISHER Standard Writing-Adding Machines makes toil easier. Elliott-Fisher Limited, 513, 83 Craig St, W., Montreal and 129 Bay St., Toronto.

AGENTS WANTED.

A GOOD AGENT WANTED for each of the following places: Ottawa, Montreal, Quebec and Toronto. Well introduced amongst first class wholesale grocers, large stores and laundry dealers, to sell on commission a Patent Blue which is the best in color and one of the cheapest in existence, manufactured in London. Apply to "Blue," care THE CANADIAN GROCER, Toronto. (26)

YOUR CHANCE—We have just put into effect a new, increased scale of commissions, which makes our agency "worth while" to any man with a reasonable knowledge of subscription work, while the successful canvasser can make a splendid income. If you are not making at least twenty dollars a week, apply for our agency in your own and nearby towns. Give references and particulars of present position. THE MACLEAN PUBLISHING COMPANY, Ltd., Circulation Department, Toronto, Ont. The largest publishers of trade newspapers in the British Empire.

AGENCIES WANTED.

A VANCOUVER Commission Broker desires communication with eastern or British firms or manufacturers wanting western representation. Box 314, THE CANADIAN GROCER, Toronto. (27p)

AUG. DUBRU, Rotterdam, Holland, dried fruit commission agent, wants relations with first-class packers and shippers of Canadian dried apples and other dried fruits. (26p)

BOOKS FOR THE GROCER.

ART AND SCIENCE OF WINDOW DRESSING, by S. W. Roth. Every retail grocer should learn the methods set forth in this book—which is specially written for **Grocers**—on how to make grocery windows attractive and thus draw trade. Every means of successfully displaying goods is treated of in its 14 chapters and 30 illustrations. Price $2.00, postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include special sales, getting holiday business, co-operative advertising, money-making ideas, contests, etc. Price, $2.50 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

TEA BLENDING as a fine art, by J. M. Walsh. This work is especially designed for the use and instruction of those engaged in the tea and grocery business, containing formulae for the scientific and judicious combination of the different varieties and grades of tea. Price, $2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

COFFEE, its history, classification and description, by J. M. Walsh. This interesting and instructive book deals with the commercial classification and description, adulteration and detection, and the art of blending and preparing of coffee. Price, $2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

TEA, its history and mystery, by J. M. Walsh. The contents of this practical and exhaustive work include cultivation and preparation; adulteration and detection; arts of testing, blending and preparing; chemical and medicinal properties, etc. Price, $2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

COUNTER CHECK BOOKS.

OUR NEW MODEL is the handiest for the grocer, operated instantly, never gets out of order. Send for complete sample and prices. The Ontario Office Specialties Co., Toronto.

MISCELLANEOUS.

A MARKET OF BUYERS, backed up by money to spend, is open to you in the Busy Man's Magazine. Every territory in Canada is represented. If you have something to sell, something you want to buy, a condensed advertisement in the Busy Man's Magazine will put you in touch with the classes you want to reach. Four cents per word will carry your message from Atlantic to Pacific. Send copy of your advertisement along with order to cover cost of insertion. Your announcement will appear under a special heading. Busy Man's Magazine, Montreal, Toronto, Winnipeg.

7,217 NATIONAL CASH REGISTERS were sold during May 1908. That's more than were sold during May 1907. The National Cash Register Co., F. E. Mutton, Canadian Manager, cor. Yonge Street and Wilton Avenue, Toronto.

CUT DOWN YOUR PRINTING BILLS one half by installing a "Writerpress." Your office girl or boy can with it print your circulars, price lists, etc., at the rate of 1500 to 2000 copies per hour. Best machine ever made for printing facsimile typewritten letters. Prints from printers' type, half-tones, etc. Retail stores could greatly increase their business by using a Writerpress to run off circulars and letters sending them out to their customers and probable customers announcing special sales, etc. Send for illustrated catalogue and samples. The Canadian Writerpress Company, 33 John St. South, Hamilton, Ont.

DICTATING to the Dictaphone saves 50 per cent. We will prove it to you if you will send us a post card for full particulars. Toronto Phonograph Co., Limited, Dictaphone Dept., 40 Melinda Street, Toronto, Canada. (tf)

KEEP AN ACCURATE ACCOUNT of your employes' time. The Bundy Autograph Time Recorder is the ideal Time Recorder for retail merchants. It is the only machine where one employe cannot register for another, as each employe signs his name and the employer knows the signatures of his men. Whether you employ a few or hundreds of hands, we can supply you with a machine suited to your requirements. Write for illustrated catalog. International Time Recording Co. of Canada, Limited. Office and Factory, 9 Alice Street, Toronto.

LIVE BUSINESS MEN insist that their business correspondence be typewritten. Keen, progressive merchants find personal typewritten letters bring the best advertising results. They are secret, individual, powerful business getters. The Light Touch MONARCH is especially attractive to the merchant. Write for interesting literature. The Monarch Typewriter Company, Limited, 98 King St. West, Toronto, Ont. (tf)

SAVE 50% OF THE COST OF HANDLING merchandise by installing a Beath System of Overhead Carriers. Saves valuable floor space because the trackage is on the ceiling and greatly facilitates the loading of cars, drays, etc., and for handling goods in and about the warehouse and factory, reduces the cost of labor because far less warehouse help is required. Systems for all kinds of businesses, large or small. Write us for illustrated catalog. W. D. Beath & Son, 193 Terauley Street, Toronto. (tf)

THE WALES VISIBLE ADDING AND LISTING MACHINE is superior to any other machine for these reasons, among others:—Visible Printing, Flexible Keyboard, Column Space Bar, Automatic Clear Signal, Adjustment for Carbon Copies, Eliminating Keys, enabling the operator by the mere pressure of a key to add without listing or list without adding. 30 days free trial to responsible people. Write us for free illustrated catalogue. Adder Machine Company, Wilkesbarre, Pa.

YOUR CHEQUE CAN'T BE RAISED to any amount above that which you intend it to cover if you use the PROTECTOGRAPH. This device stamps a line such as "Not over ten dollars, $10," with acid proof, indelible ink which penetrates right through the fibre of the paper. This device is being used by 90% of the Banks of Canada and the United States, as well as the treasuries of both countries. Write for full particulars and price. W. E. Parker & Co., Sole Canadian Agents, 37 Yonge Arcade, Toronto, Ontario. (28

EXPORT TRADE DEPARTMENT.

Messrs. Gordon, McDonald & Co., 6-7 Cross Lane, East, cheap, London, invites correspondence, either from Exporters of Canadian produce or Importers of general groceries. From their long experience in Glasgow, Liverpool, and London, they have a wide and comprehensive knowledge of both trades on every side. All goods imported paid cash against documents. References to Montreal firms with whom we have done business for many years. Cable address, "Donable." Codes—"A B C," fifth edition, Riverside and Adams.

DAVID SCOTT & CO.

Established 1878. 10 North John St. LIVERPOOL, ENGLAND.

Splendid connections and references. Try us with a shipment of CANNED GOODS.

T. A.—Scottish, Liverpool.

When writing to advertisers, kindly mention having seen the advertisement in this paper.



GAZELLE

The Brand of the Very Finest

CANNED

VEGETABLES

and

CANNED FRUITS

HUDON, HEBERT & CO., LTD.

MONTREAL

"THE MOST LIBERALLY MANAGED FIRM IN CANADA"

The Best Known Brands

Which have successfully stood the test of time in CANADA.

We are favored with the privilege of representing in Canada the most important Wine, Spirits and Grocery firms, manufacturing firms whose brands have a world-wide reputation and whose goods are strictly first-class and up to the sterling reputation enjoyed by these firms. Our prices deserve the attention of all careful buyers, as much as our brands, in the different lines we handle, deserve the keenest and most favorable comment from all refined consumers.

Peruse our list, make your selection, and get our quotations.

Ph. Richard et Cie	Cognac	Brandy.
Mitchell Bros.	Glasgow	Scotch Whisky.
Mitchell & Co.	Belfast	Irish Whisky.
J. P. Wiser & Sons	Prescott	Canadian Whisky.
Pollen & Zoon	Amsterdam	Gin and Liquors.
G. Pims & Co.	London	Old Tom Gin.
Blandy Bros.	Madeira	Madeira Wine.
Real Companhia Vinicola	Portugal	Port Wines.
Motta et Vaz	Portugal	Port Wines.
Diez Hermanos	Jerez de la Frontera	Sherry Wines.
Garrett et Cie	Malaga	Malaga Wines.
Fenech, Artell & Co.	Tarragonne	Mass Wines.
Vigneau et Cambours	Bordeaux	Clarets et Sauternes.
Morin, Pere et Fils	Beaume	Burgundy Wines.
Frederick Krote	Coblenz	Rhine Wines.
Kunkulman et Cie.	Reims	Piper-Heidsieck Champagne.
Union Champenoise	Reims	Cardinal Champagne.
Union Champenoise	Reims	Duc d'Origny Champagne.
Fli Ferrero Ricardo	Turin	Italian Vermouth.
Cazalis et Pratts	Marseilles	French Vermouth.
Ardien Sarazin et Javilliers	Dijon	Bacchus Quinquina Tonic Wine.
P. Garnier	Enghien-les-Bains	French Liquors.
Fred Miller Brewing Co.	Milwaukee	Lager High Life.
Fred Miller Brewing Co.	Milwaukee	Extract of Malt.
Daukes & Co.	London	Bass' Ales and Guinness' Stouts.
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Source La Sanitas	Vichy	Vichy Water
Societe Anonyme "Le Soleil"	Malines	Canned Fruits and Vegetables.
Duffy & Co.	Rochester	Apple Juice and Grape Juice.
Clement Obier	Perigueux	Pates de Foie Gras.
Societe Nouvelle de Roquefort	Roquefort	Roquefort Cheese.
Blanc et Fils	Valence sur Rhone	Pastes.
H. E. Boullee et Cie.	Marseilles	Olive Oil.
F. Tourasse	Marseilles	Castile Soap, "La Vertu," "La Mouche."
F. Lecourt	Paris	Mushrooms.

For all information, write, phone or wire at our expense.

Laporte, Martin & Co., Limited

Wholesale Groceries, Wines and Liquors, MONTREAL

31,161 lbs. INCREASE

in the Sales of

"SALADA"

last week over the corresponding week of 1908. Constantly increasing sales is the greatest proof of its popularity. Sell it and watch your tea trade grow.

TORONTO MONTREAL

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Advantages of Profit Sharing in Business

How the Principle Works Out and Benefits Both Capital and Labor—A Leading Toronto Firm Reviews its Experience With the System—Merchant Who Conducted Exhaustive Inquiry, Tells of the Strength and Shortcomings of the Plan, Which, on the Whole, He Strongly Favors.

A number of Canadian firms have for some years adopted the system of profit sharing. The plan is growing in the extent of its operations and in the measure of appreciation and confidence with which it is viewed by capital and labor. After giving the method a fair, impartial trial business and industrial concerns, with but few exceptions, have found it of mutual benefit and advantage. The principle has been pronounced sound and stable while the plan is generally conceded to be an improvement in the mode of remunerating labor, and to have a good moral, helpful and stimulating effect generally, promoting economy, thrift, goodwill and a spirit of unity and harmony among employees. It establishes a joint responsibility of interest and welfare between employers and employes, and the interdependent relations of capital and labor, making for advancement, expansion, unity and aggressiveness in business.

In connection with the sixty-fifth anniversary of W. J. Gage & Co., publishers, and manufacturing and wholesale stationers, Mr. Gage took occasion to refer to the plan of profit sharing which has been in existence in his company for some years. The system is a simple one in which every employe who has been continuously in the service of the company for over a year, participates. It is direct and easily operated. In 1902 the directors decided to set apart a certain percentage of the annual profits in the interest of the profit sharing plan. This sum is distributed among the men and women, boys and girls, the amount being divided on the basis of wages that each person receives.

System Was Extended.

This arrangement worked so well and the outcome was so encouraging, that three years ago another progressive step was taken and the plan extended, whereby the heads of various departments or employes in positions of trust and responsibility were permitted to purchase stock in the company. Twelve of the oldest servants of the house now hold stock ranging from ten to one hundred shares. They were allowed to buy their interest outright or to pay for it out of the dividends, being charged only a nominal interest on the remaining or unpaid portion of their shares. By this means the stock held by a number of them will pay for itself in a few years and will practically involve no expenditure on the part of the holders, being in addition a profitable and safe investment in a well managed concern. The heads of departments, who have acquired financial representation, do not, of course, participate any longer in the profit sharing scheme as applied to the rank and file of the employes.

Speaking of the plan in detail Mr. W. P. Gundy, General Manager of the Company, said they were well satisfied with the way the system had worked out and they would, under no circumstances, care to revert to the former order of things. "We have found," he said, "that the principle of profit sharing in its practice and application to be an admirable adjunct in every respect. We believe that the steady advances which our business has been making and the position which it now holds, can very largely be attributed to the loyal support and hearty co-operation of every one connected with our establishment. We are also convinced that this was to a great degree secured by the system of profit participation."

Why the Plan Was Adopted.

"What led you to adopt the plan?" was asked.

"Well! we had learned of its helpfulness in other lines of manufacture and the directors, after due consideration, thought, if rightly applied, it should work out as well in our own case. We decided to give it a fair trial—not as a benevolent or philanthropic undertaking or anything of that character, but on the ground of mutual interest, united assistance and earnest co-operation. We have found it helpful and the good opinions, we had previously formed of profit sharing, have been justified in every way. I will give you one illustration. At the time of the big fire in April, 1904, we lost our warehouse, plant and everything else. It was a month before we were able to resume any part of the business and six months before we were again in full operation and in shape to take back all our employes. Of all those who were thrown out of work by the fire, not one left us. They secured temporary employment elsewhere and were tempted by contracts, higher pay and in various ways by other concerns who held out all sorts of inducements and promises. Although, as I have said, it was six months before we were running again at normal capacity, one of the most pleasing things we remember is, that there was not a man or a girl but held to the company and all eventually found work in the old house. Yes! I am a firm believer in the principle, plan and practice of profit sharing. I could tell you of other instances and the good effect of the system which we inaugurated seven years ago, but I have given you a pretty fair outline of its working as it applies to our own company and an indication of what has been accomplished by its operation with us."

An Impartial Inquiry.

A few months ago Fred C. Lariviere, a hardware merchant of Montreal, concluded a thorough and impartial investigation into the working of the profit sharing plan, not only in Canada, but in foreign countries. The result of his exhaustive inquiries extending over a year were communicated in a series of excellent articles which appeared in Busy Man's Magazine. Mr. Lariviere carefully weighed all the points in favor of and those raised against profit sharing and his summing up of the situation is interesting and instructive.

Some Objections Heard.

The arguments chiefly heard against the system were:

Profit-sharing will never be a substitute to salary.

Unequal gains will always exist in the same industry.

Antagonism between capital and labor will always subsist.

The shares to each individual are too small to be appreciated.

The generalization of profit-sharing will have the effect of reducing profits.

The prosperity of an industry depends on its management, consequently the application of profit-sharing is an unjust departure.

Piece work or high wages are the only just substitutes to ordinary salary.

It is impossible to have employes share in the losses.

It is very difficult to establish the proper proportion of remuneration between capital and labor, especially in manufacturing industries.

Profit-sharing with no share of ownership in the industry is based on unsound principles.

Profit-sharing forces an employe to stay under penalty of loss of share of profits for the full term fixed by rules and regulations.

To be just, a profit-sharing system must give to the employes the right to be represented for stock taking and for the balancing of accounts, which is a very serious objection, inasmuch as it makes known the results, and, if favorable, will encourage others to start in same line of business, and, if reports are unfavorable, can cause very serious financial difficulties.

Many Favorable Points.

The points in favor of profit-sharing and the conclusions of the writer, who is a thorough believer in the principle, are:—

It is a more logical and a much fairer way of remunerating the wage earner.

It promotes economy amongst the laboring classes.

To a certain extent, it prevents the possibility of strikes.

It gives an employe a chance to apply the full force of his physical and moral energy.

When properly applied, it helps to promote the employers' interest.

It spreads on the largest number the care and responsibilities of the management.

It decreases the antagonizing influence of labor against capital.

It facilitates more intimate and friendly intercourse between employers and employes.

It gathers money to be distributed

amongst laborers during dull time and scarcity of work.

It does not bring about the meddling of employes with the management of enterprises.

There is nothing known that will make disappear inequality of salaries and profit-sharing has never had this result in view in any of its applications.

I desire to state that it will be seen that the application of the profit-sharing system has been in operation in various industries, if not in the whole world, at least, in the most progressive and aggressive business countries as an improvement in the mode of remuneration of labor with good moral results for the working class.

Profit-sharing must not be considered as an innovation with infallibly good results, as a cure-all of all labor troubles, but as an amelioration over the old wage system, and its good results have conferred, when the nature of the enterprise permitted its application, benefit on both employer and employes.

The various results described prove that each case has its own solution, and rules and regulations first adopted have oftentimes been changed. It must not be forgotten that profit-sharing imposes on each sharer, to obtain good results, more duties and a better knowledge of the industry.

To make a success of the application of profit-sharing the following will be useful:

Profit-sharing should be organized in such a manner as to establish a joint responsibility of interest between employers and employes, also a capital and labor.

The salary question should not be mixed with profit-sharing, but be considered separately and be based on the general fluctuation of wages.

The industrial production and business management should be seriously considered in adopting a profit-sharing system as well as the relation of labor and capital.

Salary seems to be the basis most generally adopted, although some add the consideration of the number of years spent in the factory.

The amount set for profit-sharing should be sufficiently large to really interest the staff.

Profit-sharing should extend to the largest possible number of employes, and be well defined at its inauguration, not left to the good-will of the employer.

All firms adopting profit-sharing must necessarily be in very good financial circumstances, especially if results are to be made public.

Shares of profit-sharing should not be paid in cash, but placed to the credit of each employe with an allowance for interest, and to determine a number of years, during which the owner cannot dispose of his earnings except in case of death, purchase of house, or out of work.

The principal object of profit-sharing should be the creation of a savings department for each employe, to enable him to become a property owner or a co-proprietor of the industry.

J. S. Wallace who is representing the F. F. Dalley Company in New York State, spent Sunday, June 13th, at his home in Hamilton, Ont.

Some Interesting Curios Among Crackers

Different Meanings In Different Countries — "Biscuit" in French Means "Twice Cooked."

Some curiosities in the way of foreign crackers or biscuit are described in The Bakers' Weekly (New York, May 22) by Mr. L. Lodian. He reminds us in the first place that biscuit is French for "twice cooked" and is etymologically the same as the German zwieback. The Italians make all their crackers in this way, the varieties familiar to us not being in common use with them. Italian bakers, Mr. Lodian tells us, save all their old bread and convert it into "biscuit" of this kind. For this reason the bread largely used in Italian and Sicilian restaurants is so made that pieces may be broken from the loaf without leaving a jagged end. From the Italian biscuit the writer passes to another Latin delicacy —the meat-biscuit of South America. He says:

"This is called hallaka, and is a kind of tamal—made of maize flour, small white beans, and chopped poultry flesh . . . the whole mildly and appropriately spiced. It is made up in a couple of big banana leaves, tied, and boiled intact thus. Is much used as a stand-by in Latin America by travelers and tourists on the Orinoco and Amazon and in the interior. It is apetizing, a simple pure food, will keep for months in a cool place and is imported for the use of many of the Latins living in Gotham; also for transients from Ibero-America putting up at our big hotels. Is preferably eaten cold as sold, but may sometimes be advantageously warmed up in cold weather in oven, or by immersion for three minutes in boiling water."

Of the tree-grown flour and biscuit of the tropics Mr. Lodian says:

"There are a dozen different bread-fruit trees scattered through tropical regions. One of the flours made from the bread-fruit tree of tropical America, known as the yuka, is a regular article of commerce on the Manhattan market. It is only sold in cartons at elite groceries, is quite a pure article, of dingy grayish-white color, and a slightly alkaline and hardly an agreeable taste. In cooking, the alkalinity and acridity are mostly driven off. . . . In its fresh-fruit form it is in shape elongated like a giant plantain, and, for drying and conversion into flour, is cut down long before ripening, so that it has (like a green banana) not a semblance of sweetness. But the same fruit, allowed to fully ripen, then sun-dried, becomes almost as sweet as a Smyrna fig. . . . This tree-grown cake-bread is eaten dried thus; and, along with the tree-growing flour, forms the chief food of millions in the tropics.

"The comprest fig-coffee of the Teutons, which has been used by them for over a century, is . . . also used here as a light cake or soft cracker, on account of its agreeable caramel flavor—just as many persons like the flavor of the semi-burnt skin of a well-baked apple. Is a sustaining, pure food; and is the only coffee extant which can be used both as a beverage or as an article of food. . . .

"The 'kasabi' torta (we get our word 'tart' from torta) of Hispan America is the biggest regularly made cracker on earth—bigger than the special matzoths of Manhattan's Jew-side (which, however, are only made for a short period in the year). It is made from the kasabi root, and lightly fired in cakes about the size of a small parasol.

Another queer cracker is the pulley-shaped hardtack of Sicily. The origin of this, Mr. Lodian tells us, is not known, nor is its meaning. He says:

"It is always circular, hole in middle, and has the approximate form of a pulley. A high-grade hardtack, in which egg always enters and the highest-priced hard-bread among the Sicilians, retailing at a nickel and dime apiece (only two sizes made). . . . .

"The Teuton bread-biscuit is a sliced pumpernickel, of very fine grain, and probably represents the highest development of this kind of rye bread. It always comes in tins, keeps soft for years, if kept closed, and is in much demand by those folks who do not care for the dry crispness and hardness of crackers, which are often a task on the salivary glands.

"Almond-meal biscuits are obtainable in Manhattan (where you can obtain all things unobtainable in other American cities. Gotham is only surpassed in this respect by Paris). They are made solely of almond debris after the oil has been exprest, only sugar being added as a binder—and baked to a fancy brown. The bitter-almond debris is preferred; but the biscuit which is quite hard, while having the aroma of the bitter-almond, has not an iota of its intense disagreeable bitterness. This is because, in the oil expressing, the kernels have been subjected to live steam to increase the yield, which dissipates every particle of acridity from the nut (now crushed to powder). We have a homely realization of this in our own kitchens, in onions, which, by boiling, lose their acridity."

Lastly, Mr. Lodian introduces us to the "massed" crackers of the Sicilians, which correspond somewhat to our gingersnaps and are always sold in higgledy-piggledy jumbles or masses. He says.

"They are massed together with a sprinkling of streaming white-sugar sirup poured over them. As required, one or two-pound masses are broken off for customers from the main mass exposed for sale, which may weigh from thirty to forty pounds."—Literary Digest.

Business Men Discuss Business Principles

Associated Boards of Trade of Western Canada in Annual Convention—Many Resolutions Passed Relative to the Production of Better Trade Conditions Throughout the Prairie Provinces—Unselfish Spirit Displayed—Building up the West—The Predominant Theme.

(Staff Correspondent.)

Saskatoon, June 22.—The sixth annual convention of the Associated Boards of Trade of Western Canada, comprising a delegation from one hundred and twenty-five individual boards in cities, towns and municipalities in the provinces of Manitoba, Saskatchewan and Alberta, was held here on June 15 and 16. This was the first convention held by the asociation since Manitoba Boards of Trade affiliated with the other two provinces. As a consequence it was the largest convention ever held by the association, and the most important gathering of its kind ever held in Canada to discuss ways and means for the development of the growing industries of Western Canada.

The business of the convention was to discuss the various resolutions which had been submitted to the general secretary during the past year, from various boards throughout the country. This year resolutions had been sent in by boards from Calgary, Lethbridge, Edmonton, Medicine Hat, Moose Jaw, Swift Current, Prince Albert, Raymond and Wolseley, and these occupied the time of the convention. These resolutions were all printed in pamphlet form and distributed to each member of each Board of Trade, some weeks before the convention, in order that the members might be prepared to intelligently discuss the questions when they were introduced.

On Tuesday morning, June 15th, the meeting was called to order by President K. W. Mackenzie of Edmonton. He expressed regret that all the delegates had not arrived, and after naming a resolutions committee of nine delegates present, and a credential committee of three members, the meeting was adjourned until the afternoon.

Tuesday Afternoon Session.

An address of welcome was read from Mayor Hopkins, of Saskatoon, who was not able to be present. He assured the delegates of the hearty sympathy and encouragement they would receive in their deliberations for the public good.

After M. Isbister, president of the Saskatoon Board of Trade had welcomed the delegates and invited them to the entertainments, which had been prepared for them, and which were enthusiastically taken advantage of by all, President Mackenzie rose to deliver the annual address which was as follows:—

"Gentlemen: As retiring president of this association I have now the honor to present to you my annual address, and in doing so desire again to express my keen appreciation of the honor you conferred on me a year ago, when you asked me to preside over your deliberations, and of the unfailing courtesy extended to me in the discharge of my duties in that connection.

"I am gratified to find so large a number of delegates assembled at this the sixth annual convention of the Associated Boards of Trade and take it as evidence of a sustained interest in the work. By a resolution of the convention held at Medicine Hat a year ago Manitoba boards are now entitled to representation in the annual convention on the same basis as those of Saskatchewan and Alberta, and on behalf of the older members of the association I now welcome them to this fuller participation in our work.



WILLIAM COUSINS, MEDICINE HAT,

President-Elect of The Western Board of Trade.

"The problems we have to face in these three provinces are similar, if not the same; our interests are inseparable, if not common, and though under three distinct govenments our welfares are so bound together that almost every pulsation that affects the one is felt by the other. It is hoped therefore that by well directed and concerted action we shall derive the largest measure of a common benefit.

"During the past two years our western provinces have felt with the rest of the world the strain resulting from the financial stringency, but recently there are many indications that this condition is passing away and that the onward march of general progress and development has been resumed.

"It is satisfactory to note that during the past year a distinct impetus was given to the settlement of the west by the Dominion Lands Act of 1908, which permitted the taking up of a homstead and pre-emption within a certain area and made available for homesteading all undisposed of odd numbered sections. It is also gratifying to note improvement in the class of settlers seeking homes in our midst.

"Following instructions given at last year's convention your executive on the 19th of December last apointed John T. Hall, of Medicine Hat, as permanent secretary of the Associated Board, who under their instructions inaugurated a very satisfactory follow-up system. For the purpose of interesting every Board of Trade in the work of the association, invitations were extended to thirty-one Boards of Trade in Manitoba, forty-eight in Saskatchewan and forty in the Province of Alberta, and for the purpose of giving the fullest, possible effect to the resolutions of the convention there were forwarded to the proper authorities and were followed up with a persistent correspondence impressing upon the various bodies to whom they were referred, the fact that these resolutions had received the most mature thought and careful consideration of the association before being presented to them and endeavoring to see that so far as practicable action shouldbe taken in connection with each of them.

"The machinery of this system is not yet in full perfect running order, but we believe that the foundation has been laid for very effective work along the lines proposed. I beg to refer you to pages 54 and 58 of the report of the last convention, where you will find a brief synopsis, of the year's work. I beg also to refer you to the mass of correspondece which now lies upon the secretary's desk, and to invite your inspection of same, or of such parts of it as may interest you. One of the resolutions to be presented to this convention suggests a further extension of this work. I am of the opinion that the association has now reached that point in its existence when it has become a strong factor in the upbuilding of Western Canada.

"It is with regret that I have on this occasion to refer to the death of an estimable member of our association, R. S. Cook, of Prince Albert, who took so prominent a part in the work of the association during the past two years. I am sure that those who were privileged to visit Prince Albert when the conven-

tion was held there two years ago will long remember his genial hospitality.

"In closing, I wish to express my appreciation of the able and effective services rendered by John H. Hall as secretary for this association. He has brought into the work a large fund of practical experience and has applied himself with commendable energy."

The financial report submitted by Secretary, J. T. Hall was encouraging in every way, and a substantial balance was left on hand.

The election of officers for the ensuing year was the next item of business, and resulted in the election of William Cousins, of Medicine Hat, as president; E. W. Saunders Moose Jaw, vice-president; John Hanbury, Brandon, second vice-president.

President Cousins was called to the chair and warmly thanked the convention for the honor they had done him.



K. W. MACKENZIE, EDMONTON,

Retiring President of Associated Boards of Trade of Western Canada.

Townsite Supervision.

The discussion of the resolutions was then taken up and A. E. Cross, of Calgary, introduced the resolution regarding the government supervision of the location of townsites. He stated several complaints had been made from citizens in the smaller towns that the railways exercised no care in the selection of suitable or healthy points, which were surveyed as townsites. The question was chiefly a sanitary one, and this was enlarged upon by William Georgeson (Calgary), who seconded the resolution.

Several towns were mentioned which were selected in extremely unhealthy places and without regard to the people who will have to live there. He thought the Government should compel the railways to select sites in suitable places. The resolution was favorably considered by a few other speakers and carried.

Extension of Trade.

The Canadian trade agencies in other countries, was the next question introduced by the Calgary delegates. The resolution aimed at the appointing of agents from Canada in other countries, and more particularly in Mexico for the purpose of extending the export trade of Canada. It was pointed out by A. C. Fraser, of Brandon, that the Dominion Government had a commissioner in Mexico, whose business it was to serve the country in the way the resolution indicated.

Disatisfaction was expressed by other speakers of the lack of information which they had received as to the trade conditions with other countries, and it was moved and carried that the resolution be re-drafted and submitted next year.

Bulk Sales Act.

The next resolution as moved by W. Georgeson (Calgary), is as follows:

"Whereas there is at present in existence in Manitoba and British Columbia an act governing the purchase, sale and transfer of goods in bulk, known as The Bulk Sales Act, the result of which has been beneficial to trade.

"Therefore it is resolved by this convention of the Associated Boards of Trade of Western Canada that the governments of Alberta and Saskatchewan be requested to enact without delay similar legislation in the respective provinces."

He stated that the general trade had suffered in Western Canada because merchants were allowed to sell out their stock in bulk at so much on the dollar and leave the wholesaler without any opportunity to exact any returns. It is only fair that the wholesaler should have the stock that is left, and that it should not be sold in bulk. There are many states in the union, he said, where this act was declared Constitutional. The older United States wholesale houses have felt for many years the absolute necessity of the protection of this Act. It is a reasonable request of the creditor, he claimed, to restrict, the debtor who sells goods in the assets of which he has no interest.

H. D. Gordon (Winnipeg), seconded the resolution, which carried.

Conservation of Natural Resources.

H. M. E. Evans (Edmonton), made an appeal for the preservation and development of the resources of the country, citing several instances in United States and Canada, where splendid service has been and can be rendered.

C. N. Bell called the attention of the delegates to the association originated in the United States, which had for its objects the ideals embodied in the resolution, stating that any Canadian could become a member for a fee of five dollars and have the privilege of receiving ten volumes of literature on the subject of conservation of natural resources.

"It behooves us," he said, "to show as much enthusiasm as the Americans in this endeavor."

The resolution was heartily supported.

The convention approved of the idea of the resolution to have land holders set aside a reasonable area of land in every ten acres, being sub-divided into lots, for parks and breathing spaces. Mr. Smith, of Regina, was the chief supporter of the question.

Fraud Under Exemption Ordinance.

The first warm debate of the session came when the following resolution was under discussion.

"Resolved that in view of the frauds which have been practiced by traders under the cloak of the Exemption Ordinance in force in the Provinces of Alberta and Saskatchewan, legislation should, in the opinion of this association, be passed in these provinces making that ordinance inapplicable to any property included by any trader in any statment upon the faith of which he obtains credit, or such extension of time for the payment of his



J. T. HALL, MEDICINE HAT,

The Board of Trade Secretary.

debts, unless in such statement the property claimed as exempt is distinguished as such."

The mover was Mr. Smith, of Edmonton, and the seconder Mr. Georgeson, of Calgary. In his address Mr. Georgeson said he regretted very much that he had not had time to prepare any particular material on this question, but he would say that the exemption law as it stands gives entirely too much advantage to the debtor. The act provides a great exemption in the case of homesteaders, and houses in cities are exempt to $2,500. It also exempts all tools and implements of trade, and further provision to farmers to assist them against executions but does not provide for traders. In the case of a debtor it leaves him all food and other things sufficient for six months. The creditors are under the obligation of leaving their goods under depreciating influences while the debtor goes free. The act was certainly wide in its provisions

in favor of the debtor. There seemed to be no restriction of the amount which a debtor should claim. He quite agreed with Mr. Smith that it was time the creditor should not be asked to do more than he has done in supplying the goods to the debtor. There had been a number of decisions in Manitoba courts where the debtor got every favor rather than the creditor. The act should be amended so that the creditor should be protected.

The discussion was continued by E. A. Mott (Winnipeg), Hugh Aird (Saskatoon, and H. D. Gordon (Winnipeg), when the Hon. T. H. Maguire, of Prince Albert said that as the poor debtor did not appear to be represented there, he would take his part. One would almost be convinced that the meeting was approving of the principle of the resolution, but if he was the only one to voice an objection, he would voice it. Surely every business man and particularly every wholesaler knows what is the record of the man he gives credit to.

Discourage Credit System.

"Why," said the speaker, "was the law passed at all that there should be any exemptions? Surely for the obvious reason that in this country we do not want to have people thrown upon the municipality or the Government for their support by having their stoves, beds and other household goods taken from them. If such were done they would be paupers and the country taxed to support them. This is why this exemption law was placed on the statute books. I would like to see every trader discourage the credit system. It is not in the interests of the merchant, retail or wholesale, nor in the interests of the country to extend the principle of credit. You should extend the principle of cash. If you wipe out this exemption then dealers will be more reckless in obtaining credit. It would be a calamity if we encouraged people to come here without the protection the exemption law gives to honest people."

W. Georgeson replied by stating that it was against the dishonest dealer that the creditor wished to protect himself.

"The creditor should be allowed to mortgage the farm or property of a dealer who wilfully neglects his duties. And if the debtor is bound to be a chage upon some one, why should it not be the community as well as the wholesaler?"

J. A. Aiken, Saskatoon, stated that it was for the purpose of bringing to time the dishonest retailer or debtor that the resolution was framed. The creditor believes in the debtor's business and it is their own business they want to develop and get returns from and not the property and effects of a debtor.

The resolution was referred back to the committee.

Wednesday Morning Session.

Letters were received and read by Secretary Hall from the premiers of the three provinces from which the delegates were assembled, and from Lieut.-Gov. Bulyea, of Saskatchewan, expressing regrets that they were unable to be present on account of parliamentary duties.

E. M. Saunders, Moose Jaw, moved that the Dominion Government be memoralized to embody in the Railway Act, a clause compelling railway companies to settle claims within a fixed period from the date of filing such claims. Several towns and villages had requested the Moose Jaw board to inquire into the question which had been a vexatious one for some time. Hugh McKellar, Moose Jaw, in seconding the motion stated that conditions of freight traffic were much better in places where there was competition between railway companies. Not only was there a delay in the payment of claims on the part of the company but the general freight transportation was unsatisfactory in points where there was no railway competition. He pointed out further that Montreal and Winnipeg



F. M. SCLANDERS,

Secretary of the Saskatoon Board of Trade.

had remedied the difficulties somewhat by appointing a superintendent of the shippers' department of the Board of Trade, but all towns in the west were not able to support such an official.

W. B. Lanigan, Western Freight Traffic Manager of the C. P. R. was present, and took part in the discussion. He said, "No railway can afford to be arbitrary in any work of transportation. The railway company is a business firm selling transportation, and the good-will of its customers cannot be sacrificed. The question of claims was an intricate one, but was receiving attention at the present time by the C. P. R. officials."

F. W. Peters, assistant to the first vice-president of the C. P. R. was also present, and assured the convention that the company were glad to hear them on the question of defective transportation, and delay in claims settlement. He stated that often the railway agents were incompetent and dishonest and were responsible for delays and losses in shipments, but the company was always willing to pay claims under two hundred dollars.

George H. Shaw, western traffic manager of the C. P. R., stated that they always sought to dispose of claims within three months after being filed.

T. W. Green (Moose Jaw) stated that the rural merchant did not receive the same recognition which the city merchant received.

The resolution was carried.

Exorbitant Freight Rates.

A resolution to the effect that the Western Boards of Trade consider that the time had come for a general reduction on freight rates, brought out a very full discussion on the question. In moving the adoption of the resolution, Thos. Millar, editor of the Moose Jaw Times, based his remarks on the fact that Moose Jaw was charged an exhorbitant rate on coal from Lethbridge to Moose Jaw and from Regina to the same point. At the end of the long haul in each case a rate of three cents per mile per ton was charged, which was actually higher than the passenger rate.

The motion was seconded after a lengthy discussion in which delegates from Lethbridge, Brandon, Edmonton and Saskatoon took part. It was further resolved not to approach the Railway Commission but deal directly with the railway companies. Messrs. Lanigan and Peters of the C. P. R. denied some of the statistical reports which some of the speakers made use of, regarding the rate on coal in different parts of the west. F. W. Peters also strongly resented the intimation that the C. P. R. owned the Bankhead mine, and that special rates were issued from it.

The delegates retired to the Canadian Club luncheon where brief speeches, eulogistic of the Town of Saskatoon and the country generally were made by A. C. Fraser, of Brandon, and W. B. Lanigan, Winnipeg.

Wednesday Afternoon Session.

The meeting opened with a discussion as to where the next convention should be held. Invitations were extended by delegates from Brandon, Lethbridge and Moose Jaw. By a unanimous vote Brandon proved the choice of the convention.

The Selkirk Centennial.

In view of the opportunity which would be presented to exhibit the resources of the western country, and in view of the advertising which would be given to the various resources in reports which would be published the world over, the associated boards heartily endorsed the Centennial for 1912. They further recommended that the Dominion Government give a cash grant toward it; and that the railways be asked to give special rates and privileges to the visitors

Judge Maguire (Prince Albert) introduced a very important measure relating

to the opening of one of the largest rivers in the west for navigation, which, it was affirmed, would greatly facilitate transportation in Western Canada. Ex-President Mackenzie supported the resolution because of the opportunity it would afford Edmonton to distribute her coal throughout the West. The resolution was a request to the government for two snag-boats to clear out all obstacles from the river. These boats would cost about $4,500. The resolution was briefly discussed and carried.

Coal Miners' Strikes.

This resolution, which emanated from Moose Jaw, read as follows:

"Whereas the supply of coal from the mines in the western provinces is always limited to a few weeks, often a few days consumption; and

"Whereas, the prairies now dotted with farm homes depend entirely upon the coal supply for fuel; and

"Whereas any stoppage in the supply may occasion serious deprivations and possibly loss of life to those who are innocent and helpless;

"We urge upon the Dominion government the importance of further action in preventing miners' strikes. To further insure an adequate supply we further recommend that railways be asked to give a low rate on coal during the slack season before the grain movement commences, in order to encourage dealers and consumers purchasing their winter supply early."

Hugh McKellar (Moose Jaw) introduced the motion and said that the question had been so thoroughly discussed that nothing new could be said. It was regrettable that such conditions exist as is the case in Canada to-day. He was not going to discuss the Lemieux Act, further than to say that it seems to fail in its object in stopping coal mine strikes. It was serious that not only settlers generally may be left without fuel, but that railways might be tied up for want of coal.

The motion was seconded by T. Millar (Moose Jaw) who said it was necessary that the matter should be brought before the Dominion Government. He objected to our natural resources being retained by foreigners as was the case when the miners' strike was at the command of the American Federation of Miners.

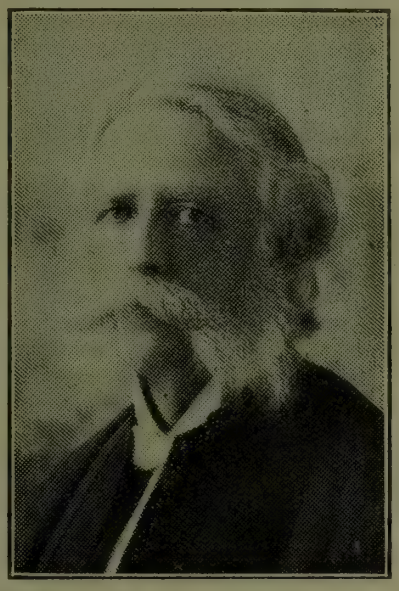
After a discussion in which many took part, the resolution was amended to read: "That this convention urge upon the Dominion Government the importance of further action to ensure an adequate and continuous coal supply."

A resolution was introduced relative to the difficulty experienced in many places in securing a through ticket from the C. N. R. to points where a transfer was necessary to the C. P. R. or other lines. This resolution was carried.

Sam. Moore (Swift Current) brought in the motion that the Boards of Trade urge upon the Government of Saskatchewan the necessity of penalizing all debtors who remove goods which are under lien notes or chattel mortgages. The object of the resolution was to have these people advise the holders of the lien when they removed to another district. The motion was criticized by several speakers and finally withdrawn.

Wednesday Evening Session

It was decided by the convention that the various Boards of Trade should sympathise with any individual board in any special grievance. This was brought out in the case of Raymond, Alberta, whose board complained of the excessive express charges on the Alberta Railway and Irrigation Company's Line. A. M. McDuffee, of Raymond, claimed that they paid a 4 cent rate while other railways paid a 3 cent rate. The motion that the association request the railway commission to investigate the conditions and if possible have the rates reduced was carried.



JUDGE T. H. MAGUIRE, K.C.,LL.D.,

Prince Albert Delegate Who Defended The Retailer in the Debtor and Creditor Discussion.

James McGeorge (Edmonton) moved, seconded by M. Isbister, (Saskatoon) that the railway companies be required to provide traffic facilities on their bridges across all streams and rivers, the additional cost to be borne by the municipalities in which they are constructed. This was carried.

Wrong Use of Name.

K. W. Mackenzie (Edmonton) said the name "Board of Trade" was used more freely than it was intended. A statute of the Dominion clearly outlined what a Board of Trade should be, and many boards did not meet the requirements. The statute stated that only manufacturers, merchants, traders, brokers and bankers could be members of a Board of Trade and in many instances, men in other callings of life were members. He also pointed out that other organizations such as the "Printers Board of Trade" in Winnipeg were using the name without being authorized to do so. The motion was lost owing largely to the fact that there were lawyers and printers present in the convention.

At the conclusion of the above discussion President Cousins declared the convention closed to meet in Brandon next year.

Those Who Were There.

The following is the official list of delegates in attendance as submitted by the credential committee to the secretary, J. F. Hall:

Abernathy, Sask., D. B. Campbell.

Brandon, Man., J. Cornell, W. Warner, J. W. Fleming, A. C. Fraser. J. J. Hanbury.

Calgary, Alta., A. E. Cross, C. H. Webster, W. Georgeson.

Davidson, Sask., J. F. Cairns.

Edmonton, Alta., K. W. McKenzie.

Virden, Man., D. McDonald, E. Evans, W. McAdams.

Milestone, Sask., T. A. Hill.

Medicine Hat, Alta., William Cousins, John T. Hall.

Regina Sask., J. W. Smith, W. J. Taylor, H. G. Lawson, J. N. Young, A. Hunter.

Raymond, Alta., A. M. McDuffee.

Strathcona, Alta., J. N. Douglas, S. Blackwood.

Saskatoon, Sask. M. Isbister, H. Acheson, John Phelan, Hugh Aird, J. A. Aikin.

Winnipeg, Man., H. D. Gordon, E. A. Mott, G. N. Jackson, John Fleming C. N. Bell.

Wynyard, Sask., Gerald Willoughby.

Aberdeen, Sask., H. Schoeder, J. Heinricks.

Battleford, Sask., J. T. Torrey.

Elgin. Man., S. Marshall, T. J. Moffat, Chas. Dunnett, Thos. Marshall, Robert Andrews.

Lethbridge, Alta., J. W. McNichol, W. A. Buckingham, M.L.

Moose Jaw, Sask., Hugh McKellar, H. Dorrell, T. W. Green, E. M. Saunders, Thos. Millar.

Yorkton, Sask., J. B. Gibson, Dr. E. L. Cash.

Langham, Sask. F. M. Sclanders.

Medicine Hat, Alta., Fred. Pringle.

Milestone, Sask., Dr. M. Cook.

North Battleford, Sask., J. W. Norton, J. A. Gregory.

Prince Albert, Sask. Judge McGuire, N. W. Morton, H. C. Beatty.

Swift Current, Sask., S. L. Moore.

Wolseley, Sask., R. A. Magee.

Watrous, Sask., A. H. Harrison.

Vonda, Sask.. J. H. Currie.

A group photo of the delegates who attended the convention was received too late for publication this week and will be reproduced in next week's issue.

F. W. Anderson, of the John B. Paine Company, Toronto, was in Montreal on business this week.

J. Walter Snowdon, of Snowdon & Borland, Montreal, has returned from a trip through the Eastern Townships.

The Canadian Grocer

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JOHN BAYNE MACLEAN - - PRESIDENT

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THE MARKET FEATURES

Among the market features of the week is the attention given to canned goods. A few prices have been quoted by canners and it looks as if prices will be low. Canned strawberries, on account of the splendid crops, will be low and retailers will probably be able to sell fifteen cent berries this year.

Advices from California state that new apricots will open higher while raisins may be a shade lower. The currant crop in Greece will not equal that of last year by ten to fifteen per cent., and prices will be firm.

Hogs have advanced again during the week and a firmer market exists in lard. Butter is also a shade higher but egg prices are easing off on acount of so many deteriorating with the hot weather.

Beans have advanced to such a figure that will not tempt buyers and sales are diminishing.

MARITIME BOARD OF TRADE.

The fifteenth annual meeting of the Maritime Board of Trade will open at Charlottetown, P.E.I., on Wednesday, August 18th. Secretary Chas. M. Creed is already busy making arrangements for the meeting. He has sent out calls to subordinate boards of trade throughout the three provinces for subjects to be discussed.

The meeting was held last year in Halifax, when 109 delegates were present. The influence of the board is gradually extending and it is to be hoped that the meeting at Charlottetown will be even larger than that at Halifax.

That a great deal of good to the business interests of the Maritime Provinces has been accomplished by the Maritime Board of Trade is beyond question. Bye-and-bye boards of trade in other parts of Canada may be wise enough to follow in the footsteps of the Maritime Board of Trade and form provincial organizations.

CANADA'S NEW WATERWAY.

Great interest is being taken by United States citizens in the proposed Georgian Bay Canal which, while it has apparently been given a set back until next year, has every indication of becoming an accomplished fact before many years.

In Chicago, for instance, the municipal authorities are planning to make their port second only in tonnage to London and a charter has been given a corporation to build a sea wall about a mile out in the lake, the inner side to be covered with warehouses and sawtoothed with wharves. Incorporated in the plans is a tunnel running under the lake to the city and making connections not only with the freight tunnel already constructed but also with every railway entering Chicago. Harriman, the railway magnate, is said to be the man behind the new harbor corporation having in hand the working out of these plans. It is claimed that the lakes to gulf waterways will, in conjunction with the Panama canal make Chicago nearer the Orient than New York, while the new Georgian Bay canal will bring Chicago almost as close to London as New York, while Chicago will have a deep waterway for the full route and New York will have only the comparatively-shallow Erie canal and its railway connections.

The Georgian Bay canal, if it will do so much for Chicago, ought to do as much or more for Port Arthur and Fort William. It is designed to be a 22 foot canal throughout, the route being via the Georgian Bay, French and Pickerel Rivers, Lake Nipissing, and the Ottawa River, the total distance being 440 miles. Although there will be a total of twenty-seven locks, it is estimated that there will be a saving of a day or more in time over the present route for steamships through the lakes. The saving in distance on the route via the canal from Lake Superior to London, as compared with the route via the New York barge canal, will be 806 miles. The topographical features along the canal are such that 332 miles of the distance will consist of natural waterways, upon which no work of excavation need be done. Of the remaining 108 miles, 80 miles will consist of submerged channels, on which there will be only a limited amount of excavation in the removal of rocks and shoals. This leaves about 28 miles of canal in which the full prism must be excavated in cuts that vary from 200 to 300 feet in width. The summit level will be 99 feet above Georgian Bay and 659 feet above Montreal. The estimated total cost of the canal is about $100,000,000, and the estimated time to complete the work is about ten years.

It would be fatuous to close our eyes to the important bearing which this scheme has upon the Erie Canal from Lake Erie to the Hudson, says the Scientific American. The one, with its limited draft, can take nothing larger than a 1,000-ton barge; the other, with its minimum draft of twenty-two feet, will be able to pass ocean-going freight steamships from ports on the lakes to the Atlantic. The advantages of carrying freight in large bulk and without rehandling are well understood. There is a saving both of time and cost. On the other hand, the opening of a ship canal from the lakes to the ocean would not render the whole fleet of lake steamers available for coastwise traffic between the lakes and the ports on the Atlantic seaboard, or service in the transatlantic trade. It is urged by the commercial interests which would be affected that the average lake steamer is not suitable for deep-sea service; the type of ship that is adapted for service on the lakes being in some respects unsuited for oversea voyages. This may be true of some of the smaller craft; but we doubt if it would apply to the ships of larger displacement, which constitute the bulk of the more modern lake fleets. After all is said and done, it is certain that, with the completion of the Georgian Bay Canal, vessels suitable for combined lake and ocean voyages will be constructed.

CAMPING GOODS TRADE.

Now that the Summer season is on, retail merchants should look to the advertising and displaying of the goods that go with the camper. In order to get hold of as much of their trade as possible during the hot weather an energetic campaign must be waged persistently.

Window displays of canned goods, breakfast foods, tea, coffee, biscuits and all kinds of ready made and prepared foods are now in season. These are the things the camper and cottager need and where he sees them or knows where they are, that's where he is going to do his purchasing.

An advertising campaign along these lines should be beneficial especially to those grocers and merchants who reside in districts near summer resorts. Besides using newspaper space it might be well to circularize all probable investors, giving a list of articles that are useful to the camper.

OFF-SETTING MAIL ORDERING.

A Brantford merchant, in talking to a representative of The Grocer a few days ago, made the statement that Brantford grocers are selling just as cheaply as the Toronto departmental stores. This is absolutely true and in many cases they are selling cheaper than the department stores. Tests have been made which show that this applies not only to the grocers of Brantford, but to other places as well.

The only thing, therefore, that remains to be done is to educate the public that such is the case. This education can be best consummated by advertising. That is the secret of the successful inroads of the department stores. They persistently advertise to keep their names and goods in the public eye. The retailer does not always do this, but where he advertises and does so intelligently he need have no fear from the mail-order houses. He is in a position to meet successfully the competition of the department store by educating the public to the assortment, quality and price of goods he carries.

BUTTER PRICES LOWER.

As may be observed from correspondence from various parts of the country butter prices are easier and in some cases declines of two or more cents have taken place.

This is nothing unusual for this season of the year. Butter is now being made in larger quantities on account of the dairy cows having been on grass for some time and the increase in the make has naturally produced a decline in prices.

Butter prices however, do not drop so low in this month as they did some years ago. This is due to the better facilities for packing brought about by the introduction of modern cold storage methods. The fact is packers are at the present time storing considerable butter and although the supply has been increased the prices will not go down to those of years when storage plants were unknown or of crude construction.

CUT-THROAT COMPETITION.

Evolution in business methods has not done away with the bane of modern merchants—cut-throat competition. This ogre of the trade is not peculiar to groceries, but, owing to the narrow margin of profit on most foodstuffs, its results are perhaps a trifle more disastrous in connection with the grocery business.

That up-to-date grocers, who have been trained as their forefathers never were, should persist in their endeavor to outdistance their competitors by selling under cost—and yet expect to continue in business—seems ridiculous. Yet this is what hundreds are doing every year.

Competition is hard to meet, but it is foolish to try to overcome it by cutting one's own throat, for after all, that is what a merchant does who tries to successfully conduct a business without profit.

Because the man across the street sees fit to sell canned goods at prices which cannot be met without loss, should not influence the grocer to follow suit. One would not follow a suicide in a leap off a bridge, but how many will slaughter prices because somebody else is doing so.

Legitimate prices, good values and square treatment will hold trade that is worth having. Those customers who are with one to-day and away to-morrow are not worth having. It is the substantial trade that pays, and it is a noticeable fact that the price-slaughterer has little of it. It he had much he would have neither the time nor the inclination to cut prices.

COUNTRY PUBLISHER CHAMPIONS EATON.

The Kincardine Review has taken a very shortsighted stand in endorsing the giving of the school book contract to the T. Eaton Co. The Review criticises The Printer and Publisher for objecting to the contract being given to the Eaton firm on a basis, which means injury to every retailer in Ontario, but The Printer and Publisher comes back with a poser asking, Col. Hugh Clark, the publisher of the Review, what he would have to say if a Kincardine dry goods or hardware merchant set up a small printing outfit in his cellar and put in a tender for the town printing at a figure far below cost in order that he would secure some advertising as a price cutter.

Kincardine merchants, who extend advertising support to the Review editor, should not be slow to make him realize that his first interest should be to develop his home town, and this cannot be done by encouraging his readers to send to Toronto or Montreal for supplies.

Too many country publishers and merchants have been lax in opposing the tendency to direct business to the large centres. The publisher has as much at stake as the merchant and, if he only realizes it, the farmer and property owner is likewise equally interested with the local merchant in building up the country town.

At present the bookseller is most directly affected by the granting of the school book contract to the Eaton firm, but, as has been pointed out, all branches of trade are likely to suffer as a result of cheap school books being used as a bait to secure orders for hardware, dry goods, groceries, etc.

BAD EGGS ON THE MARKET.

Owing to the larger percentage of losses through bad eggs, buying prices in the country are lower. The percentage of bad eggs is about a dozen to the case, which means over half a cent a dozen.

Here is a carelessness on the part of farmers and some country storekeepers which should be checked. The loss is a big item, and the farmers have no right to obtain money for useless eggs. Through the excellent cold storage facilities, with which dealers, at great expense, have provided themselves, the farmers are getting much higher prices for their eggs, because the consumers are getting a better quality and consequently are using more.

In spite of all this great effort and expense on the part of dealers, from whom the farmer derives the greatest benefit, he still goes on in his careless, and very often, dishonest, habit of putting stale and even bad eggs on the market.

In all fairness and for his own interests, each merchant should candle all the eggs when he takes them from the farmer. If all the merchants would do this, farmers would soon learn to be careful and the quality of the eggs would improve.

When people pay a high price for eggs they have a right to expect good eggs, and any person who sells bad eggs, intentionally or through carelessness, should be dealt with with less leniency than they are at the present time.

ENJOY YOUR BUSINESS.

Merchants who feel no pleasure in their business should learn what they would rather do and go about it. Too much is heard from the man who thinks the occupation he pursues is the last one on earth. His every action becomes distasteful to those who enter his store.

Goods seldom sell themselves. There must be a salesman behind the counter and in order to become one, a merchant must enjoy his business and enjoy talking about the goods he has for sale. They have to be properly presented and the personality of the salesman counts for much.

Too frequently merchants complain. Everything seems to go wrong with them and their tempers and attitudes are reflected in their faces when purchasers come into their places of business.

To succeed in your business you must enjoy it. You must realize that your business is the source of all your pleasure and you will soon make a pleasure out of your business.

Some Interesting Ontario Grocery Correspondence

Excellent Prospects for Strawberries in Western Ontario—Collection System for Wallaceburg — Ottawa Merchants Attend Brockville Convention—"Scotch" Windows in Bracebridge—Petition for Early Closing in Kingston—Toronto Grocers Complain of Unfilled Berry-Boxes.

OTTAWA.

June 23.—One thousand and seventeen boxes of cheese were boarded on the Ottawa Cheese Board, on June 18. Bidding was active and nearly all the board sold at 11⅝c per pound for white cheese and 11¾c per pound for colored. The boarding showed an increase of 530 boxes over the nearest corresponding date of last year, and totalled in value nearly $10,000 at the current market price. The total weight was 81,360 pounds or over forty tons.

Potatoes have advanced again to the old price of $1.25 per bag. During the past three weeks this article of necessity was selling at $1.10 per bag, but scarcity in the surrounding country is responsible for the advance.

Thirteen Ottawa retail grocers went to Brockville by touring car on Wednesday morning of last week to attend the Retail Merchants Convention. They arrived at noon and after a short business session in the afternoon, the delegates were taken for a drive around the town. After a cruise in Mrs. (Senator) Fulford's private yacht the Ottawa grocers left for home and despite bad roads, the trip was made in good time and with few delays, the party arriving home in time to attend the fruit sale. Those who availed themselves of the trip were Wm. York, H. C. Ellis, F. W. Forde, A. G. Johnson, C. J. Provost, J. Bambrick, H. S. Dorion, R. B. Younghusband, J. Mundy, Alex. Phillips, P. Lamoreaux, T. W. Collins and Geo. Atkinson.

The following travelers called on the trade this past week: Chas. E. Buckles, of the Park Blackwell Co., Toronto; J. H. Tabor, of Moirs Ltd., Halifax; M. D. Beard, of J. S. Fry & Sons; and H. H. Livingstone, the Litster Pure Food Co., Toronto.

KINGSTON.

June 23.—The main topic just now is the grocers' picnic, on July 14th. Even the delivery horses seem to know for speeding is quite common on our streets. Perhaps the drivers are to b'ame.

A delegation composed of president E. T. Stacey, W. Mitchell, D. J. Laidlaw, C. Lockett and J. Gilbert left here Wednesday of last week to attend the annual convention of the Ontario Retail Merchants at Brockville. Kingston was successful in securing the convention after a hard fight against Peterboro, the lift-lock city.

W. F. Nickle, M.P.P., for Kingston, was opposed by the Toronto portion of the committee at the Brockville convention as a Dairy Commissioner. The two Kingston men spoke of his good qualities and ability to deal fairly with their business but to no effect. They seemed to feel that he couldn't tell whey butter from pasteurized creamery. It turns out, however, that he was once a milkman.

A petition is being circulated asking the merchants to close Saturday night at 10 o'clock. Many feel that 9 would be a more sensible hour.

TORONTO.

June 23.—The Retail Grocers' Association have decided to hold their annual picnic this year at Queen Victoria Park, Niagara Falls. The date as was previously announced is July 14th and the Niagara Navigation Co. has charge of the transportation arrangements. The grocers are having games for which prizes will be given and they expect that the excursion this year will surpass anything in the past. Committees have been appointed and the arrangements are all under way. The destination was only decided after various sites across the lake were viewed by a special committee from the association with D. Bell as chairman.

The Retail Grocers' Association are considering some live questions at their regular meetings. The last meeting was held on Monday night, June 21st, with President Thos. Clark presiding. David Bell pointed out that the grocers were being handicapped in the sale of strawberries by getting so many boxes only about three-quarters filled. "You will find the boxes on the top of the crate," he said, "well filled but when you look beneath they are short. We cannot very well give boxes only three-quarters full to our customers and we are the ones who suffer. It is the duty of the growers to look after this and the matter is an important one." Mr. Bell moved that a committee be appointed to approach the growers through the proper channel with a view to having them attend to the matter immediately. This started a discussion during which D. W. Clark suggested that the government be approached with the request it fix a standard weight for boxes and baskets of fruit. D. McLean pointed out that good measure is invariably secured in berries imported from the United States and he thought Canadian growers should do the same. A. White suggested that the Fruit Growers' Association be written explaining that all shippers of "fraudulent" boxes would be exposed. Mr. Bell's motion finally passed. A. White, chairman of the committee appointed at the last meeting to interview the Wholesale Fruit, Produce and Provision Association, reported a courteous reception and stated that the association was willing to concede to the request of the retailers not to sell fruit, etc., to consumers. He brought back greetings to the grocers and also explained the desire of the wholesalers to meet the retailers at any time when any question necessitating a conference arises. Mr. White's report was received with applause and the committee was thanked for its services.

Two of the city's "younger" grocers, R. Davies, Homewood Ave., and J. S. Bond, Gerrard St., have left for a two months' trip through Western Canada. The former has been in business 32 years and the latter 18 years but that does not prevent them from feeling young just now.

Fire, caused by the dropping of a match on a tablecloth, damaged the property of H. Walker, grocer, 168 Brunswick avenue this week to the extent of $50.

AURORA.

June 23.—The Aurora merchants are keeping abreast of the times in giving their employes a summer outing, all having agreed to close on Wednesday afternoons during the months of July and August.

"Ray" Bond, of John Bond & Co., left last week to sepnd a month with his uncle, F. J. Watson, of the Eby-Blain Co., at Mr. Watson's summer home, near Picton.

A number of Toronto grocers are patronizing our Thursday morning markets. Being within easy access of the city, they find they can run out in the morning and be at home at noon with a supply of butter and eggs for their Friday orders. Market prices last week were: Eggs 16c to 17c; butter, 15c to 17c.

"Alf" Snowdon, formerly salesman with Towns & Co., for the past twenty years, has severed his connection with that firm to become host of the Queen's Hotel.

The Aurora friends of W. H. Seyler, of The Grocer, regret to learn of his illness, and all express their wishes for his speedy recovery. Some of the ozone of the Heights of York, they feel sure, would speedily restore him to his former health.

"Jim" McCloskey, who for several years was one of Towns & Co.'s hustlers, is "making good" in Winnipeg, having secured the position as stockkeeper and buyer in one of the largest confectioneries in the western capital.

LINDSAY.

June 23.—Some people, in fact a large number, seem to have the opinion that the grocers are in business for their health—that they make money easy and can afford to be "cheated." If people who are so prone to forget to pay their accounts, would pause to think of the hard work, mentally and physically, they have to struggle with they would soon change their views. Is it any wonder

that the grocers of Lindsay as well as other towns, are organizing to do away with the credit system? Just the other day a Lindsay grocer had a delinquent customer up before the "cadi." He was given a large amount of goods on "tick" until he should be able to secure work and was able to pay his debt. The young man secured steady employment, but took it for granted that the grocer could do without his money. The bill was paid. If the grocers of Lindsay combined together as the shoemen did last week what would happen. The shoemen sent out the announcement that in future—after July 1—they would not allow any person to take home shoes to try on. They were not to be taken from the store at all. The shoemen found that they were losing money by this practice. Again, what would happen if the grocers would do likewise? It is for the benefit of the hard-working and much-worried grocer that the cash system is gradually being enforced in Lindsay.

Lindsay grocers sympathize with Jas. Killen, of the firm of Spratt & Killen, in the death of his wife.

Crops in this vicinity are coming along fine. The news is good news to the merchants, and particularly to the grocers. He likes to hear that crops will be good, because he recognizes that his bread and butter, to a certain extent, depends upon the condition of the crops. It means increased business.

The fruit season has been an excellent one as far as the grocers of Lindsay are concerned and prospects still look good. A great demand has been made on pineapples and oranges. The strawberry has also been sought after. These are luxuries at the present time, but the "homemade" crop will soon be on the market.

A. L. Campbell has a soap window this week, which although dressed hurriedly has no doubt been the means of selling an increased number of bars. That a good window display pays is the general opinion of the merchants of Lindsay.

Some clerks in this town are in favor of the more daylight movement. They want more show for the man behind the counter. The dry goods clerks have been successful in getting their employers to agree to an early closing by-law, with the result that the dry goods and the boot and shoes stores will close every night except Saturday night, during the months of July and August at five o'clock. But the grocer clerks are not in on this. If all the grocery stores would close at five o'clock during the same months, the proprietors would be conferring a blessing on the poor clerks, and no person would suffer.

BARRIE.

June 23.—Mayor Vair, grocer, has just returned from Quebec being down to represent the town on the Electrical Convention held there.

Butter was still on the decline on Saturday's market. It dropped another cent and buyers in quantities paid as low as fourteen cents a pound. Eggs continue firm, the ruling price being sixteen to seventeen cents.

Last week saw many changes of the summer tourists here and already the business men are smiling. Big Bay Point will this year open on the large scale of years ago and the two large hotels are both advertising largely and should do a good business. It means something for our grocers as these hotels buy all their goods locally.

Frank Sloan of John Sloan & Co., Toronto, was a visitor in town on Monday.

George Carley, of Gillard & Co., Hamilton was home last week.

H. Knight got a rude jolt this week in being informed that the store he was after for his restaurant business had been leased to a Toronto jewellery firm for five years. Mr. Knight was in the store till two weeks ago in the grocery business and only sold the grocery stock to secure the store for his restaurant.

There is some talk of one of our young grocery travelers buying a certain grocery business in town, the proprietor of which wants to go to the Northwest on account of his health.

GUELPH.

June 23.—The clerks' association have by no means allowed the grass to grow under their feet as regarding the half-holiday. In 119 stores are displayed cards informing Guelphites that "This store will be closed during July and August on Thursday afternoons." Deeming this insufficient, an ingenious sign was gotten out, which was drawn around the streets on Saturday, the footnote being: "Do your shopping early." No doubt there is an amount of significance attached to this sentence.

Robert Millar sustained an injury to his arm, while playing his pet game on Friday night.

Lovers of fruit are now able to choose from quite a large assortment these days, although the price keeps high. Canadian strawberries have arrived, and are in good demand at 18c per box.

The outside demand for potatoes has gone down and this has let the air out of the inflated prices. The result was that the figures sank as low as 45c a bag in some instances, with 70c as the highest figure paid.

CHATHAM.

June 23.—The strawberry season is now in full swing. Home grown berries began to make their appearance for the first time in considerable quantities in the grocery stores early last week, while there were large offerings on the Wednesday market. Some of the early berries were still a trifle green, but the majority were well ripened, large, solid and of an excellent flavor. Indications point to a large crop. The opening price was 15c a box, but it is anticipated in many quarters that the price will drop to 5c a box before the season is over. Last year probably the lowest price reached was 12½c. The low price will doubtless mean very extensive preserving, and grocers will accordingly benefit through the increased sale of sugar and jars.

Following the lead set by Chatham, Wallaceburg merchants have formed a Retail Merchants' Association, and are inaugurating a collection system modeled upon the same lines as in this city. The scheme was agreed upon at a meeting last week, and E. Askunas was named as official collector. Wallaceburg, owing to the fact that its two largest industries are idle for several months of the year, is a town where long credits prevail, and the merchants estimated the other day that they had on their books approximately $30,000. With debtors frequently out of work, and liable to come and go, the need of the system is obvious.

Geo. Bradley, of St. Catharines, the junior partner of the firm of Bradley & Son, was in town last week paying his regular visit to the local branch. The store is doing a good business under the management of P. B. McQueen. Mr. Bradley states that he has through the columns of The Canadian Grocer been following with interest the development of the local collection system. He still thinks, however, that the Bradley scheme of conducting a strictly cash system is the most effective "collection system" that can be devised. "It saves money, work and worry," remarks Mr. Bradley, "and is good for the merchant—and better still for the customer."

Darwin Pelett, who has for some years past conducted a small grocery on Queen street, south of the G. T. R., has made an asignment for the benefit of creditors. Claude R. Simpson, of Sarnia, is assignee. The creditors' meeting was held here, Tuesday; distribution of assets to take place on or after July 25.

"I find it pays," remarked a grocer the other day, "to keep my stock well to the front. A clean counter looks very nice, but I find that when I make an attractive display of saleable articles, with price tags and suggestive show cards attached, that I make more sales. And I change these displays often, so that every time the average customer drops in there'll be something new to tempt him. Of course this all means work but it keeps the stock moving, and the dust doesn't accumulate."

The practice of giving Christmas presents to customers was trenchantly handled by Wm. Anderson, at the last meeting of the R. M. A. He thought that, like ticket selling and programme advertising, it should be placed under the ban of the association. He pointed out that the wholesale grocers had cut out the present giving habit, and it was up to retailers to follow suit. Personally, he had eliminated everything of the kind from his business, even to the annual calendar. Peter Cunningham added that he had been fighting the practice for years, but it was old and deep rooted. President Westman said he had found the annual calendar—something costing about 5 cents—a good means to doing away with more expensive presents; while F. Jacques declared that valuable customers did not get the calendars as a rule, while children did.

The matter will be further discussed next month.

Wm. Potter, W. E. Parrott, J. E. Gray and W. M. Grant were named to look after the initial arrangements for the merchants' picnic next August. On Mr. Anderson's suggestion cards embodying the Merchant's Decalogue—the prohibitions against programme advertising, buying of tickets and giving of subscriptions during business hours, and other incidentals, including the fact of the merchants' membership in the collection department—were ordered printed, and will be distributed among members. Henceforth when the ticket solicitor, now a rara avis, appears, all the merchant will have to do will be to wave his hand dramatically in the direction of the placard.

The old objection to auctioneers selling new goods on the market was discussed, individual merchants favoring prohibition; but those present who were aldermen pointed out that the price of market spaces to auctioneers had been raised to $50., in addition to which they had to pay licenses. The general opinion was that prohibition was out of the question.

The picnic season is practically here, and canned meats, cooked ham, fancy biscuits, and other "ready to eat" cammoditics are in order.

Orendorf Bros., Ridgetown, are having their grocery front repainted and otherwise improved.

Canning companies throughout the west are preparing for the handling of a record strawberry crop.

The Wallaceburg grocery partnership of Forbes & Simons formed some months ago has been dissolved, Peter Forbes having bought out the interests of Walter Simons, who will resume his old position with the Wallaceburg Sugar Company.

T. J. Salmoni, general merchant, Kingsville, is having the store adjoining his grocery repainted, preparatory to the removal of his dry goods stock from the Wigle Block.

Mr. Logan, who is to manage the H. J. Heinz Co.'s Canadian branch at Leamington, arrived last Tuesday. He comes from Burlington, though originally from Pittsburg.

BRANTFORD.

June 23.—Wheat still remains at $1,35 per bushel and only an occasional load or so is brought into the city. The wheat that is growing in this district looks very fine.

Strawberries are plentiful and the price dropped to 10c on Tuesday. A very noticeable fact was that a large number of the berries that were offered for sale were in old boxes, many of which should have been destroyed long ago. It would be a good thing if all the grocers would purchase only berries that are in clean boxes and full quarts, and also to request the Board of Health to assist in the work.

Saturday's market was large and green vegetables were very plentiful. Eggs were scarce and the price advanced to 25c per dozen. Butter, which has been such a drug on the market for the past two weeks, is not as plentiful, although there is no change in the price. It is still retailing at 20c per lb. The demand for good fresh stock continues quite satisfactory, while a large quantity as been sold to pack.

GALT.

June 23.—Deans & Walker, who for a number of years have conducted a grocery business in Galt at the stand on Main street known as the Red Front have announced that they will give up business about August 1st. The announcement came as a surprise, especially to the business section. The firm since its inception in Galt had built up a large business, and the proprietors had become influential in the business and social life of the community. Their retirement will be a loss to Galt's business community. Mr. Deans, it is understood, will accept a position in Toronto and Mr. Walker will return to Paris in which place he was in business before coming to Galt. The store has been leased by a local gentleman who intends using it as a theatorium.

Growers of strawberries in Waterloo County state that the prospects for a record crop were never better, so that Galtonians may again see the price as low as six boxes for 25 cents.

The Town Council refused to take any action on a petition from a number of ratepayers requesting that grocers and hotelkeepers be prohibited from buying on the market before ten o'clock. The town fathers expressed themselves as firm believers in the old adage that the early bird should get the worm.

LONDON.

June 23.—Trade both wholesale and retail showed some improvement the past week over the week preceding. Brokers report raw sugars firmer with no change in refined. The market for fine teas shows an upward tendency, with mediums and low-priced unchanged. Coffees are steady. Canned goods are getting pretty well cleaned up except strawberries and tomatoes, of which there is said to be big stock still on hand. California fruits, such as prunes, raisins and peaches, continue to advance and very little is now left at points of production. Advices from California predict bumper crops except apricots, as to which the outlook at present is not very promising. The supply of Alaska red salmon is expected to be short this year, the pack being estimated much below that of last year. No prices are as yet quoted for new British Columbia or any other pack.

Potatoes were a glut in the market on Saturday. The tubers were brought in by the wagonload, and they were hard to sell. The demand was not nearly equal to the supply. At noon there were still numbers of loads unsold, and the buyers had disappeared. Some of the loads brought only 70 cents per bag. Single bags were in a few instances sold for 75 cents. "Potatoes will be worth some money before the new ones come in," said a farmer. "The new crop is going to be late. There will not be many old potatoes about when the new ones do reach the consumer."

The wedding on Tuesday last, in St. James Anglican Church, of C. Garfield McCormick, of A. McCormick & Sons, grocer, to Miss Lewella Mason, only daughter of Mr. and Mrs. John Mason, of this city, was quite a fashionable event.

Strawberries are beginning to come in freely and by the end of the week price will probably get away down.

The baseball match at Springbank Park, on Wednesday afternoon between the butchers and the grocers was won by the latter by the score of 9 to 5 runs.

M. J. Laby, grocer, was quietly married last week to Miss Jenkins, of the Ingersoll Packing Co.'s office here.

Last week local wholesalers quoted a reduced price list on canned goods and promise to make a further reduction if the crops and pack warrant it. No. 1 group tomatoes are quoted at 85c and No. 2 at 82½c; corn, 77½c and 75c; peas, 80c and 82½c; strawberries and raspberries at $1.35 per dozen as compared with $1.90, last year's opening quotation.

INGERSOLL.

June 23.—The fruit outlook in this section is regarded as the most promising in years. The weather has been all that could be desired for the maturing of the strawberries and they are now beginning to ripen splendidly. As yet, however, only a small quantity have found their way onto the market, but possibly by the latter part of the week they will be plentiful. It is not long since the price of strawberries used to drop as low as five cents a box and many a housewife is anxiously waiting for a return to that figure. Some merchants scout the idea of the fruit dropping to this figure this year, but none too strong arguments are advanced why the price should remain high. Supply and demand must be recognized as the governing factors of the market, and from present indications the supply will exceed that of recent years. Then again, while strawberries are a favorite fruit, they are regarded by many as dear, at almost any price, owing to the shrinkage that follows cooking. This being true, if the price is kept up many will doubtless give the preference to other fruit which their judgment tells them is more in keeping with economic methods. Canadian berries, and especially from the Leamington district, are now being sold here. The quality is good and the demand has been keen. Absolutely first quality berries are still bringing 15c a box, although others of good quality are selling at two for a quarter and in some instances ten cents a box.

One of the first important matters to be dealt with by the retail merchants since reorganization is the town by-law regulating the fees of pedlers and hawkers and transient salesmen who dispose of their wares on the market square. At the meeting of the council on Monday night a deputation from the Retail Merchants' Association was present and requested that the by-law regulating these fees be amended. The deputation which was composed of John J. McLeod, grocer, R. N. Thur-

tell, druggist, T. N. Dunn, Theo. Wilson, hardware merchants, and W. I. Hogarth, grocer, urged the council to give their request careful consideration. The deputation emphasized their grievance by pointing out that they were subject to comparatively heavy taxation; that they had heavy every day expenses, while the pedlers and hawkers did not pay licenses in proportion. As a consequence they felt they were being done an injustice and contended that the fees should be increased. They requested that the fee for selling on the market, which is invariably the method of the slick gentry known in the vernacular as "flim-flammers" should be increased from $2 to $15 a day. That the fee for peddling on foot be increased to $50 a year and for peddling with horse and vehicle, $100. The deputation received the assurance of the Mayor and Reeve that the matter was one that would receive early consideration.

In passing the grocery store of W. I. Hogarth during recent days not a few persons looked at the door and inwardly remarked what a pity that the fine glass in the door was broken. Even one business man upon close examination did not "tumble" to the joke until the countenances of others began to brighten. The deception was caused by a rather ingenious manner of cutting a package put out by a breakfast food company. The box was so cut as to create the impression that it was protruding through a hole in the window. A portion of the box was pasted onto each side of the window, the joint being so well made as to create the impression that it was the whole box that was protruding. From the portion of the box on the outside of the window were drawn very distinct chalk lines which created the impression that the glass had been shattered. The plan was a good advertisement for all parties concerned.

BRACEBRIDGE.

June 23.—The Bracebridge Board of Trade some years ago was a very active and useful organization for the upbuilding of the town. Then nearly all important questions came before that body of practical business men who thoroughly thrashed out questions in such a way that the ratepayer could elect or reject as desired. At that time the Board of Trade influenced the council to protect the merchant against the peddling nuisance, secured the early closing movement, favored and was successful in bringing in several manufacturing industries. Now that influence has become dormant. What is the reason? Our town needs more electrical power involving a large amount of public money. We need more manufacturers. We need a complete sewer system and none can handle these questions like the merchants who compose the Board of Trade.

W. J. Hanna, of Port Carling, was a visitor to town on Saturday. Mr. Hanna reports trade good and says tourists are arriving up the lakes in large numbers.

The first Canadian strawberries reached town on Saturday in large quantities and the quality being good they sold quickly for prices asked.

Notes from the Maritime Provinces and Quebec

Large Cargo of Sugar and Molasses Arrives at Halifax — Fruit Industry in Nova Scotia Reaches Large Proportions— Trade Conditions Reviving.

HALIFAX.

June 22. — Jobbers report business brisk in mostly all lines of groceries. The markets are well stocked and good orders are coming in. Collections are reported to be fully up to the average. Canned goods are in good demand and sales are quite heavy. The jobbers have ample stocks on hand to tide them over the season. During the winter months the trade in canned goods was not quite as good as usual, but of late there has been a marked improvement. Prices in most lines are fairly steady.

There has been a decline of one cent per pound in the price of cheese, but other lines are steady. Rolled oats can be bought cheaper in Halifax than at the mills. This may seem strange, but it is nevertheless true. To-day rolled oats are selling here for $5.75, while at the mills they are quoted at $6.00. Provisions continue firm in prices, and in consequence of the high price of pork, sales are not large. The price of pork ranges from $23.00 to $25.00, and beef about $17.00. Hams are in good demand at 15 to 16 cents, and bacon (rolls) at 13½ cents.

Sugars are quoted as follows:—Extra standard granulated, $4.40; No. 1 yellow, $4.20, and Austrian at $4.30. Molasses is selling at 35 cents for fancy Barbadoes in puncheons, 37 cents in tierces, and 38 cents in barrels. The trade in molasses at present is brisk.

With by far the largest cargo of sugar and molasses ever brought to Halifax, between her hatches, the big British freighter, Crown of Galicia arived here this week from Demerara and discharged her cargo at the Woodside sugar refinery, at Dartmouth. In all she had over 6,500 tons of sugar aboard as well as a considerable quantity of molasses. The steamer's cargo was made up as follows: Sugar, 43,915 bags, 220 barrels and 15 hogsheads; molasses, 2,324 puncheons, and 369 barrels.

Early this week a party of Halifax business men, mostly wholesale grocers, left for the Alaska-Yukon Exposition. The party included James Billman, formerly of the grocery firm of Billman and Chisholm, J. Frank Crome, grocer, Evan Thompson and Mr. Malcolm; A. C. Pyke, another wholesale grocer also left for Seattle, on his way to attend the Wholesale Grocers' convention which is being held in Victoria. Mr. Pyke is secretary of the Halifax Wholesale Grocers' Guild and with Mr. Crome and Mr. Murray, of New Glasgow are the delegates from Nova Scotia to the Victoria convention.

Jobbers in fruit and vegetables report trade brisk. Since the warm weather has set in there is a considerable improvement in trade, especially in enlarged sales of the principal fruits.

The price of oranges has been advanced slightly and are now quoted as follows:—Jamaica's repacked, $6.00; California navels, $3.25 to $3.50, and Valencia's from $4.75 to $6.50. Tomatoes have dropped from $4.00 to $3.00, and potatoes are up ten cents, being now quoted at $1.75 per bag. Turnips are $1.25 per bag, parsnips, $2.00, and beets $1.75. Bermuda onions are selling for $1.50 per box. Egyptians at 3½ cents per pound and American cabbage at $2.00 per crate.

Representative Halifax business men know more and better appreciate at its true worth, the almost inestimable value of the fruit region of Nova Scotia, because of the excursion on the Merchants' Limited through the Annapolis Valley, this week. The excursion was inauguarated by the Board of Trade. On the trip they saw within the country traversed a section eighty miles long by seven miles wide, which no like area in Canada can equal in volume of apple production and which with the exception of some limited localities in British Columbia, is not excelled in scientific farming. This is the opinion of A. McNeill, the Dominion Government authority on fruit culture.

NEWCASTLE, N.B.

June 22.—Andrew Dunn, for the last 32 years general dealer in Harcourt, N.B., died recently, aged 81 years and 9 months. He was the last of the nine children of Robert Dunn, a native of Dumfries, Scotland. He was born near Harcourt, and when young removed to Chipman where he and his brothers engaged in the lumber business. In 1876 he returned to Harcourt and set up a general store. He was noted for his honesty in trade and consistency in religion, for his attitude towards temperance reform. His daughter, Miss Jessie, succeeds him in his business. Mr. Dunn's example of business integrity has done much to raise the standard of mercantile ethics in eastern New Brunswick.

The wedding of Mayor Miller, of Miller Bros., grocers, to Miss Jennie M. Bell, of Newcastle was solemnized recently.

MONTREAL.

June 22.—Charles Schlienger, managing director, Menier's Chocolate, Paris, France, was a visitor to Montreal this week, spending the best part of the time in the company of the firm's Canadian agents, Brault & Co., St. Paul St. The company's representatives here have but recently acquired large and up-to-date premises, which will enable them to

carry on their business to better advantage than before.

W. H. Flewwelling, manager of the Cudahy Packing Co., Toronto, was a recent visitor to Montreal in the interests of the firm's Old Dutch Cleanser business.

Frank Browne, representing the export department of the National Biscuit Company, New York, paid a flying visit to Montreal.

Lorenzo Robitaille, Montreal, agent for The Robitaille Eureka Distillery, Beauport, Que., was down to the head office of the firm this week.

A. J. Candy, of Candy & Co., the wax people, Chicago, was seen in Montreal last week.

B. A. Burke, Boston, was in Montreal in the interests of the American Metal Polish Company this week. He was paying especial attention to the firm's New Silva Polish, Silva Putz.

W. J. Wilson, representing S. H. Ewing & Sons, Montreal, is in the Eastern Townships this week.

John Bryant, representing Birks, Corner & Co., Montreal, is in the Ottawa Valley this week.

T. Deguire, the confectionery manufacturer, has opened a sales room at 220 St. Paul St., Montreal.

The Royal Polishes Company have secured new office accommodation, in the St. Nicholas Building. They have also taken new premises for manufacturing purposes, in another part of the city. Their old quarters on St. Nicholas Street were damaged by a fire and they were forced to move.

The Snap Company has removed to handsome new quarters in the London and Lancashire Life Building, St. James Street, where R. Tyus and his office staff is now to be found.

E. H. Bowen, one of Sherbrooke's most progressive retail grocers is shortly to be married, so it is said. Congratulations are in order.

NELSON C. GRAY DEAD.

Nelson C. Gray died in Montreal on Sunday, at the age of 51 years. Mr. Gray was widely known in grocery circles in Montreal as a manufacturer of grocers' sundries. For many years he was associated with his father in the lumber business, but in 1905 he entered the grocery field and conducted a small manufacturing business until ill-health compelled him to give it up.

PERSONAL.

T. H. Estabrooks, of Red Rose Tea, St. John, N. B., was a visitor to the Toronto office of the company last week.

F. F. Dalley, Jr., vice-president of the F. F. Dalley Co., Ltd., and Norman Dalley, sailed from Montreal on the 12th instant for a trip through England, Ireland, Scotland and France. Their trip will be partially business and partially pleasure and they expect to be away for about 3 months. While in the different countries Mr. F. F. Dalley will look over the trade and will also visit the representatives of the company there.

Authentic Information on Western Conditions

British Columbia Rates on Canned Products Lessened—Strawberry Crop Better Than at First Expected — Overstock of Australian Onions—Change in Jobbers' Terms in Regina.

VANCOUVER.

June 22.—The scarcity of potatoes and the high prices that have obtained for some time past has resulted in the importation of several carloads from Ontario. Most of them have been brought in from Prince Edward Island, and are to be found not only in Vancouver but also in the interior. Hunter, MacMicking & Co., had a carload arrive which sold for $55 a ton wholesale. New potatoes now are two cents dearer than the old, and it will not be long now before they will have the market.

Reports from the districts on Vancouver Island are that the crop of strawberries will be somewhat better than anticipated. Since warm weather set in the berries have come along fine, but now rain is needed to prevent them being shrivelled up by the sun. Had the crop been a large one, it would not have been sufficient to have supplied the demand that has come from the territory east of the Rocky Mountains. There is hardly more than enough available to supply the demand in the large coast cities, and the surplus will be limited. Large orders came through from the prairie, but with few berries these could not be filled in entirety. The quality this year is said to be a little better than in former seasons.

As a result of the objections raised by the canners of the Okanagan to the high rates on canned products and fruit, which were such that eastern manufacturers had an advantage in this market, a reduction has been made by the C.P.R. This tariff is not yet to hand, but the new rate that will take effect will be of great assistance to the new industry in this Province. The rate that has been obtained from Penticton was 71c, while from Summerland, Peachland and Kelowna it was 69c. The rate from Montreal and Toronto was $1.05. The new schedule will be 64c from Penticton and Summerland, and 63c from Peachland and Kelowna. These rates will be on carload lots, and in cases where two points combine to ship a car, local rates will obtain between the two points of shipment.

The Wood Lake Canning Company of Oyama, B.C., an Okanagan point, has begun the construction of its building, and expects to have the plant in operation about August 1st. The officers of the company are: President, John K. Ollis; vice-president, A. C. Jones; managing director, E. Trask; secretary-treasurer, S. Street, and Messrs. Towgood and Allison, directors.

J. A. Ruddick, Dominion dairy and cold storage commissioner, who has been in the province, has gone south to Oregen and California to study the methods employed there for cooling and shipping fruit. While in the interior of the province, Mr. Ruddick interviewed fruit-growers regarding the enforcement of the Fruit Marks Act, pointing out how the observance of these regulations are necessary to the estabishment of a high standard and incidental to securing fair prices. It has been contended that this Act does not apply to imported fruit, but the minister of justice has ruled that it does. Of course, United States packers cannot be made in their own country to grade and mark their fruit according to the requirements of the Act, but the department can insist on it being so marked and graded before it is distributed in this country. This will put the responsibility on the importer, and inspectors will see that the law is enforced. Mr. Ruddick also stated that his department was doing considerable quiet work in British Columbia to encourage the introduction of the best herds for dairying purposes, and individual milk tests were being made of the product at Ottawa. Moreover, the laws respecting the branding of dairy products are being enforced. He said it was an offence to label as "creamery butter" an article that did not originate in a creamery, and likewise to offer substitutes for the real article.

James Beaumont, of Ipswich, England, is so much impressed with the possibilities of fruit growing in this province that he has taken options on forty acres of fruit land at Arrow Lake and ten acres on Kootenay Lake. He has one son a ranch owner in that district and two more who are about to engage in the industry. He reports that the English apple tree does exceptionally well there, and he brought out from England 700 yearling trees of different varieties, namely, Cox's orange pippin, Gravenstein, and Warren's King of the Pippins.

Agnew & Company, grocers, Rossland B.C., have an orange tree in their store which is attracting much attention. It is about two feet in height and grew from a seed planted by Herbert Agnew about two years ago. Mr. Agnew's next experiment will be with bananas.

James Roy, secretary of the Vancouver Retail Grocers' Association, who attended the convention at Portland, as the representative from British Columbia, repots that nothing could exceed the hospitality tendered to him by the members of the National Grocers' Association. The Mayor of Portland was unable to attend the banquet given to the delegates by the Portland Commercial Club and Mr. Roy was asked to fill the gap with a speech. When he rose, the orchestra played, "God Save the King," with every man standing, and when the strains closed, the hall re-echoed with the shout: "What's the matter with Vancouver?"

"Vancouver's all right!" "It took me by surprise," Mr. Roy told The Grocer, "but it made me feel at home." He came on to Vancouver because the Ohio State delegation of 108 went through on its special train, not stopping at Seattle to attend a banquet given by the local association there. The visitors were met here by Luther McTaggart, president of the Association in Vancouver, and he and Mr. Roy showed them the sights and beauties of the city. Twenty-six delegates from New York and Boston, another party arrived two days later. "My estimation of grocers as a whole has risen one hundred per cent," Mr. Roy said. "I have heard many speeches at banquets, but none were better than what I heard at Portland, and also at the convention. It shows that to be a successful man of business these days one must be intelligent and possess a fair education." Taking opportunity of the fact that representatives were present at the convention from all the Pacific Coast states, a Pacific Coast Association was formed. Mr. Roy, who was present, asked if British Columbia might join, and when it was put to the meeting, there was just one loud cheer of approval. He spoke for Vancouver, saying that it would undoubtedly be a member.

SASKATOON.

June 22.—The Board of Trade convention which has come to a close was attended by many of the merchants in the city.

C. J. Greene has gone on a three weeks' business trip to Woodstock, N.B.

Currie Bros. have opened a branch store on 20th Street West, where a big stock of groceries and dry goods are kept on hand.

Alex Lloy has moved his grocery store from Avenue A to 20th Street, which he considers a better business location. A basement was dug and a cement foundation put in previous to moving the building.

J. F. Cairns has arranged to let his staff have a weekly half holiday during the summer months. The store will not be closed, but the clerks will get away as arranged amonst themselves. A petition to the city council by the retail clerks of the city for a weekly half-day off has not yet been successful.

Roy Taylor of Winnipeg has purchased the business of James Hourie, Prince Albert, and will open an up-to-date bakery and confectionery store. The premises have been renovated and a fresh stock of groceries put in.

CALGARY.

June 22.—As might be easily guessed, the most discussed subject in the West to-day is "crops." Since the warm weather began vegetation has simply rushed out of the ground. Rain has been fairly abundant generally, although in this particular district a little would be very welcome at the present time. As, at this time of the year, we have nearly twenty hours of sunlight out of the twenty-four, whence comes the name "Sunny Alberta," it will be understood what progress crops of all kinds make during the month of June.

Business in all lines is active. Building is brisk, all labor being fully employed at remunerative wages. The retailers, particularly, are pleased with the prospects for continued prosperity. The market is now well supplied with early vegetables locally grown. Old potatoes are becoming scarce and the dealers hesitate to bring in further supplies from the east, as the weather is too warm to insure their arriving in good condition. In the meantime supplies on hand, and such as can be procured within easy shipping distance, will practically all be required, so that new stock will come on a bare market, and will, in consequence, bring good prices.

There is an overstock of Australian onions in this market. The jobbers bought too heavily and are now sacrificing the stock in anticipation of new crop Washingtons, which will be available early in July. The price of these will be low; they will likely retail about 3c per lb. Hay is higher than ever before, native selling at $20 per ton. A gentleman from Walla Walla, Washington, recently purchased some two sections of land about twenty miles east of Calgary. He has arranged to have the land fenced, and he says he will simply let the grass grow, cut it and sell it for hay. He expects that three crops will pay for his land, including the cost of fencing, cutting, curing and marketing the hay. People living in this province scarcely realize how rapidly the land is being brought under cultivation, and as winter feeding of stock is coming to be more the order of things hay will be required in greater quantities, and will consequently, bring profitable prices to the grower. It is hoped, however, that the price will be considerable lower when the new crop is available.

The business men of Calgary have devised a new method for becoming more familiar with our neighboring towns. Last week a special excursion train was run to Macleod, a growing town on the south line. Stops are made at all the small towns along the route and greetings and good wishes exchanged. Yesterday a similar excursion was run to Red Deer on the north line. This is a splendid idea, as these places draw practically all their supplies from Calgary, and these visits serve to create the most friendly feeling between them.

REGINA.

June 22.—The clerks are very much disappointed owing to their being unable to obtain the consent of the McCarthy Supply Co. to the Wednesday half-holiday this year. This will not be granted by the local merchants, as unless all agreed to give this, none of them would, and we understand with the exception of the firm mentioned, the others in the western part of the city agreed to give this the same as last year. Mr. McCarthy, whose store is nearer the east end than any of the others and so comes in more direct competition with the stores of "foreigners," declined to give it this year, on account of previous trouble he has had with these foreigners keeping their stores open when all the others are closed. This naturally took away some of his business. Mr. McCarthy had a letter in one of the local papers this week explaining his stand.

Real summer weather has been prevailing here for the past couple of weeks and as a result all kinds of green fruits and vegetables are in demand and moving freely. The fruit jobbers report that they are finding business exceptionally good. Butter and eggs are coming in plentifully and jobbers are paying 18c, Regina, for eggs, and from 13c to 16c for butter, according to quality. Several shipments of print butter your correspondent has seen recently arrived in very poor condition, owing to their having been shipped in ordinary box cars, and the hot weather has caused them to get very soft and run together. A great many of the country merchants do not seem to realize what might be made out of their produce if it was looked after properly. In conversation with the manager of one of the Winnipeg produce houses, he said the poorest butter he received came from this country. He claimed there was not 15 per cent of the shipments which would grade No. 1 quality. With a little care on the merchants' part in separating the butter according to quality and seeing that it is put into nothing but clean packages which will not taint the butter, this reputation might be remedied to quite an extent.

The local grocery jobbers report an important change in terms, which, they have made in accordance with an agreement entered into by the members of the Winnipeg Wholesale Grocers' Guild. According to this, practically everything in staple groceries are now net thirty days. We understand that this arrangement has been agreed to by all the wholesale grocers in the West. One of the reasons advanced for putting it into effect was that last year most of the houses had a large increase in their turnover, but their profits were very disappointing. It is rapidly working out now that the jobber has to pay practically cash for everything he buys and the general principle adopted by the jobbers is to encourage their customers to only buy sufficient stock to carry them from month to month. Jobbing houses are now situated conveniently to most points in the West and the old habit of an ordinary country merchant buying a car of groceries, which will last him from five to six months, is rapidly dying out and the merchants are realizing the advantage to them of buying smaller and keeping their stocks fresher. Another general movement adopted by the Guild is a charge for packing. Heretofore, some of the jobbers have been charging for this and others have not, but now all have agreed on a uniform charge for repacked goods in a sack of less than 50 pounds, 8 cents; from 50 to 100

pounds, 10 cents. This being just the cost of the sacks. All repacked cases are to be charged for at 15 cents each.

On interviewing the different jobbing houses doing business from Regina, your correspondent finds they all report a very satisfactory business and are looking forward to a busy season once the crop is assured.

Among the outside merchants noticed in the city this week were: J. Balfour, of Balfour Bros., Lumsden; Mr. Becker, of Sedley; F. M. Morris, of Belle Plaine, and Mr. Suehring, of Suehring & Foote, Craik. Among the grocery visitors in the city this week were: K. Sinclair, representing the Gold Standard Manufacturing Co., Winnipeg; Mr. Mason and Mr. Marshall, of Mason & Hickey, Winnipeg; Mr. Roberts, of the W. M. Lowney Co.; Mr. Owen, of the Quaker Canning Co., and Howard Ranking, of the Codville Co.

WINNIPEG.

B. F. Newer & Son have sold their grocery business to Lindsay & Majorison of this city. Mr. Newer came to this city from Dakota one year ago.

The store of E. Wiggle in the north end of the city has been closed, and it is stated that the proprietor suddenly left the city.

MANITOBA MARKETS

(Corrected by Telegraph).

Winnipeg, June 24.

This week the trade has taken on a decided summer aspect. Camp lovers and resort fiends are leaving the city by dozens and a few retailers are noticing the change. The weather for a number of days has been very hot and this condition has created an increased demand for fresh fruits and vegetables and lime juice drinks. The wholesalers claim that their trade is on a par with that of any previous year, yet they are not as busy as they were a few weeks ago. It is expected that the wholesale output will see a large increase after the local exhibition.

Hood River strawberries are plentiful on the market at 25 cents per box retail. This price is too high to induce heavy selling for preserving, but it is rumored that the price will be down next week. The market on canned goods is still weak and that on cereals remains firm.

SUGAR.—We cannot quote a change in the sugar market, but it is understood here by wholesalers that a decline will be made soon, on account of the endeavor of B. C. sugar refiners to secure trade.

Montreal and B.C. granulated, in bbls	5 90
" " " in sacks	4 95
" yellow, in bbls	4 60
" " in sacks	4 55
Wallaceburg, in bbls	4 91
" in sacks	4 90
B.C. gunnies granulated, 5-18's to bale, per cwt	4 95
" " 5-20's " "	4 95
" icing	5 60
" bar sugar	5 60
Icing sugar, in bbls	5 60
" " in boxes	5 80
" " in small quantities	6 00
Powdered sugar, in bbls	5 35
" " in boxes	5 55
" " in small quantities	5 85
Lump, hard, in bbls	5 90
" " in ½ bbls	6 00
" " in 100-lb. cases	5 90

MAPLE PRODUCTS—

Sugar, per lb	0 13½
Syrup, gallons, ½ doz. to case, per case	6 60
" ½ " 1 doz. to case, "	7 20
" ¼ " 2 doz. to case, "	7 50

FOREIGN DRIED FRUITS—We quote an advance in California raisins and a decline in the Valencia product. New shipments of Valencias due to arrive in September will be higher than the present quotation.

Smyrna Sultana raisins, uncleaned, per lb	0 07½
" " " cleaned, per lb	0 08½
Valencia raisins, f.o.s. per case, 28's	1 65
" " selects " 28's	1 75
" " " " 14's	0 90
" " layers " 28's	1 85
California raisins, choice seeded in ¾-lb. packages per package	0 06
" " fancy seeded, in ¾-lb. packages per package	0 06½
" " choice seeded in 1-lb. packages per package	0 07¼
" " fancy seeded in 1-lb. packages per package	0 08
Raisins, 3 crown muscatels, per lb	0 05
" 4 " " "	0 05¾
Prunes, 90-100 per lb	0 05
" 80-90 "	0 05½
" 70-80 "	0 06
" 60-70 "	0 06½
" 50-60 "	0 08½
" 40-50 "	0 08½
" 30-40 "	0 09
Silver prunes	0 09
Currants, uncleaned, loose pack, per lb	0 07½
" dry, cleaned, Filiatras, per lb	0 08
" wet, cleaned, per lb	0 08½
" Filiatras, in 1-lb. pkg. dry, cleaned, per lb	0 08½
Pears, per lb	0 08½
Peaches, standard, per lb	0 07½
" choice	0 08
Apricots, standard, per lb	0 13½
" choice, per lb	0 14
Plums, black pitted, per lb	0 11½
Nectarines, per lb	0 09½
Dates, new, per lb	0 07

SYRUP AND MOLASSES—We quote a slightly weaker market in Crown Brand syrup.

Syrup "Crown Brand," 2-lb. tins, per 2 doz. case	2 20
" " 5-lb. tins, per 1 "	2 65
" " 10-lb. tins, per ½ "	2 40
" " 20-lb. tins, per ¼ "	2 45
" " ½ barrel, per lb	0 03½
" " Sugar Syrup, per lb	0 03½
Beaver Brand, 2-lb. tins, per 2 doz. case	3 30
" 5 " 1 "	3 80
" 10 " ½ "	3 50
" 20 " ¼ "	3 40
Barbadoes molasses in ½-bbls., per gal	0 55
Porto Rico molasses in ½-bbls., per gal	0 60
Gingerbread molasses, ½ bbls., per gal	0 40
New Orleans molasses, ½ bbls., per gal	0 36

RICE AND TAPIOCA—

Japan rice, per lb	0 04½
Patna rice "	0 04½
Rangoon rice, per lb	0 03½
Tapioca, per lb	0 04

HONEY—

Honey, 2½ lb. tins, in case 24	8 85
" 5 " " 12	8 75

NUTS—

Shelled Walnuts, in boxes, per lb	0 26
" " small lots, per lb	0 28
" Almonds, in boxes, per lb	0 28
" " small lots, per lb	0 30

ROLLED OATS—The market is firm.

Rolled oats, 80 lb. sacks, per 80 lbs	2 80
" 40 " " 80	2 85
" 20 " " 80	2 90
" 8 " " 80	3 30

CORNMEAL—The market shows signs of weakness.

Cornmeal, per sack	2 10
" per ½ sack	1 10
" per bale (10, 10's)	2 40

BARLEY—

Pot barley, per sack	2 70
Pearl barley, per sack	3 90
" per ½ sack	2 05

QUAKER OATS—Sales are heavy in all cereal breakfast foods.

Family size	5 00
Quaker oats, 36 packages	3 50
Quaker toasted cornflakes, 24 pkgs	2 00
Pettijohn breakfast food, 18 pkgs	2 25
Puffed rice in bbls., per lb	0 22

TUBS—

Eddy's tubs, No. 0, per dozen	11 25
" " " 1, "	9 10
" " " 2, "	7 50
" " " 3, "	6 40
" " nests of 3, No. 0, 1, 2, per nest	2 35
" " " 3, No. 1, 2, 3, per nest	1 95
" " " 4, No. 0, 1, 2, 3, per nest	2 85

CANNED GOODS—Apples have declined 10 cents per case. Plums have also declined in some houses. We quote the standard price at which they are held. The market is weaker.

	Group No. 1.	Groups No. 2 & 3
Apples—3's standard, per case	$2 44	$2 34
" gals., standard, per case	1 55	1 53
Cherries—Red, pitted, 2's	4 18	4 08
" black, pitted, 2's	4 18	4 08
" white, pitted, 2's	4 38	4 28
Currants—Red, 2's	4 18	4 08
" black, 2's	4 18	4 08
Gooseberries—2's	4 58	4 48
Lawtonberries—2's	4 19	4 08
Peaches—Yellow, 2's	4 18	4 08
" yellow, 3's	6 54	6 44
" pie, unpeeled, 3's	3 34	3 24
" pie, unpeeled, gals	2 42½	2 40
" pie, peeled, gals	3 30	3 27½
Pears—Flemish Beauty, 2's	3 68	3 58
" Flemish Beauty, 3's	4 74	4 64
" Globe l.s., 2's	....	2 78
" Globe l.s., 3's	....	4 14
Plums—Damson l.s., 2's	2 28	2 18
" Lombard l.s., 2's	2 28	2 18
" Green Gage l.s.	3 08	2 98
Raspberries—Red, 2's	4 18	4 08
" red, gals	3 80	3 77½
" black, 2's	4 18	4 08
" black, gals	3 80	3 77½
Strawberries—2's	4 18	4 08
" gallons	3 80	3 77½

GREEN FRUITS AND VEGETABLES—Prices have declined in various lines. The trade is good in vegetables.

Celery, Florida, per doz	1 25
Tomatoes, Florida, per case	3 75
Lettuce, per doz	0 30
Radishes, per doz	0 30
Parsley, per doz	0 30
Oranges, per box	3 00 4 00
Lemons, "	4 50 5 50
Bananas, per bunch	2 50 3 50
Strawberries, per case, 24 qts	3 50
Pineapples, per crate	3 00 4 00
Apples, Wash. box, Ben Davis	3 00
Rhubarb, per box	2 00

MEATS—

Clark's 1 lb., pork and beans, plain, per case	2 50
" 2 " " " " "	2 08
" 3 " " " " "	2 67
" 1 " tomato sauce, per case	2 55
" 2 " " "	2 08
" 3 " " "	2 67
" 1 " Chili " "	2 55
" 2 " " "	2 08
" 3 " " "	2 67
Soups, per doz	1 20
Corned beef " 2's per doz	2 70
" " 1's per doz	1 50
Roast beef, 1's, per doz	1 50
" 2's, "	2 70
Potted meats, ½'s, per doz	0 55
Veal loaf, ½ lb., per doz	1 25
" 1 lb., "	2 35
Ham loaf, ½ lb., "	1 25
" 1 lb., "	2 35
Chicken loaf, ½ lb. "	1 25
" 1 lb. "	3 50
Lunch tongue, 1's, per doz	3 30
Sliced smoked beef, ½-lb. tins, per doz	1 55
" " 1-lb. tins, "	2 65
" " 1-lb. glass, "	2 45
English brawn, 1's, per dozen	1 60
" 2's, "	2 75
Cambridge sausage, 1's, per dozen	1 85
" 2's, "	3 15
Geneva sausage, 1's, per dozen	2 00
" 2's, "	3 65
Boneless pig's feet, 1's, per dozen	1 65
" " 2's, "	2 75
Lunch tongue, 1's, per dozen	3 30
" " 2's, "	6 60
Paragon ox tongue, 1½'s, per dozen	7 35

EGGS—There is a remarkable demand for eggs this season. Manitoba poultry houses can scarcely supply the market. The price is as low as it will be this summer. To-day they are jobbing at 20 cents per dozen.

BUTTER—Creamery is declining somewhat. The retailers are paying from 21 to 22 cents per pound to-day. The dairy butter is jobbing more freely at about 17 cents per pound for No. 1. The poorer quality can be had as low as 14 cents per pound.

Merits of the Cash System Carefully Explained

Port Carling General Merchants Educate Their Customers by Inoffensive and Reasonably Written Circulars—Give Special Inducements to Those Who Pay Cash — Collect Debts of Over Three Months Standing With Interest.

Many merchants throughout the Dominion are anxious to institute the cash system in connection with their businesses, but are afraid to do so for fear of offending some of their good customers. W. Hanna & Co., of Port Carling, Muskoka, Ont., have worked out a plan of their own which has proved satisfactory since it was established a little more than a year ago.

They pursued the reasonable course of pointing out by circular to their customers the contrast between the cash and credit system; why it was more desirable to do a cash business and to what confusion credit leads. They worked on the supposition that their patrons were reasonable, and they reasoned with them. They concluded their educative letter by offering inducements to those who paid cash and thereby give the cash buyer the advantage over the credit buyer.

The circular, which is self-explanatory, is as follows:

"CASH vs. CREDIT.—For the past twenty-five wears we have had these two on trial and we wish to tell you of our verdict.

"In the first place what is cash and what is credit business? You come into our store and ask for a dollar's worth of sugar. We hand it to you and you give us a dollar in legal tender. You have exchanged your money for sugar, and we have exchanged our sugar for money. You have got what you wanted. and we have got what we wanted, both are satisfied, and the transaction is closed for all time. That is a cash transaction. Another customer comes in. asks us to charge it to him. We believe his credit is good and hand him over our goods and a bill showing the amount we have charged him in our books. He gives us in exchange—nothing. We have no acknowledgement of the debt from him or any written promise to pay. Our bookkeeper then puts the entry through the various processes of bookkeeping, and at the end of the month renders him a statement of the amount, along with perhaps other items. He may not be in a position to pay it then, and at the end of the next month we send him another statement, and for three, six or nine months as the case may be, we have to include the amount in our monthly balance and send him a statement each month. Then perhaps he pays it and we have to put another entry through our books and credit his account with the payment to balance it. Or perhaps he turns out to be a 'dead beat' and never pays it. That is a credit transaction. You can easily see which of the two ways of doing business we would prefer.

Change of Conditions.

"Of course credit has a certain place in business and during the past we have found to a certain extent that, here in Muskoka, it has been a necessity and it has been our lot to 'carry over' many a man until he was able to 'square up.' This condition has gradually been changing the last few years and people are now better able to pay cash than they used to be, and as a general rule settlements are more prompt and shorter terms of credit are asked for. On the other hand we have found that credit has often been abused. Men run accounts that they are not able to pay and some without the intention of paying. In this way we have lost hundreds of dollars and have dozens of accounts on our books that we would be glad to sell for 25 cents on the dollar. Our experience in the past has been that when goods are charged they are paid for, if at all, in anywhere from a few days to six or eight years. It is safe to say that no man would ask us for goods on those terms, and that if he did we would not give them to him. But the fact remains that in nearly every case the term of credit exceeds what it was expected or promised to be.

The Only Safe Way.

"Our conclusions then may be summed up in a few words. First, that it costs a great deal more in time, trouble, worry and money to look after our credit than our cash business. Second, that there are many long delays in payment and many losses from non-payment in the credit business, none of which occur in the cash trade. And finally that from our standpoint selling for cash is the only safe way to do business. In fact, we believe that, supposing we were doing a business one-third credit and two-thirds cash, it would pay us better to do a quarter less total business if it were all cash. So much for our side of the question.

"But also from the purchaser's standpoint we believe that cash pays best. The merchant can give you better value for cash; you have no debts to worry about, you are not bothered with 'dunners,' and you are not likely to buy what you don't want.

"Now we believe the time has come for us if not to cut out altogether the credit business, to at least curtail it very much and put it on an entirely different basis to the cash trade. So we beg to make an

"As an inducement for you to pay cash and to give the cash buyer the advantage that is due him over the credit buyer, on and after April 1st, 1908, we will offer you a discount of 2 per cent. on all cash purchases in our store at any time. Or when your cash purchases amount to $25 we will give you one dollar's worth of goods free. To keep track of your cash purchases we will give you a printed cash register receipt with each purchase, and when these amount to $25 and are returned to us, we will give you $1 in goods.

"Now about credit. We consider that no man has a right to ask credit who cannot give good security, if required, for all he owes and that three months is quite long enough for any account to run without settlement. When we buy goods from our wholesaler, for a large proportion of them we have to pay spot cash in a few days from date of invoice. On some lines we get a small discount for net cash payment or are allowed a little longer time in which to pay without any discount. Then if we cannot pay when due we have to give our notes with interest. Now we propose making this same arrangement with our customers. We will give you the discounts for cash that we have already mentioned. If a man's credit is good and he can put up ample security for what he asks from us, we will give him credit for a limited amount and for a period not to exceed three months. If the account is not paid by the end of three months then he must give us his note, with interest, for the amount. Any further credit will then have to be arranged personally and will depend entirely on circumstances. Don't you think this is reasonable? We are going to make this a rule of our business and we respectfully request those who have accounts standing with us, to sign and return the notes we will send them.

Offence to no One.

"Before we close let us say we are sending this letter to all our customers as far as possible, and we hope no one will take offence, but will apply to themselves only that part that concerns them.

"In conclusion we wish to take this opportunity to thank all our friends and customers for their generous support in the past; to assure them that it is, and will always be, our desire to supply them with only the best quality of goods at the lowest possible price, and to remind them that they can help us materially in doing this by endeavouring always to pay cash."

H. C. Bedlington has taken over the Canadian Pottery and Glass Gazette. Mr. Bedlington was formerly representative here for Robert Slimmon & Co., New York, glass and crockery. He has had an extensive experience in that line.

G. A. Vandry, general manager of the Z. Paquet store, Quebec, was unanimously elected vice-president of the Board of Trade of that city, succeeding the late Dr. E. Morin. Ald. F. X. O. Pouliot, of Myrand & Pouliot, succeeded him, by acclamation on the board of direction.

Low Prices for This Year's Canned Strawberries

Wholesalers and Packers Tell Why Prices Have Been High During Past Two Years—Poor Crop in 1907—Part Played by Fads of the Public—Some Strawberries Have Been Carried Over.

Upon the months of June and July depend to a large extent the canned fruit and vegetable packs in Ontario and just now canners, wholesalers and retailers are interested in the crops.

It is undoubtedly a fact that the strawberry crop will be a heavy one. The weather has been favorable, the vines are in a healthy condition and the quality of the fruit will be good.

This would indicate that there ought naturally to be a large pack of strawberries this year, but according to a representative of one firm this will not be the case.

"We still have a large number of last year's pack on hand and do not expect that it will be necessary to preserve more than just what our orders call for," he said to The Grocer. "The pack last year was more than necessary for our requirements and we do not desire to carry much of an over-stock into next year."

The Grocer's informant was of the opinion that strawberries would therefore be cheap this year, both raw and canned. Since the crop was good and since there would be a less quantity canned than usual there would be more sold from grower to wholesaler and hence low prices would prevail.

Some wholesalers in Canada claim that the sales of canned strawberries and raspberries have fallen off considerably during the past couple of years, and complain that packers have been responsible for this condition by keeping up prices.

A careful consideration of this, however, brings to the limelight some interesting facts which indicate that crop conditions, consumers' fads and quality in tins had much to do with the comparatively high prices.

One wholesaler on being interviewed stated that while raspberries were dearer during the past two seasons and that this curtailed sales to some extent, he believed that the crops were responsible. In 1907 the raspberry and strawberry crops were not successful. The consequence was berries were dear and prices went up in the neighborhood of $1.90.

He knew for a fact that some packers could not obtain the berries they required from the growers and that they had bought on the Toronto fruit market from wholesalers paying 15c a box. He did not believe they could have packed and sold them at much less than they did and at the same time make any profit. Last year prices went down and this year he believed they would be down as low as $1.40. Therefore while prices have been high, he considered the packers were at least partially justified by circumstances in maintaining them high.

A Peculiar Fad.

A Toronto commission merchant in close touch with the situation stated that the crops in 1907 were not productive of any too good results and packers couldn't get the berries. For what they did get they paid a high price. Last year growers had not forgotten all about their losses in selling the berries of the previous year to canners before they were on the vine and they put their prices up. He further stated that it was a peculiar fact that consumers shifted from year to year from one fruit to another. A particular preserve became a fad and everybody wanted it and he thought that the small sales may have had some connection with this.

Cost of Manufacture.

The Grocer interviewed a representative of one of the largest canning concerns in Canada on the question and he practically covered the same ideas as have been referred to. Two years ago strawberries were scarce and the packers couldn't get them. They were forced to pay 10, 12 and 15c per box and this together with the cost of the sugar had much to do with the prices. It became impossible for them to place a strawberry on the market which would retail at 15 cents. He also said that much better tins are now being used than a few years ago. This also had something to do with prices.

The supply was, however, the chief item in fixing the prices and he claimed that this year strawberries would sell at a low figure. In fact he mentioned that his company had quoted $1.40 net at the factory.

Poor crops and better cans were given as the cause for the high prices of strawberries and raspberries during the last two years by another wholesaler. Some years ago he said that the cans used were so poor that the berries did not retain their color and flavor. Now much better cans were used.

Then "the quantity always governs the price" and this aided in keeping up the prices. This year, however, he was certain that 15 cent strawberries would be realized in view of the heavy crops. The fad element, he believed, had also a great deal to do with sales. Some years people want prunes and they must have them, no matter what the price. Probably they turn to apricots next, and the same might be said of canned fruits.

From the above it will therefore be observed that cheap strawberries will be the rule this year and that the high prices of the past two years have been due more or less to crop conditions.

THAT SCHOOL BOOK CONTRACT.

The Retail Grocers' Association of London has passed a resolution condemning the awarding of the contract for printing the Ontario school books to the T. Eaton Company as being unfair to the retail dealers throughout the province. There is just cause for complaint in this matter, but, so far as the contract is concerned, the time for complaint is gone. The only question remaining is, "What is the government doing to prevent the Eaton company making use of the schoolbooks for advertising purposes?" As to this reasonable assurance is certainly called for, and ought not to be withheld.—Brantford Expositor.

HINTS TO BUYERS.

Information supplied by sellers but for which the editors of The Grocer do not necessarily hold themselves responsible.

The F. F. Dalley Company, Ltd., Buffalo, N.Y., will move into their new factory on July 1st. It is one of the most modern equipped and up-to-date factories in the United States. The company has been obliged to enlarge their premises three times during the past three years, on account of the increase in their business. The present site was purchased at a cost of $50,000 and they have spared no money in making extensive improvements, so that they now feel that they have a factory that will accommodate them for all time.

Snowdon & Ebbitt, agents in Ontario and Quebec for Rowats pickles and olives, report excellent sales of the new 12 oz. bottle of pickles Rowats are now offering the trade. This bottle, which retails at 10c, is packed in casks or cases, and contains mixed pickles, chow-chow, gherkins, onions or pickled walnuts, as the buyer may wish.

W. Young, commission merchant, is introducing on the Ontario market canned codfish put up by the Newfoundland Fresh Fish Packing Co., of Fortune, Nfld. He is making his headquarters in Toronto.

The Allredie Pure Food Company, which formerly did business in Bridgewater, N.S., is now being reorganized, and will in future manufacture Allready pudding and other specialties in Montreal. The factory is now being moved to the larger centre. The greater portion of the stock in the new company has been subscribed already.

Laporte, Martin & Co., Montreal, once more call attention to the fine list of agencies which the firm has for Canada. The goods which they are handling on account of principals in other countries, represent the highest value for the money, and the large sale mostly all these specialties enjoy is the best testimony of the satisfaction they always give. The advertisers are in a position to give quotations and all information to interested parties.

TRADE NOTES.

E. Zavitz, grocer, Strathroy, Ont., has sold his business.

Edward Gander, grocer, St. Catharines, has sold to G. B. Darker.

H. A. McKillop & Co., Lethbridge, Alta., has bought the grocery, glass, china and delfware department of J. Brown & McKillop & Co. have engaged the entire grocery staff of the J. Brown Co., consisting of W. S. Shover, A. M. Ritchie and Harry Collier, with Miss Allen as accountant.

The Grocer's Encyclopedia From Week to Week

Chewing Gum and its Origin—Sap Taken from Central America Tree Much Like Maple Syrup—Species of Rubber—Process of Manufacture—History of Chicle.

(By C. R. Somerville.)

CHEWING GUM. — The gum called chicle, (pronounced chic-lee) is gathered from the chicle trees, which grow in the tropical parts of Mexico and Central America. They are found mostly in the foot hills of the large mountains in Southern Mexico in from the Gulf Coast, but not on the Pacific Coast. They extend inland to Central Mexico and across British Honduras and Guatamala.

The tree in appearance is like a Canadian elm and, like other forest trees, the limbs are high up. The wood is hard and is used for railway ties and furniture purposes. When made into railway ties holes have to be bored for the spike as the wood is so hard it is impossible to drive a spike into it.

The principal use of the tree, however, is for the production of chicle gum, which is the basis of the principal chewing gums on the Canadian and U. S. markets. For this purpose the trees are tapped during the wet season or immedately thereafter. The tapping is very severe. Commencing at the bottom a cut is made similar to the old spile cut used in tapping maple trees. In this is inserted a piece of palm leaf, which carries the sap into a receptacle. Then from this opening at the bottom, the tree is cut in herring-bone style up twenty, thirty or forty feet, according to the height of the tree. The cut reaching over half way round the tree; and in less than twenty-four hours the sap is all extracted. One tapping so exhausts a tree that it takes from seven to eight years to recover, and sometimes it kills it altogether, especially when the person tapping does not understand his business.

Preparing Sap for Market.

The sap as it comes from the tree is perfectly white and of the consistency of milk. This is boiled in large iron kettles and when the moisture is evaporated to a sufficient degree the sap is poured into moulds to harden, when it is ready for packing in sacks. The "chicle-arros," or experts in tapping chicle trees, with their helpers do the work up to this point, and they keep moving their camp and kettles as the trees are exhausted. The work of getting the chicle out to shipping points is a serious consideration. As a rule the country is rough, and, owing to the trees not standing retapping for seven or eight years, it does not pay to make any road, thus the work of gathering is all the time being pushed farther back from shipping points.

The carrying to railway points or river points is done on mules and it is marvelous how these small animals get up and down hills and mountains and over a trail that is almost impossible for a man to get through. The packing of a load on a mule for a trip of this kind is a fine art. (A mule load is about 200 pounds.) It has to be secured fore and aft and around so that it cannot move. During the wet season the poor mule is sliding down hill on his haunches or else climbing by winding paths back and forth, which require a patience for which the Mexican mule is proverbial. Sometimes he comes to grief and goes down all in a heap. The load then has to be removed and the mule repacked amid the choice Spanish language of the Mozos in charge. This kind of freightage makes the cost very high, and is always increasing the farther back they go. A great deal of Mexican chicle is carried over a hundred miles on mule-back. At the railway points or water points the goods are received by purchasing agents or dealers and it is weighed, repacked and shipped to destination in Canada or United States.

* * *

The various gum manufacturers on receiving the crude material have their own special process of curing and cleaning, extracting the bark and other foreign substances and preparing for the cooking kettles, all of which are of course, secrets of the trade. In general, however, the sacks of chicle, when received at the factory contain from fifteen to twenty lumps of about five pounds each. This chicle, which is really a species of rubber, greatly resembles a bladder of putty, which has become hardened. The lumps are broken, crushed and pulverized; then sorted over and cleaned. Various processes of cleaning have been tried but the old slow method of hand picking has so far proved best. Passing now ready for making into gum. A quantity of chicle is weighed and placed in a revolving copper mixing kettle in which steam is admitted. The heat of the kettle and the moisture of the steam soon soften the chicle to a brown doughy mass, when powdered sugar is added which is ground into the gum by the mixing arc, which constantly turns over every bit of the dough. A proportionate quantity of flavoring extract is then thrown in and within a few minutes the gum is ready for the pressing machine, two huge steel rollers pressing it out to the thickness required. Another press marks off the gum into the sizes in which it is placed for sale. The final stage is the wrapping, first in tissue and then in the outer paper covering, before being placed in the boxes ready for shipment.

Much Money Spent for Gum.

Probably some $500,000 is spent for gum in Canada every year, and to make the amount required it is estimated something like 25,000 pounds of chicle is imported annually. This chicle is worth about 35c a pound. According to the blue book of British Honduras, last year over one and a half million pounds was exported from that colony and two million pounds will be a fair estimate for this year. This includes considerable Mexican chicle brought over the border, inland, and shipped from a British Honduras port. It is difficult to get shipment figures from Mexican ports, but the estimate is about five million pounds.

Like many other articles the use of chicle for the making of gum was discovered somewhat accidentally. A quantity of this chicle found its way to New York twenty-five years ago, to be examined and experimented with. It lay on the docks for a year, for it was considered a poor rubber. Some boys playing around found it made good chewing gum. The fact was mentioned to Adams, the big gum man. He tested it; found it worked well; and then he began his campaign of advertising, which soon placed chicle in the forefront of gums. Up to that time chewing gum had been made from tamarac and pine gum.

For the information on the manufacture of gum contained in the above article The Grocer is indebted to J. B. Bradshaw, Toronto.

For Clerks To Think About.

The peculiar power of the salesman comes from his ability to create in his hearer confidence in himself.

In the truth of his statements.

In the merit of the product which he is marketing.

Successful salesmanship will depend upon the character, knowledge, observation, confidence, enthusiasm of the salesman. The successful salesman forgets his failures and remembers only his successes.

No good work is ever accomplished without some sacrifices.

Confidence in ourselves creates confidence in others, and the creation of confidence is the basis of salesmanship.

Confidence in a salesman is attained by:

Love for his work.

Knowledge of his business.

Courage of his convictions.

Faith in his mission.

Enthusiasm is that quality which gets a man's thought on the right side of his business and makes him an optimist.

Enthusiasm is that quality which will not admit defeat but will rise from apparent failure and pass on to success.

A salesman's purpose is most easily accomplished by making progress logically. — Holbrook Gazette.

Canadian General Markets and Market Notes

See also Provisions, Cereals and Fruit, Vegetables and Fish Departments on pages following.

QUEBEC MARKETS

Montreal, June 24, 1909.

Considerable interest is displayed this week in the rumors which have been going the rounds for several days past regarding the new canned goods prices. Actual quotations are expected any time now, but considerable speculation indulged in by the interested parties made the subject one of importance. Lower figures are assured, but what level prices will seek remains to be seen. The lines which the trade will appreciate very much at the cheaper prices are chiefly tomatoes, corn and strawberries. The latter will likely be quoted at a price enabling the retailer to offer them at 15c a tin once more. Canned fish are selling satisfactorily.

Sugar is unchanged since last week. Prices on California dried fruits have been quoted to brokers. Apricots have opened considerably higher, and are quite firm, but prunes and raisins are lower. Cleaned currants, scarce on spot, are firm, values being a little higher. Jobbers report a fair movement in molasses. New arrivals of Japan teas, few and far between, are quickly snapped up. Sales of cheap gunpowders and black are being made to many parties desiring Japans, which are not obtainable. This business is being done by the wholesalers. Beans and peas continue firm. Evaporated apples are steady.

Grocers are backward in giving orders for anything except for immediate requirement, owing largely to the fact that they wish to order canned goods at the same time as other lines, and these are too uncertain as to price to risk just now.

SUGAR—No changes worthy of note have occurred in the sugar market since last week. Prices remain unchanged with business fairly satisfactory.

Granulated, bags	4 55
" 20-lb. bags	4 65
" Imperial	4 20
" Beaver	4 20
Paris lump, boxes, 100 lbs.	5 45
" " " 50 lbs.	5 55
" " " 25 lbs.	5 75
Red Seal, boxes	5 35
Crystal diamonds, bbls.	5 35
" " 100 lb. boxes	5 45
" " 50 lb. "	5 55
" " 25 lb. "	5 75
" " 5 lb. cartons	5 37½
Extra ground, bbls.	5 00
" " 50-lb. boxes	5 20
" " 25-lb. boxes	5 40
Powdered, bbls.	4 80
" 50-lb. boxes	5 00
Phoenix	4 55
Bright coffee	4 50
No. 3 yellow	4 40
No. 2 "	4 30
No. 1 " bags	4 15

Bbls. granulated and yellow may be had at 5c. above bag prices.

SYRUPS AND MOLASSES—Advices report the closing of the Barbadoes market, and state that supplies there are very low. Locally there is not a great deal of business being transacted.

Fancy Barbadoes molasses, puncheons	0 38	0 40
" " " barrels	0 41	0 43
" " " half-barrels	0 43	0 45
Choice Barbadoes molasses, puncheons	0 41	0 43
" " " barrels	0 44	0 46
" " " half-barrels	0 46	0 48½
New Orleans	0 22	0 35½
Antigua		0 30
Porto Rico		0 40
Corn syrups, bbls		0 03½
" ½-bbls.		0 03¾
" ¼-bbls		0 03⅞
" 38½-lb. pails		1 75
" 25-lb. pails		1 25
Cases, 2-lb. tins, 2 doz. per case		2 40
" 5-lb. " 1 doz. "		2 75
" 10-lb. " ½ doz. "		2 65
" 20-lb. " ¼ doz. "		2 60

TEA—Owing to the scarcity of Japans, wholesalers are filling numerous orders for cheap gunpowders and blacks, which, of late, have been in especial demand. The jobbers anticipate doing considerable business in these two lines until the arrival of the first new crop Japan teas in quantity. Meantime, reports from Japan indicate firm prices with a tendency toward an advance. Anything arriving is quickly taken up with little discussion over the price. Quotations on China teas from Shanghai and Foochow are expected shortly now. In Indians no samples of new teas, to speak of, have come forward yet.

Choicest	0 40	0 50
Choice	0 35	0 37
Japans—Fine	0 30	0 35
Medium	0 25	0 28
Good common	0 22	0 25
Common	0 20	0 22
Ceylon—Broken Orange Pekoe	0 21	0 40
Pekoes	0 20	0 22
Pekoe Souchongs	0 20	0 22
India—Pekoe Souchongs	0 19	0 20
Ceylon greens—Young Hysons	0 20	0 25
Hyson	0 20	0 22
Gunpowders	0 19	0 22
China greens—Pingsuey gunpowder, low grade	0 14	0 18
" " pea leaf	0 29	0 30
" " pinhead	0 30	0 50

COFFEE—A fair business is being done at unchanged prices.

Mocha	0 18½	0 25
Rio, No. 7	0 09	0 11
Santos	0 12	0 15

DRIED FRUITS—Further interesting advices from California hold the attention of the brokers this week. Reliable reports would indicate the fact that apricots will be quite firm this year, owing to the limited yield there will be. Opening at a figure 2c above last year's first price the market for apricots advanced almost immediately, and is now quite strong. With not more than half of last year's small crop anticipated this season it would not be surprising to see continued strong feeling displayed by packers on the coast. Prunes have opened ⅛c to ¼c lower than last year. Raisins opened about ½c lower. The fact that freight rates on goods from the coast to the east have been advanced 10 p.c. since last year will result in importers having another factor to consider when making prices this season. The fact that only 5,000 tons of currants are now available for consumption, in Greece, outside of what is held under the Retention System, has firmed up the market a little. Cleaned currants are scarce locally, and a little firmer, 6¼c to 6½c being prevailing prices. Reports indicate a crop which will not be the best possible.

Figs—		
Tapnets	0 03½	0 05
Elemes	0 08	0 14
Dates—		
Hallowees, per lb.	0 05	0 06
Sairs, per lb.		0 05
Malaga Raisins		
London layers		2 25
"Connoisseur Clusters"		2 50
" ½-box		0 75
"Royal Buckingham Clusters," ¼-boxes		1 30
" " boxes		4 75
"Excelsior Windsor Clusters"		5 75
Australian raisins	0 07	0 08
California Raisins—		
Fancy seeded, 1-lb. pkgs.	0 08	0 09
Choice seeded, 1-lb. pkgs	0 08½	0 09½
Loose muscatels, 3 crown	0 08	0 09
" 4 crown	0 09	0 10
California Evaporated Fruits		
Apricots, per lb.	0 12	0 14
Peaches, "	0 11	0 14
Pears, "		0 13
Prunes—	per lb.	
Prunes, 25-lb. boxes, 30-40s	0 10	0 12
" " " 40-50s	0 09	0 10
" " " 50-60s	0 08½	0 10
" " " 60-70s	0 08	0 08½
" " " 90-100s		0 07
Currants, fine filiatras	0 06	0 07
" Patras	0 07½	0 08
" Vostizzas	0 08	0 09

SPICES—It is a little early yet for any marked activity in spices. Prices are unchanged.

	Per lb.	
Peppers, black	0 14	0 20
" white	0 20	0 27
Ginger, whole	0 15	0 20
" Cochin	0 17	0 20
Cloves, whole	0 18	0 30
Cloves, ground	0 20	0 25
Cream of tartar	0 23	0 32
Allspice	0 13	0 18
Nutmegs	0 30	0 60
Cinnamon, ground	0 15	0 19
" whole	0 14	0 16

BEANS AND PEAS—In beans the market continues to rule firm, although instances are known of buyers refusing to pay the high prices demanded. On the whole, however, there is not the slightest trouble in disposing of any holdings which are of good quality, stocks being ridiculously low. Peas of any quality at all command their own price. There is practically no supply to draw from. A wide range in prices at which sales are made to the retail grocer is noticeable.

Ontario prime pea beans		2 50
Austrian beans		2 35
Peas, boiling	1 50	1 70

EVAPORATED APPLES—Prices continue to rule firm and trade is good, in certain limited channels.

Evaporated apples, prime	0 07½	0 08

MAPLE PRODUCTS—Prices quoted are quite nominal.

Compound maple syrup, per lb	0 04½	0 05
Pure Townships sugar, per lb	0 07	0 08
Pure syrup, 8½ lb. tin	0 60	0 65½
" " 10½ lb. tin	0 70	0 75

CANNED GOODS

MONTREAL—Anticipation of new prices attaches considerable interest to the situation in canned goods this week. Actual figures are expected some day early next week, from the wholesale houses to the retailers. For the time being some minor cuts are being made by holders of stock, but on the whole a firmness is noticeable in the market, pending advice re new quotations. It is an assured fact that lower figures will rule in nearly every instance. Tomatoes, corn, peas, strawberries, raspberries, will all be lower—just how low the figures will show when they are given out. With the exception of tomatoes and strawberries and raspberries, as stated herein some time ago, holdings are not large as a rule. Some wholesalers are completely out of stock, that is, they will barely have enough to carry them over to the new pack, while certain other houses have considerable holdings of some vegetables, notably tomatoes.

It is expected that the prices asked for strawberries and raspberries this year will be such as to enable the retailer to sell them over his counter at 15c a tin, as in the old days. This will be welcome news, and may result in a revival of the magnificent business which used to be done in these fruits. The general feeling in the trade in the

past couple of years has been that prices asked for most staple lines of canned foods were too high. The possibility of reductions to a more reasonable level will be likely to awaken keen appreciation of the efforts of the packers. Meantime, the uncertainty regarding prices is affecting not only this market, but the general grocery situation as well. Canned goods help to make the desirable weight in making up an order, and retailers are not anxious to order anything but what is required immediately when they are in doubt about prices.

TORONTO — The general opinion among the brokers and wholesalers is that canned goods this year will be cheap.

Strawberries hold the centre of the stage just now and in some cases prices have been quoted which indicate that 15 cent strawberries will be sold this year by the retail trade. This is made possible by the splendid crop prospects. Some canners as well carried over stocks from last year.

Some prices have also been quoted on corn, tomatoes and peas which show decreases from last year. Whether these will be maintained or not is as yet only conjectural, but there is little doubt expressed that low prices will prevail.

Peas and raspberries have been pretty well sold out and not much has been left in first hands. It is a little early yet to express any opinion as to these crops. Corn, as a matter of fact, has been delayed in growth on account of the backward spring weather.

Just now business in canned goods is splendid and almost every order contains a list.

ONTARIO MARKETS

POINTERS—
Sugar—Steady.
Apricots—Prices to be higher.
Indian Teas—First sale held.
Beans—Diminished sales.

Toronto, June 24, 1909.

Outside of the canned goods conditions there are no features in connection with the markets. Prices are all likely to be out soon and in fact some have already been quoted which indicate that they will be low.

Brokers, in reporting on future California dried fruits, state that apricots will be higher and they believe prunes will also, while pears and raisins will be lower. Advices from the currant district in Greece tell of a three-day torrential rain. The weather has however recovered its equilibrium and fine weather is needed to prevent diseased plants. The opinion is advanced that the currant crop this year will be less by 10 to 15% than last year.

The first sale of Indian tea was held recently on the primary market with a good demand for finer qualities.

SUGAR—Local demand for sugar is disappointing. However, since the strawberry season will open up within a week or more sugar should be the leading article in the retail stores. The market is firm with no visible tendency. During the week New York refiners dropped prices and in 24 hours 500,000 bbls. was disposed of. They then came back to the old figures. The cause was probably due to so much refined on hand.

St. Lawrence "Crystal Diamonds," barrels	5 45
" " " ½ barrels	5 55
" " " 100 lb. boxes	5 65
" " " 50 lb. boxes	5 75
" " " 25 lb. boxes	5 95
" " " cases, 20-5 boxes	7 60
" " Dominos, cases, 20-5 boxes	7 60
Paris lumps, in 50-lb. boxes	5 75
" in 100-lb. "	5 65
" in 25-lb. "	5 95
Red Seal	7 10
St. Lawrence granulated, barrels	4 70
Beaver granulated, bags only	4 30
Redpath extra granulated	4 70
Imperial granulated	4 30
Acadia granulated (bags and barrels)	4 60
Wallaceburg	4 60
St. Lawrence golden, bbls.	4 30
Bright coffee	4 60
No. 3 yellow	4 50
No. 2 "	4 40
No. 1 "	4 30

Granulated and yellow, 100-lb. bags 5c. less than bbls.

SYRUP AND MOLASSES—There is no feature of any interest in this market.

TEA—The latest cable advices state that prices on Orange Pekoes are firm with an advance expected. The first sale of Indian teas according to Thompson's circular was held on Wednesday, June 9th, when good qualities realized extreme rates. Medium grades were in steady demand but commons neglected. Samples of Indians are expected in Toronto in the course of a week or ten days.

COFFEE—The coffee market is not so brisk as it was. Arnold, Dorr & Co., New York, in their despatch on the situation on June 19th, state that it has eased off in the absence of continued support by the bull interests, some 30 points on the spot position and five to ten points on the balance. Receipts at the primary ports are beginning to show a decided increase but stocks are so small that business of any magnitude has been impossible. There is practically no possibility for a duty, the despatch says.

DRIED FRUITS—Trade in these lines is quiet. Retailers very wisely are all trying to work off what stocks they have on hand, before the green fruit comes in, and in consequence of this, the demand is very light. The stocks, however, are pretty well sold out and on the whole there is nothing to complain about.

	Per lb.
Prunes—	
30-40 s, 25-lb. boxes	0 10½
40-50's " "	0 09½
50-60's " "	0 08½
60-70's " "	0 07 0 07½
60-70's, 50-lb boxes	0 07½
80-90 " "	0 05½
90-100 " "	0 06½
Apricots—	
Standard	0 12
Choice, 25 lb boxes	0 13 0 13½
Fancy, " "	0 15
Candied and Drained Peels—	
Lemon 0 10 0 11 Citron	0 17 0 20
Orange 0 10½ 0 12	
Figs—	
Elemes, per lb	0 08 0 10
Tapnets, "	0 03½ 0 04
Bag figs	0 03½ 0 04
Dried peaches	0 07½ 0 08½
Dried apples	0 07½
Currants—	
Fine Filiatras 0 06½ 0 07 Vostizzas	0 08½ 0 09
Patras 0 08 0 08½	
Uncleaned ½c less.	
Raisins—	
Sultana	0 07½ 0 09
" fancy	0 11 0 12½
" extra fancy	0 14 0 15
Valencias	0 05½ 0 05½
Seeded, 1 lb packets, fancy	0 08
" 16 oz. packets, choice	0 08
" 12 oz. "	0 07
Dates—	
Hallowees 0 05½ Fards choicest	0 08
Sairs 0 05 " choice	0 07½

NUTS—To write about nuts with the temperature and humidity such as we experienced this week, and at this season of the year, is like getting ready for something and you don't know what. With the exception of an occasional sale of a few pounds of shelled nuts there is nothing doing, and prices are unchanged and likely to remain so for some time.

Almonds, Formigetta	0 12½
" Tarragona	0 13
" shelled	0 30 0 32
Walnuts, Grenoble	0 14
" Bordeaux	0 11
" Marbots	0 12
" shelled	0 26
Filberts	0 10
Pecans	0 16 0 18
Brazils	0 16
Peanuts	0 10 0 12

SPICES—Spices like many other articles, at this time of the year are in little demand and business is quiet. There is nothing in sight that is likely to affect the prices. Pickling spices will soon be in demand.

Peppers, black, pure	0 14 0 20
" white, pure	0 22 0 30
" whole, black	0 18
" whole, white	0 23
Ginger	0 18 0 25
Cinnamon	0 25 0 40
Nutmeg	0 35 0 40
Cloves, whole	0 25 0 35
Cream of tartar	0 22 0 25
Allspice	0 16 0 19
" whole	0 17 0 20
Mace, ground	0 80 0 90
Mixed pickling spices, whole	0 15 0 20
Cassia, whole	0 20 0 25

RICE AND TAPIOCA—These articles of food are always in season the year round, with a constant regular demand. The enormous increase in the acreage seeded to rice of 40,000 acres in the State of Arkansas alone, should have an effect on the price of the product of the world.

	Per lb.
Rice, stand. B	0 03½
Standard B. from mills, 500 lbs. or over, f.o.b., Montreal	2 95
Rangoon	0 03½ 0 03½
Patna	0 05½ 0 05½
Japan	0 05½ 0 06½
Java	0 06 0 07
Sago	0 05 0 06
Seed tapioca	0 06
Tapioca, medium pearl	0 04½

BEANS—The price of beans has wandered so far away from its legitimate path, that very few will follow it and pay the prices asked for them. Sales are therefore slow and only in small quantities. The new crop may bring them to their proper level.

Beans, hand picked	2 50 2 60
" prime No. 1	2 40 2 50
" Lima, per lb	0 07½

EVAPORATED APPLES—The demand for dried apples is satisfactory and the stock in hand is rapidly diminishing, and will be fairly well sold out by the time new apples will be on the market. No change in the price.

Evaporated apples 0 07½

CATALOGUES AND BOOKLETS.

A neat circular has been issued by the Montreal Ice Cream Cone Mfg. Co., 101a Ontario Street East, Montreal. It describes the various lines manufactured by the firm, which include cones, cornets, and other specialities, notably biscuit cups. A. Heller is the head of the firm, which is now in its second year.

Charles Boeckh, of Boeckhs Limited, manufacturers of brushes, brooms, etc., died suddenly on Wednesday night, on the Granite Bowling Club's lawn, Toronto.

The Best Tea Blend

The Glasgow Grocers' Association is one of the largest and most influential grocers' associations in Great Britain, where the grocers' associations are a power in the trade.

The London, (Eng.) correspondent of The Tea and Coffee Trade Journal (The Blue Book of the Trade) said in the May number:

> "In a lecture delivered for the Grocers' Association at Glasgow, recently on "Tea" the lecturer, whose name I have forgotten at the moment, gave it as his verdict that of all sorts of blends and mixtures a blend of good Ceylon and Indian tea without any China included made the finest beverage. China tea had less tannin but also less theine than Indian tea and the best tea was that which contained the minimum of tannin and the maximum of theine. He therefore held that by infusing Indian tea a very few moments all the theine was retained, and very little of the tannin along with it."

Every grocer in Canada knows that Red Rose Tea is a blend of high quality Indian and Ceylon teas, and every grocer who makes Red Rose his leading package tea, and pushes it, knows by his increased trade and the increasing number of customers who are pleased with their tea, that Red Rose Tea makes "the finest beverage."

The remarkable success of Red Rose Tea is ample proof of the superiority of a blend of Indian with Ceylon teas.

Try Recommending **Red Rose Tea**

BRANCHES:
Toronto—3 Wellington East
Winnipeg—315 William Ave.

T. H. ESTABROOKS
ST. JOHN, N. B.

DO YOU WANT to buy or sell anything, to engage a clerk or secure a situation? Try a Condensed Ad. in The Canadian Grocer, it will bring results. Two cents per word for first insertion, one cent per word for each subsequent insertion. See page 20 for yearly rates

Elevated Storeroom Banishes Heavy Lifting

Modern Convenience Originated By An Essex County Grocer—Hoppers For Sugar Another Feature—Short Stairway To Cellar—Confectionery, Tobacco and Cigars Carried.

Some new ideas in store architecture have been hit upon by a retail grocery firm in Harrow, Essex County, Ontario, which are worthy of attention. The store is that of Clark & Co., and their plans were adopted only after careful consideration of the requirements and convenience of a modern grocery. The interior has been arranged with the idea of presenting their goods in the best possible manner but the feature of it is the convenienves provided.

Heavy lifting is practically unknown in the Clark store as will be observed from the plan illustrated on this page. The floor of the storehouse to the rear has been built four feet higher than the floor of the store proper. Four feet is just high enough to permit goods to be rolled off a wagon backed up to the rear. Sugar, salt, vinegar, coal oil, molasses, etc., are all brought in this way and easily placed in their special places.

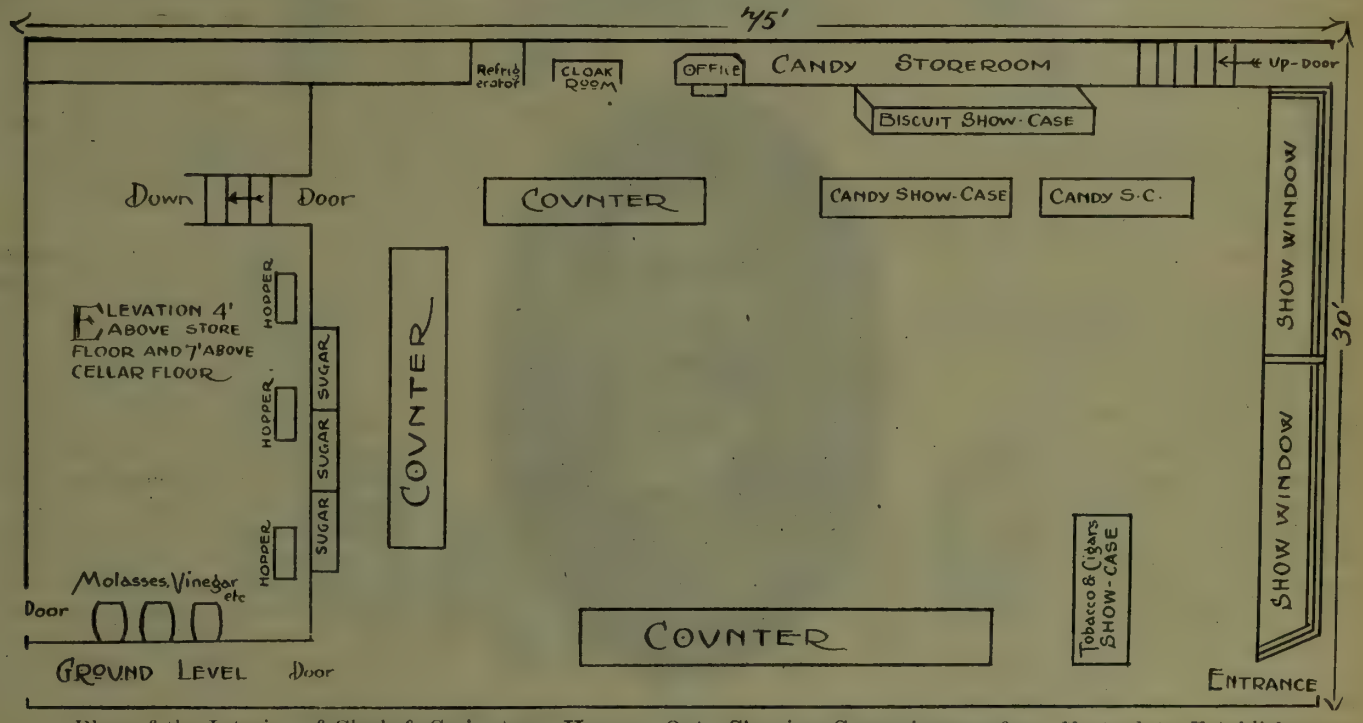
Hopper for Sugars.

Mr. Clark has laid his plans so well that not even sugar has to be handled. The illustration shows three hoppers in the storeroom, which are connected by pipes leading down into three bins in the store. As sugar is sold more comes down through the pipes and replenishes the bins.

This arrangement is considered by the proprietor as one of the most convenient in his store.

Molasses, vinegar and coal oil are handled with equal facility. The barrels are rolled in from the wagon and put in their respective places on the 4-foot elevation above the ground passage leading from the store to the door at the rear. They are arranged so that the taps can be easily turned by a person standing in the passage without mounting the elevation.

The cellar floor, being under the elevated storeroom, is only 3 feet below the store floor. The door leads down from the store so that only a drop of three feet has to be made. As the cellar is also used as a storeroom little energy is wasted in coming up such a short flight of stairs.



Plan of the Interior of Clark & Co.'s store, Harrow, Ont., Showing Conveniences of an Up-to-date Establishment.

Interior Equipment.

The Clark store is a model so far as equipment is concerned as storeroom conveiences.

Silent salesmen are used for tobacco and cigars and confectionery, in both of which a considerable business is done. A candy-storeroom is located beneath the stairway leading to the second storey. A partition the entire length of the building separates the stairway from the store. In this will be noticed the office in an archway with a desk in the centre. Further down is a cloak and wash room and next to it the refrigerator. The biscuit case is made of bevelled plate glass and displays the goods to the best advantage.

The show window extends along the entire front with the exception of the entrance door. Prisms are used to diffuse the light through the interior. The store front itself is of cement block and presents an attrative appearance.

The building is a three storey one, 75 feet by 30 feet in dimensions.

APPRECIATES THE PAMPHLET.

The Grocer is in receipt of the following letter from a wholesale firm referring to the pamphlets recently sent out to Canadian wholesalers regarding the Secret Commissions Act :

Editor Canadian Grocer,—We beg to acknowledge your letter of June 10th, subject : "The Secret Commissions Act," and have received under separate cover a number of copies of the pamphlet referred to, all of which we appreciate very much. We have given copies to all our travelers, and are distributing the extra copies among the trade. We feel that the trade, travelers, wholesalers, and retailers, should all be indebted to you for giving publicity to this new Criminal Act. While we think it is a matter that the Government should attend to, (as we do not think it right for a Government to pass criminal laws and then not let anybody know what those laws are) you are to be commended for taking this matter up so that merchants and salesmen generally will be familiar with the new regulation.

CIDER THAT WAS PURE.

Some time ago a despatch from Ottawa was received by The Grocer dealing in a general way with the report issued by the Government analyst on the cider industry. This pointed out that generally speaking the industry was not in a healthy condition so far as quality was concerned. The Annapolis Valley Cider Co., of Bridgetown, N.S., writes requesting The Grocer to quote from the government report on their special brand believing that what was published had been an injustice to them. The analyst's report shows that their cider was the pure product and this the Grocer is pleased to state.

Retail Merchants Adopt Many New Resolutions

Annual Convention of Ontario Board at Brockville—Secret Commissions' Act Endorsed—Government's Action Re School Book Contract Not Relished—Co-operative Stores and Peddling Acts Discussed—Next Convention at Kingston.

Brockville June 21—The Ontario Provincial Board of the Retail Merchants' Association of Canada held its tenth Annual convention here last Wednesday and Thursday. President B. W. Ziemann, of Preston, occupied the chair. On motion of A. Anderson, Toronto, the rules of the constitution were suspended and J. A. Beaudry and J. G. Watson, Montreal, were admitted to act as ex-officio members on the several committees. The Secretary then read communications from a number of delegates regretting their inability to be present.

The Kingston delegates at once made a bid to have the convention held in the Limestone City next year. As the delegates had not all arrived the motion was withdrawn and the matter referred to a later date of the session. After the different committees were appointed and the usual greetings extended the meeting adjourned to meet at 8 o'clock in the evening.

At 8 o'clock, the president took the chair and invited Mayor Kyle to the platform. His Worship addressed the convention as follows:—

Mr. President and Gentlemen:

The citizens of Brockville have been looking forward to this meeting with interest for some months and as their representative, I appear on their behalf and in their name to bid you welcome. This meeting of the representatives of the retail trade brings together a number of men who are in close touch with the growing population of Canada, and produces an exchange of thought and knowledge on many questions, and is calculated to promote harmony and co-operation. It is only by the development of this spirit that Canada can be made great, prosperous and happy, and the difficult problems of the future rightly solved. We feel that the holding of this meeting here, confers an honor on Brockville. This we fully appreciate and in return extend our good wishes and hospitality. We trust that this association may increase in usefulness and in its influence for good.

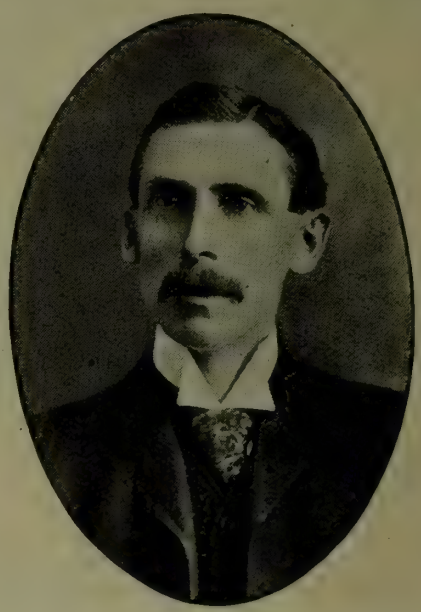
Chas. Geen, of Belleville, made a suitable reply.

P. McLaren, President of the Board of Trade, in part said that he considered it an honor to address the delegates from the different parts of the province who were there to consider with each other trade problems for the betterment of the trade and the public in general. He hoped that their deliberations would create greater enthusiasm among the merchants all over the province.

"No doubt before you leave," he said "We shall get some good from you, and you may also take something away from here which will be of value to you. In meeting together with the aims and objects you have in view, must help to encourage one another, and you will go back to your homes better and stronger men to fill the various positions you occupy in life. I extend to you again a hearty welcome."

Mr. Steacy, Kingston, responded and referred to the strength merchants have by united effort, for good.

The President in an address referred to the important work of the association.



W. H. KYLE, MAYOR OF BROCKVILLE.

Who Welcomed the Visitors to the Retail Merchants' Convention.

Those who study trade conditions must see from day to day the absolute necessity of being united, in order to retain in tact the commercial system which alone can give the needed service to the entire community.

He regretted the fact that too many retail men do not look beyond their own self-interests and therefore do not understand the dangers which are threatening business.

"If all understood it as some of us do, we could not get a hall large enough to hold our convention."

Mr. Watson, of Montreal, President of the Dominion Board of the Association, spoke encouragingly of the work, and referred to some of the results which had been accomplished. He stated that in Montreal the retail merchants through the Association—the grocers' section alone—saved over $25,000.00 and in the City of Quebec about $15,000.00 in rebates after they had been overcharged.

Besides this, they had also caused the peddling license to be raised to $200.00 in Montreal city and to $100.00 in the country.

Endorses Secret Commissions' Act.

J. A. Beaudry, Montreal, the Dominion treasurer, gave his endorsation of the recently passed Secret Commissions' Act which was made public among the trade for the first time by The Canadian Grocer and which makes it a criminal offence for any employee, traveler or agent to give a secret rebate or bribe to obtain the business of any purchaser.

He had confidence in the working together of all classes of retail merchants under one association and in which each section of the trade hold their own meetings and yet have united support.

The reports of the committees resulted in the adoption of the following resolution:

That the month of June is the most suitable to hold the convention, and that no change be made.

That it is unfair to the retailer to be charged cartage at both ends of shipments of goods, and a committee be appointed to look into the matter.

That the constitution and by-laws be amended so as to give power to any branch to arrange the membership fees according to their needs.

That the action of the Government in awarding the contract for publishing the school books to the T. Eaton Co., which in our opinion was secured for advertising purposes, is in our opinion to be deplored, therefore we as fair dealing merchants strongly condemn such action and recommend that a strong committee be appointed to interview the Government on the matter.

That whenever a commission of enquiry to report on any question, is appointed, the government should make the selections from practical men rather than political favorites.

That the Criminal Act should be so amended, that when a prosecution takes place under the name of a trade mark, the said infringement shall be punishable the same as though it was recorded by the firm.

That inasmuch as the Dominion Government have deemed it wise to create a department of labor and have appointed a minister of labor, we therefore urge very vigorously upon the government the necessity of appointing a Board of Commerce similar to that of the Board of Railway Commissioners.

That we protest against the manner in which the Embalmers Bill was

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ROYAL



BAKING POWDER

Absolutely Pure.

No Grocer can afford to be without a full stock of ROYAL BAKING POWDER

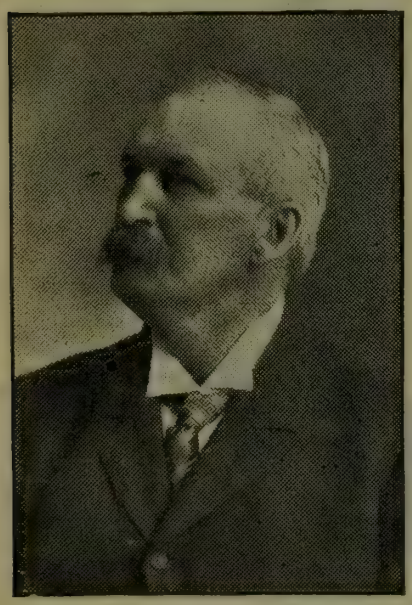
THERE IS NO SUBSTITUTE

thrown out by the Ontario Government, and that it should be brought to their notice again with a strong request to have it passed.

That we place ourselves on record as being strongly opposed to any combination of merchants who unite together in such a manner as to take away from one another the right of individual action.

That the time has come when Ontario should be divided into various districts, and capable men be placed in each district to look after our organization work.

That inasmuch as the trade in smaller cities and towns is suffering through the encroachments of department stores and that the wholesale trade as well is injured, we therefore authorize our executive officials to take such action with the wholesale men and manufacturers to control the said evil as may be deemed proper.



SENATOR DAN DERBYSHIRE,

A Loyal Brockville Business Man Who Was Present at the Convention.

That inasmuch as we have repeatedly called the attention of the Ontario Government to the present unsatisfactory condition of the Peddlers and Transient Traders' Act, and they have made no effort to improve the same, that we make a vigorous protest against the present Act, and press for a change.

That we again urge upon the Dominion Government the necessity of amending the criminal code so as to give us the same rights and privileges now enjoyed by the working men.

That this association strongly supports the idea of all retail merchants being united in one association in order to be better prepared to defend the entire retail trade against unhealthy encroachments, and while we have no objections for any trade lines to have separate organization, we certainly think they are not, on that account, justified to withhold their support from the general association.

That in order to create greater interest in the work, we strongly recommend that all branches should send delegates to the annual convention and provide funds for their expenses.

That the convention places itself on record as being strongly in favor of the Act which has been recently passed by the Dominion Government, which makes the acceptance of a bribe or secret rebate a criminal offence and that a copy of this resolution favoring the Act be forwarded to the Premier, Sir Wilfrid Laurier.

Secretary's Report.

Secretary E. M. Trowern's report dealt with the importance of the work, and also with what had been accomplished. Among other things the defeat of the co-operative Bill stood out as a victory gained of immeasureable value to the trade. Had this not been accomplished it is altogether likely that promoters would be in almost every town disturbing the trade, causing discontent through false representations and organizing co-operative stores.

While its defeat was accomplished he thought it might be stated that there was too much in the scheme for promoters to drop it at the first defeat, and that it required the constant vigilance of the retail merchants to guard against such deceptive methods to interfere with legitimate trade.

This year, after failing in Ottawa last year, the same men had tried to rush practically the same bill through the Ontario Legislature during the last three days of its session. This came to the ears of the secretary on a Friday and before the bill came up for its third reading the following Tuesday, every member in the house was flooded with telegrams from members in answer to the notice sent out from the secretary's office. The bill was so completely changed said the report, that practically nothing was left to mean anything.

"It should be remembered," went on the report, "by every retailer that the Retail Merchants' Association of Canada is looking after his interests and no one, no business man, should expect this without contributing his small share to keep up this work."

The treasurer's report showed that owing through an insufficient staff of organizers and collectors, or for want of a better system of collecting, the funds on hand were not sufficient to meet all the expenses which were necessary in connection with the work. To overcome this, and put the association on a good financial footing a finance committee was appointed to devise ways and means for this year's work. A practical plan is expected to be soon laid before the members and retailers in general which will appeal to them all as fair and to which every retailer will respond.

A friendly but determined fight between the Kingston and Peterborough delegates for next year's convention resulted in favor of Kingston.

The election of officers then took place which resulted as follows:—

President, B. W. Ziemann, tailor, re-elected, Preston; 1st Vice C. W. Kelly, musical instruments, Guelph; 2nd Vice-President, A. M. Patterson, dry goods merchant, Brockville; Treasurer, M. Moyer, Toronto; Secretary, E. M. Trowern, Toronto; Auditor, R. W. Dockery, milk dealer, Toronto.

Delegates to the Dominion Board, B. W. Ziemann, A. L. Geen, A. M. Patterson, M. Moyer and E. M. Trowern.

A Pleasant Outing.

The delegates were much pleased with the manner in which the members of the Brockville branch entertained the visiting delegates. A trip in carriages to the principal buildings of the town was provided and then the never-to-be-forgotten



B. W. ZIEMANN, PRESTON, ONT.
Re-elected President of the Association.

voyage on the magnificent little "Magedoma," through the world-famed Thousand Islands. This yacht is owned by Mrs. (Senator) Fulford, and she kindly placed it at the disposal of the convention.

The Kingston delegates assured the members that they will do their best to equal, if not outdo, the Brockville merchants next year, and they ask the retail merchants all over the province to begin to prepare now, and make Kingston the largest convention of merchants ever held in the province.

GENERAL DELIVERY.

The grocers of Kincardine, Ont., are making arrangements for a general grocery delivery system. Deliveries will be made at stated hours, similar to what is being done in St. Mary's, Ont.

The Crop Value of the West is Estimated at $119,000,000

This is according to the Dominion census estimate of 1908. Manufacturers and Shippers of Eastern Canada and Great Britain: Have you stopped to think just what this ought to mean to you?

Are you reaping your share of this great harvest? We make it our business of introducing products of all kinds throughout the wide West.

Every manufacturer desires to extend his market—to more diversely distribute his goods. Our mission is to help him.

We have track warehouses at the three chief centres—Winnipeg, Calgary and Edmonton. We know the West.

LET US BE THE MEDIUM FOR NEW BUSINESS FOR YOU

NICHOLSON & BAIN

Wholesale Commission Merchants and Brokers

Calgary **Winnipeg** **Edmonton**

Storage for all classes of Merchandise. Also Cars distributed at Calgary, Winnipeg and Edmonton.

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128 William Street NEW YORK CITY

Direct Importers of

VANILLA BEANS
TONKA BEANS
GUM TRAGACANTH
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Winnipeg Representative,

W. H. Escott

Wholesale Grocery Broker

141 Bannatyne Ave., East

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123 Bannatyne Avenue East WINNIPEG, MAN.

Warehousemen, Forwarding Agents and Wholesale Brokers

We make a specialty of distributing car lots. Goods stored at reasonable prices. Our facilities are unequalled. Warehouse situated in the wholesale district. Consign your cars to us, and we will look after everything. This is our business, having been established for years. If interested, we will gladly furnish you with a list of satisfied customers.

Reference—Bank of Ottawa, Winnipeg

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COUNTER CHECK BOOKS

The CARTER-CRUME COMPANY, Ltd

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A Cure for Lard Worries

No waste, taste or smell with "Easifirst" Compound, a triple crown of quality.

You wouldn't be surprised if you saw the factory behind it and knew the years spent in perfecting it.

LET US SHOW YOU.

"Made under Government Inspection"

GUNNS LIMITED

West Toronto, Ontario

HAMS AND BACON

are cheaper than any other meat foods offered in to-day's markets. Beef is very scarce, and is going to be higher. The Boneless Bacon which we are curing to-day is reasonable in price, taking into consideration the very high value of all food products. There is absolutety no waste, and it forms one of the most economical and nutritious foods that you can offer your customer or use yourself.

MADE UNDER GOVERNMENT INSPECTION.

F. W. Fearman Co.

LIMITED

HAMILTON

Every



Man, Woman and Child in Canada

Knows

REINDEER

It stands for the Purest, Richest Condensed Milk.

It carries the most Businesslike and attractive proposition.

It will pay you to get it.

The Truro Condensed Milk Co., Ltd., Truro, N.S.

YOU ARE NOT

Gambling

When you order our

Hams

Rolls

Backs

Breakfast Bacon

They bring repeat orders

The Wm. Ryan Co.

LIMITED

70-72 Front St. East Toronto

Produce and Provision Situation of the World

Hog Situation Still Acute and Prices are Firmer — A Poor Time for Farmers to Kill Their Own Hogs—Hot Weather Deteriorates Eggs Not in Cold Storage.

Although the price of dressed hogs is still quoted, there should be no dressed hogs offered by the farmers. To keep the reputation of our cured meats, hogs must be handled scientifically. During this hot weather farmers have no means of cooling, and the animal heat remains in the meat, and at once has an injurious effect. For this reason all hogs should be sold alive and killed at the properly equipped packing houses where they are thoroughly cooled before they are put through the curing process. It is the advent of the cooling and freezing facilities with which the packing houses are equipped, which makes it possible to handle hogs during the heat of the summer months. For the splendid facilities provided by the dealers, for taking care of all kinds of farm products, they deserve great credit, which is insufficiently appreciated by the farmers who derive the most benefit through them.

Both butter and eggs are at once placed in the different departments of the cold storage room where they are kept at the proper temperatures in perfect safety. All the eggs before they go into cold storage are carefully candled, and only those which are perfect are allowed to go in. Of the balance some go for cooking purposes and altogether too large a percentage has to go to the "dumps." Here is a matter that should be looked after. Farmers have no more right to sell rotten eggs than any one has a right to adulterate goods and it might be a good idea to have such action come under the Adulteration Act and punished accordingly.

MONTREAL.

PROVISIONS—Pure lard is in very good demand, but is quite scarce, and prices are noticeably firm. Owing to the scarcity of hogs all the manufactured products of this animal are scarce and high. Owing to the approach of the summer season demand for all kinds of smoked meats is most satisfactory.

Compound Lard—	
Tierces, 375 lbs.	0 10½
Parchment lined boxes, 50 lbs.	0 11½
Tubs, 50 lbs.	0 10¾
Wood pails, 20 lbs. net	0 11
Tin pails, in cases	0 10¾
Heavy short cut pork, in bbls	25 00
Selected heavy clear fat back pork	26 5
Very heavy clear pork	25 00
Plate beef, 100 lb bbls	8 00
" 200 "	15 50
" 300 "	22 50 23 00
Pure lard—	
Tierces, 375 lbs.	0 14½
Boxes, 50 lbs., grained	0 15
Tubs 50 lbs. "	0 14¾
Pails, wood, 20 lbs., parchment lined	0 15
Tin pails, 20 lbs., gross	0 14¾
Cases, tins, 10 lbs. each	0 15½
" " 5 "	0 15½
" " 3 "	0 15½
Br. bacon	0 16½
Windsor bacon	0 17½
Roll bacon	0 15½
Prime hams	0 16

BUTTER—Receipts of late have been very heavy, no less than 2,100 packages being received on one market last week, Cowansville. All this butter is being absorbed, most of it going into cold storage for present prices are too high for export trade. The fact that all butter has been taken up has resulted in the market ruling firm right along. It will be seen that quotations are higher this week.

Creamery, solids, lb	0 23½
Creamery prints	0 24
Dairy, tubs, lb	0 17 0 18

CHEESE—Considerable fluctuations in the market have not resulted in any noticeable change in quotations. A fair business is reported.

New cheese, large	0 12½ 0 12¾
" twins	0 12¾ 0 13
Old cheese, large	0 15½ 0 16
" twins	0 15½ 0 16
" small	0 15½ 0 16

EGGS—Owing to deterioration in the quality of the eggs arriving, a weakness in the market has developed. Prices are a shade easier, as will be noticed. Sales are not large, demand being but for immediate requirements.

New laids	0 18½ 0 19
No. 2	0 15 0 16

HONEY—Nominal prices continue to rule. Few sales are reported.

White clover comb honey	0 13 0 15
Buckwheat, extracted	0 08 0 09
Clover, strained, bulk, 30 lb. tins	0 10 0 11

TORONTO.

PROVISIONS—Last week it was mentioned that the slight drop in hogs two weeks ago had recovered, but this week, the price soared again higher than the highest point yet reached. Hogs are now selling f.o.b. at country points at $7.90 per hundred live weight. While dressed hogs are quoted at $11 to $11.25, very few farmers will get this on account of the condition they are in when they arrive.

Long clear bacon, per lb	0 13 0 13½
Smoked breakfast bacon, per lb	0 15½ 0 16
Roll bacon, per lb	0 12½ 0 13
Light hams, per lb	0 15 0 15½
Medium hams, per lb	0 15 0 15½
Large hams, per lb	0 13 0 13½
Shoulder hams, per lb	0 11 0 11½
Backs, plain, per lb	0 17 0 17½
" pea meal	0 17½ 0 18
Heavy mess pork, per bbl	21 00 21 50
Short cut, per bbl	24 50 25 00
Lard, tierces, per lb	0 13¾
" tubs "	0 14½
" pails "	0 14
" compounds, per lb	0 08½ 0 11
Dressed hogs	11 00
Live hogs, f.o.b	7 90

BUTTER—The receipts of butter are heavy, and the quality is fairly good. Very little of the old-fashioned tubs, pails, crocks, etc., is seen on the market now. All, or nearly all, arrive in 1-lb. prints nicely wrapped in parchment paper.

	Per lb.
Fresh creamery print	0 21 0 22
Farmers' separator butter	0 19 0 20
Dairy prints, choice	0 17 0 18
Tub butter	0 17
Baking butter	0 13 0 15

CHEESE—There is an easier feeling in the cheese market, but very little of June cheese is ready to move. Pasture is very good and the quantity compares well with other years.

Cheese, large, prime	0 14
" twins	0 14¼
" new	0 12¼ 0 12½

POULTRY—The receipts are increasing from week to week and in consequence prices are gradually getting lower. Spring chickens of from 1½ to 2 lbs. each are in good supply and are selling at 30c a lb. dressed. Ordinary poultry is all several cents cheaper.

Early spring chicken, alive, per lb	0 30
Young chicken, dressed, per lb	0 14
Hens, per lb. dressed	0 10
Turkeys, per lb., large	0 15 0 16
Spring ducks	0 20

EGGS—There is considerable complaint about the large shrinkage through bad eggs. The loss of this at present is principally borne by the dealers, but in all fairness it should fall on those who are either careless or dishonest.

Fresh eggs	0 20

SIBERIA BUTTER CROWDING ON ENGLISH MARKET.

From time to time, The Grocer has pointed out the necessity of keeping a sharp eye on Siberia, because it has been shown that she is more than likely to prove the most formidable competitor which Canada will have in the European markets. Recent cables from London state that the Siberian new make arriving there, is excellent in quality. This is due to the introduction of Western machinery and methods.

Those who have visited the dairying districts of Siberia, state that there is a spirit of enterprise noticeable which does not characterize other parts of the Russian Empire. Siberia's vast steppes inspire in people that same indefinable something, which savours of largeness and progress, as do the rolling prairies of our own West.

Possibilities of the West.

The Department of Trade and Commerce has an article in a recent issue of the Weekly Report dealing with the Siberian butter idustry and the possibilities of the country lying around Edmonton for the same purpose. The article is comparative, and the result of this comparison is favorable to Canada, it is stated on account of an advantage of latitude.

This, however, is an unsafe assumption. Two countries may be in the same latitude and their climates as different as though hundreds of miles separated these lines. Countries are the victims of environment not of latitudes.

Supplying Great Britain.

"The Russian peasant, from Siberia, is beginning to supply the market of Great Britain with dairy produce. His advent upon the market has been comparatively recent, yet the statistics showing his progress will be material for the consideration of those interested in the Canadian west. The information is taken from a lengthy report by H. Cooke, special commissioner for the British Board of Trade in 1905, supplemented by later figures.

"The butter-making industry of Western Siberia is one of the first direct results of the construction of the railway, and from the point of view of the general well being of the peasant population, the most promising outcome of the changed conditions now prevailing. It is at present the main resource of the inhabitants of the entire region.

"The progress made has indeed been wonderful. Previous to 1893 no butter

was produced in Siberia for export abroad. The first to engage in butter-making under modern methods was an English woman, married to a Russian, whose dairy farm at Chernaia, Reitchka, in the district of Tiumen, was in 1885, the only one in Siberia, and is still a well known model of its kind. The initial difficulties encountered, she told me, were extremely depressing. No experienced hands were to be found, the peasants did not understand that cows had to be properly fed or attended to, the distances were enormous and communications were non-existent or primitive, while the people in general, with the exception of the few who could afford to order supplies by the then communications from Moscow, had but faint ideas as to the difference between cheese and butter, and how they were to be eaten. The first separator—the first in Siberia—was purchased in 1887 from Sweden. Common peasant cows, small and yielding little milk, were utilized at first, and the breed gradually improved by the introduction of Simmental cattle. The farm now has 180 head of its own rearing.

"In 1893, Mr. Wolkoff, a Russian, opened near Kourgan the first dairy producing butter for export beyond the Urals. Some 400 pouds (14,400 pounds) were exported in 1894.

"Fifteen years have passed since the establishment of the first dairy in Siberia, and butter-making has become the staple industry of the country as regards national trade and home resource. Indeed the peasants believe that were it not for the dairy they would have perished in the recent hard times. In 1903 over 2,000 dairies were scattered through Western Siberia, exporting 2,185,000 pouds, or 78,994,720 pounds.

Why Not In Canada?

Turning, therefore, to Canada the inference must be apparent. If such developments have been achieved in Siberia, much more then should the resources of the Canadian Northwest, as yet scarcely realized, be productive of surpassing results. That both districts are in the same latitude does not in itself ensure identical climatic conditions. Latitude, as was shown before a private committee of the House last year, does not govern climate. Evidence was laid before the members of this committee, inquiring into the agricultural possibilities of the north, indicating conclusively that vegetables have been grown within fourteen miles of the Arctic circle, that wheat has been harvested just short of latitude 62, averaging 64 pounds to the bushel, and at Fort Vermilion was a flour mill, electrically equipped turning out 35 barrels per day. Numerous other statements were presented to corroborat that there was a vast area extending north suitable for cultivation. The winters may be colder, but the summers, shorter though they may be, from June 1 to August 20, have the same temperature as Ottawa. And as has been pithily remarked 'Things don't grow in winter.' The mere fact that in the northern part of Siberia are towns of 1,000 and more, indicate that some industry must be carried on to support them. As regards dairying there is no question that in the north are grasses of the greatest possible value for cattle grazing, far surpassing those of the Northwest.

"The first dairy for the manufacture of butter for export abroad was opened in 1893. By 1902 the number of Siberian dairies amounted to over 2,000. They are termed in Russian "zavodi," or "works." They have, indeed, little in common with the ordinary conception of the word dairy, or of its accompaniments and surroundings, as understood in western Europe. Hurried up and hastily equipped in the first flush of the movement, both suitable and unsuitable tenements were adapted to the purpose, with a total lack of technical knowledge and experience on the part of the villagers, and it is only lately that the stress of competition, backed by the endeavors of the authorities and the special instructors, has begun to work some improvement in the general conditions of production. The dairies in general are either the property of individual owners or of two or three combined, who buy milk from the peasants around, or else they belong either to artels or to entire village societies, both of which supply the milk from their own cows. The artelni dairy is defined as 'one created by several peasants who distribute the proceeds in proportion to the amount of milk provided.'

Co-operation Will Follow.

A movement, encouraged by the authorities, has gradually established co-operative dairies, for villages or entire hamlets throughout. In the Kourgan region almost the entire production of butter is now in the hands of co-operative dairies. It would seem more than probable that the whole Siberian butter industry will eventually assume this village co-operative form of production.

Competition To Be Overcome.

It will be observed from this report, that these people have injected into this industry those essentials which mean a far reaching success, and Canada will have to awaken to the dangers of Siberian competition. While the advantages of a stable government and the security to trade which this insures are favorable to Canada, it must not be forgotten that the cost of labor in Siberia is infinitely less than in Canada. This is a great advantage for Siberia which Canada will be obliged to overcome.

Footnote.—A poud equals roughly about 36 English pounds.

Don't overlook new customers. Under no circumstances should you lose a customer through any fault of yours. If you don't get to meet the new customers when they come in your store, acknowledge their patronage with a nice letter of thanks.

BASKETS

You can make money as well as oblige your customers if you handle our

Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

The Oakville Basket Co.,
OAKVILLE, ONT.

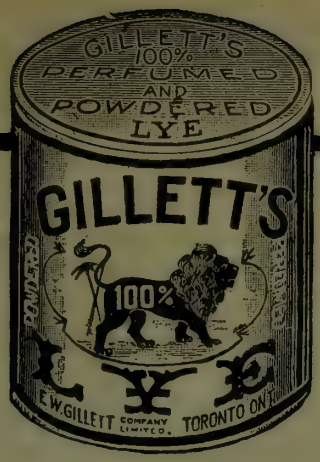
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Car Lots of Fine, Medium or Coarse, in Barrels, Sacks or Bulk.
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It cleanses whether the dirt is visible or invisible.

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has been the Standard for over 50 years, and millions of people use it every day. Why experiment with substitutes?

Handle the brand with the established demand! Useful for 500 purposes.

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GILLETT'S CHEMICAL WORKS ESTABLISHED 1852.

Clark's Pork and Beans

The grocery trade know that the greatly increased cost of beans compels an increase all round in the cost of pork and beans.

They know further that

CLARK'S
Pork and Beans

to keep up the standard of high efficiency they have reached must cost them more.

The public will gladly pay the slightly increased cost, understanding the reason and knowing that CLARK'S means **all that is good** and **all that is possible** in Pork and Beans.

Wm. Clark, Montreal

Manufacturer of

HIGH-GRADE FOOD SPECIALTIES.



MEN WHO SELL THINGS

By

WALTER D. MOODY

¶ Mr. Moody analyzes the science of his profession with precision.

¶ He indicates the weak points which the salesman is heir to.

¶ He sugges's ways to overcome them.

¶ He shows how to cultivate the essential qualities of a salesman.

¶ His title to proficiency in this subject is backed by an abundance of native business acumen, ripened by Twenty years of observation and experience as Travelling Salesman, European Buyer, Sales Manager and Employer.

¶ He has recently been made Business Manager of the Chicago Chamber of Commerce; the largest body of business men in the world.

¶ While the supply lasts we will mail a cloth bound copy of "Men Who Sell Things" to anyone sending us one new paid-in-advance subscription to this paper.

¶ This is not a premium offer, but a commision for getting a new subscriber apart from your own subscription.

THE MacLEAN PUBLISHING CO.
Subscription Department
TORONTO - CANADA

EARLIER INFORMATION.

Trade and Commerce Department Making New Arrangements For Publication of Reports.

A statement has been issued by the Deppartment of Trade and Commerce to the effect that statistics, weekly reports, etc., will be issued earlier for the benefit of business men. The statement is as follows:

The Department of Trade and Commerce believes that the value of trade statistics lies mainly in the rapidity with which they are made available to the general public. For several years past every effort has been made to reduce the time required for publishing the reports issued by this department. So far as the Weekly Report is concerned, this report now is laid regularly on the desk of every business man who desires it from Victoria to Halifax within 12 to 14 days of the date the Trade Commissioner's report is received at the Department. No further improvement over this can reasonably be expected.

With respect to the Annual Report, every possible improvement has been adopted with the same end in view, but while the time has been considerably reduced it is still several months after the close of the fiscal year before the annual is finally published. The Department therefore has decided upon a very radical move. Commencing with the Annual Report for the fiscal year ended March 31st, 1909, the report will be issued in seven parts.

In this way the more important features of the trade statistics of Canada will not have to be held back until the completion of other statistics, which, while important for the purpose of record, are not of very general importance to the practical business man. In this way the Department hopes to present the principal details of the trade of Canada in three months' shorter time.

The new system has other advantages. It enhances the value of the statistics thereby increasing the usefulness of the Department. In publishing the report in several parts the Department will be able to forward a correspondent only that part in which he is especially interested instead of sending a book weighing more than 3 pounds, containing a mass of other statistics in which he has perhaps absolutely no interest. Again, the cost of production will be materially decreased as very small editions of the less important parts need be published to meet the demand.

ANNUAL OUTING OF SNACK CLUB

Great preparations for the event to take place at Erin on July 30th and 31st.

With all the pleasure that accompanies the anticipation of the best holidays of the year, the drummers are looking forward to the great and only Drummers' Snack Club concert and field day of 1909. These events are scheduled to take place this year at Erin, Ont., on July 30th and 31st and elaborate are these preparations under way.

"We expect to have anywhere from 2,000 to 5,000 people there," remarked R. M. Asher the president, "and the event will be the best on record."

The concert will come off on Friday night and while this is a treat seldom equalled in any theatre even in the larger cities, the real fun begins on Saturday morning. There will be the annual ball game between the Hamilton and Toronto drummers for the P. W. Ellis cup. Then there will be the indoor-outdoor games and in the afternoon the exciting horse races. The snack will be held at Stanley Park.

Erin has been selected only after a good deal of consideration and it is represented as one of western Ontario's best beauty spots. Mr. Asher, who, by the way, is the youngest president the club has ever had, has everything in working order and committees have all been appointed. Robt. Algie is the general secretary. M. R. Hill, of Hamilton, the vice-president, J. Wildfong, the Toronto secretary and Geo. Smye, the Hamilton secretary.

For 18 years the outing has been held and strange to say there has never been a rainy day. The Club, of course, hope for and expect similar ideal weather conditions as in days gone by.

EPPS'S GRATEFUL AND COMFORTING

IN ¼-LB. LABELLED TINS. 14-LB. BOXES

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NUTRITIOUS AND ECONOMICAL **COCOA**

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Having been identified with Sugar for the past thirty years, and being in constant touch with all sections of this country and foreign markets, we are in the best possible position to keep you posted by mail and wire of any actual or contemplated changes and general gossip of the markets. Some of the largest concerns are subscribers, and we should like to place our proposition before you. For further information write

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Clean and White

Quebec's leading Flour and Grain House.

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This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guaranteed SUCHARD'S cocoa against all other makes Delicious in flavor; prices just right

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Macaroni, Vermicelli, etc.

Strictly French Manufacture Guaranteed

Manufactued at

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SALT MANUFACTURERS

Granted the highest awards in competition with other makes.

WINGHAM ESTABLISHED 1871

WHITE DOVE

BRAND



Almond Paste



Cocoanut

SATISFIES EVERYBODY

W. P. DOWNEY

MONTREAL

The Quality of Christie's Biscuits and what it means to you—

IN buying goods there are three cardinal points that you consider carefully. They are:

1. How quickly can I turn these goods over and get my money out of them?

2. Are they the best that I can buy?

3. Do I get a fair margin of profit?

The merit of the goods very properly takes precedence over the matter of price, although, of course, the latter is important.

However, quality has more to do with profits than some merchants think.

Fundimentally, quality determines the success of any article, just as the success of every merchant depends upon the quality of the goods he handles.

Christie's Biscuits measure up to the very highest quality standard. There is no acceptable substitute for them on the market. Therefore, Christie's Biscuits are as staple as sugar and salt in the grocery stores that cater to particular trade.

The thousands of merchants, from ocean to ocean, who push Christie's in preference to all other brands of biscuits have come to realize, through experience, just what Christie Quality means to them.

These merchants have proved that Christie's give them a larger turn-over, and greater aggregate profit in their biscuit departments; also that they build up the paying trade and hold it.

They have proved, too, that Christie's Biscuits sell more than biscuits.

Christie, Brown & Co., Limited

DAILY CAPACITY 30,000 LBS.



Dignard Limited

BISCUIT MANUFACTURERS

MONTREAL

"LUCERNA"

IMPORTED

Swiss Milk Chocolates

will surely please your customers.

To buying agents for certain districts special terms are offered.

Write us for samples prices, etc.

LUCERNA ANGLO SWISS MILK CHOCOLATE CO.

214 Princess Street, - - Winnipeg

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MILK AND NUT CHOCOLATE, TABLETS, AND CROQUETTES

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SWITZERLAND

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MONTREAL

Both the Name and the Design of

Cowan's

Maple Buds

are patented and registered.

The great popularity of this superior confection has brought out imitators.

We wish to warn the trade that all infringers of our patent and registered rights will be prosecuted.

The Cowan Co., Ltd.

Toronto, Canada



SOFT MINTS—5o. boxes.

ACME PELLETS—5-lb. tins.

M. & R. WAFERS—5o. bags.

and a complete line of **LOZENGES, ETC.**

Hard and Soft Licorice Specialties

Appropriate for the confectionery, grocery and drug trades.

Price Lists and Illustrated Catalogue on request.

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POWDERED GEATLINE

is a perfectly pure Gelatine in powder form, ready for immediate use, without soaking.

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Gelatine and Liquorice

LOZENGES

Should be in your confectionery department.

G. NELSON, DALE & CO., Ltd.

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MOTT'S: No better Chocolate

All the year round

Mott's

"Diamond" and "Elite"

brands of

Chocolate

are the grocer's most ready sellers. Uniform quality and absolute purity have made this possible.

EVERY JOBBER SELLS THEM

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Flour, Cereals and Confectionery Department

No Material Changes in Prices Since Last Week—Wheat and Oat Markets Carefully Watched by Millers — Cereal Goods Should be Kept Free From Vermin.

This is the time of the year when a good many articles kept in a grocery require special care and attention. Among those are flour and cereals of all kinds. Nothing is more disgusting than to find vermin in these goods when they are opened to be used and nothing is surer to drive a customer to another store. Even if the packages are sealed and free from insects they become stale during the hot weather. Very often customers break away from using certain cereals and imagine that they get tired of them when, the fact is, that the goods are stale, and not palatable.

It never pays to sell stale goods and in order to avoid loss, the best thing to do is to clean out everything you have on hand and then buy from week to week what you require. To buy perishable goods right is very often the secret of success.

Sometimes you find grocers who have nothing attractive about them, but they do a good business and the secret is, they know how to buy. Every grocer should understand how to make himself agreeable to his customers. But it does not matter how amiable he can be, if he does not know how to buy and how to keep his stock to enable him to give the best goods to his customers he will not succeed.

Take a look at your cereals. See what you have in stock and in what condition they are, and if they are not in a perfect condition feed them to the delivery horse and start afresh.

MONTREAL.

FLOUR—Advanced figures which some parties were asking last week were found to be so high that buyers would not come into the market, so this week old prices prevail, but business has not improved materially. Of export trade there is practically nil. Millers believe that present prices will hold, without doubt, as stocks of flour are not large and the world's supply of wheat is not great. Even after the new wheat is milled there will be the usual demand of certain proportion for flour milled from the old wheat, so firmness is very likely to characterize the market for some time.

Winter wheat patents	6 80	6 85
Straight rollers	6 50	6 60
Extra	6 00	6 10
Royal Household	....	6 30
Glenora	....	5 80
Manitoba spring wheat patents	....	6 30
" strong bakers	....	5 80
Five Roses	....	6 30
Harvest Queen	....	5 80

ROLLED OATS—Slight weakness in the oats market was followed by a rally so the temporary drop in prices did not cause any change in the quotations on the manufactured product. Sales are small and scattered.

Fine oatmeal, bags	....	3 15
Standard oatmeal, bags	....	3 15
Granulated " "	....	3 15
Golddust cornmeal, 98-lb. bags	....	2 10
Bolted cornmeal, 100-bags	....	1 85
White cornmeal	2 00	2 05
Rolled oats, bags	....	2 90
" "	....	6 05

FEED—Old prices continue to rule in this market. Little business is being done at present.

Ontario bran	....	22 00
Manitoba shorts	....	24 00
" bran	....	23 00
Mouillie, milled	....	28 00
" straight grained	....	32 00
Feed flour	1 55	1 85

TORONTO.

FLOUR—The general opinion of the best authorities on the grain situation is that the highest prices have been reached. Wheat is firm at $1.40 and oats 62c. per bushel. Millers buy cautiously and only what they must have to keep their customers supplied. All are watching the new crop, and even the change of the wind seems to cause the market to flutter. The prospects are all that could be wished for, and on account of the high prices new wheat will be rushed out as soon as possible. Some predict that new wheat will be on the market this year during the last days of July. Oats seem to be cornered but to hold too long is dangerous, so that quantities may soon be put on the market which may have the effect of lowering the prices. Winnipeg is to-day 3 cents up, but it may be down to-morrow. On the whole there is no change since last week.

Manitoba Wheat.

1st Patent	6 20	6 40
2nd Patent	5 90	6 10
Strong bakers	5 70	5 90

Winter Wheat.

Straight roller	....	6 20
Patents	....	6 40
Blended	....	6 00

CEREALS—In the summer time grocers principally handle package goods, and as they have, in spite of the high prices of wheat and oats, been kept at the same old prices they are not likely to make a change in view of the excellent crops in sight.

Rolled wheat, car load	....	3 50
" oats "	....	2 75
Oatmeal, car load	....	3 00
Rolled wheat in barrels, 100 lbs.	....	3 70
" oats in bags, per bag 90 lbs.	....	2 90
Oatmeal, standard and granulated, in bags 98 lbs	....	3 20

J. A. Caverhill, of the Brackman-Ker Milling Co., Calgary, was in Winnipeg last week introducing to the wholesale trade the new breakfast food known as Caverhill's Barley Flakes. E. W. Ashley has been appointed Winnipeg agent for the Brackman-Ker Milling Co.

Walter Leitch, of Whitestone, Ont., has opened a general store at Deer Lake Station on the C.N.O. Ry. The post-office is called Ardbeg. Mr. Leitch will carry a full line of groceries, boots, shoes and dry goods. Deer Lake is expected to be a great tourist place in the near future.

The greatest American cereal, and one of the world's greatest grain crops, cultivated by the Indians before the discovery of America, and now a commercial crop of Europe, Africa, Australia and America, is corn. The world produces annually 3,340,000,000 bushels of corn, of which the United States boasts of 2,575,000,000 bushels.



THEY LEAD ALL OTHERS

The Mooney Biscuit and Candy COMPANY, LIMITED

STRATFORD, - CANADA



COX'S GELATINE

COX'S GELATINE is a STEADY SELLER, therefore should always be in your STORE.

PURITY GUARANTEED BY THE MAKERS

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D. Masson & Co., "
A.P. Tippet & Co., "

J. & G. Cox, Ltd.
Gordie Mills
EDINBURGH

Good-will From Quality in Goods and in Service

St. John, N.B. Tea Merchant Believes These To Be Necessary Qualifications In Building Up The Good-Will Of a Business —What Efficient Service Means.

Toronto, June 22.—"I'm glad to see The Canadian Grocer paying so much attention to 'quality' in business," was a statement made by T. H. Estabrooks, St. John, N.B., while here on a business trip last week.

"What I mean," he continued, "is quality in service as well as in goods."

Mr. Estabrooks is an ardent admirer of the business man who interests himself in building up the good will of his business. He believes it to be the only proper method for him to pursue and maintains that the lack of quality in store, goods and service has been the stumbling block over which many a retail merchant has fallen.

"If a man attempts to sell at low prices he must buy inferior goods and the only means he has to make a living is to sell his goods at a low price.

"You cannot do a better thing," he said speaking to The Canadian Grocer, "than educate business men on quality."

He pointed out that many of the grocers now-a-days were mechanics and farmers who have not a great deal of experience in business methods. They were always eager to learn something that would tend to strengthen their methods and quality was one of the lessons that should at all times be impressed upon them. If a grocer sells butter he should sell the best and if he employs clerks he should employ the best.

This, explained Mr. Estabrooks, is what builds up a good-will in a business.

Value of a Good-Will.

"I was recently asked what I considered the good-will of a certain business to be worth. I knew how the business had been conducted and I said it wasn't worth a cent."

The intending purchaser was somewhat surprised but he took the advice for which he was not sorry. It was a business that had been carried on along cheap lines and a successor could not sell at a fair profit and hold the custom. Enough attention had not been paid to quality. This had been the mistake of this merchant. While he may have done a fair business in one sense by reason of offering cheap goods, the good-will was worth little when the sale of his business was proposed.

Quality in goods, service and store equipment are essentials to success and for the reason that they build up the good-will of a business by commanding attention and respect from all purchasers.

A FRANCO-CANADIAN TREATY.

President of Chambre de Commerce Francaise Explains France's Position.

Montreal, June 23.—"Sentiment in France is quite in favor of the commercial treaty with Canada," said M. Chevalier, president of the Chambre de Commerce Francaise, who has just returned from a trip to Paris, and other French centres.

"What appears to be retarding definite action," he continued, "is the uncertainty which prevails in France as to the stand Canada would take were the former country to go ahead and finally approve of the treaty. If France accepted the treaty and Canada did not immediately ratify it the pride of the nation would suffer. and many who are now lukewarm in their support of the measure would quickly do all in their power to bring it to a head were they given definite assurance that acceptance of the treaty would be mutual.

"As a matter of fact should not Canada make the advances? Consider our amount of importations from France every year—ten millions of dollars worth of goods. Then compare what France imports from us—merchandise to the value of but two millions of dollars.

"But I hardly think this is the light in which the people of France are looking at the matter. The treaty would be of mutual benefit and I am sure that definite action will be taken when the Chamber of Deputies meets again, after the holidays in October, and when our Canadian Parliament also gets down to business again.

"Hon. Mr. Fielding is at present in France, and any little matters about which doubt exists can be profitably discussed so as to allow each Government to know just how it stands with the other when the time comes for action."

WM. BERRY LTD.
MANCHESTER and LONDON, ENG.
Wax-Waterproof Shoe Polishes
Dominion Agent
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Buy your
Whole Spices, Coffees, Sardines, etc.,
from
H. COLLINGS & Co.
16 Philpot Lane, E.C.
LONDON, ENGLAND
"Repeat Orders the Rule"
Quality always right Shipments prompt
Agents in MONTREAL, Mr. I. Russell Murray
" KINGSTON, Mr. C. de Carteret,
" TORONTO, Mr. James Haywood.
" HAMILTON, Messrs. John W. Bick. & Greening.
" LONDON, Mr. Geo. H. Gillespie.
" WINNIPEG, Mr. W. H. Escott.
Established 1856


Wilson's
Fly Pads
The most profitable summer goods sold by retail Grocers.
Every ten-cent packet will kill more flies than three hundred sheets of sticky paper.

THE PEOPLE OF
JAMAICA
are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the
KINGSTON "GLEANER"
might bring inquiries. Better write for rates to
I. C. STEWART, Halifax

Flour Cleanliness

I. The Dirt in the Crease is Removed.

DID YOU ever, Mr. Junior Partner, closely examine a grain of wheat, the plump, hard Manitoba berry? Surely you have noticed how the skin of the wheat grain seems to fold over on itself with a pronounced *crease* right in the middle of the berry.

¶ Now, it's our sore spot, that innocent looking "fold in." It's the source of much worry and expense to the makers of FIVE ROSES flour. You see, all kinds of dirt and dust consider it a happy hunting ground and acquire the unholy faculty of getting deeply embedded in that self-same pesky crease, stubbornly refusing to be ousted by all *ordinary* means.

¶ To beat out "Mr. Crease" we have installed at the Keewatin mills *exclusive* processes, complicated machinery. It means extensive cleaning, expensive cleaning. It also means the *absolute removal of the most infinitesimal suspicion of dirt* concealed in the aforesaid crease as well as that attached to any other part of the wheat berry.

¶ Some makers, either because they *can't*, or because they do not *want* to, are not so particular. They naturally sell their flour much cheaper—but it is *not* FIVE ROSES, not by any means.

¶ Authorities who ought to know say that the freedom of a flour from "crease dirt" increases with its *purity* and *whiteness.*

¶ Don't you think it would be a good plan to tell your customers why FIVE ROSES is a clean, wholesome flour? A flour made from the cream of Manitoba wheat minus *any kind* of dirt or smut usually traceable in ordinary flour? It's because they *don't know* the vital difference that some people buy "bargain counter" flour. Since *you* know—why not tell *them?*

(To be Continued

LAKE OF THE WOODS MILLING CO., LTD.

MONTREAL ∴ Sole Makers of Five Roses ∴ WINNIPEG

Up-to-Date Business Grocers in Brockville

Various Methods Used Which Have Brought Good Results—Attention Paid to Quality Goods and Courteous Service—The Canadaian Grocer Read With Interest.

(Staff Correspondence.)

Brockville, June 22.—To say anything about Brockville and not begin with Senator "Dan." Derbyshire would be commencing in the wrong way. For many years, as is well known all over the Dominion, he has always been a leading figure at dairy conventions. His friendly address at the Retail Merchants Convention, his kindly welcome, and his trip with the "boys" on the beautiful "Magedoma," was highly appreciated. Even with the interests he has in Ottawa, which entitles him to his honorary title he still thinks Brockville is the best town in the world.

The H. T. Murray Co. are among the leading grocers in the town. Mr. Murray, Sr., is a public spirited man and takes an active interest in all efforts to elevate the standard of retailing. Four years ago the business assumed its present name. The firm is doing a large farmers' trade, and at the same time gets a liberal share of the town and tourist trade.

A. E. Shaver is another of Brockville's up-to-date grocers. He reads The Canadian Grocer, and is constantly after new ideas. He served his apprenticeship in Brockville and then he did voluntarily, what a man has to do in Germany before he is allowed to go into business. He went "auf die Wanderschaft" for several years in the United States. He is therefore well prepared to give excellent service to his customers.

Allan Cameron has put in 27 years behind the counter and therefore is authority on everything that belongs to the trade. If a man can serve the public for that length of time and can hold his share of the trade, he is doing more than the ordinary man, and dererves credit.

C. J. Delany, manager of Mrs. McHenry's store, has also a strong hold on the trade. He sells good goods and strong goods which are all guaranteed to give satisfaction. By keeping the right kind of goods and through his genial habits, he draws a large trade from the "Thousand Island" tourist. His smile is always ready to great the customer and the stranger.

Allan Soper keeps a nice store, handles mostly imported goods, and caters to the high class trade.

Thomas Nappy is one of the most contented and happy grocers in Brockville. His place of business is some distance away from the centre of the town, in a good locality, where he almost monoplizes the entire trade. Everything is in "apple-pie" order, spotlessly clean and in the right place. While he attends closely to his business he is by no means a slave to it. He pays a great deal of attention to the comforts of his home. Like all up-to-the-minute grocers, he regularly reads The Canadian Grocer, for which, as he says he longs every week, and would not think for a moment to be without it.

J. Culbert is the veteran merchant in the town, but begins to feel after a continuous business life of 43 years, that he is not quite as active as he was when he defeated "Dan" Derbyshire in the race for the House of Commons. He was also mayor of the town for three years.

GUM MERGER IN SIGHT.

A movement is on foot tending to the merger of some United States and Canadian gum manufacturers. The new concern, providing the merger goes through, will be known as the Sen-Sen Chiclet Co., with a capital of $6,700,000. The companies said to be interested are:—T. B. Dunn & Co. Rochester, N.Y.; Fleer & Co., Philadelphia; Somerville & Co., London, Canada; Curtis & Sons Co., Portland, Maine, and the S. Grove Co., Salem, Maine.

As regards the management of the new concern, it is understood that Thomas B. Dunn will probably become its president. and that Frank H. Fleer, of Philadelphia will be selected as chairman of the Board of Directors.

The Canadian Chicle Co., Toronto, was communicated with in connection with this proposition, but Mr. Fleer was out of the city. It was learned, however, that up to Wednesday the merger had not been completed.

Tell Your Customers That:

SHAMROCK

BIG PLUG

SMOKING TOBACCO

When cut never dries up or becomes hard. The leaves are so firmly packed that the plug remains fresh and moist

CLAY PIPES

The best in the world are made by

McDOUGALLS

Insist upon this make

D. McDOUGALL & CO., Glasgow, Scotland.

ASK FOR THE CELEBRATED BISCUITS

G. N. Pichet

For sale by all Leading Grocers

JOS. COTE Wholesale Tobacconist

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EXCLUSIVE SOLE AGENT

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YOUNG'S PATENT PIPE

in Seven Shapes

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BLACK WATCH

The Big Black Plug Chewing Tobacco.



Already a Big Seller

Sold by all the Wholesale Trade



It Sells Easier

Thevery appearance of a yellow laundry soap is a handicap against its sale. You can certainly sell

"CANADA'S BEST"

—the new, white laundry soap—far easier than you can the yellow kind. Just show it and tell your customer "Canada's Best" is not adulterated with "resin" as are all yellow laundry soaps—and the sale is made.

We've something mighty good to offer you, so write us at once.

UNITED SOAP CO.

Brantford
ONT.



The New White Bar

"7-20-4"

The cigar discerning smokers ask for, because it is *the leader* in quality of all 10-cent cigars. This is the cigar to "tie up to" if you would build up a good, substantial trade. : : : :

"S. C. Co." Stamp on Every Cigar
YOUR GUARANTEE OF QUALITY

Ask Travellers of The

Sherbrooke Cigar Co.

Sherbrooke : : : : : Que.

Are You Keeping Your Tobacco Stock Up-to-Date ?

IF NOT WHY NOT?

"Tuckett's Special"

the new 10c. plug is the latest

Order from Your Wholesaler

Manufactured from **Imported Leaf Exclusively**

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

Fancy Canadian
STRAWBERRIES

are now arriving and will be pleased to receive your orders

New Potatoes
Texas Tomatoes
Florida Watermelons
Cabbage, Cucumbers
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25-27 CHURCH ST. - TORONTO

1881

28
Years and

St. Nicholas
Home Guard

continue
to be the Standard of
Lemon Perfection.

AGENT:
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32 CHURCH ST.,
TORONTO

Canadian Fruit, Vegetable and Fish Markets

Canadian Strawberries Arrive on the Market — Crop Will be Large and Prices Low—Cargo of N. B. Potatoes for Montreal Delayed and Prices There are Firm — Are Lower on Toronto Market—Decline in Gaspe Salmon.

MONTREAL.

GREEN FRUITS. — Dealers continue to feature California deciduous fruits this week. Peaches are easier, but the other lines are selling at last week's prices. Higher prices are anticipated by some holders of lemons. New strawberries are beginning to become plentiful. Quebec's are now arriving, the first lot reaching the city Tuesday. Local grown berries will be coming in more frequently, and in larger supply, every day now, provided the weather continues favorable. California cherries are 25c lower. Late Valencia oranges are scarcer, and higher in price. Florida pineapples have advanced, too. Bananas are selling freely at prices which run about the same.

Oranges, California navels	2 50	3 00
" " bloods		4 [illegible]5
" " late Valencias		4 00
" Valencias	4 50	5 00
" Cubans	2 25	2 50
" Mexican		3 00
" Sarrento		2 50
" Messina Ovals		1 75
Lemons, crate	2 00	3 25
Peaches, California, box		1 25
" Georgia, per crate		4 00
Apricots, California, per crate	1 75	2 00
Plums, California, per crate	2 25	2 50
Cherries, California, black, per box	2 50	2 75
" " white, "		2 50
Strawberries, imported, per basket	0 12	0 15
Watermelons, each		0 40
Grape fruit, per box	3 25	6 00
Bananas crated, bunch	1 25	1 90
Pineapples, Cuban, crate	2 15	2 40
" Florida, crate	2 35	3 00
Cranberries, per crate		4 75
Apples, Spies, XXX, bbl	7 00	7 50
" Ben Davis, XXX, bbl		6 50
Cocoanuts, bag		4 00
Limes, per box		1 00

VEGETABLES.—A flutter of excitement was caused in local vegetable circles at the beginning of the week when it was learned that a vessel bringing 4,500 bags of potatoes from New Brunswick had run aground below Quebec, and was likely to be a total loss. Many dealers had lots of potatoes on board, and anticipated being able to fill orders with such stock. Some vegetable firms have contracts with steamers and institutions, and they anticipated filling requirements from potatoes which should have arrived by the boat in question as per schedule. Every week, up to a certain time, the weekly shipments to Montreal of N.B. potatoes by this boat are an important factor in the market. Locally, this source of supply is reckoned with. As a result of this week's disappointment a noticeable firmness prevailed in the potato market. Local green stuff is expected shortly now, southern cabbage, beans, peas and cucumbers, being nearly done. Horse radish is higher, as is also Montreal asparagus. Recent warm weather was welcomed by the trade, who hope it will continue.

Asparagus, Montreal, doz	3 00	6 00
" Western, basket	1 25	1 50
Beets, old, bag		1 25
Carrots, new, dozen bunches		1 00
" old, bag		2 00
Cabbage, new, crate	1 75	2 00
Celery, dozen	1 25	1 50
Cauliflowers, dozen	2 00	4 00
Cucumbers, basket		2 50
Green peas, basket		3 50
Green peppers, crate		3 50
Horse radish, lb		0 15
Lettuce, dozen		0 40
" Boston (Montreal), dozen		1 00
Leeks, dozen		1 50
Mushrooms, lb		0 75½
Onions, large, lb		0 03½
" Egyptian, lb		0 03
" Bermuda, 50-lb. crate		1 25
Potatoes, new, bbl		5 50
" Montreal, bag		1 15
" New Brunswick, bag		1 20
" P.E.I., bag	1 15	1 20
Parsley, dozen		0 75
Parsnips, bag		1 00
Sage, dozen		0 60
Savory, dozen		0 50
Spinach, Canadian, box		0 50
String beans, basket		2 50
Shallots, dozen bunches	0 05	0 10
Sweet potatoes, bbl		6 00
" basket		3 50
Tomatoes, Florida, crate	2 50	3 50
" Mississippi, small flats	0 85	1 00
Turnips, bag	0 60	0 70
Watercress, dozen large bunches		0 75

FISH.—A further decline in Gaspe salmon will be noticed this week. These fish are arriving freely, the season being now on in earnest. Mackerel and haddock are also in good supply, but prices of both remain as last week. Large lots of whitefish and pike are being received and sales are satisfactory, considering the warm weather. Receipts of lake trout have not been up to the average of late, but more are now being shipped by fishermen. Good inquiry for brook trout is experienced. Trade in this line has been very good since the season opened, as the fish is very popular with the people. A falling off in the supply may be looked for at any time now. Steak cod, dore and sea bass have all advanced. Warmer weather has caused a falling off in the demand for smoked fish. Boiled lobsters are dearer. The live lobsters are not so plentiful, and higher quotations are expected. Salt sardines are now being quoted, $1 the pail, 20 lbs.

FRESH

Haddock, shore, per lb	0 04
Steak cod, per lb	0 06
Grass pike, round	0 08
Halibut, per lb	0 09
Dressed perch	0 10
Dore	0 12
Mackerel	0 08
Sea trout	0 10
Lake trout	0 10
Whitefish	0 10
Dressed bullheads (Barbotte), per lb	0 10
Sea bass, per lb	0 12
Gaspe Salmon	0 15
Roe shad, each	0 40
Buck shad, each	0 20
Brook trout	0 20
Flounders	0 10

SMOKED

Haddies, 15 lb. bxs., per lb	0 07½
Kippered herring, per box	1 10
Large bloaters, per box	1 10
Smoked herring, small boxes	0 18
Smoked salmon, sugar cured, per lb	0 25

SHELL FISH

Select bulk oysters, per gal	1 50
"Sealshipt" selects, per gal	1 90
Live lobsters, per lb	0 12 0 15
Boiled lobsters, per lb	0 14

FROZEN

Steak cod, lb	0 04
Halibut, per lb	0 08
B.C. salmon, red, per lb	0 10
Qualla salmon, per lb	0 09
Fall salmon, per lb	0 08
Dore, round, winter caught, per lb	0 08
Large whitefish, per lb	0 08
Small " "	0 06

SALTED AND PICKLED

Labrador herring, half barrel	2 80
B.C. salmon, half bbls	9 00
No. 1 mackerel pails	2 00
No. 1 " half bbls	8 00
Labrador sea trout, bbls	12 50
" " half bbls	6 50
Skinless cod, 100 lb. cases	5 25
Salt sardines, 20 lb. pails	1 00

Boneless cod, in blocks, 5½, 6, 8, 9 and 10 cents per lb.

TORONTO.

GREEN FRUIT.—Quite a change has taken place in the fruit market this week. The warehouses look somewhat forsaken and the hustle is all at the fruit market. Besides the change of the location, a lot of the imported "American" goods are now crowded out by our own production. Canadian strawberries are "King" in the market just now, and all the forces are directed to give them their best attention. The crop promises to be a good one, and with favorable weather the demand will be abundantly supplied, at prices within reach of all.

A few baskets of early cherries, rather blushingly attracted the attention of buyers, but while they looked lovingly, they were turned the cold shoulder when 60c a small basket was asked for them.

California navel oranges are out of season, but their place is promptly taken by the California late Valencias. This orange is going to be the great favorite during the summer months, and is more extensively cultivated from year to year. The possibility of having oranges all the year round is now assured.

Apples, Spies		8 00
Oranges, Cal. Valencia	3 50	4 00
" Cal. navels	3 00	3 50
" Mexican	2 00	2 50
" Palermo bloods, half cases		2 25
Lemons, Messina	2 75	3 00
Bananas	1 75	2 25
Grape Fruit, Florida, box	5 00	5 50
Pineapples, Florida, crate	2 00	2 25
Cherries, Cal	3 00	3 25
" per half basket		0 60
Strawberries	0 08	0 12

VEGETABLES.—Vegetables, such as lettuce, rhubarb, beets, onions, carrots,

MR. DEALER,—

If you wire, phone or mail us your orders for

Canadian Strawberries

which are

NOW IN SEASON

you can depend upon having your order filled at lowest market prices **promptly and carefully,** as we exercise greatest of care in the selection of this most luscious fruit from the choicest berry patches of the Hamilton fruit district.

Stevens & Soloman

Shippers of Canadian Fruits, etc.

Hamilton, - Ontario

Phones 2700 and 690

Fruit for Dominion Day

JULY 1st.

We are headquarters for Holiday FRUITS

California Peaches, Plums, Pears, Apricots, Cherries
Bananas, Oranges, Lemons, Watermelons
Peanuts, Cocoanuts, Pineapples, Tomatoes
New Potatoes and Early Vegetables
Local Strawberries and Cherries

Large or small orders receive the same care and attention

WHITE & CO., Limited

TORONTO and HAMILTON



A Trip to Italy

and a visit to my packing house will convince you of the care exercised in the packing of my Lemons. What more can we give?—Quality—Selection—Courteous Treatment. Please your customers by selling only my fine lemons.

"BUSTER BROWN"

FOLLINA BROS., Packers W. B. STRINGER, Agent

PINEAPPLES

Fancy Colored Fruit, All Sizes
PLENTIFUL and CHEAP

FANCY { RIPE TOMATOES / RIPE BANANAS

NAVEL and MEXICAN ORANGES

Quality Excellent

Send us your orders. PRICES RIGHT.

HUGH WALKER & SON

GUELPH ONTARIO

radishes, spinach, etc., are nearly all now supplied by the local gardeners, direct to the stores. Cabbage, tomatoes, and cucumbers and new potatoes are about the only vegetables that are now imported. Old potatoes are plentiful and ten cents a bag lower, with a possibilty of a further decline.

Potatoes, Ontario, per bag	0 90	1 00
" Bermuda, per bushel	2 00	2 50
" " per barrel	7 25	7 50
" Texas, per barrel	4 00	4 50
Onions, Canadian, dried, bag	1 35	1 50
" Bermuda, per case	....	1 50
" Egyptian, per sack of 112 lbs	3 50	3 75
Tomatoes, Florida, per crate of 6 baskets	2 50	3 00
" Mississippi, per crate of 4 baskets	1 00	1 25
Carrots, per bag	....	1 00
" new, per bunch	0 50	0 75
Cabbage, Florida, new	1 50	1 75
Turnips	0 50	0 60
Radishes, per dozen	0 30	0 35
Lettuce, per dozen	....	0 30
Spinach, per bushel	....	0 50
Egg plant, per dozen	....	3 00
Green peppers, per dozen	....	1 00
Cucumbers, per hamper	....	1 50
Asparagus, per basket	1 50	1 75
Green onions	....	0 25
Rhubarb	0 25	0 30
Beans, green	....	1 25
" wax	....	1 75
Peas, per hamper	....	2 00
Corn, per dozen	....	0 30
Cress, per basket	....	0 75
Water melons	0 35	0 40
Cantaloupes, per case	....	6 00

FISH.—The fish market is unchanged this week. The demand is good, and all that can be secured are wanted. Trout and whitefish are scarce.

Herring, medium, per lb., fresh caught	0 05	0 06
Whitefish, fresh caught	....	0 10
Trout, fresh caught	....	0 10
Cod, fresh caught	....	0 08
Halibut, fresh caught	....	0 10
Haddock, fresh caught	....	0 07
Pike	....	0 06
Perch	....	0 07
Carp	....	0 03
Yellow pickerel	....	0 08
Sea salmon	....	0 07
Mackerel, each	....	0 25

ADVERTISING GROCERIES.

Demand Created if Proper System is Used.

There is one town in Kansas where a combination is said to exist among the grocers not to advertise in the local papers, or in any other way. All the biggest groceries in town are in this combine. They say that people have to buy their groceries anyway, so what's the use of advertising?

That sort of scheme may appeal to those grocers as a very clever move. They evidently are laboring under the impression that they are putting in their pocket all the money that they might otherwise spend in newspapers, thousands of dollars.

It's a great mistake. Advertising of the right kind not only gets business—it makes business.

When grocers enter into a combine not to advertise, they are pursuing a mistaken policy. The result of their silence is merely to limit the purchases of the housekeeper to her absolute needs, and the housekeeper sees to it that her needs follow a certain definite groove. Good advertising creates a demand for new goods. Good advertising places on display before the mental vision of the purchaser the groceries which are offered for sale, and suggests things for the customer to order which would never be thought of were it not for the advertising.

In writing an advertisement, the grocer should have that object in view; to place in review before the customer a suggestive list of interesting things for the culinary department. Such advertising is a source of revenue, not a loss.—Merchants' Journal.

E. J. Short, of Brandon, has purchased the Rapid City flour mill for $25,000.

A. N. Ackland, general merchant, Chislehurst, Ont., has bought out Jno. Whiteman.

SEASON 1908-9

Dried Apples

Shipments Solicited
Settlements Prompt

W. A. GIBB COMPANY
HAMILTON
JAMES SOMERVILLE, Manager

We can handle your consignments of Berries, Cherries and other Fruits to advantage for you.

THE DAWSON COMMISSION CO., TORONTO

Ice Castle Brand LOBSTERS

Knowing just exactly how to go about it for the best results—not having to experiment a little bit—that is what enables us to pack the finest lobsters in the land, the lobsters that have the REPUTATION.

We could not continue for years to sell Ice Castle Brand Lobsters were the quality not consistently there. People would soon have learned if there was not a uniformity, a dependability, about Ice Castle Brand Lobsters.

But the same old delightful, delicious flavor is always there, and the particular, fastidious customer always comes back for the firm, whole white meat always found in the tin bearing the label: ICE CASTLE BRAND LOBSTERS.

Have You a Satisfied List of Customers like other Grocers?

PRICES AND SAMPLES MAY BE OBTAINED FROM THE SOLE PACKER

J. W. WINDSOR, - - - Montreal

Brunswick Brand Sardines in Oil



Some Reasons Why You Should Handle Them

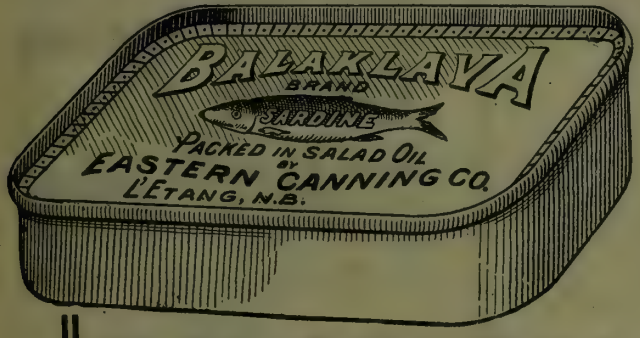
Because

They have a flavor distinctly their own.
They are unsurpassed in quality.
They are packed in sanitary cans.
They come in the regulation—100—¼ cases.
They will assist in building up your trade.
They are packed by skilled help and modern methods.
They yield the dealer a liberal profit.
They are well known and give satisfaction.

ARE YOU BUILDING UP YOUR CANNED FISH TRADE?
YOU CAN DO IT BY THE BRUNSWICK BRAND

CONNORS BROS., Limited, Black's Harbor, N.B.

AGENTS—Grant, Oxley & Co., Halifax, N.S.; C. H. B. Hillcoat, Sydney, C.B.; J. L. Lovitt, Yarmouth, N.S.: D. Rattray & Sons, Quebec: Leonard Bros., Montreal; Arthur M. Loucks, Ottawa; C. De Carteret, Kingston; James Haywood, Toronto; Chas. Duncan, Winnipeg; R. G. Bedlington & Co., Calgary; J. Harley Brown, London, Ont.



The height of perfection in canned Sardines. Their high quality and popular price ensure steady sales.

THE BRAND FOR YOU TO PUSH

Canadian Agents: C. A. Chouillou & Cie., Montreal; Green & Co., 25 Front St. E., Toronto; D. C. Hannah, London, Ont.; Jos. Somerville, Hamilton: Boivin & Grenier, Quebec. Que.; H. M. McBride, 312 Ross Ave., Winnipeg, Man.

BALAKLAVA SARDINES

The Eastern Canning Company
PORT CANADA, N.B.

SHIRRIFF'S JELLY POWDERS



Sure To Satisfy. Dainty, Delicious, Delectable.
Pure, Palatable, Pleasing.

Place an order with your jobber. You will not be disappointed, neither will your customers be displeased.

Imperial Extract Co., 18-22 CHURCH St. **Toronto**

WALKER PATENTED BINS

THE MAXIMUM OF EFFICIENCY IN THE GROCERY

is within the reach of every practical merchant who will carefully study the particular requirements of his trade.

"WALKER BIN" FIXTURES WILL HELP WONDERFULLY

as they provide every modern facility for the handling of a special or general grocery stock. They will

ADD TO YOUR { BUSINESS PROFITS PRESTIGE

Write for Illustrated Catalogue: "Modern Grocery Fixtures"

WALKER PATENTED BINS

The Walker Bin and Store Fixture Co.,
LIMITED

BERLIN, ONTARIO

Designers and Manufacturers of Modern Store Fixtures

REPRESENTATIVES:
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Manitoba; Watson & Truesdale, Winnipeg, Man.
Saskatchewan and Alberta; J. C. Stokes, Regina, Sask.

Have You Place in Your Organization for An A1 Business Builder?

I want to get into touch with some manufacturer or wholesaler with a proposition big enough to warrant the employment of a man to push the sales end of the game.

To such a connection I can bring an equipment of experience and energy backed up by past success. Trained in some of the best of the big organizations in the States—up from a stenographer. Railway, newspaper, road and office experience.

For a perfectly satisfactory reason I am severing my present connection as Sales and Advertising manager with a leading Canadian manufacturer, and want to tie up with a concern where resourcefulness, directed enthusiasm and the ability to show results will be appreciated and remunerated.

Have proven ability as a sales promoter and can handle advertising to trade and public if desired. Capable and diplomatic correspondent.

I am thoroughly equipped to lift the burden of this work from an executive who is anxious to devote more time to other phases of his business, but is laden down with the important detail of the sales department.

Write me fully, with the assurance that confidence will be rigidly guarded.

G. L.
Care
MacLean Publishing Co.
Toronto

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A man wants credit. If you think he is good give him a $10 Allison Coupon Book. Have him sign the receipt or note form in the front of the book, which you tear out and keep. Charge him with $10—no trouble. When he buys a dime's worth, tear off a ten cent coupon, and so on until the book is used up. Then he pays the $10 and gets another book. No pass books, no charging, no lost time, no errors, no disputes.

ALLISON COUPON BOOKS

Manufactured by
ALLISON COUPON COMPANY, Indianapolis

Order them from your jobber.

They enable you to handle credit customers with scarcely any risk and make disputes and misunderstandings impossible. They cost very little and pay for themselves many times over. Can you afford to do without them?



THICK, SWOLLEN GLANDS

that make a horse Wheeze, Roar, have Thick Wind, or Choke-down, can be removed with

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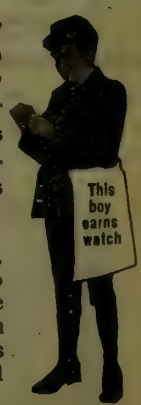


or any Bunch or Swelling. **No blister, no hair gone,** and horse kept at work. $2.00 per bottle, delivered. Book 3 D free.

ABSORBINE, JR., for mankind, $1.00, delivered. Reduces Goitre, Tumors, Wens, Varicose Veins, Ulcers, Hydrocele, Varicocele. Book free. Made only by
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BOY WANTED

ANY BOY in every town and village in Canada can earn many dollars by selling our publications among his neighbors and relatives and business men.



YOU can begin at once. No money needed to start. We will provide you with capital. A watch to the boy who does good work, as special prize.

Write at once to
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BUILT FOR EVERY USE

THE

Arctic Refrigerator

It is constructed with numerous ducts distributed evenly across the refrigerator room for the descending cold air and, having plenty of wall space for the rising warm air, it gives the proper circulation of cold, dry air. Our system is the only perfect one.

Where cold storage is required we are prepared to furnish you with the best and most economical refrigerator known in any style or size desired.

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Best Incorrodible

Buy "PRIDE of the ISLAND" Brand

as extensively used for years past by most of the leading packers of Tea in Canada

ISLAND LEAD MILLS LIMITED,

Tel. Address: "Laminated," London. A.B.C. Codes used 4th and 5th Editions.

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are made in Canada and are under a Canadian guarantee. They are beautiful in style and finish, simple in construction, efficient and inexpensive in operation, easy to install—and in a few words—cheaper and better than any Electric Mill on the American Continent.

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Patent Bag Holder

Get our prices on this greatest of all grocery conveniences and time savers

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NEED A COFFEE MILL?

Why Pay FANCY PRICES For One!!

Elgin National COFFEE MILLS

40 STYLES

COST LESS.
GRIND FASTEST.
MOST SIMPLE AND EASY TO RUN.
HAVE FORCED FEED AND STEEL GRINDING PARTS.
BEAUTIFULLY FINISHED.

A HIGH GRADE MILL AT LOW COST.

Ask any of the following Jobbers for our Catalogue,

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ST. JOHN, N.B.—G. E. Barbour Co.; Dearborn & Co.

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Royal Metal Polishes

NOW

Do not wait for to-morrow, but push these sterling metal polishes now in the springtime, when everybody is thinking of cleaning up.

ROYAL POLISHES are the best for all kinds of Metals. Housekeepers KNOW this.

HAVE YOU A STOCK?

ROYAL POLISHES COMPANY
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AGENTS: Ottawa—General Supply Co. of Canada, Ltd. Winnipeg—H. W. Glassco & Co. Vancouver—Wm. Erichsen & Son. Halifax—J. C. Calder. Sherbrooke—E. H. Bowen. And all dealers.

Wait Not for the Damage

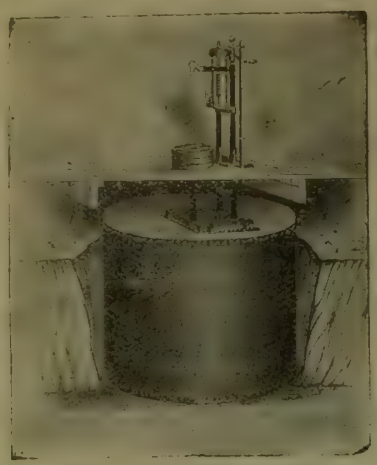
Do not wait until this warm weather spoils a lot of goods on you.



Get an awning to-day. They are just the same price to-day as they will be a month from now. But you get the value of the awning meantime. The best place to buy is from :

THOS. SONNE, Sr.

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Cut 6—Under the Floor Outfit

Turn Your Losses into Profits

Every drop of oil you are now losing through leakage, evaporation and waste means just so much out of your profits.

Stop these losses, turn them into profits by selling your oil from a Bowser Self-Measuring Oil Tank. The Bowser adds to your profits every year an amount that would surprise you.

Is not an investment like this at least worth a thorough investigation? It will cost you but one cent to send a postal for Catalog 5046. Write to-day.

S. F. Bowser & Co., Ltd.

66-68 Fraser Ave., - - TORONTO

If you have an old Bowser and want a new one, write for our liberal exchange offer

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WINDSOR HOTEL, HAMILTON, BERMUDA

This House is pleasantly and conveniently located on the East Side of Queen Street. The rooms are bright and cheerful. Every attention paid to guests. Billiards and pool. Hot and cold water baths. A. McNICOL, Prop

TOWER HOTEL, GEORGETOWN, DEMERARA, BRITISH GUIANA.

This first-class hotel is most conveniently situated in the coolest and healthiest part of the city. Five minutes from railway station and steamer stallings, and near to all principal public buildings. Cool and lofty bedrooms. Spacious Dining and Ladies' Rooms. Billiard Room. Electric light throughout.

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HALIFAX, N. S.

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PORT OF SPAIN TRINIDAD, B.W.I.

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Income for 1906, over 3,609,000

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A. D. 1833

FIRE & MARINE

Head Office, Toronto

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W. H. GILLARD & CO.

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1-lb. tins, 2 doz. in case $2 00
½-lb. tins, 3 " " 1 25
¼-lb. tins, 4 " " 0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
½-doz.	12-oz.	3 40
½-doz.	5-lb.	10 50
¼-doz.	5-lb.	19 75

MAGIC BAKING POWDER



Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 80
2 "	5 oz.	Per case $4 55
1 "	12 "	
1 "	16 "	

ROYAL BAKING POWDER



Sizes.	Per Doz.
Royal—Dime ...	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 95
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
3 lb.	13 20
5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

WHITE SWAN SPICES AND CEREALS LTD.

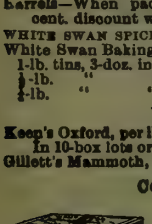
White Swan Baking Powder—
1-lb. tins, 3-doz. in case, per doz..... 2 00
½-lb. " " " 1
¼-lb. " " " 0 8

Blue.

Keep's Oxford, per lb..... $0 17
In 10-box lots or case 0 16
Gillett's Mammoth, ½ gross box..... 2 00

Cereals

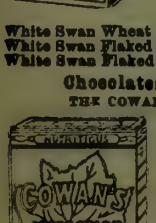
WHITE SWAN SPICES AND CEREALS LTD.



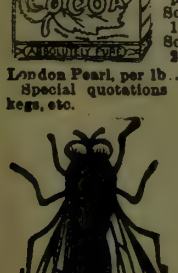
White Swan Breakfast Food, 2-doz. in case, per case, $3.00
The King's Food, 2-doz. in case, per case, $4.80
White Swan Barley Crisps, per doz., $1.
White Swan Self-rising Buckwheat Flour, per doz., $1.00.
White Swan Self-rising Pancake Flour, per doz., $1.00.
White Swan Wheat Kernels, per doz., $1.40.
White Swan Flaked Rice, per doz., $1.
White Swan Flaked Peas, per doz., $1.

Chocolates and Cocoas.

THE COWAN CO., LIMITED.



Cocoa—
Perfection, 1-lb. tins, per doz..... $1 50
Perfection, ½-lb. per doz..... 2 40
Perfection, ¼-lb., per doz..... 1 30
Perfection, 10c size 0 90
" 5-lb. tins per lb..... 0 37
Soluble, bulk, No. 1, per lb..... 0 20
Soluble, bulk, No. 2, per lb..... 0 18
London Pearl, per lb..... 0 22
Special quotations for Cocoa in bbls., kegs, etc.



Fly Pads.

Wilson's Fly Pads, in boxes of 50 10c. packets, $3 per box, or three boxes for $ 8.

5 boxes.... $ 75

Unsweetened Chocolate— Per lb.
Plain Rock, ½'s & ¼'s, cakes, 12-lb. bxs 0 36
Perfection chocolate, 20c size, 2 dozen boxes, per dozen..... 1 80
Perfection Chocolate, 10c size, 2 and 4 dozen boxes, per dozen..... 0 90

Sweet Chocolate—
Queen's Dessert, ½'s and ¼'s, 12-lb. bxs., per lb..... 0 40
Queen's Dessert, 6's, 12-lb. boxes..... 0 40
Vanilla, ¼-lb., 12-lb. boxes, per lb..... 0 35
Parisian, 8's..... 0 30
Royal Navy, ½'s, ¼'s, boxes, per lb..... 0 30
Diamond, 7's, 12-lb. boxes, per lb..... 0 24
" ½'s " " " 0 25
" 8's " " " 0 28

Icings for cake—
Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., 2-doz. in box, per dozen 0 90

Confections— Per lb.
Milk chocolate wafers, 5-lb. boxes 0 36
Maple buds, 5-lb. boxes..... 0 36
Chocolate wafers, No. 1, 5-lb. boxes 0 30
Chocolate wafers, No. 2, " 0 25
Nonpareil wafers, No. 1, " 0 30
Nonpareil wafers, No. 2, " 0 25
Chocolate ginger, 5-lb. boxes..... 0 30
Milk chocolate, 5c bundles, per box.. 1 35
Milk chocolate, 5c cakes, per box.... 1 35

BENSDORF'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

10c. tins, 4 doz. to case.....per doz., $ .90
¼ " " 4 " " .... " 2.40
½ " " 2 " " .... " 4.75
1 " " 1 " " .... " 9.00

EPPS'S.

Agents, C. E. Colson & Son, Montreal.
In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb..... 0 35
Smaller quantities 0 37

JOHN P. MOTT & CO.'S.
R. S. McIndoe, Agent, Toronto.
Arthur M. Loucks, Ottawa.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
R. J. Bedlington & Co., Calgary, Alta.
Standard Brokerage Co., Vancouver, B.C.

Elite, 10c size (for cooking), doz 0
Prepared cocoa, ½'s 0 28
Prepared ½'s 0 28



Mott's breakfast cocoa, 10c. size 90 per dz.
" breakfast cocoa, ½'s..... 0 38
" " " ¼'s..... 0 38
" No. 1 chocolate, ½'s..... 0 32
" Navy " ½'s..... 0 29
" Vanilla sticks, per gross..... 1 00
" Diamond chocolate, ½'s..... 0 24
" Plain choice chocolate liquors 0 32
" Sweet Chocolate Coatings 0 20

WALTER BAKER & CO., LIMITED. Per lb.
Premium No. 1 chocolate, ½ and ¼-lb. cakes..... $0 38
Breakfast cocoa, 1-5, ½, ¼, 1 & 5-lb. tins 0 41
German Sweet chocolate, ½ and ¼-lb. cakes, 6 lb. boxes..... 0 28
Caracas Sweet chocolate, ½ and ¼-lb. cakes, 6-lb. boxes..... 0 35
Auto Sweet chocolate, 1-6-lb. cakes, 3 and 6 lb. boxes..... 0 35
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins..... 0 47
Soluble cocoa (hot or cold soda 1-lb. tins..... 0 53
Cracked cocoa, ¼-lb. pkgs., 6-lbs. bags 0 34
Caracas tablets, 100 bundles, tied 5s, per box..... 3 00
The above quotations are f.o.b. Montreal

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—5c., 10c., 20 and 40c. packages packed in 15 lb. and 30 lb. cases. Per lb.
1 lb. packages..... 0 26
1 lb " 0 27
1 lb. " 0 28
1 and ½ lb. packages assorted 0 26½
½ and ¼ lb. " " 0 27½
¼ lb. packages assorted in 5 lb. boxes 0 28
½ lb. " " 0 29
¼ lb. " in 5, 10, 15 lb. cases 0 30

Bulk—
In 15 lb. pails and 10, 25 and 50 lb. boxes.

	Pails.	Tins.	Bbls.
White Mass, fine style, 2 10	2 11	0 12	
Best Shredded.....	0 18	....	0 16
Special Shred	0 17	....	0 15
Ribbon.....	0 19	....	0 17
Macaroon	0 17	....	0 15
Desiccated.....	0 16	....	0

White Moss in 5 and 10 lb. square tins, 21c.

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Cocoanut—
Featherstrip, pails..... 0 16
Shredded..... 0 15
In packages 2-oz., 4 oz., 8-oz., lb. 0 25

Condensed Milk.

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
"Eagle" brand (4 doz).....	$6 00	$1 10
"Gold Seal" brand (4 doz).....	5 00	1 25
"Challenge" brand (4 doz).....	4 00	1 00
Evaporated Cream—		
"Peerless" brand evap. cream....	4 70	1 20
" hotel size.....	4 90	2 45





TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)..... ....$4 00
Reindeer" brand per case (4 doz.).... 5 00





Coffees.

EBY, BLAIN CO. LIMITED.

Standard Coffees.

Roasted whole or ground. Packed in damp-proof bags and tins.

Club House	$0 32
Nectar	0 30
Empress	0 28
Duchess.....	0 26
Ambrosia.....	0 25
Plantation	0 22
Fancy Bourbon.....	0 20
Bourbon	0 18
Crushed Java and Mocha, whole....	0 17
" " " ground..	0 17½
Golden Rio.....	0 14

Package Coffees

Gold Medal, 1 and 2 lb. tins, whole or ground.....	0 35
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, ½ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

THOS. J. LIPTON retail wholesale

Lipton's "Special" blend coffee, 1 lb. tins, ground or whole.....	0 40	0 30

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Blend.



1-lb. decorated tins, 32c. lb
Mo-Ja, ½-lb. tins 30c. lb.
Mo-Ja, 1-lb. tins 28c. lb.
Mo-Ja, 2-lb. tins 28c. lb.

Cafe des Epicures—1-lb. fancy glass jars, per doz., $3.60.
Cafe l'Aromatique—1-lb. amber glass jars, per doz., $4.
Presentation, with 3 tumblers), $10 per doz



THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins..... $0 35
"Gilt Edge" in 2 lb. tins 0 60
Canadian Souvenir 1 lb. fancy lithographed canisters 0 30

Cheese.—Imperial

Large size jars, per doz.....	$4 25	
Medium size jars, "	4 50	
Small size jars, "	2 40	
Individual size jars, per doz.....	1 00	

Imperial holder—

Large size, doz.	18 00
Med. size "	17 00
Small size "	12 00

Roquefort—

Large size, doz.	2 40
Small size, "	1 40



Confections

THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box, "	1 35
" " 10c cakes, 36 in box "	2 55
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
" " No. 2, " "	0 25
Maple Buds, 5-lb. boxes, lb	0 36
Nut Milk Chocolate, ½-lb. cakes, 12-lb. box, lb.....	0 40

These prices are F.o b. Toronto.

MACLAREN'S IMPERIAL CHEESE CO. LTD

Imperial Peanut Butter "Bobs," the Perfect Confectionery.

Large size, cases, 25 cartons.....	$3.50 each
Small " " 50 "	3 60 "

Assorted, cases, 26 small, 12 large 3.55 "
Net 30 days.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Ltd. Toronto. C. O. Beauchemis & Fils. Montreal
$2, $3, $5, $10, $15 and $20.
All same price one size or assorted.

UN-NUMBERED

Under 100 books.....	each 04
100 books and over.....	each 03½
500 books to 1000 books	03

For numbering cover and each coupon, extra per book ½ cent.

Cleaner.



	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 25
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent
The Davidson & Hay, Limited, Toronto

Extract of Beef.

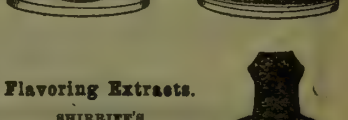
LAPORTE, MARTIN & CIE, LTD.
"Vita" Pasteurized Extract of Beef. Per case.

Bottles				
1 oz., case of 2 doz				$3 75
"	2 "	"	1 "	3 00
"	4 "	"	1 "	4 50
"	20 "	"	½ "	4 75
"	20 "	"	1 "	9 00

Infants' Food.

Robinson's patent barley	½-lb. tins	$1 35
" " "	1-lb. tins	2 [illegible]
" " groats	½-lb. tins	1 [illegible]
" "	1-lb. tins	2 25

"Mephisto" and "Purity" Canned Lobsters.



Flavoring Extracts.

SHIRRIFF'S

1 oz. (all flavors),	doz.	1	00
2 "	"	1	75
2½ "	"	2	00
4 "	"	3	00
5 "	"	3	75
8 "	"	5	50
16 "	"	10	00
32 "	"	18	00

Discounts on application.



Jams and Jellies.

BATGER'S WHOLE FRUIT STRAWBERRY JAM
Agents, Rose & Laflamme, Montreal and Toronto.
1-lb. glass jar, screw top, 4 doz., per doz 2 20

THOMAS J. LIPTON
Prices on application.

T. UPTON & CO.

Compound Fruit Jams—
12-oz. glass jars, 2 doz. in case, per doz. $1 00
2-lb. tins, 2 doz. in case.....per lb. 07½
5 and 7-lb. tin pails, 3 and 2 pails in crate.....per lb. 0 07
7 wood pails, 6 pails in crate, per lb . 0 07
30-lb. wood pails ..... " 0 06½
Compound Fruit Jellies—
12-oz. glass jars, 2 doz. in case, per doz. 1 00
2-lb. tins, 2 doz. in case per lb..... 0 07½
7 wood pails, 6 pails in crate, per lb.. 0 07



ALWAYS RIGHT. SUN PASTE Stove Polish is just right every time you sell it and the boxes are always filled full. You have no complaints coming after you pass it over your counter. Why not make friends for yourself as well as for us by selling the stove polish which always pleases the housekeeper? That's SUN PASTE. Just push it and see them come back for more.

MORSE BROS., Props. - Canton, Mass., U.S.A.



What "The Lancet" says:

"Cobra" Boot Polish has just been analysed by Dr. Ed. Nihaul, Professor of Industrial Chemistry at the University of Liege, and he has recognised that the Polish does not contain lamp-black or any acid substance. This is important so far as the preservation of the leather is concerned, but from the health point of view the Polish does not close up the pores of the leather, so that the feet keep fresh and cool.

—September 6th, 1905.

SHOE POLISH

from the health point of view

"COBRA" Polish instantly commends itself to those who appreciate the difference between health preserving, hygienic shoe dressing which keeps footwear in good condition, and the destructive compounds made of acids, oils, treacle and soot known as "Blacking."

Lay in a little stock of COBRAS

STOCKED BY

Charles Parsons & Son - Toronto

79 Front Street East

Just a Few Weeks Left

If you are coming to the National Exhibition at the expense of Busy Man's Magazine—and we hope you are—you must hurry in your application and begin your campaign at once.

July 15th is the last date on which you can mail subscriptions, and the time will go very quickly. A great many who started last month have about completed their work, having secured enough new subscriptions to entitle them to the trip. They are coming from Nova Scotia, New Brunswick, Quebec, Ontario, Saskatchewan, Alberta and British Columbia. Some of the candidates have proven to be very clever canvassers, securing as high at 100 subscriptions. Why should you not win this trip? Probably you are just as clever as they. After deciding to win, the whole point of success depends upon the amount of energy and determination you possess. If you are in the habit of balking at the first discouragement, do not begin, but if you are a regular reader of Busy Man's we believe it has inspired you to carry out your undertaking vigorously.

There are a few weeks left. Send for order book and sample and get to work at once. We will help you in every way possible.



Which Polish Sells the Best?

Ask your wholesaler what shoe polish is most universally called for by retailers and he will tel you every time

2 IN 1

Ask him why and he will inform you that the people like it because it is brilliant, lasting, easy to apply, does not soil the clothes or the hands, and preserves the leather.

The F. F. DALLEY CO., Limited, HAMILTON, CANADA BUFFALO, N.Y., U.S.A.

Batger's

Lime Juice Cordial

is a trade-winning article to sell. In selling Lime Juice, quality is every thing.

Batger's has it.

—

Rose & Laflamme

AGENTS Limited

MONTREAL and TORONTO

Your Customers Know



this trademark. They know it stands for fine, pure salt —salt that will not cake or harden—salt without trace of bitterness.

Windsor Salt

has been for years—and is to-day—the one best seller.

The Canadian Salt Co., Limited

Windsor, Ont.

	Per lb
30-lb. wood pails	0 06½
Pure assorted jam, 1-lb. glass jars, 2 doz. in case	1 75

Jelly Powders

IMPERIAL DESSERT JELLY



Assorted flavors—gross 10.75.
MacLaren Imperial Cheese Co., Limited.

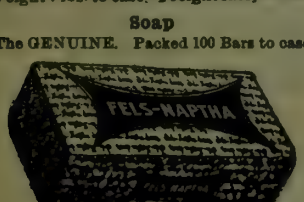


Assorted Case,	Contains 4 do. $3.60
Assorted Case,	Contains 2 doz. $1.80
Lemon (Straight)	Contains 2 doz. $1.80
Orange (Straight)	Contains 2 doz. $1.80
Raspberry (Straight)	Contains 2 doz. $1.80
Strawberry (Straight)	Contains 2 doz. $1.80
Chocolate (Straight)	Contains 2 doz. $1.80
Cherry (Straight)	Contains 2 doz. $1.80
Peach (Straight)	Contains 2 doz. $1.80

Weight 7 lbs. to case. Freight rate, 8d class.

Soap

The GENUINE. Packed 100 Bars to case.



Prices—Ontario and Quebec:

Less than 5 cases	5 25
Five cases, or over	5 15



THE ROBERT GREIG COMPANY.

White Swan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.



List price "Shirriff's" (all flavors), per doz. 0

Discounts on application.

Lard.

N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces	0 10¾
½-bbls.	0 11
Tubs, 60 lbs.	0 11
20-lb. Pails	2 25
20-lb. tins	2 15
Cases 3-lb.	0 11¾
" 5-lb.	0 10¾
" 10-lb.	0 10¾



F.O.B. Montreal.



GUNNS "EASIFIRST" LARD COMPOUND.

Tierces	0 10
Tubs	0 10½
20-lb. pails	0 10½
20-lb. tins	0 10
10-lb. "	0 10½
5-lb. "	0 10½
3-lb. "	0 11

Licorice

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 75
Dulo large cent sticks, 100 in box	

Lye (Concentrated)

GILLETT'S PERFUMED. Per case

1 case of 4 dozen	$3 60
3 cases of 4 dozen	3 50
5 cases or more	3 40

Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case, per doz	$1 00
16-oz. glass jars, 2 doz in case "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Pint Sealers (24 oz.), 1 doz. in case, per dozen	2 00

SHIRRIFF BRAND



"Imperial Scotch"—

1-lb. glass, doz.	1 55
2-lb. " "	2 80
4-lb. tins, "	4 65
7-lb. " "	7 35

"Shredded"—

1-lb. glass, doz.	1 90
2-lb. " "	3 10
7-lb. tins, "	8 25

THOMAS J. LIPTON

Prices on application



SPRATT'S PRICE LIST

Mixed Bird Seeds, 1-lb. pkts., 3 dozen cases per doz	$0 25
Parrot Food, ½-lb. pkts., 1 doz cartons	0 45
Parrot Food, 2-lb. pkts	1 35
Bird Cage Sand, about 1½-lb. bags, ½-gross cases, per doz	0 30
Bird Cage Grit, about 1½-lb. bags, ½-gross cases, per doz	0 30

Mince Meat

Wethey's condensed, per gross net	$13 00
" per case of 3 doz. net	3 25



ST. CHARLES CONDENSING CO

PRICES:

St. Charles Cream-family size, per case	$4.70
Ditto, hotel	4.90
Silver Cow Milk	5.00
Purity Milk	4.70
Good Luck	4.00

Mustard

COLMAN'S OR KEEN'S

D.S.F., ¼-lb. tins	per doz.	$ 1 40
" ½-lb tins	"	2 50
" 1-lb. tins	"	5 00
Durham ¼-lb. jar	per jar	0 75
" 1-lb. jar	"	0 25
F.D. ¼-lb. tins	per doz.	0 85
" ½-lb. tins	"	1 45

Olive Oil

LAPORTE, MARTIN & CIE., LTD.

Minerva Brand—

Minerva, qts. 12's	$ 5 75
" pts 24's	6 50
" ½-pts. 24's	4 25

Sauces

PATERSON'S WORCESTER SAUCE

Agents, Rose & Laflamme, Montreal and Toronto

½-pint bottles, 3 & 6 doz., per doz.	0 90
pint " 3 doz.	1 75

THOMAS J. LIPTON

Prices on application

Soda

COW BRAND



Case of 1-lb. containing 60 packages, per box, $3.00

Case of ½-lb. containing 120 pkgs. per box, $3.00

Case of 1-lb and ½-lb. containing 30 1-lb. and 60 ½-lb. pkgs. per box $3.00

Case of 5c. pkgs. containing 96 pkgs. per box, $3.00

MAGIC BRAND Per case

No. 1, cases 60 1-lb. packages		$ 2 7
No. 2, " 120 ½-lb.	"	2 75
No. 3, " 30 1-lb. and 60 ½-lb.	"	2 75

No. 5 Magic soda—cases 100—10-oz. pkg

1 case	2 75
5 cases	2 75



Wood's "Canadian Souvenir" Canister Coffee

Roasted in Bean or Roasted and Ground

Cases of 48 lbs., 1 lb. cans, $14.40 per case

THIS COFFEE has found a welcome in thousands of homes.
If you are not selling it you are missing a pleasure.
It is of unequalled quality as a popular, rapid-selling line.
THE CANISTER is lithographed on the tin in rich, delicate colouring.
It has a permanent usefulness every housekeeper prizes.
It sells and it suits! We solicit your orders.

THOMAS WOOD CO., LIMITED

No. 428 St. Paul St. Montreal

Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors.....per gross	$10	00
" " black..... "	15	00
Oriole soap..... "	10	00
Gloriola soap..... "	12	00
Straw hat polish..... "	16	00



3 doz. to box..... $3 45

6 doz. to box $6 90

30 days.



1 Box Price $4.00

5 Box Price $3.90

Freight paid on 5 box lots.

Starch

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb
No. 1 White or blue, 4-lb. carton.	$0 07
No. 1 " " 8-lb. "	0 07
Canada laundry.....	0 06
Silver gloss, 6-lb. draw-lid boxes.	0 08
Silver gloss, 6-lb. tin canisters....	0 08
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal....	0 07
Benson's satin, 1-lb. cartons.....	0 07½
No. 1 white, bbls. and kegs.....	0 06½
Canada White Gloss, 1-lb. pkgs...	0 06½
Benson's enamel....per box 1 50 to	3 00
Culinary Starch—	
Benson & Co.'s Prepared Corn....	0 07½
Canada Pure Corn	0 07½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
" " 1 " or blue,	

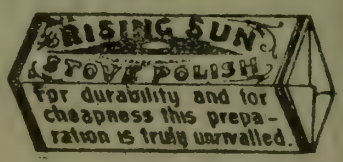
BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb	0 6½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb....	0 06½
Barrels, 200 lb.....	0 7½
Kegs, 100 lb.....	0 07
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 08
6-lb. toy trunks, 8 in case.....	0 08
6-lb. enameled tin canisters, 8 in case.....	0 08
Kegs, ex. crystals, 100 lb.....	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.....	$0 06
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 60

Stove Polish

	Per gross
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Rising Sun, 10c. size, ½-gross boxes....	10 00
Sun Paste 5c. size, ½-gross boxes....	5 00



JAMES' DOME BLACK LEAD

	Per gross
6a size	$2 40
2a "	2 50

Syrup.

EDWARDSBURG STARCH CO., LTD.
"Crown" Brand Perfection Syrup.

Barrels, 700 lbs.....	0 03½ per lb.
Half-barrels, 350 lbs...	0 03¾ "
¼-barrels, 175 lbs.....	0 03¾ "
Pails 25 lbs.....	1 30 each
" 36½ lbs.....	1 80 "

Plain tins, with label—	Per case.
2 lb. tins, 2 doz. in case.....	2 50
5 " 1 " "	2 85
10 " ½ " "	2 75
20 " ¼ " "	2 70

(5, 10 and 20 lb. tins have wire handles.)

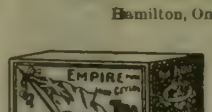
Teas



THE "SALADA" TEA CO.

	Wholesale	Retail.
Brown Label, 1's and ½'s	$0 25	$0 30
Green Label, 1's and ½'s	0 27	0 35
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 35	0 50
Gold Label, 1's and ½'s.....	0 44	0 60
Red-Gold Label, ½'s.....	0 [illegible]	0 80

GEO. E. BRISTOL & CO.,
Hamilton, Ont.

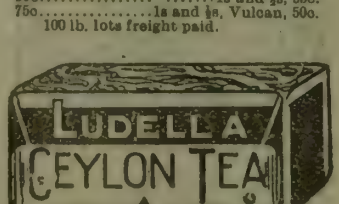


EMPIRE PACKAGE TEA

Cases 30 and 50 lbs. each—Black, Mixed, and Green Ceylon.

25c..... .....1s, 20c.; ½s, 21c.	
30c..... .....1s and ½s, 23c.	
40c..... .....1s and ½s, 28c.	
50c..... .....1s and ½s, 35c.	
75c..... .....1s and ½s, Vulcan, 50c.	

100 lb. lots freight paid.



Blue Label, ½'s.....	0 21	0 26
Orange Label, 1's and ½'s	0 23	0 40
Gold Label, 1's	0 20	0 25
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s.....	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf-c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs.....	0 19



BLUE RIBBON TEA CO., MONTREAL

	Wholesale	Retail
Yellow Label, 1's.....	0 20	0 25
" " ½'s.....	0 21	0 25
Green Label, 1's and ½'s.....	0 24	0 30
Blue Label, 1's and ½'s.....	0 25	0 35
Red Label, 1's, ½'s, ¼'s and ⅛'s..	0 30	0 40
White Label, 1's, ½'s and ¼'s..	0 35	0 50
Gold Label 1 's and ½'s.....	0 42	0 60
Purple Label, ½'s and ¼s.....	0 55	0 80
Embossed, ½'s and ¼'s.....	007	1 00



	Wholesale	Retail
Pink Label 1's and ½'s	30c.	40c.
Gold Label 1's and ½'s	35c.	50c.
Lavender Label 1's and ½'s	42c.	60c.
Green Label 1's and ½'s	50c.	75c.
Canisters		
Gold Tins, 5's	35c. 1.75	50c. 2.50
Gold Tins, 3's	35c. 1.05	50c. 1.50
Gold Tins, 1's	36c. each	50c. each
Gold Label, ½'s	18c ea. 36 lb.	25c ea. 50 lb.
Red Tins, ½'s	35c ea. 70 lb.	50c ea. 1 00 lb.
Red Tins, ¼'s	18c ea. 72 lb.	25c ea. 1.00 lb.



MELAGAMA TEA.

MINTO BROS., 55 Front St. East

	Wholesale	Retail.
Black, green, mixed, ½s	0 70	1 00
" " ½s.....	0 55	0 80
" " ¼s.....	0 44	0 60
" " 1 lbs. & ½s.	0 40	0 60
" " ½s.....	0 38	0 50
" " 1 lbs. & ½s.	0 35	0 50
" " 1 lbs., ½s.....	0 30	0 40
" " ½s.....	0 32	0 40
" " ½s.....	0 25	0 30
" " 1 lbs.....	0 24	0 30

We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 35c.....	$0 20
" " ½-lb., " "	0 21
Blue Label, retail at 30c.....	0 23
Green Label. " 40c.....	0 30
Red Label, " 50c.....	0 35
Orange Label, " 60c.....	0 42
Gold Label " 80c.....	55

RIDGWAYS.
London, Vancouver Winnipeg and Ceylon



	Wholesale.	Retail.
Capital Household, 1's and ½'s	0 30	0 40
Old Country, 1's and ½'s.....	0 36	0 50
5 o'clock, 1's and ½'s.....	0 42	0 60
H.M.B., 1's and ½'s.....	0 75	1 00

Ridgway's Standard Bulk Blend in stock at all our branches in Canada.



THOMAS WOOD & CO.

Montreal and Boston

	wholesale	retail
Wood's Primrose, per lb.. ..	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis.....	0 30	0 40

Pack in ½-lb. tins. All grades—either black, green or mixed.

Tobacco.

IMPERIAL TOBACCO COMPANY OF CANADA, LIMITED—EMPIRE BRANCH.

Chewing—Black Watch 5s.....	36
Black Watch 11s	38
Bobs 5s and 10s.....	[illegible]
Bully 6s.....	44
Currency 5½s. and 10s.	38
Stag 5s.....	38
Old Fox 12s.....	44
Pay Roll Bars 7½s.....	56
Pay Roll 7s.....	56
Plug moking—Shamrock 6s., plug or bar	45
Rosebud Bars 6s.....	45
Empire 5s, and 10s.....	38
Amber 8s. and 3s.....	60
Ivy 7s.	50
Starlight 7s	70
Cut Smoking—Great West Pouches, 7s..	51

JOS. COTE, QUEBEC.

Cigars	
St. Louis (union), 1-20.....	$33 00
St. Louis, 1-40.....	35 00
St. Louis, 1-100.....	35 00
Champlain, 1-20.....	35 00
Champlain, 1-40.....	36 00
El Sergeant, 1-20.....	55 00
El Sergeant, 1-40	55 00
El Sergeant, 1-100.....	55 00
Cut tobaccos.	
Petit Havana, ½, 1-12—1-6.....	0 40
Quesnel, 1-4, 1-2	0 65
" 1-9	0 [illegible]
Cote's Choice Mixture, ½-lb tins.....	0 75
" " ½-lb "	0 70
" " 1-lb "	0 [illegible]

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz.....	$18 00
Absorbine Jr., per dozen.....	2 00

Yeast.

Royal yeast, 3 doz. 5 cent. pkgs	$1 10
Gillett's cream yeast, 2 doz. in case ..	1 10

For charges for inserting quotations in this dept. apply to Advt. Manager, The Canadian Grocer, at our nearest office.

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Spratt's MEAT "FIBRINE" Dog Cakes

Your Jobber can supply. **It means More Business.** Packed in all Sizes.

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Sanitary Cans

For Hand Filled Goods

Tomatoes, Stringless Beans, Asparagus, Spinach, Etc., Apples, Peaches, Pears, Plums, Etc.

Sanitary Enamel Lined Cans

For Color Fruits and Goods of Strong Acidity

Strawberries, Red Raspberries, Black Raspberries, Blackberries, Sour Cherries, Blueberries, Beets, Rhubarb, Etc.

"The Can Without The Tap Hole"
"Bottom Like The Top"

Write for Samples

Sanitary Can Company, Ltd.

Niagara Falls, - - Ontario

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Crescent BM&Co. TRADE MARK. Brand

SODA CRYSTALS (WASHING SODA)

Foreign Soda Crystals—and some of English manufacture—are being extensively offered for sale in this country which are grossly adulterated with Glauber-Salts (Sulphate of Soda), a cheap product which is not only entirely useless for washing purposes, but is even likely to injure the fabrics with which it comes in contact. The Adulterated Soda-Crystals, although nominally lower in price than BRUNNER MOND'S PURE SODA CRYSTALS, are in reality much dearer owing to the large quantity of useless and injurious matter which they contain.

BRUNNER, MOND & CO., LIMITED
WINN & HOLLAND, Agents
MONTREAL

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HALIFAX

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JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England
Agent:
JOHN FORMAN, - 644 Craig Street
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